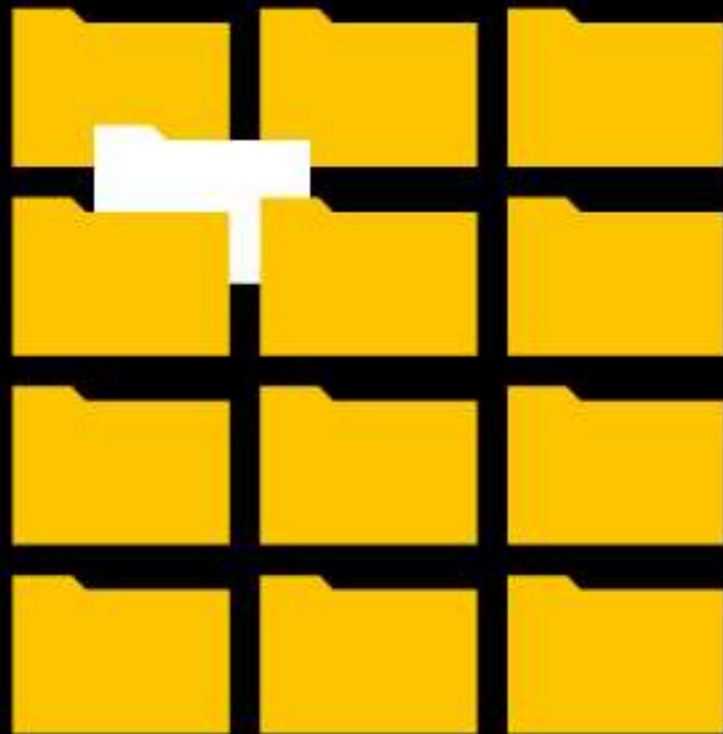


Lotus knows there is something you should read in today's Business section.



The latest in **Messaging and Collaboration**

Marty Buckley, Lotus Collaboration Sales

Gary Wickham, Senior IT Specialist

Collective Intelligence 2010

The future of enterprise collaboration

Follow us on twitter at [#ibmci](#)

147%

Forrester Research:

147% Return on Investment for Upgrading to Notes and Domino 8.5

- Payback period – only 12 months!
- Get the webcast and white paper on ibm.com/lotus/notes

Webcast Replay and Forrester Case Study Report on Lotus Notes/Domino V8.5 Economic Benefits



Webinar featured speakers:

Jon Erickson
Principal Consultant,
Forrester Research

Ted Schadler
Vice President,
Forrester Research

Webcast Replay and Forrester Case Study Report on Lotus Notes/Domino V8.5 Economic Benefits

Lotus® Notes® 8.5



Strong focus on TCO

30%

Fewer Servers to Manage

40%

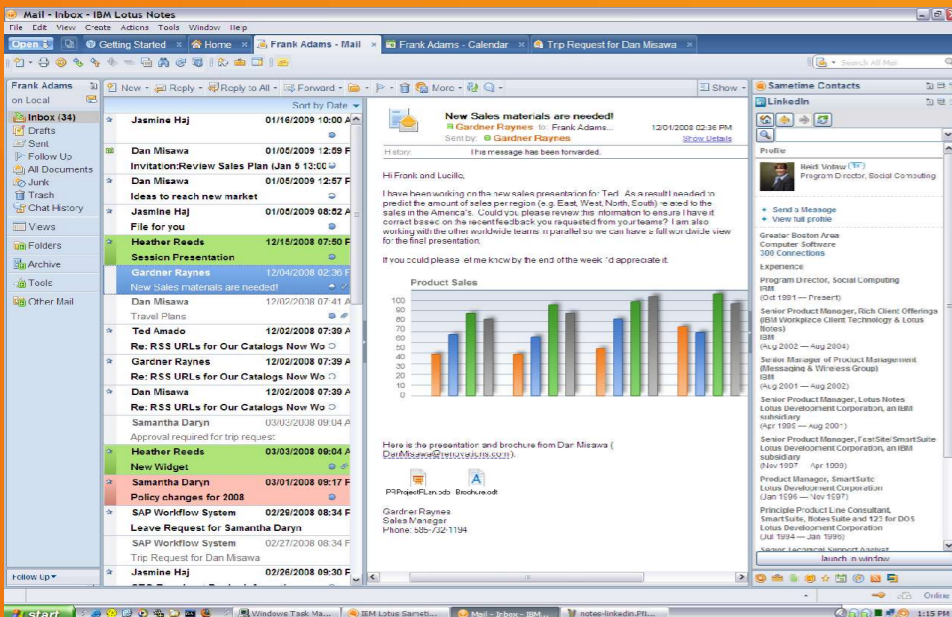
Improvement in CPU Efficiency

>50%

Bandwidth reductions

40-60%

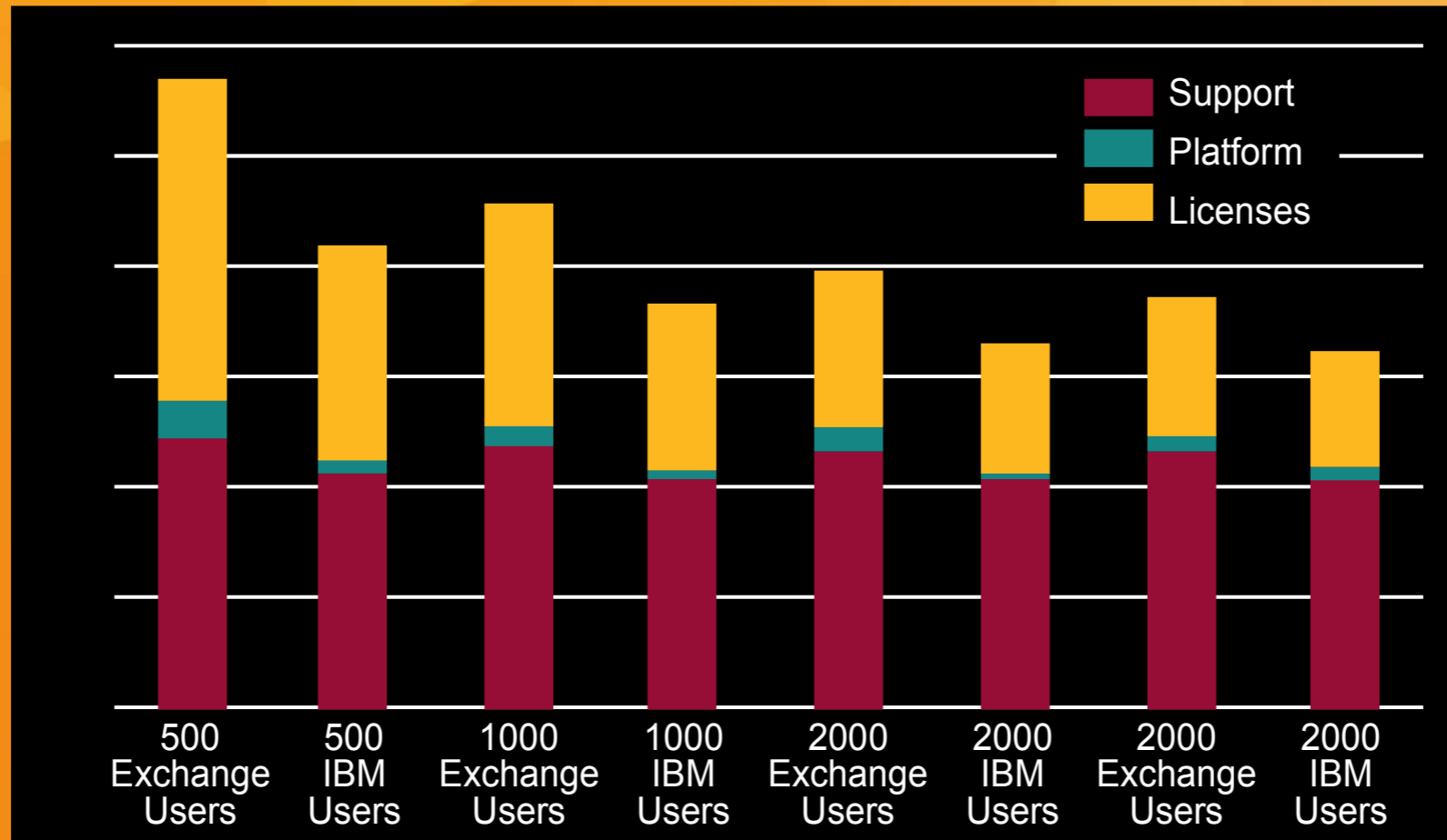
Disk Savings



52%

Independent TCO Analysis from Applicable Ltd

IBM Lotus Notes and Domino Up to **52%** Cheaper



Total Costs of Ownership Comparison -
Message Service

Source: <http://www.applicable.com> Sept, 2009

“Attention management”



Information overload

Social interaction overload



Interruption

Multitasking



Smarter Collaboration with Notes 8.5

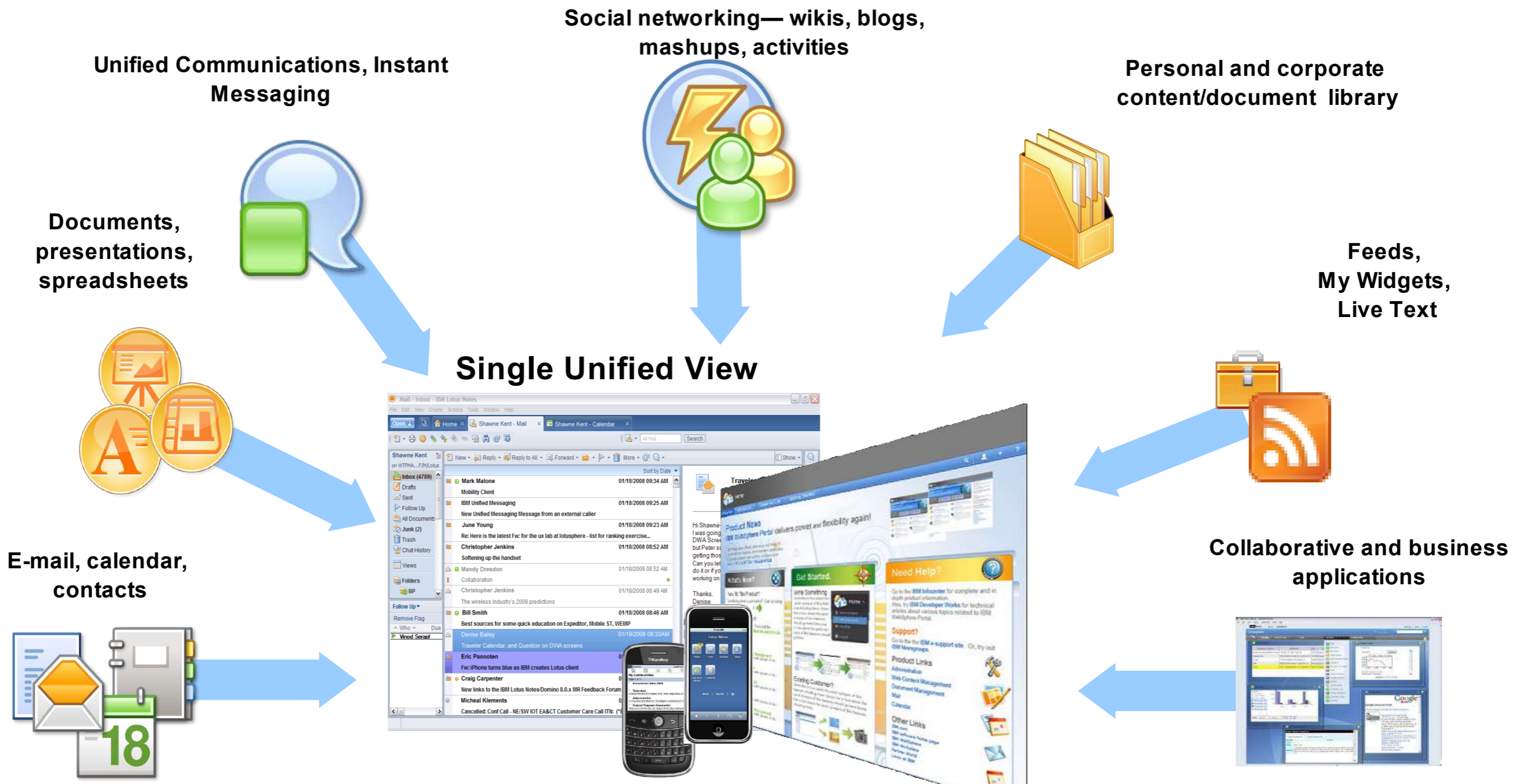
The screenshot displays the IBM Lotus Notes 8.5 Mail - Inbox interface. The main window shows a list of messages with columns for Sender, Subject, Date, and Size. A callout labeled "Conversation threads" points to a group of related messages. Another callout, "Color coded messages & mail management tools", points to the color-coded rows and icons in the message list. A third callout, "Apps, Feeds.. 'collaboration in context'", points to the right-hand pane which contains various applications and feeds like "Alpha Mountain Grooming" and a "To Do List". A fourth callout, "Recipient icons and flags", points to the recipient information in the selected message header. A fifth callout, "Integrated presence and IM", points to the presence status icons in the message header. A sixth callout, "Horizontal and vertical preview pane options", points to the content area of the selected message, which includes a text block and a bar chart titled "Product Sales".

Sender	Subject	Date	Size
Anna Bauer	Halfpipe requirements	13/6/08 11:30	1,234 KB
Amadou Alain	Re: Halfpipe requirements	13/6/08 10:15	13 KB
Simon Schulz	Alpha Mountain opportunity	13/6/08 09:47	14 KB
Pierre Dumont	Re: Alpha Mountain opportunity	13/6/08 09:15	
George Bandini	Global marketing update	13/6/08 07:39	
Anna Bauer	Latest sales figures by region	13/6/08 23:45	
Heather Reeds	Please review meeting minutes	12/6/08 19:12	
Gail Chao	New snowmaking techniques	12/6/08 18:34	356 KB
Amadou Alain	New gondola requirements from Beta Mtn	12/6/08 18:16	10 KB
Marie Anne Gauthier	Request from finance	12/6/08 17:58	46 KB
Jin Wu	Zeta's charitable foundation	11/6/08 16:15	1,678 KB
Gail Chao	Financial reports from 3Q07	11/6/08 14:31	14 KB

Product Sales

Region	Q1	Q2	Q3	Q4
East	30	40	50	60
West	60	70	80	90
North	90	80	70	60
South	70	60	50	40

Collaboration in Context saves time!

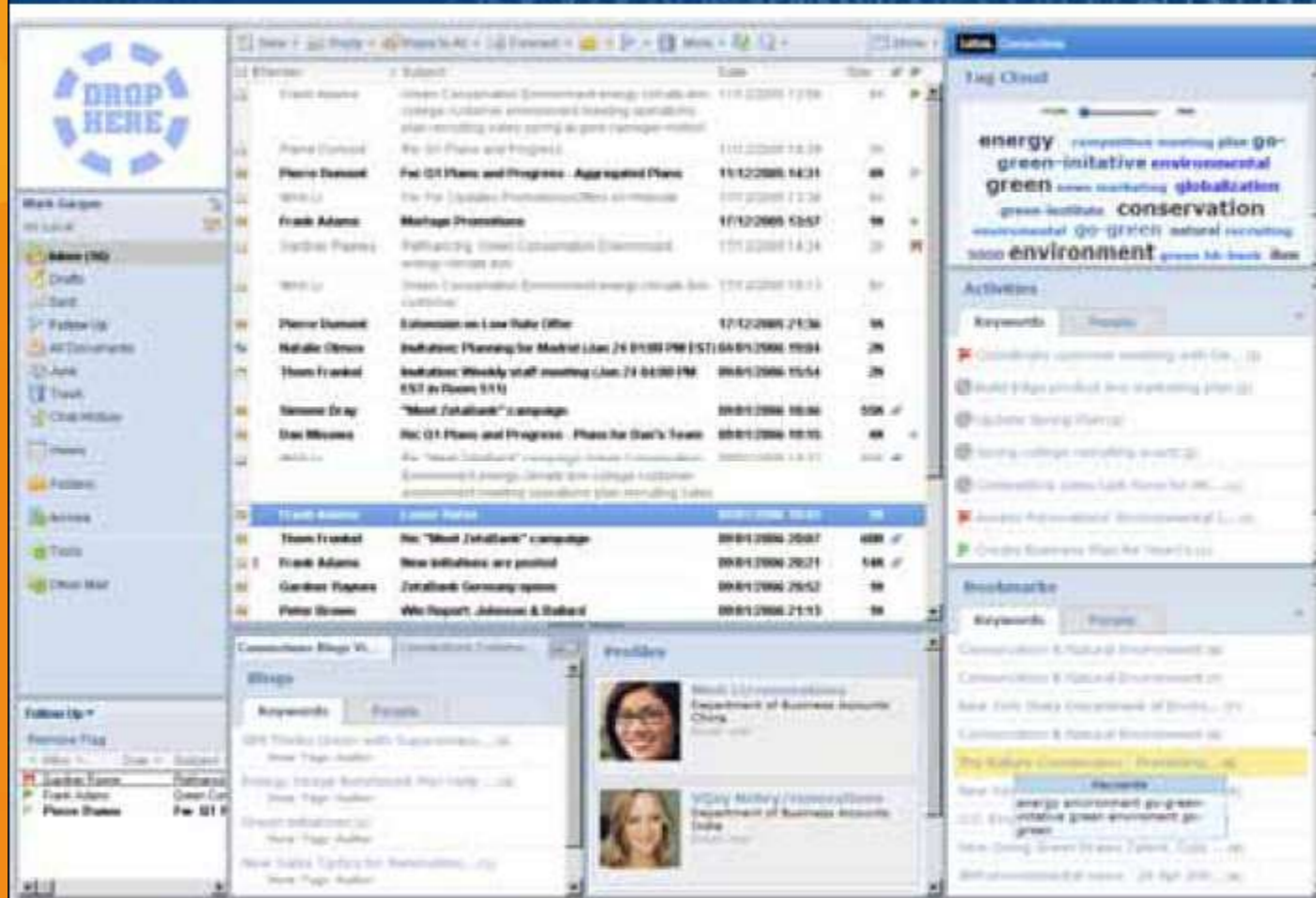


Leveraging **ALL** your current investments

ORACLE DB2 SAP CISCO BlackBerry FileNet P8 AVAYA NOKIA

Gartner Agrees..

E-Mail Becomes the Collaboration Console: The Future of E-Mail Is...Gasp...Lotus Notes?



- Eclipse-based
- Sidebar paradigm
- Mashup architecture
- Third-party platform
- Whither Microsoft?

E-mail needs a plug-in architecture to survive generational change.

Gartner.

*Reference: Gartner - "Beyond E-Mail: Does E-Mail Have a Future, and Why Should You Care?", presented by Matthew Cain, Gartner Portal, Content & Collaboration Summit, June 8-10, 2009

Widgets, Plugins and Live Text



Rock Your Work with eproductivity™
and Get Things Done
productivity software that's intuitive and easy to use

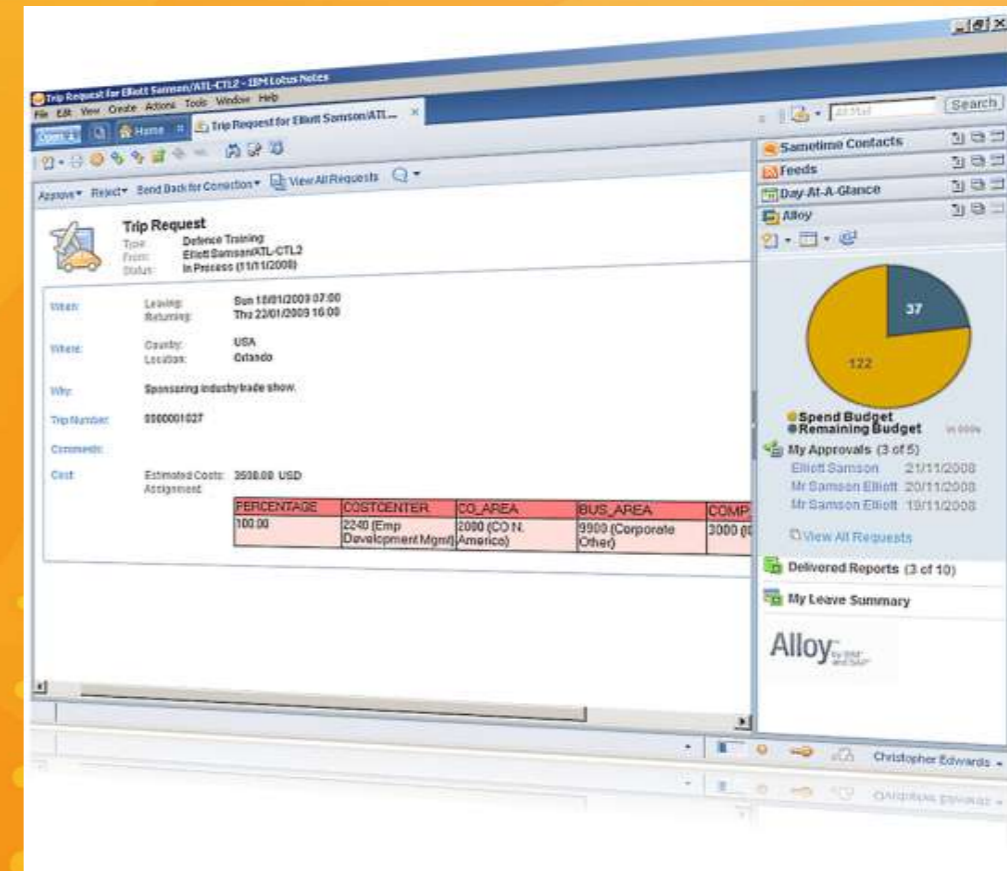


- ✓ Get "In" to empty
- ✓ Stay on top of your game
- ✓ Get more done



Plugin - Alloy by IBM and SAP

- Integrated workflows and custom business processes for IBM and SAP customers
- 2010 plans:
 - Focus on industry-specific and partner solutions
 - Workflow approvals on OpenNTF.org
 - includes Purchase, Invoice, Sales Order and Time Record approvals, amongst others.



Information on new products is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information on the new product is for informational purposes only and may not be incorporated into any contract. The information on the new product is not a commitment, promise, or legal obligation to deliver any material, code or functionality. The development, release, and timing of any features or functionality described for our products remains at our sole discretion.

A strong vibrant developer community



OpenNTF is devoted to enabling developers to collaborate on IBM Lotus Notes/Domino applications, and release them as open source.

Growth in 2009

Members: 67,000 / 8,500 New

Traffic up 25%: 3,200,000 page visits

New Releases: 300+ ready to use 2X Downloads: 125,000

more IBM-authored Notes/Domino source code in 2009 than all previous years combined

Lotus Business Solutions Catalog

- One-location to find Widgets, Applications, and Partner Solutions
 - Compelling U/I: Tags, Ratings, and Commentary
- Advanced Search / Filtering
 - By Industry
 - Partnerfinder
- For Business Partners
 - Streamlined submission
 - Simplified approval

catalog.lotus.com

The screenshot displays the Lotus Business Solutions Catalog interface. At the top, there are navigation links for 'Catalog' and 'My Dashboard', and a notification for '5 new notifications'. The search filters on the left include 'Solution Area' (Personal Productivity), 'Product' (Quickr), and 'Industry' (All). The search results on the right show three entries for 'ProjExec for IBM Lotus Quickr' by Trilog Group, each with a 5-star rating and 21 downloads. The description for each entry is: 'ProjExec® Online dramatically enhances the way people collaborate on distributed projects by integrating the foremost collaborative capabilities with project management best practices in a single integrated online service. When it comes to collaboration features, ProjExec® Online reaches new heights...'. The interface also includes a 'Filter by Tag' button and a 'Reset all filters' link.

Demo

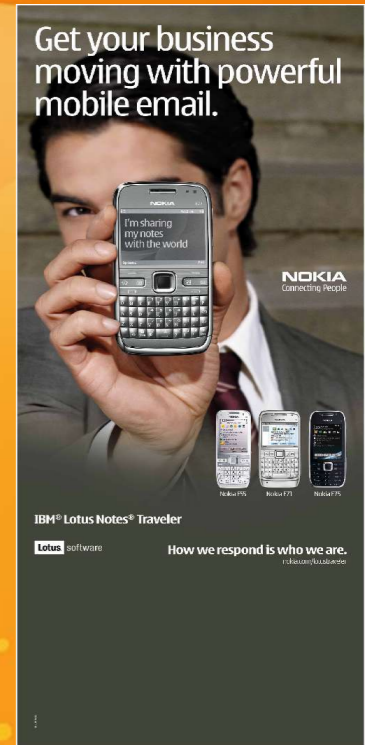
Xpages – Smarten your applications!

The screenshot shows a web browser displaying the IBM Discussion 2.0 application. The interface includes a navigation menu on the left, a main content area with document listings, and a footer with copyright information. Several yellow callout boxes highlight specific features:

- Custom Branding:** Points to the IBM logo and the 'Discussion 2.0' header.
- Styles Themes:** Points to the blue header bar.
- Improved usability:** Points to the 'New Main Topic' button and the document listing area.
- XPage showcase:** Lists features: Compelling U/I, Quick to Customize, and Easy to Deploy.
- Faster Navigation:** Points to the left-hand navigation menu.
- Add your own copyright:** Points to the footer text: '© Copyright IBM Corporation 2007, 2008. All Rights Reserved.'

Smarter Mobility – Universal access for Lotus Notes

- iPhone: Lotus Notes Traveler Companion
 - First corporate mail vendor to support reading encrypted mail on the iPhone
- Traveler delivered on Nokia E72
- Support for Android
 - Coming in 2010
 - Full mail/calendar client
- Linux server support



Demo



Project
VULCAN

Vision for the evolution of today's Lotus products.



IBM Project Vulcan – A Smarter Future

Continuity. Convergence. Innovation. New Opportunities

Four themes for IBM Project Vulcan:

- **Continuity:**
 - It builds upon the existing portfolio, with innovations across many categories
- **Convergence**
 - It assumes a hybrid world, where on-premise software and SaaS cooperate smoothly
 - It assumes that workers use many devices for serious work (desktop, browsers, mobile)
- **Innovation**
 - It weaves collaboration, content, business processes together
 - Uses Social and Business Analytics
- **New Opportunities Developers**
 - It establishes technical direction for the developer / business partner ecosystem

IBM Project Vulcan – A Smarter Future

Continuity. Convergence. Innovation. New Opportunities

Mix and Match Services

- Loosely-coupled from these products families:
 - Messaging and Collaboration – Notes and Domino
 - Unified Communications – Sametime
 - Social Software – Connections and Quickr
 - Portal and Mashups – WebSphere Portal
 - Hosted Services – LotusLive
- And more....

Demo

Call to Action

- Save money – Upgrade to Notes and Domino 8.5.1
- Go beyond e-mail
- Modernize applications
- Plan for 2020





Collective Intelligence 2010

The future of enterprise collaboration