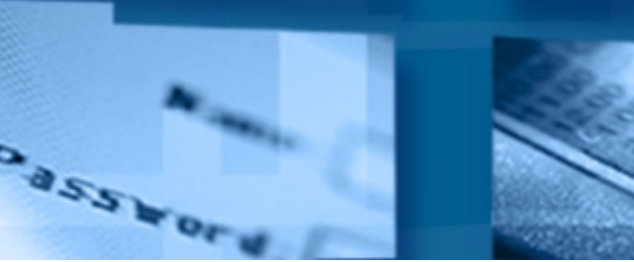


LOTUSPHERE 2002

Lotus software

PROOF POSITIVE

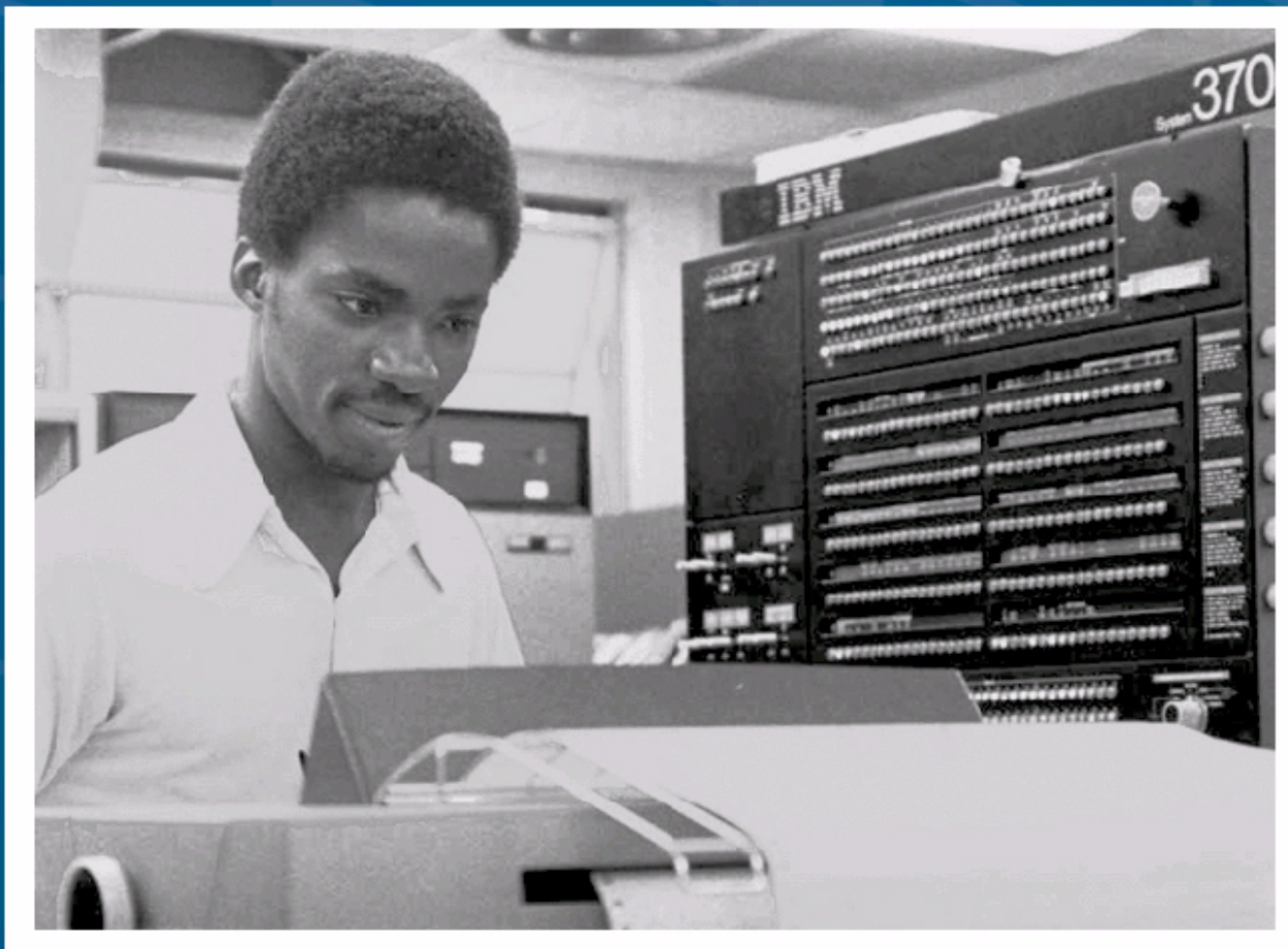
Ben Stein







Contextual Collaboration



... 25 years ago

LOTUSPHERE 2002

Lotus software

PROOF POSITIVE

Lotusphere 2002

AI Zollar
General Manager
Lotus Software
IBM Software Group



PROOF POSITIVE

WIN BEN STEIN'S MONEY



PROOF POSITIVE

EXTEND OUR LEAD IN MESSAGING

Lotus[®]

Notes & Domino

#1 Provider of INTEGRATED Collaborative Environments

50% of Revenues

39% of Total Users Worldwide

Lotus software

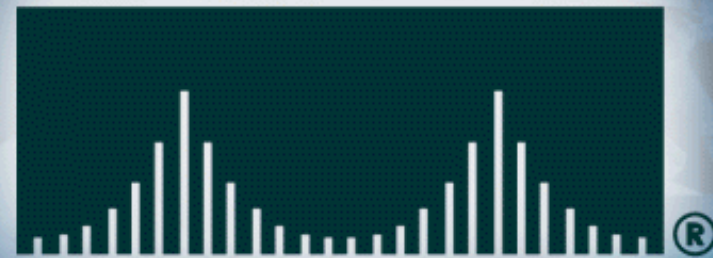
LOTUSPHERE

2002 NEWS

UNIFIED MESSAGING ALLIANCES WITH

 **Captaris™**

CISCO SYSTEMS



Lotus software

RED HOT INDUSTRY LEADER

Lotus[®]

Sametime

81% Q4 Growth

35% Share

3+ Million Business Users

Lotus software

LEADING TEAM COLLABORATION

Lotus[®]

QuickPlace

QuickPlace
863%

Competitors

56%

60%

New Users YTY Growth (%)

Lotus software

DELIVERING PERVASIVE VALUE

Lotus[®]

“Everyplace”

**Compatible with 90%
of Handheld Users**

ADVANCING OUR LEADERSHIP

Lotus[®]

LearningSpace

**IBM Mindspan Solutions -
Customers in 57 Countries**

Lotus software

PHILIPS

DAIMLERCHRYSLER

 **JPMorganChase**

Bayer 

OUR CUSTOMERS

ExxonMobil

IBM

 **General Motors**

Deutsche Bank



ABB

PRICEWATERHOUSECOOPERS 

Lotus software

 Boston Properties

SeaRay

Lightbridge

OUR CUSTOMERS



MONTGOMERY WATSON



DUKE UNIVERSITY HEALTH SYSTEM

ZOETROPE STUDIOS

PROOF POSITIVE



ENABLING the Minds of e-business

COLLABORATION AT SEA



US NAVY

Lotus software

OPERATION ENDURING FREEDOM



GERMANY CANADA GREAT BRITAIN USA

Lotus Sametime

.WORKTHEWEB™

instant team collaboration

Lotus QuickPlace

www.lotus.com/quickplace

Lotus LearningSpace

The First Groupware and E-Mail Server for the Web

Lotus .domino Powered by Notes

4.6 RELEASE

Lotus NOTES

LOTUS 1-2-3

1-2-3 Spreadsheet, Graphics, Information, Management Plus

Lotus Discovery

Find what you need to succeed.

Lotus .domino

Collaboration for e-business™

Lotus Notes

DESKTOP

The Most Powerful Groupware and E-Mail Client for the Net

Lotus SmartSuite 96

The Desktop Solution For You And Your Team.

Lotus 1-2-3/G

Working Together

Lotus software



McKinsey & Company





Burson-Marsteller



EMERGING THEMES

OPERATIONAL EFFICIENCY

LOTUSPHERE

2002 NEWS

Lotus[®]

Notes 6

Lotus[®]

Domino 6

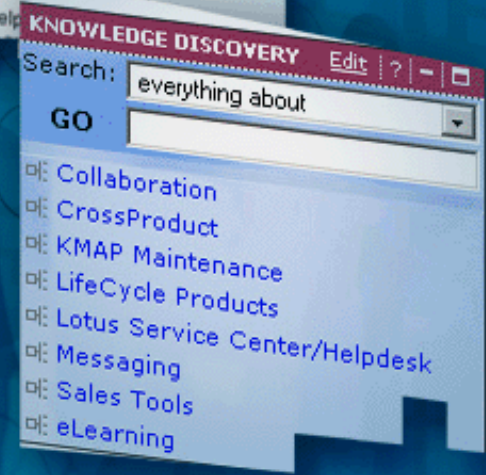
LOTUSPHERE 2002 NEWS

TIVOLI SERVER HEALTH MANAGEMENT AND PLANNING FOR DOMINO

EMERGING THEMES

Integrate collaboration into *every* aspect of connected enterprises

GROWTH AND TRANSFORMATION



Hewitt



Improving Business Results Through People

*Deployed Sametime to their 13,000 Notes users
and put up 175 QuickPlaces*

Prudential Financial

PRUDENTIAL SECURITIES INCORPORATED, A PRUDENTIAL COMPANY.

*Real-time collaborative connections for 7,000 employees
in 300 offices in 22 countries*

*Hosted solutions to
25 large customers and
280,000 LearningSpace
end-users*



presenceonline

Integrated their technology with virtually every IBM software product

Lotus software

Atomica - Cancer

gene chips

Atomica for Lotus Discovery Server

- DS Documents
- DS People
- DS Places
- DS Categories
- Did You Mean?
- News
- Dictionary
- Encyclopedia
- Medical**
- Health

gene chip
n.

A chip that is used to detect the DNA makeup of a cell. The chip contains hundreds of thousands of tiny squares designed to mate with a particular gene. They react to the liquified human cells poured over it and are detectable by a laser. Gene chips are expected to revolutionize medicine by being able to pinpoint a very specific disease or the susceptibility to it.

 Merriam-Webster's Medical Dictionary, Network Edition 1997. [Merriam-Webster's, Incorporated](#). Published under license with Merriam-Webster, Incorporated



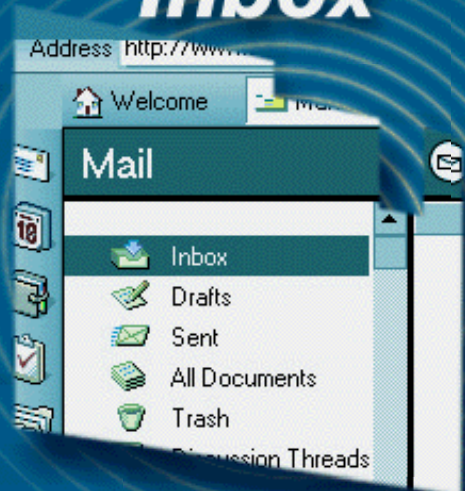
Atomica

LOTUSPHERE 2002 **NEWS**

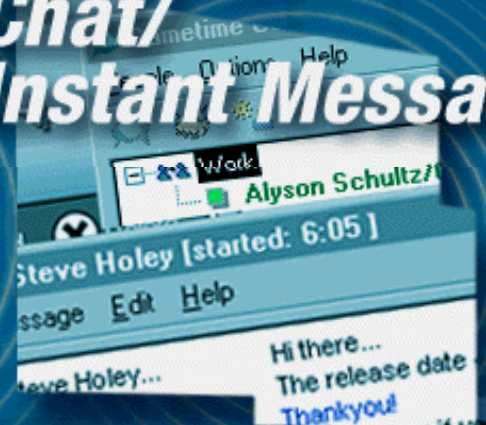
NEW SAMETIME ACQUISITION MODELS

UNLEASHING COLLABORATION

Inbox



**Chat/
Instant Messaging**

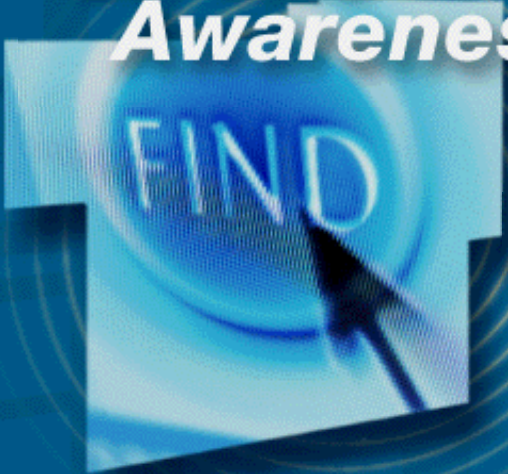


**Expertise
Location**



Classroom

**On-line
Awareness**



Calendar



**EVOLUTION TO
MODULAR COMPONENTS
CONNECTED BY STANDARDS**

I N T E G R A T I O N

**INTEGRATION OF
WEB APPLICATIONS**

**J2EE:
PLATFORM OF THE FUTURE**



LOTUSPHERE 2002 NEWS

NEXT GENERATION of LearningSpace

BENEFITS

SYSTEMS INTEGRATORS -- SIMPLER INTEGRATION

IT MANAGERS -- LESS INFRASTRUCTURE

APPLICATION DEVELOPERS -- MIX & MATCH

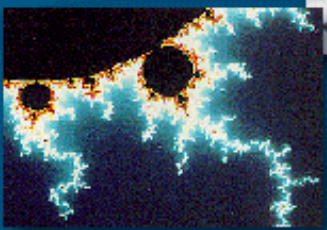
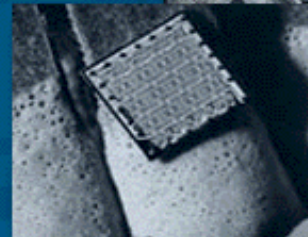
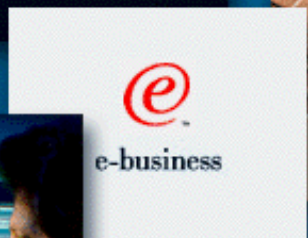
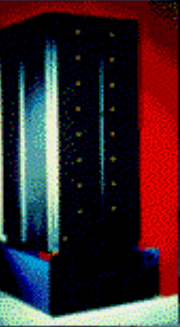
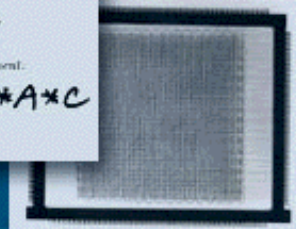
END USERS -- LIBERATION

OF COLLABORATION NEXT GENERATION

The screenshot displays a Lotus software interface for a meeting invitation. On the left is a calendar sidebar with events such as 'Call-in Meeting 9:00am - 10:00am' and 'Lunch with Chet Stevens 12:00 - 1:00pm Cafe'. The main window shows a 'Meeting Invitation' for 'Prep for Westlake Municipality Customer Visit' on 'Today, 2:00 - 2:50 PM' at 'Conference Room'. A list of attendees includes Ingrid Peterborg (Manager, Market Data Division), Merry Smith (Analyst, Materials Marketing), Dave Bourdeau (New Products Marketing Group), Scott Davidson (Services Marketing Group), and Andrew Chadick (Coatings Marketing Group). A 'Kgap Mail' window is overlaid, showing a 'Skills inventory of participants in meeting' with horizontal bars for Sales, Development, Finance, Marketing, Support, and Manufacturing. The Marketing bar is highlighted in red. At the bottom, there are buttons for 'Invite', 'Ignore', and 'Suggest Participant'. A 'My connection to Merry Smith' diagram shows a network of connections between Ingrid Peterborg and Merry Smith.

LEVERAGING IBM'S TECHNOLOGY

Typical mathematical formula:
 $D = B^2 - 4AC$
 Equivalent FORTRAN statement:
 $D = B**2 - 4*A*C$



IBM...

Tivoli software

Lotus software

THE SOFTWARE STORY OF THE DECADE

DB2 Data Management Software

WebSphere software

Lotus software

IBM AS A CUSTOMER



W3 PORTAL

IBM Intranet

Welcome to the IBM Intranet

BluePages Search HelpNow Feedback

7 Jan 2002, Hello Tom Libretto

EDIT Homepage Layout | Profile Settings | Sign Out | Help

w3 Home

- News
- Lou's w3 Pages
- About IBM
- About w3

ESSENTIAL LINKS

- IBM Global Campus
- IBM SiteSrvy
- IBM Travel
- Lotus Software Intranet
- Team Central

PROJECTS LINKS

- Autonomic Computing
- Reinventing Email

People here: 4

- Tom Doak
- Tom LibrettoLS02
- Alan LepofskyLS02
- Frank Brockmeyer

Place Owner:

Frank Brockmeyer

NOTES WEB ACCESS - MY CALENDAR

Monday, January 28, 2002		Tuesday, January 29, 2002	
08:00		08:00	
:30	Lotusphere General Session	:30	
09:00		09:00	Staff duties: Advanced
:30		:30	Collaboration Lab
10:00		10:00	
:30		:30	
11:00		11:00	
:30		:30	

NEWS

Top Stories

Space alliance: end-to-end on for detecting money

Deployment of automated decision

IBM expands portfolio of Web services tools

New toolkit simplifies administration and security [IDG News Service]

IBM wins \$761 mln service contract from PacifiCare

IGS inks healthy 10-year outsourcing deal with PacifiCare Health Systems [Reuters]

JDS Uniphase closes deal to buy IBM optical unit

IBM sells optical transceiver business to JDS Uniphase [MSNBC]

SEARCH

- BluePages - Advanced
- w3 - Advanced
- ibm.com - Advanced

GO

Can't find what you're looking for? Go to the Search help page.

MARKET REPORT

Quoted at 5:02 pm EST on 25 Jan.

Refresh

Symbol	Current	+/-
IBM	\$109.28	+1.20

16.11 M
8.06
0.00

SCORECARD

Thomas Weisel Partners rates IBM a Buy

IBM outshines Sun Takes marketplace lead in servers

IDC: IBM Gaining Market Share

IBM.

PROOF POSITIVE

LOTUS



2002

winners

LOTUSPHERE 2002 NEWS

IBM SOFTWARE SERVICES FOR LOTUS

PROOF POSITIVE

LOTUSPHERE 2002

Lotus software

PROOF POSITIVE

Mike Zisman
Vice President
Emerging Technologies
IBM



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Scott Cooper
Vice President
Solutions
Lotus Software



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Lotus software

PROOF POSITIVE

Alan Lepofsky
Senior Software Product Specialist
Lotus Software



LOTUSPHERE 2002

Lotus software

PROOF POSITIVE



PROOF POINTS **LOCATING AND ORGANIZING PEOPLE**

- Internal meeting cost savings - \$21 Million
- External meeting cost savings - \$3 Million
- Less time to locate and organize people
- Integration of tools makes it accessible to more people

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Lotus software

PROOF POSITIVE



LOTUSPHERE 2002

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PROOF POSITIVE

Margaret Driscoll
Director
Strategy and Ventures
Lotus Software



LOTUSPHERE 2002

Lotus software

PROOF POSITIVE



PROOF POINTS **GLOBAL CAMPUS, BASIC BLUE**

- \$55 Million direct, \$33 Million indirect
- 25% less learning time, 5 times more content
- \$350 million total cost savings in 2000

LOTUSPHERE 2002

Lotus software

PROOF POSITIVE



PROOF POINTS **ANSWERLINK**

- Cut response time 72% (from 9 to 2.5 days)
- 140,000 answers in 3 months for 8500 people
- Transparent organization
- Self-enabled organization
- Reputations emerge
- Communities emerge

LOTUSPHERE 2002

Lotus software

PROOF POSITIVE

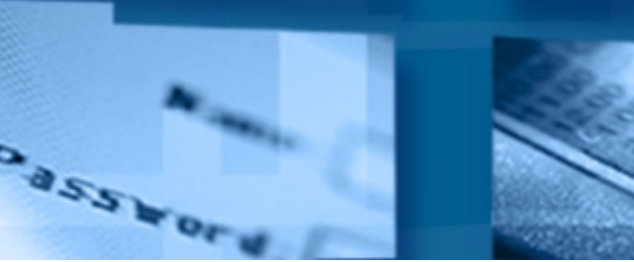


LOTUSPHERE 2002

Lotus software

PROOF POSITIVE

Tom Libretto
Senior Marketing Manager
Lotus Software



LOTUSPHERE 2002

Lotus software

PROOF POSITIVE



PROOF POINTS RESEARCH RECRUITMENT

- Organization of people and content leads to discovery of meaningful correlations
- Contextual information available to researchers helps them perform better in interviews
- Recruits become reference sources without being formal members of the team

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Dan Gruen
Research Scientist
IBM Research



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