

8-10 JUILLET 2014 IBM BOIS-COLOMBES



# TECH ACADEMY



**Positionnement Enterprise Content Management  
-  
Perspectives CAMSS**

8-10 JUILLET 2014 IBM BOIS-COLOMBES



## Agenda

- Positionnement Marché
- Perspectives CAMSS



# Offre IBM ECM



Répondre à des *problématiques métiers & fonctionnelles*

## Dématérialisation & capture

- Collecte automatique de documents
- Dématérialisation – LAD RAD
- Enterprise Report Management



## Social Content Management

- Gestion des documents bureautiques
- Contenus sociaux & collaboration



## Advanced Case Management

- Gestion des affaires complexes
- Collaboratif et règles métiers intégrés
- Analytique - BAM
- BPM orienté contenus



## Cycle de vie de l'information & Gouvernance

- Gestion des archives
- Records Management
- eDiscovery
- Gouvernance



## Content Analytics

- Moteur de recherche global
- Content Analytics



**Socle commun** : Stockage – Archivage

IBM ECM



# Les références clients dans le monde



## IBM Content Manager

Robust stand-alone content repository  
Supports enterprise-class content applications

2,569 customers



## IBM Content Manager On Demand

Enterprise report management (COLD)  
Ultra-scalable check image and document storage

6,500 customers



## IBM FileNet Content Manager

Robust enterprise content repository and catalog  
Integrated application and process engines

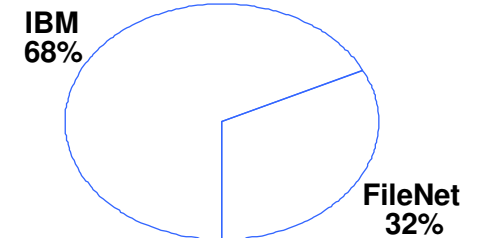
1,280 customers



## IBM FileNet Image Services

Enterprise image management  
High volume, scalable image storage and retrieval

2,560 customers



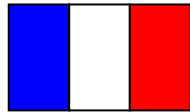




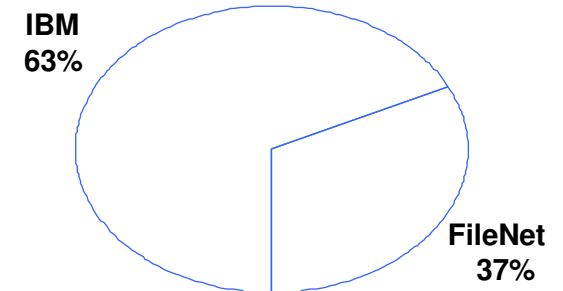
## Les références clients en France



**BASE ECM**



- 72 clients IBM Content Manager
- 63 clients IBM Content Manager OnDemand
- 22 clients IBM Content Manager et Content Manager OnDemand
- 91 clients FILENET Content Manager





# Marché ECM France



## Les acteurs rencontrés

- Capture

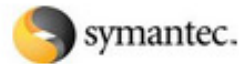


ITESOFT

- GED / Case



- Gouvernance



- Analytics





# ECM



<http://idcdocserv.com/249014e>

## COMPETITIVE ANALYSIS

### Worldwide Content Management 2013 Vendor Shares

Melissa Webster

#### IDC OPINION

As forecast by IDC, 2013 showed overall positive yet conservative software market growth, driven mainly by the Americas and Western Europe. Worldwide revenue for the content management market was \$5.8 billion in 2013, up 8.7% over 2012. Findings include:

- IBM continued to dominate, with 15.9% share of the market and 7% growth.
- OpenText maintained second place, with 8.8% share of the market and 1.9% growth.
- Microsoft grew 9.9% to capture 7.4% share of the market and third place, ahead of EMC (7.2% share), Oracle (4.7% share), and HP (4.4% share).
- Other leading vendors with \$200+ million in revenue included Hyland and Adobe, both of which posted exceptionally strong growth (16.2% and 35.6%, respectively).
- The content management market remains fairly consolidated. The top 3 vendors accounted for about a third of the market. At the same time, the content management market continues to have a very long tail and innovative vendors in several segments posted very strong growth.
- Growth drivers in 2013 included customer needs around information life-cycle management and governance; the desire to streamline document-intensive business processes using advanced capture, "content in context," and case management frameworks; and the adoption of modern, integrated digital marketing platforms to deliver personalized, optimized experiences across Web, social, and mobile touch points for increased customer engagement, loyalty, and conversion. We're also starting to see new patterns emerge to drive investment in content management, such as content collaboration and hybrid ECM.

### Worldwide Content Management Software Revenue by Vendor, 2011-2013 (\$M)

	2011	2012	2013	2013 Share (%)	2012-2013 Growth (%)
IBM	765.6	864.4	924.8	15.9	7.0
OpenText	525.0	500.3	509.9	8.8	1.9
Microsoft	354.3	389.7	428.2	7.4	9.9
EMC	422.8	414.6	415.5	7.2	0.2
Oracle	279.9	281.0	274.5	4.7	-2.3
HP	276.9	248.1	257.5	4.4	3.8
Hyland Software	185.6	198.4	230.5	4.0	16.2
Adobe	90.6	154.8	209.9	3.6	35.6
Dropbox <sup>1</sup>	20.8	70.6	157.5	2.7	123.1
Lexmark <sup>2</sup>	128.6	143.6	157.1	2.7	9.4
Subtotal	3,050.1	3,265.5	3,565.4	61.4	9.2
Other	1,981.7	2,077.8	2,243.2	38.6	8.0
Total	5,031.8	5,343.3	5,808.6	100.0	8.7



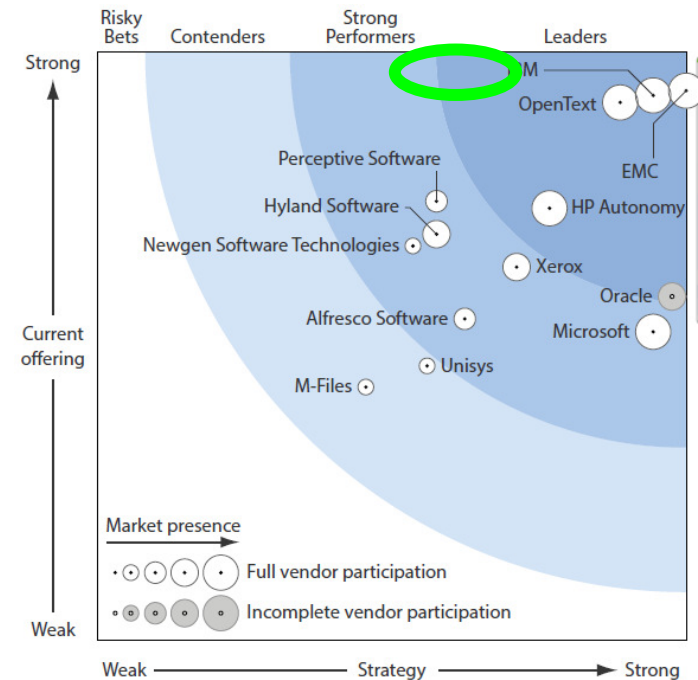
# ECM

### Gartner Magic Quadrant for ECM, Sept. 2013



IBM is the **market leader** in terms of **ECM software revenue**. IBM's focus with its broad portfolio of ECM tools is on **supporting higher-value use cases**, particularly for transactional content and social content management. Key product strategies center on embracing the intersection of social, mobile and content management, as well as the role of analytics and content management in industry solutions such as patient care and fraud investigation.

### Forrester Wave: ECM Suites, Q3 2013 Overall Ranking





# Gartner Magic Quadrant for ECM, Sept. 2013



## Strengths

- IBM has undertaken steps to **reduce complexity and improve user friendliness** for the business user with a new universal UI, Content Navigator. A common frustration for many enterprises embarking on ECM initiatives has been the complexity of the tools and the long deployment cycles. For IT leaders and professionals, IBM has **reduced deployment times** through its simplified Content Foundation server, a streamlined FileNet P8 repository that combines three engines — process, content and app — into one.
- IBM continues to show vision **by focusing on solutions that traverse the existing product silos** within IBM: Case Management, Patient Care and Insights, and Defensible Disposal. These solutions build upon the core content and case management foundations, and leverage content and predictive analytics, collaboration and social capabilities.
- IBM's global presence and scale enable it to **support multinational enterprises** and to **be active in mature markets and emerging markets**, such as those in the Middle East, Africa and Eurasia.



# Gartner Magic Quadrant for ECM, Sept. 2013



## Cautions

- **IBM lacks a robust cloud strategy specific to its core ECM offerings.** Gartner expects demand for cloud ECM offerings to grow. For example, Microsoft and many others are targeting midmarket adopters of cloud solutions.
- As it transitions from a product- to a solution-focused provider, IBM faces a number of hurdles. IBM places less emphasis on the individual products, **yet its customers are focused on the products and road maps.** Many customers with whom Gartner has spoken express confusion over the IBM portfolio and direction for the products they purchased. IBM has traditionally relied on its partner channel to deliver solutions, especially for the FileNet offerings. As IBM and IBM Global Business Services (GBS) start developing and marketing solutions, they risk alienating their partners.
- While IBM has made considerable progress breaking down its internal silos, more needs to be done. It still has too many content management and related repositories — IBM Connections, Web Content Manager, IBM Docs and the three ECM repositories. IBM's ECM messaging concentrates too much on the core ECM tools as the system of record. Yet, IBM has the assets and capabilities across the ECM, WebSphere and Lotus brands to push ECM as a system of engagement and to focus on dynamic uses of content creation and collaboration (e.g., contracts management, bid proposals and projects).



## Forrester Wave: ECM Suites, Q3 2013



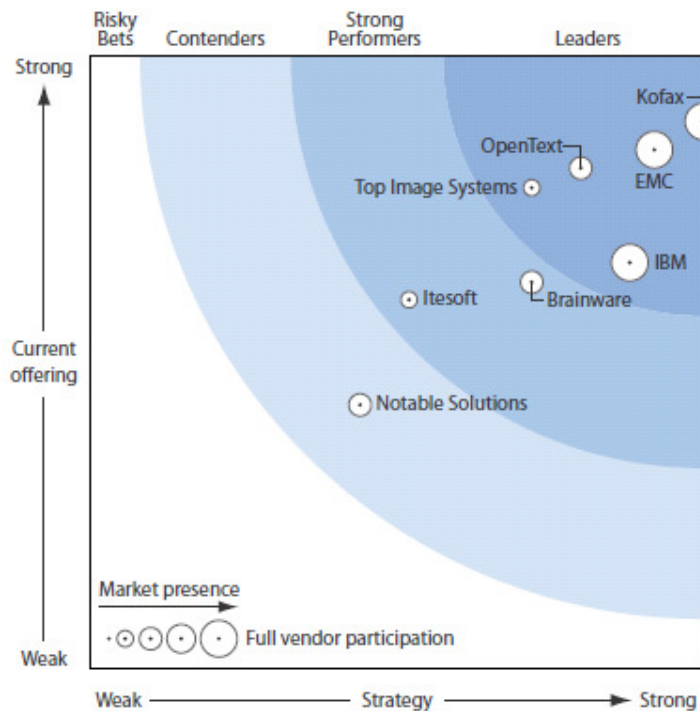
IBM is positioned **as a Leader in all segments**. Its access to high-quality research has provided continual enhancements to the ECM suite. IBM's comprehensive ECM suite provides a wide array of functionality that supports document management, business process management, case management, content analytics, imaging, records management, and information governance. IBM continues to deliver high-value solutions for IT, line-of-business, and legal as well as targeted vertical industry apps such as case management, enterprise fraud, and patient care and insights.

IBM's weakness remains in the **complexity of implementation** and **difficulty in scaling downward in scope and performance**.





## Forrester Wave: Multichannel Capture, Q3 2012



- Forrester's criteria in this Wave are high level. They don't probe so far as to address some of the compelling ROI and low TCO brought by Rulerunner Service, Click-and-key, fingerprinting, etc.
- Forrester assessed Datacap Taskmaster v8.0.1 for this ranking. Protocol prevented Forrester from assessing Datacap [Taskmaster v8.1](#) (released August 2012).
- Forrester does not score or weigh pricing/packaging models in their Waves. Datacap's all-in-one packaging and user-based pricing are tangible competitive differentiators and have won deals.
- Forrester heavily weighed mobile capture. Forrester [admits in their capture webinar](#) that this is a future requirement and customer adoption is immature. Our customers aren't requesting mobile capture at this time.
- Given that this is a multichannel Wave, Forrester also heavily weighed vendors' native multi-function printer (MFP) support. IBM supports MFPs through our outstanding partnerships with NSi and Imagine Solutions. Unfortunately, Forrester only gives credit to native functions rather than partner-supplied functions





# Social Collaboration



Gartner Magic Quadrant Social Software in the Workplace, September 2013





# Case & BPM

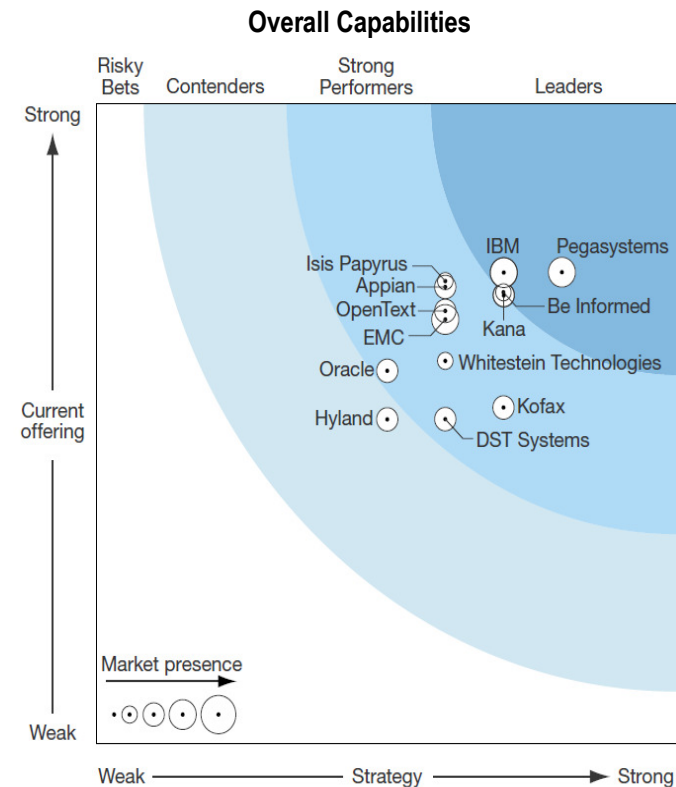


## Forrester Wave – Dynamic Case Management,

Q1 2014

**IBM will drive leadership in analytics in the dynamic case management market.** The 5.2. version of advanced case management (ACM) focuses on providing value through the content lens and is deeply ingrained in the flagship P8 platform, which is now the add-on of previous versions and the repository for all case artifacts.

With over 4,000 P8 customers, this is a winning approach and Forrester estimates that IBM has over 200 DCM customers already. Overall this release shows welcome technology consolidation, including a stronger UI design that is more organized around the folder and content repository with a “just what you need” approach for analytics and business rules that departs from embedding the complete and more complex stacks in the product. Previous versions had too many diverse tool sets to keep coordinated and for users to learn. Strategically, its strong partnership ecosystem will help drive the horizontal platform deep into industry solutions across all DCM use case segments.





# Information Governance



## Gartner MQ for Enterprise Information Archiving, November 2013





# Gartner Magic Quadrant for Enterprise Archiving, November 2013



## Strengths

IBM has broad vision for ILG and defensible deletion. The breadth and depth of the products resonate with many large organizations.

The StoredIQ acquisition, with file analysis and discovery capabilities, enables customers to manage data starting early on in its life cycle.

IBM offers a comprehensive solution across both unstructured and structured data, and a variety of ways to manage it all holistically.

## Cautions

Organizations that are not looking for a broad, sweeping ILG-type infrastructure find many options and integration points to be overkill for their particular environments.

IBM's pricing for ICC and other ILG products can be complicated, resulting in high total cost of ownership. Simplified pricing will be available in November 2013.

ICC is difficult to implement and the administration console is not intuitive.



# Content Analytics



## Gartner MQ for Enterprise Search, April 2013



As of April 2013

Source: Gartner (April 2013)



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## Agenda

- Positionnement Marché
- Perspectives CAMSS



# Perspectives CAMSS



Cloud

Analytics

Mobile

Social

Security



Cloud



Analytics



Mobile



Social



Security



# Evolution de l'ECM ?



Storing



Securing



Retrieving







# How customers are using IBM ECM



## Content Enabling LOB Solutions

The right content at the right time improves productivity and drives the desired outcome

## Ensuring Compliance and Governance of Information

By automating governance, metadata and taxonomy information is more readily available in context to support more effective decision making

## Enabling Systems of Engagement

Consolidating to a single view - Social, Mobile and Cloud are transforming the way customers interact with enterprises, driving increased need for managing Big Data and gaining insights through analytics

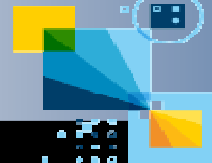


# ECM today is about driving business outcomes

**Collect** content  
from any source

**Deliver** insights  
from content

**Everybody's a  
knowledge worker:**  
drive business  
outcomes by putting  
content to work





# IBM ECM looking forward



*Solving business problems*



## Data is the new oil

More connected devices, means even more information to capture

Must proactively protect your brand



## Cloud

It is not what you know, but what you share

Provides enterprise security and is manageable

Delivers solutions and empowers the LOB



## Engagement

Make everyone a knowledge worker

Give enterprises a complete longitudinal view of their subject to personalize the interaction and offer more value

Provide content in context and put that content to work



# Perspectives CAMSS



IBM Navigator on Cloud



Available in  
Minutes

User based  
Subscription

Built for  
Enterprise

Always up-to-  
date

Cloud

Analytics

Mobile

Social

Security

- ✧ IBM is bringing the power of Content Navigator to the cloud as a SaaS offering to give knowledge workers the ability to securely create, share, manage and synchronize content to both desktop and mobile devices.
  - Exploits & is operated on **SoftLayer**
  - Built on the industry leading ECM “experience platform”
  - Provides an **HTML 5 web** experience for the desktop
  - Delivers a “native” **mobile experience** on both iOS and Android
  - Create new applications via **CMIS**
- ✧ The combination of Content Navigator and the cloud will help organizations become more agile and focus on innovation.



# Perspectives CAMSS



## Cloud

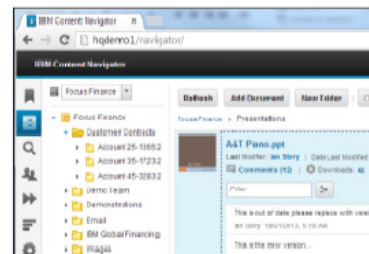
IBM Navigator on Cloud



- Securely collaborate, managed and share content anywhere in the world from Navigator
- Fully auditable; control the lifetime of documents with expiration and notification

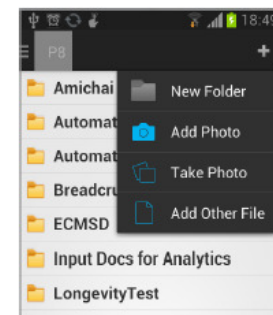
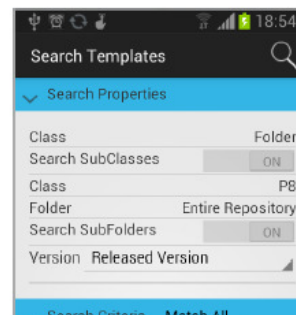
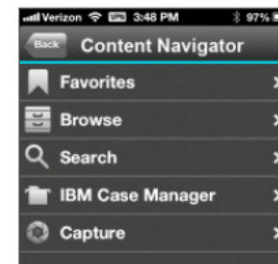
Analytics Mobile Social Security

## Content Navigator Interface



- Collaborate, share and synchronize trusted content

## Content Navigator Mobile



- Native Mobile Device Support
  - iOS
  - Android



# Perspectives CAMSS



## Cloud

Analytics

Mobile

Social

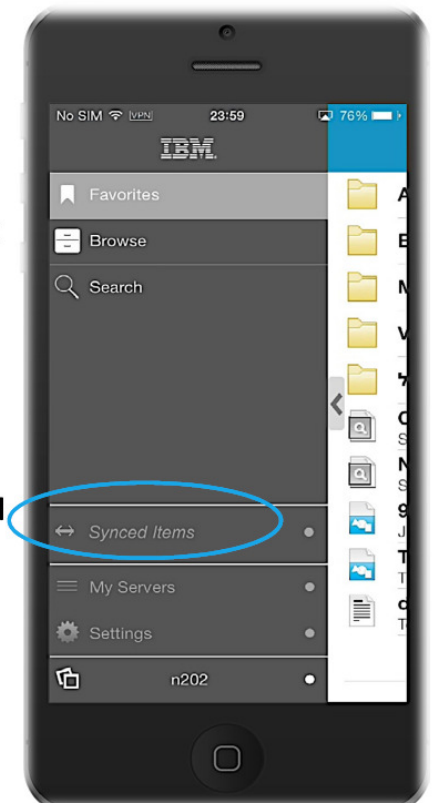
Security

IBM Navigator on Cloud



## Content everywhere: online & offline

- ❖ **IBM Navigator Mobile App** enhanced for the cloud, including a new feature called **"Synced Items"**
- ❖ **Synced Items** displays documents and folders that are available online & offline
- ❖ Document & folders will be synchronized automatically when:
  - Documents are changed **on the server**, which will download a new version
  - Local documents are modified, which will **upload** a new version to the cloud





# Perspectives CAMSS



Cloud

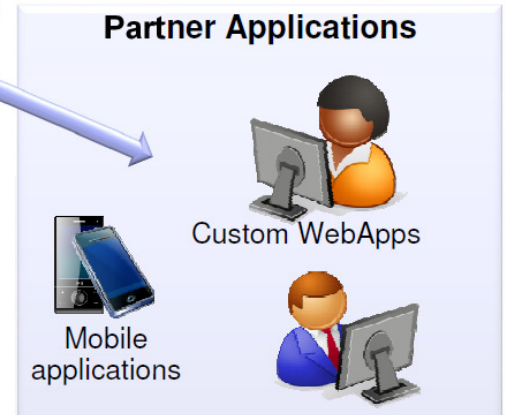
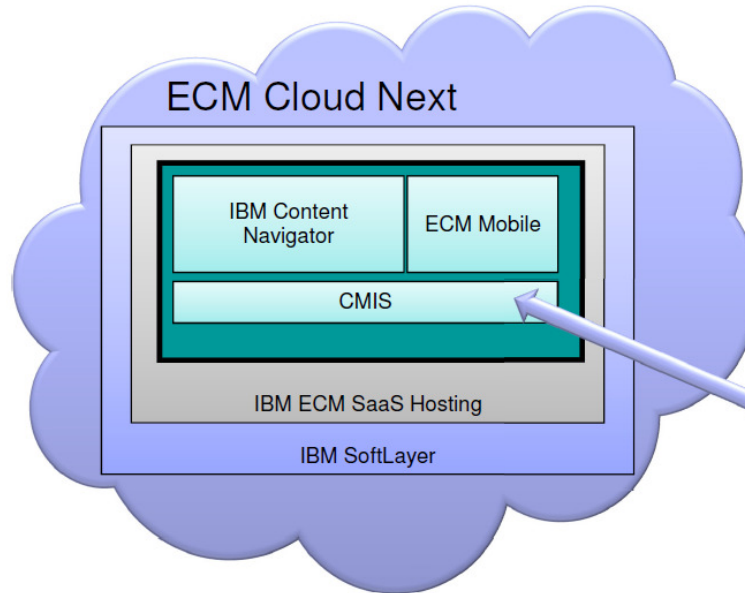
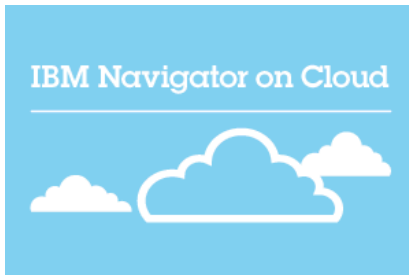
Analytics

Mobile

Social

Security

Customizations using CMIS





# Perspectives CAMSS



Cloud

**Analytics**

Mobile

Social

Security

Watson  
Content Analytics  
V3.5

Watson Content Analytics

IBM Watson Group



IBM One UI based  
new UIs



Solution Gallery



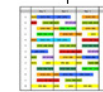
Sentiment Analytics  
Enhancements



Social Search &  
Analytics



Social Media Crawler



Named Entity  
Recognition  
Enhancements



Domain Adaptive  
Search (Natural  
Language Query )



Compound Document  
Support



Triplestore / RDF  
integration



Big Data Support  
Enhancement



Mobile Client Access



Enhanced  
Language Support

[Annonce le 27 mai 2014](#)

TECH ACADEMY





# Perspectives CAMSS



Cloud

Analytics

**Mobile**

Social

Security



## Mobilité de l'offre ECM avec IBM Content Navigator

Application iOS et Android pour des fonctions de

- \_ Capture
- \_ Gestion de Documents
- \_ Case Management

# Démonstration de l'application mobile IBM Content Navigator



Capture & Ajout de documents



Gestion des documents :  
Recherche / MAJ



Gestion de dossiers

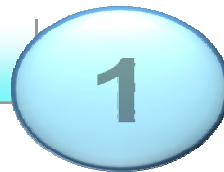




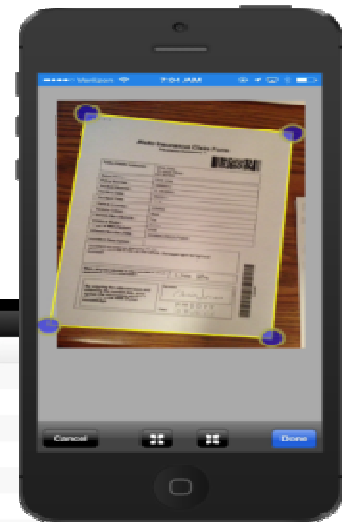
# Démonstration de l'application mobile IBM Content Navigator



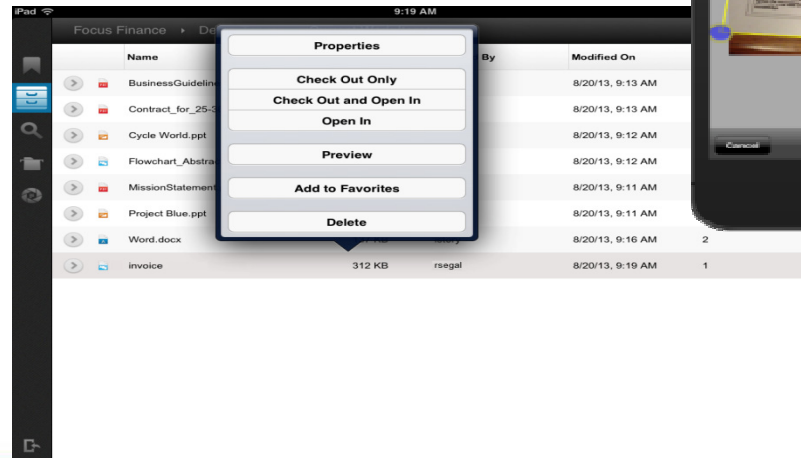
Capture & Ajout de documents



*Nous verrons les fonctionnalités suivantes :*



- depuis un iPhone, l'application mobile Datacap
- Depuis un iPad, capture ou ajout de document





# Démonstration de l'application mobile IBM Content Navigator



Capture & Ajout de documents

1

Adoption aisée par les utilisateurs  
Réduction des erreurs de saisie

2

Gestion des documents :  
Recherche / MAJ



# Démonstration de l'application mobile IBM Content Navigator

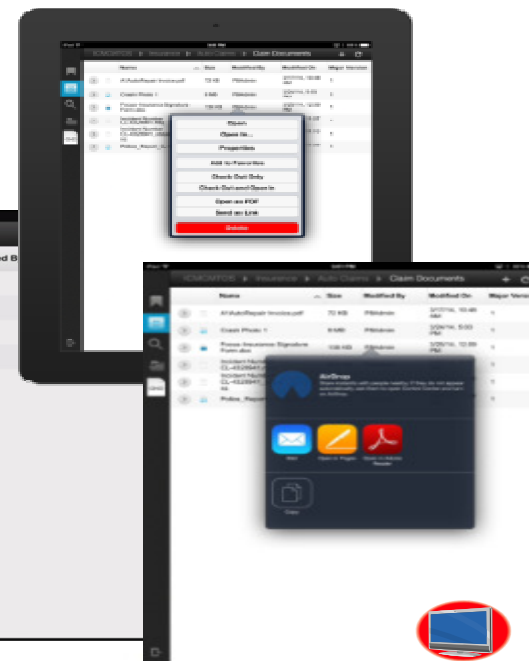


Gestion des documents

2

*Nous verrons les fonctionnalités suivantes :*

- Recherche de contenu
- Création de modèles de recherche
- MAJ de documents & ajout de contenu



TECH ACADEMY

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# Démonstration de l'application mobile IBM Content Navigator



## Capture & Ajout de documents

1

Adoption aisée par les utilisateurs

Réduction des erreurs de saisie

Trouver rapidement le contenu

Plus aucun document perdu

Gestion des documents :

Recherche / MAJ

2

Gestion de dossiers

3



# Démonstration de l'application mobile IBM Content Navigator

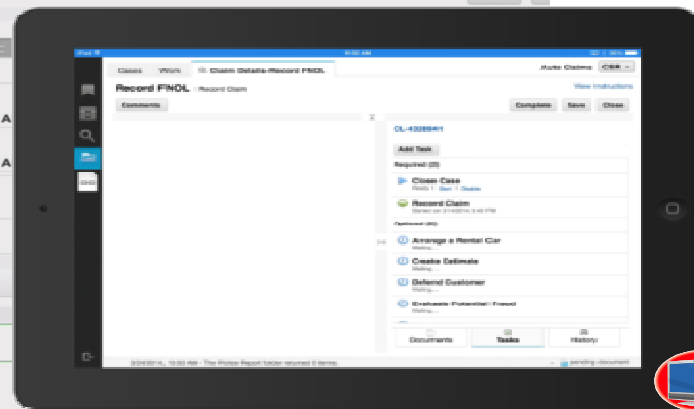
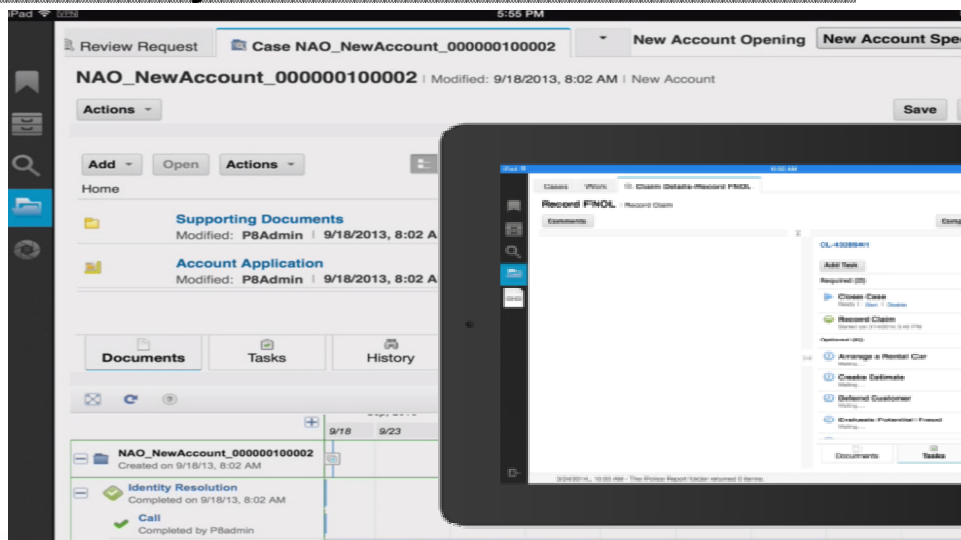


Gestion de dossiers

3

*Nous verrons les fonctionnalités suivantes :*

- Access immédiat aux informations du dossier
- Capacité d'ajouter facilement un document dans le dossier.





# Démonstration de l'application mobile IBM Content Navigator

Capture & Ajout de documents

1

Adoption aisée par les utilisateurs

Réduction des erreurs de saisie

Trouver rapidement le contenu

Plus aucun document perdu

Plus de réactivité

Satisfaction Client améliorée

Gestion des documents :

Recherche / MAJ

3

Gestion de dossiers

2





# Perspectives CAMSS



Cloud

Analytics

Mobile

**Social**

Security



**Le collaboratif de l'offre ECM, c'est**

- \_ L'intégration MS Office**
- \_ Les espaces d'équipes TeamSpace dans IBM Content Navigator**
- \_ La capacité de recherche dans les RSE de Content Analytics**



- \_ L'intégration FileNet avec Connections (Connections Content Manager )**



# Perspectives CAMSS



Cloud

Analytics

Mobile

**Social**

Security



## \_ L'intégration MS Office

tmp39.doc - Microsoft Word

Home Insert Page Layout References Mailings Review View Add-Ins IBM ECM

Browse Search Recent Documents Favorites Checkouts Open

Check In Check Out Cancel Checkout Editing

Protect Document Protect

General Contracts Invoices Select From Templates

Send For Approval Approve as Record

Declare Publish Advanced Commands

My Tasks Group Tasks Tasks

**Document Properties**

Title: EBO Networks Contract Subject: Contract Status: Draft

Submit Cancel

**Intégration FileNet**

FOCUS CORPORATION  
1938 HARBOR BOULEVARD  
COSTA MESA, CA 90210

**CONTRACT**

**CUSTOMER INFORMATION**

Contract #	78-38392
Customer Name	EBO Networks
Address	10384 Bay Street
City, State, Zip	Las Vegas, NV 92626-1420
Contact	Bill Williams
Telephone	716-398-3409

**ORDER INFORMATION**

Service/Product Description	Unit Price	Units	Price
Call Center Headsets Model 982	\$75.00	1000	\$75000.00
Call Center Headsets Model 198	\$100.00	20	\$2000.00
			\$77000.00

**browse P8 Domain**

- JL Test
- sample
- !OfficeXT\_BrowseSmoke\_Setup\_HELADO
- Launch Test
- Templates
- Recycle Bins
- \_int
- Customers
  - Project Requirements
  - Working
  - Change Notices
  - Contracts
  - Invoices

Name	Size	Last Modified By	Last Modified
EBO Networks Con...	12377	suser	5/7/2008 5:49
VoIP Expansion Co...	54326	suser	5/7/2008 3:46
Project Blue Adden...	54326	suser	5/7/2008 3:47
Atlanta TEC Lease ...	54808	suser	5/9/2008 12:0
JK Enterprises Con...	54326	suser	5/7/2008 3:48

Page: 1 of 2 Words: 492 100%



# Perspectives CAMSS



Cloud

Analytics

Mobile

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Security



## Les TeamSpace dans IBM Content Navigator

Partage d'information sécurisé  
avec un groupe de travail

IBM "Nexus"

Manage Teamspaces | IOD Conference

Team | Modify Teamspace

Refresh | Add Document | New Folder | Check In | Check Out | Properties

IOD Conference

Name	Modified By	Modified On
Conference Materials	howarth	4/24/2012 4:36 PM
Maps	howarth	4/24/2012 4:36 PM
Photos	howarth	4/24/2012 4:36 PM
Presentation Template	howarth	4/24/2012 4:36 PM
Presentations	howarth	4/24/2012 4:36 PM
Speakers	howarth	4/24/2012 4:36 PM

Team

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IBM Software Group, Enterprise Content Management  
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- O'Connor, Christopher**  
Vice President, Industry Solutions Software  
IBM Software Group  
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1916242000  
chrisoc@us.ibm.com
- Morris, Dana**  
Senior Manager, ECM Client Development  
IBM Software Group, Enterprise Content Management  
HENRICON, VA United States  
17039431129  
dmorris@us.ibm.com

Information

Item is selected.

4/26/12 10:45 AM - The folder contains 6 items.



# Perspectives CAMSS



Cloud

Analytics

Mobile

**Social**

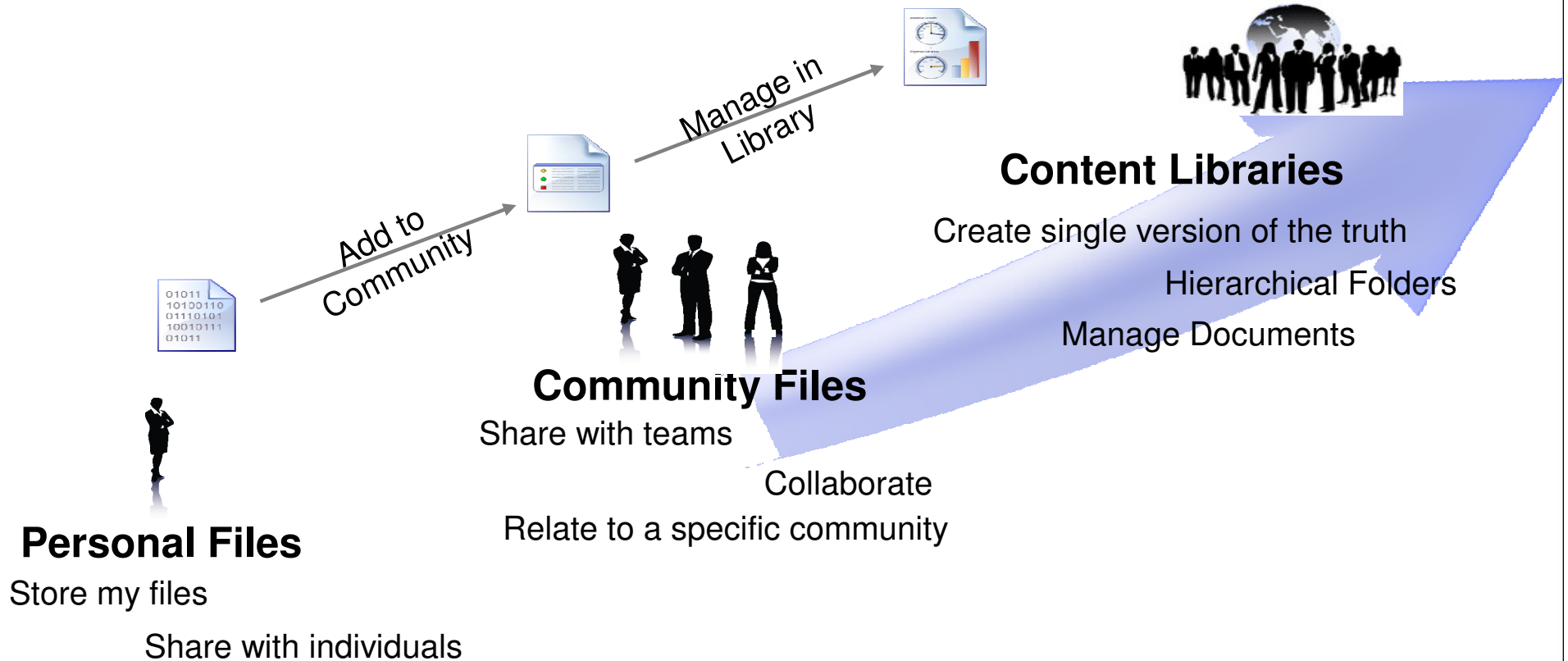
Security



\_ L'intégration FileNet avec Connections (Connections Content Manager )



# IBM Connections Files & Content Libraries



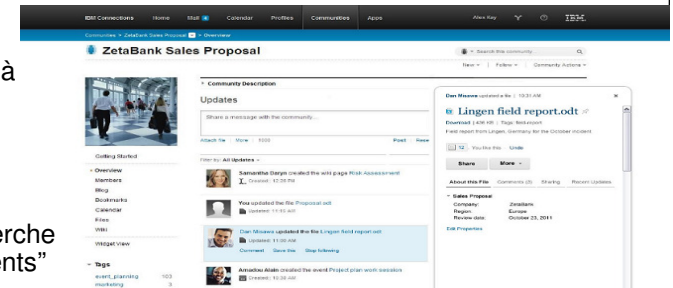


# IBM Connections Content Manager



IBM Connections Content Manager enrichit les communautés d'IBM Connections à l'aide de capacités de gestion de contenu

- Fonctionnalités sociales :
  - mots-clés, recommandations, indicateur du nombre de téléchargements, souscription à des documents, espaces communautaires
- Fonctionnalités de Gestion de Contenu :
  - Réservation de documents, gestion de circuit de validation, dossiers imbriqués, recherche plein texte sur les documents et méta-données, support pour les "Classes de Documents" et "Méta-données", contrôles de versions
- Recherche fédérée
- La gestion documentaire devient ainsi aussi facile à utiliser que la plate-forme sociale
- Intégration complète et facile des bibliothèques documentaires [dans le flux d'activités](#)





# IBM Connections Content Manager



GREENWELL SPORTS Home Profiles Communities Apps Frank Adams Share English

Greenwell Sellers Stop Following this Community Community Actions

You are in: Greenwell Sellers

Greenwell Sellers

Upload a File New Folder Views

Show: All Files Showing 1-9

Sort by: Name Updated Downloads Comments Likes

Competitive Information Ed El-Amon created January 11, 2013

Education Ed El-Amon created January 11, 2013

Contracts Ed El-Amon created January 11, 2013

Legal Contract.doc Draft In Review Charles Troy updated January 11, 2013

Retailer Purchase Agreement Template.odt Draft In Review Vivian Hanley updated January 11, 2013

Greenwell Sales Process - Q1 2013.odt Vivian Hanley created January 11, 2013

ROI Calculator.ods Amadou Alain updated January 11, 2013

Greenwell - Sales Rules.pdf Ed El-Amon created January 11, 2013

Greenwell Product Overview - Spring 2013.odp Ed El-Amon created January 11, 2013

25 50 items per page

View Trash

Views\*

Nested folders

Check in / out documents

Count and sort by number of Likes and Downloads

Trash can for "soft" delete

\*Views

- sellers
- Overview
- Recent Updates
- Status Updates
- Members
- Meetings
- Media Gallery
- Events
- Document Library
- Idestion Blog
- Activities
- File
- Met

- My drafts / checked out documents
- My unfiled documents
- Documents declared as records
- My documents
- Documents modified in the last week
- Documents modified in the last day
- Documents filed from Lotus Quickr
- Documents pending my approvals
- My documents pending approvals
- All readable drafts





# IBM Connections Content Manager



The screenshot shows the IBM Connections Content Manager interface. At the top, there is a navigation bar with 'GREENWELL SPORTS', 'Home', 'Profiles', 'Communities', and 'Apps'. Below this is a blue header for 'Greenwell Sellers'. A left sidebar contains a menu with 'Overview', 'Recent Updates', 'Status Updates', 'Members', 'Ideation Blog', 'Contracts' (highlighted), 'Forums', and 'Bookmarks'. The main content area shows the breadcrumb 'You are in: Greenwell Sellers > Americas > North America > ACME Retail.odt'. The document title is 'ACME Retail.odt'. Below the title, it says 'Signed contract with ACME Retail. !' and 'Frank Adams updated February 25, 2013 | Version 1.0 | 737 KB'. There are tags: '2013, contract, greenwell, north-america'. A 'Like' button is visible. Below the document are buttons for 'Download' and 'Follow'. A row of tabs includes 'Comments', 'Versions', 'Sharing', and 'Document Type'. The 'Document type' is set to 'Contract'. A table of metadata is shown below:

Document type: Contract	
Contract	
Funding Type:	Product Discount
Start Date:	
End Date:	
Cost Estimate:	2000000.0

Create, reuse and remove tags

Like a document

Customized Document Types and metadata

Comments, Versioning



# IBM Connections Content Manager



The screenshot shows the IBM Connections Content Manager interface for a document titled "Outinc Disributors.odt". The document is in "Draft" status, as indicated by the "Draft" button next to the title. A red "Review in progress" button is visible, along with a "View all (2)..." link. The document description reads: "Distribution agreement to be sent to Outinc for new joint partnership" and "Heather Reeds updated February 25, 2013 | 737 KB". Below the document, there are tabs for "Comments", "Versions", "Sharing", "About this File", "Document Type", and "Review". The "Comments" tab is active, showing two comments: one from Heather Reeds dated 2/25/13 and one from Jasmine Haj dated 2/26/13. A "Download" button is also present above the tabs. The left sidebar shows a navigation menu with "Contracts" highlighted. The top navigation bar includes "GREENWELL SPORTS", "Home", "Profiles", "Communities", "Apps", and "Moderation".

Draft is available only for author and reviewer

Approved versions and drafts are displayed



# Perspectives CAMSS



Cloud

Analytics

Mobile

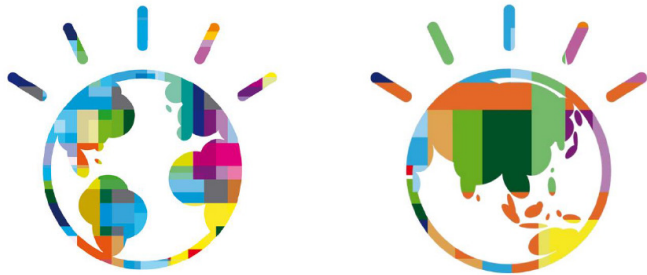
Social

**Security**



\_ Encryption des Objects Store de FileNet

\_ Sécurité de la solution IBM Navigator On Cloud



**THANK YOU**

Votre retour et votre perception du marché ?

# Back-up Slides – Demo Pictures for Screenshot

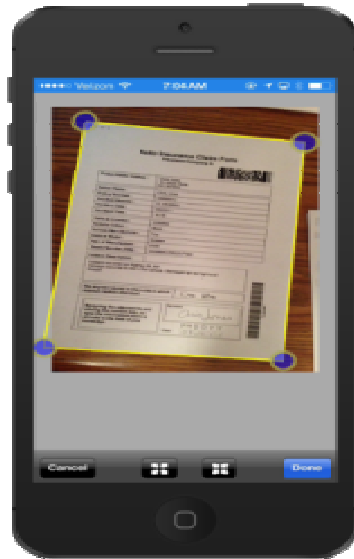
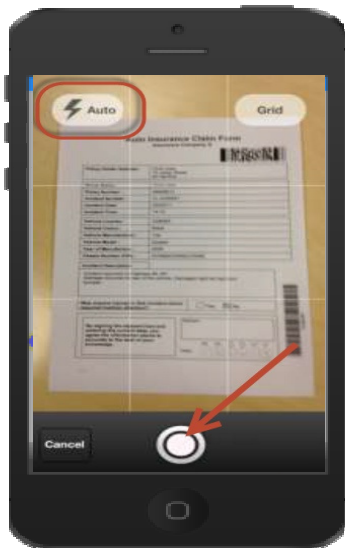


Demo





# Capture & OCR de formulaires Auto depuis un iPhone



FastDoc - FastClaim

Verify

Claim

Locate Fingerprint

Barcode1  
CL-4328941

Barcode2  
CLAIM-29A

PolicyHolder  
Chris Joes,

DriverName  
Chris Joes

PolicyNumber  
48998813

IncidentNumber  
CL-4328941

iPad 3:23 PM

Work Cases

Manage Roles Add Case

Adjuster (2) Personal

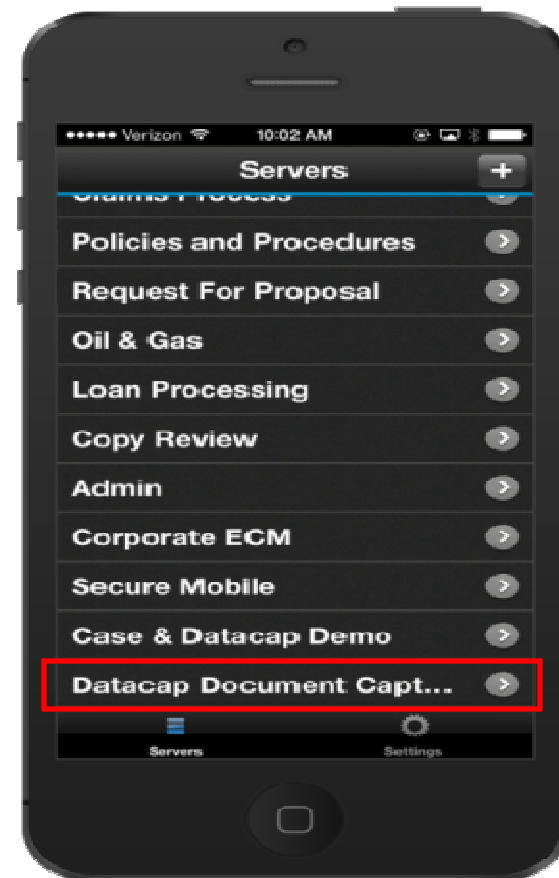
Filter: No filters applied Reset

Assigned	Step Name	Policy Number
3/31/2014, 10:09 AM	Initial Review	P00001
3/31/2014, 2:40 PM	Initial Review	48998813

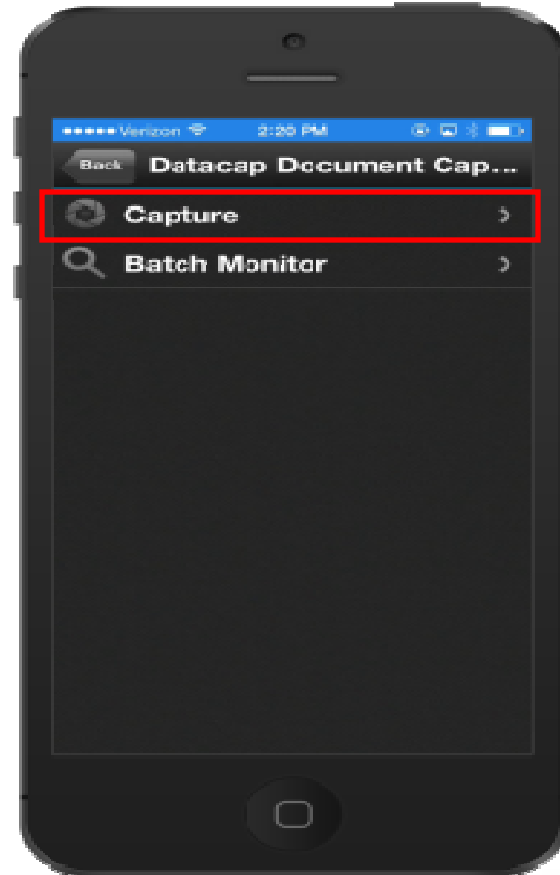


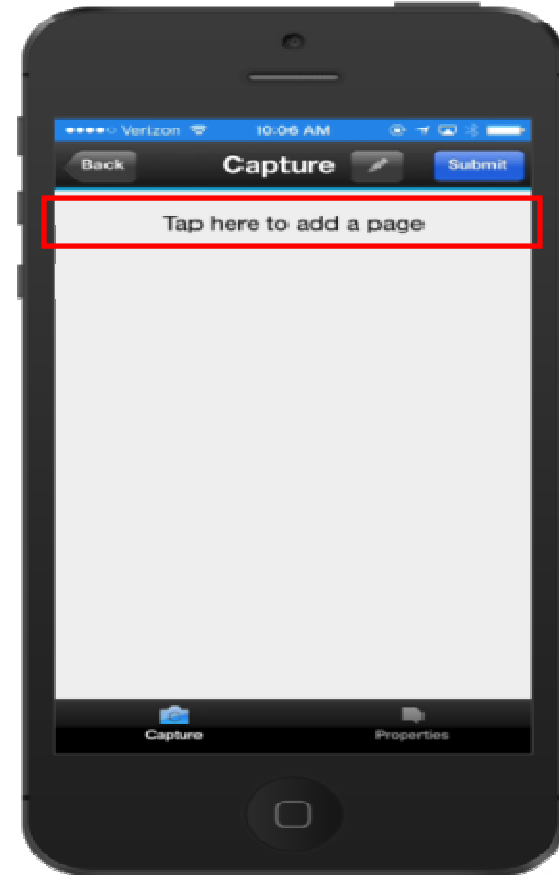
**TECH ACADEMY**

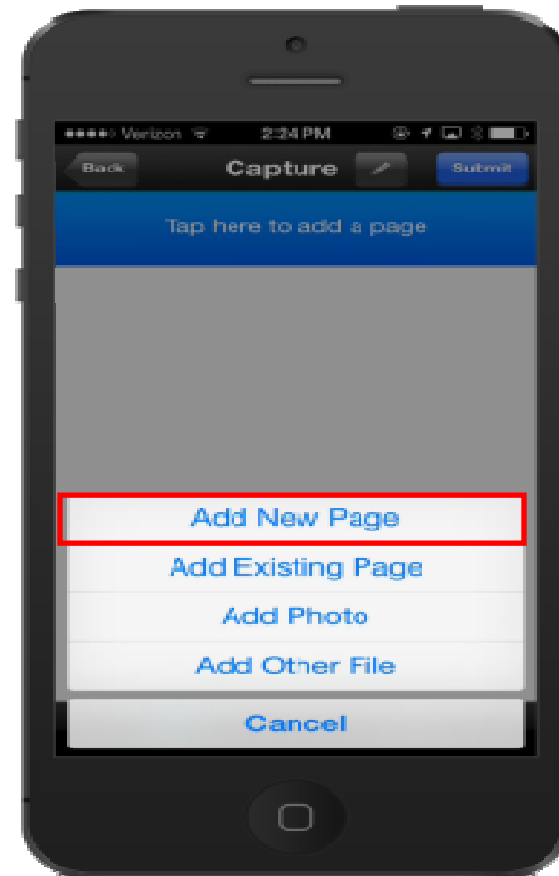
8-10 JUILLET 2014 IBM BOIS-COLOMBES

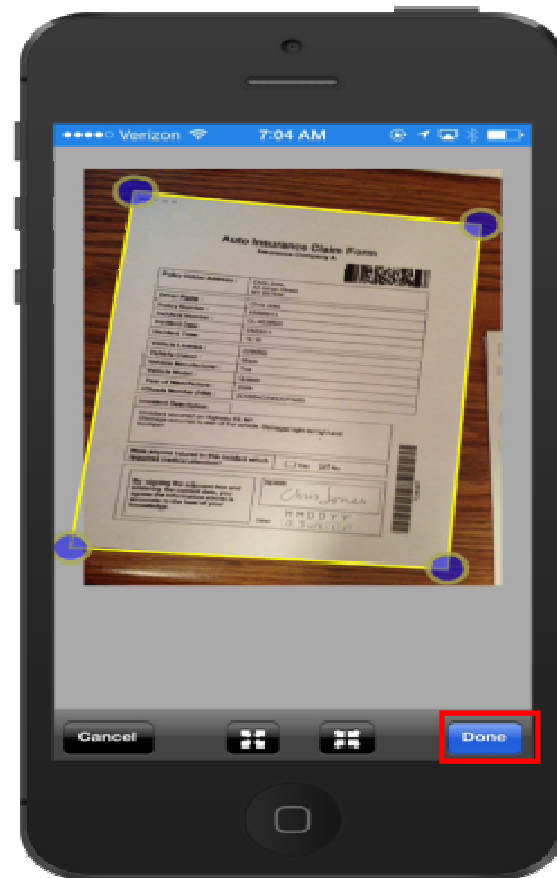


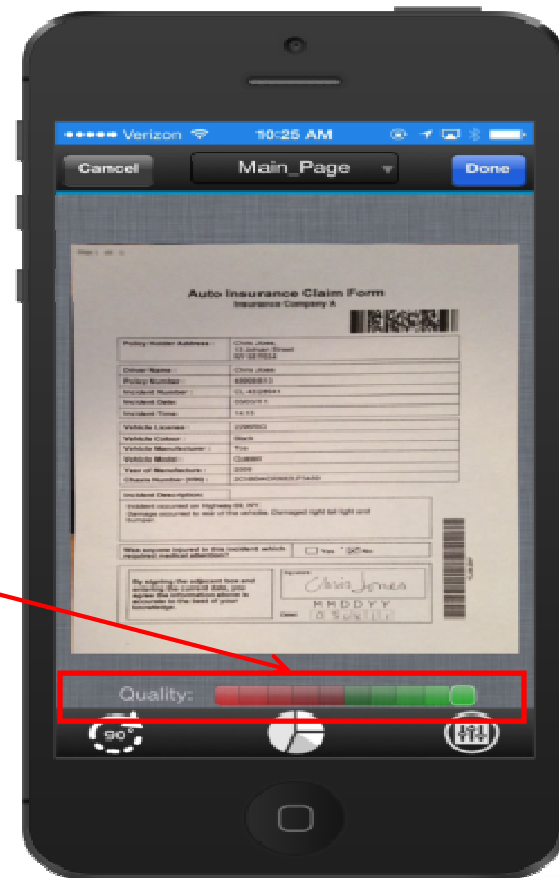




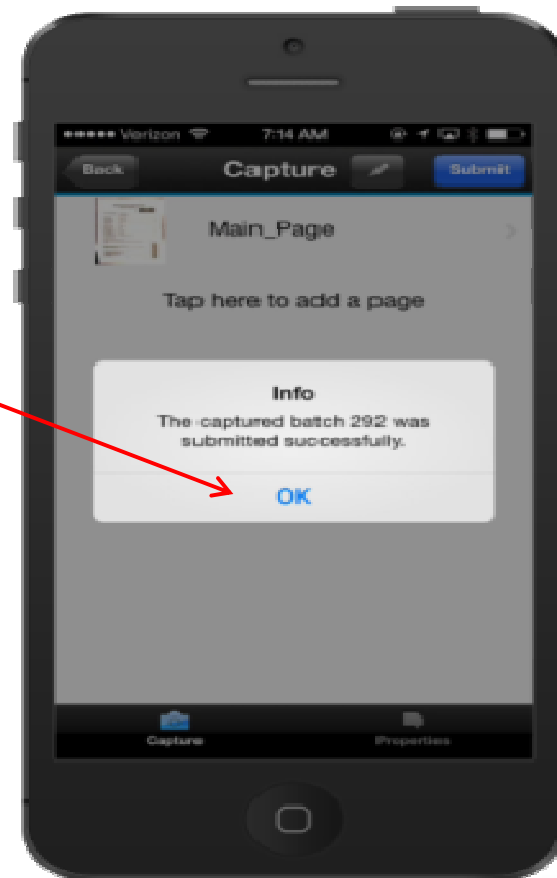


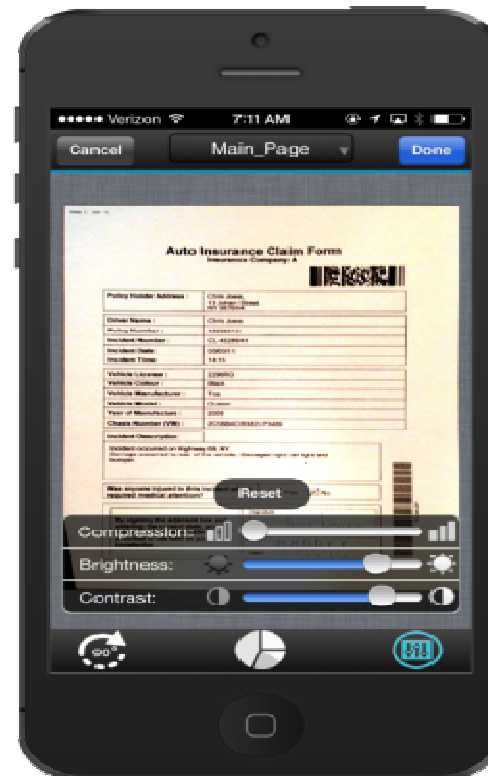












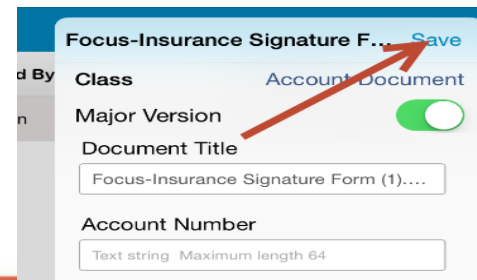
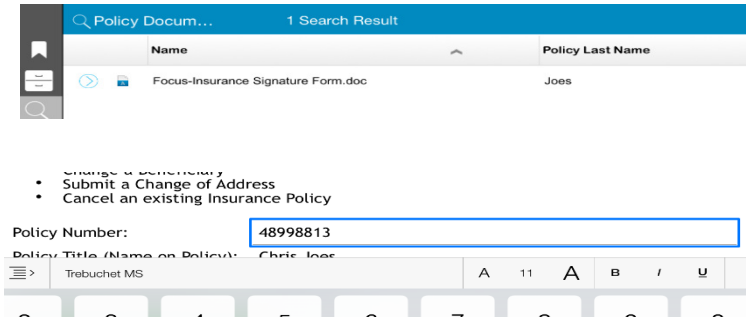
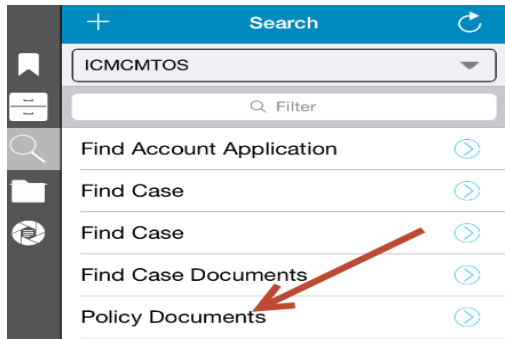


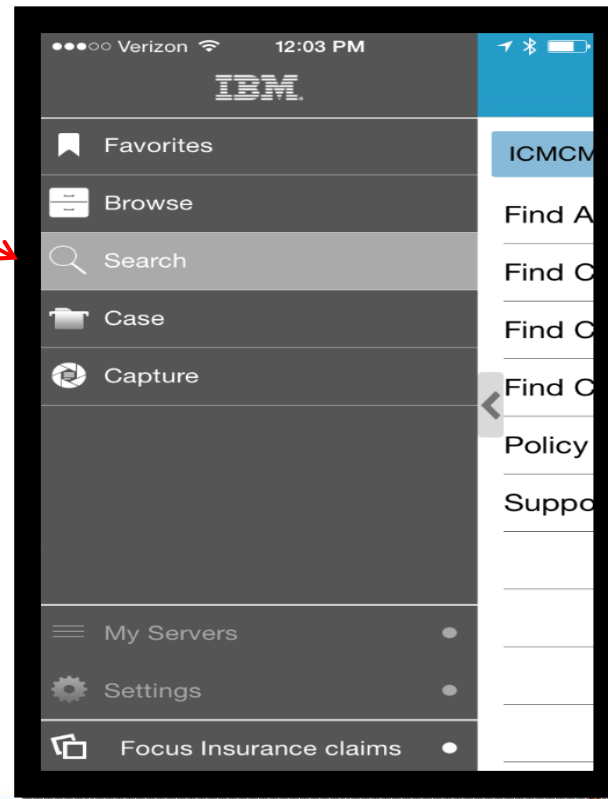


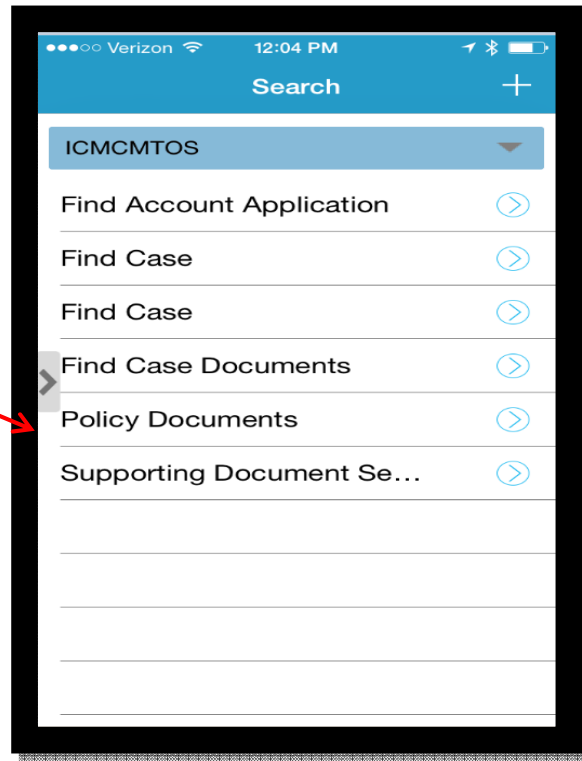
Return to Presentation

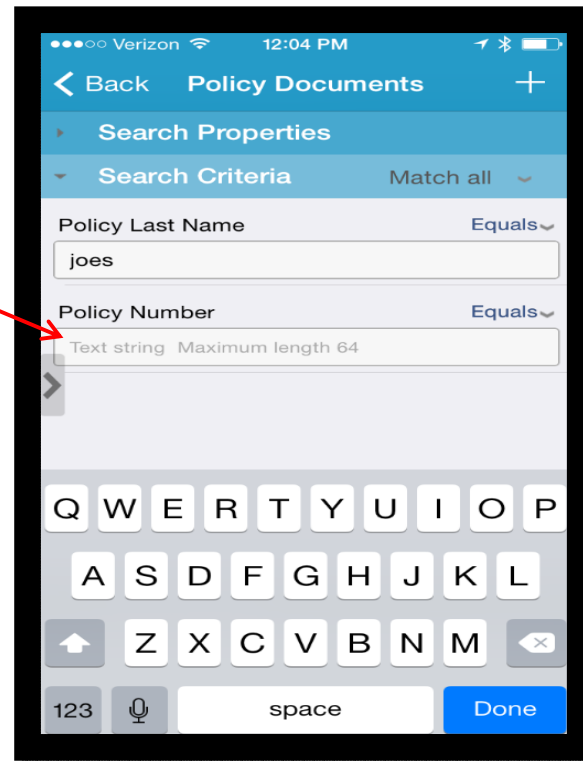


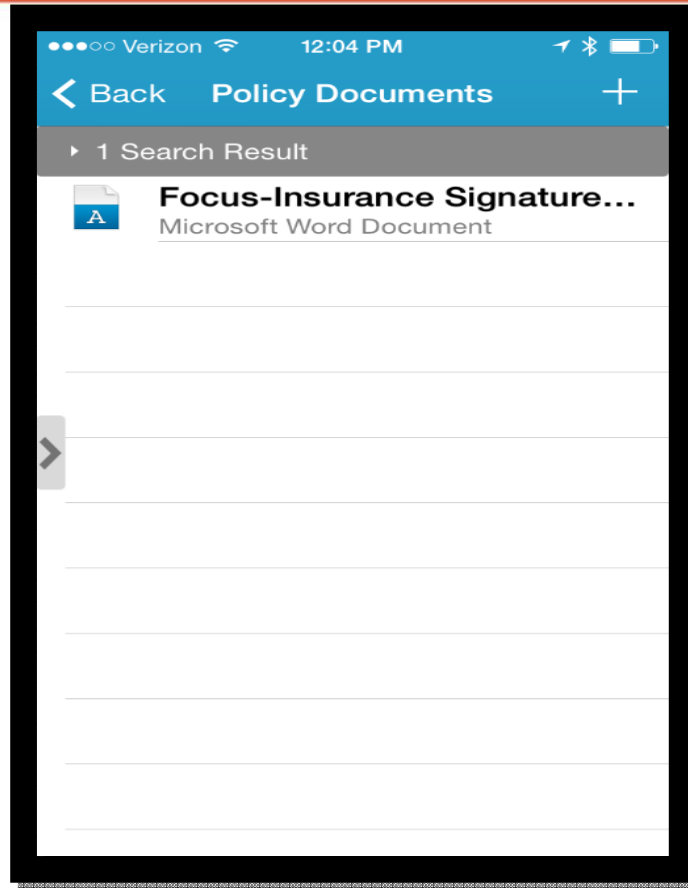
# Recherche complète depuis le mobile, MAJ de documents

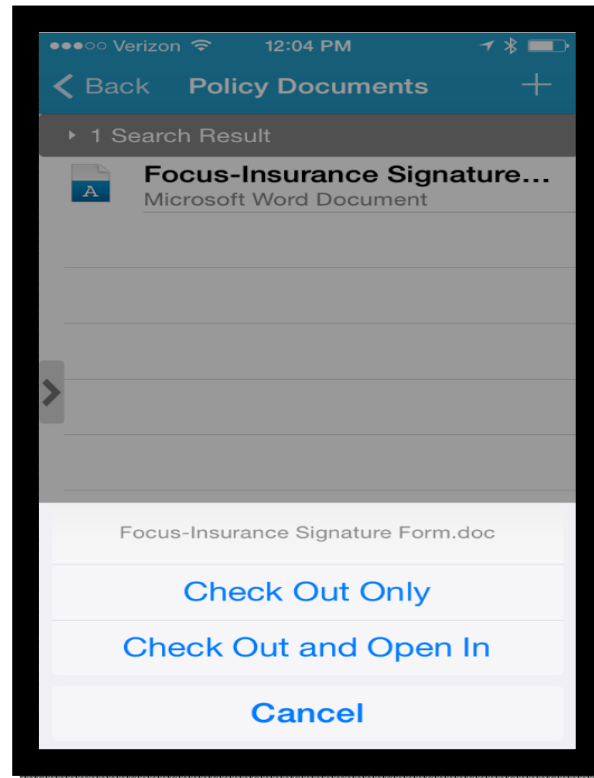


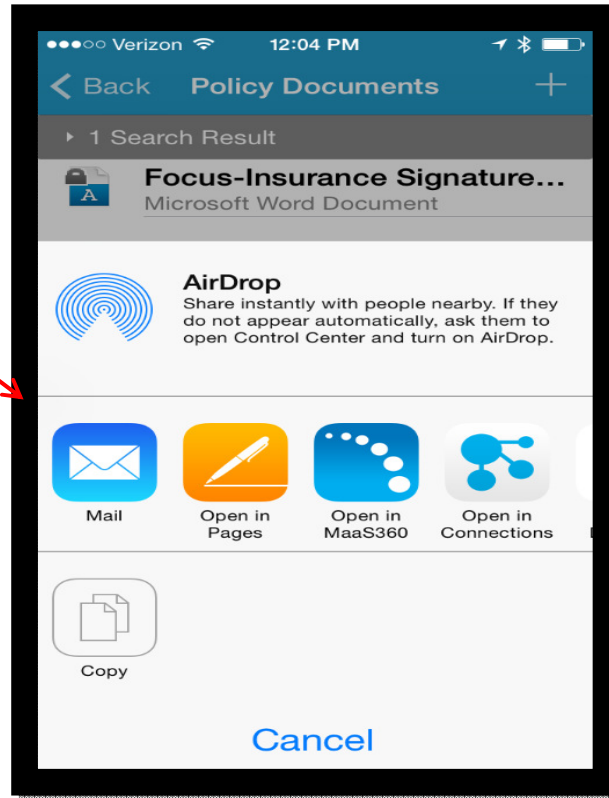
















Verizon 12:05 PM Documents Undo

**FOCUS-INSURANCE COMPANY**  
**SIGNATURE PAGE**

Thank you for opening a new M-Insurance Policy.  
Please complete this form and mail it back to your local Insurance Representative or use our Internet Web Site: <http://www.M-Insurance.com/NewAccounts> and follow the steps to upload your completed form there.

**Please note – a separate signature page is required for each Policy Holder.**

Until you return this signature page you will not be fully covered by our company and may not be able to complete the following transactions:

- Submit a new Claim
- Change a Beneficiary
- Submit a Change of Address
- Cancel an existing Insurance Policy

Policy Number: \_\_\_\_\_  
Policy Title (Name on Policy): Chris Joes

Policy Type  Personal  Commercial

Date of Transaction		
Day	Month	Year

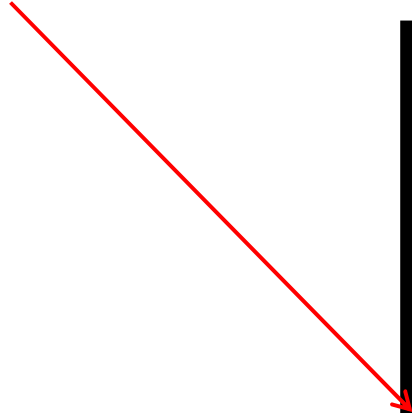
All Policy Holders should provide signatures. M-Insurance Company may in its sole and absolute discretion require that one or all tenants authorize a claim against this account.

By signing below, you will be reaffirming that you understand the agreements that were signed electronically during the online application process.

Signature	Date
_____	Day Month Year

**FOCUS-INSURANCE COMPANY**

Policy Holder: \_\_\_\_\_  
Joint Policy Holder: \_\_\_\_\_  
Joint Policy





Done Undo



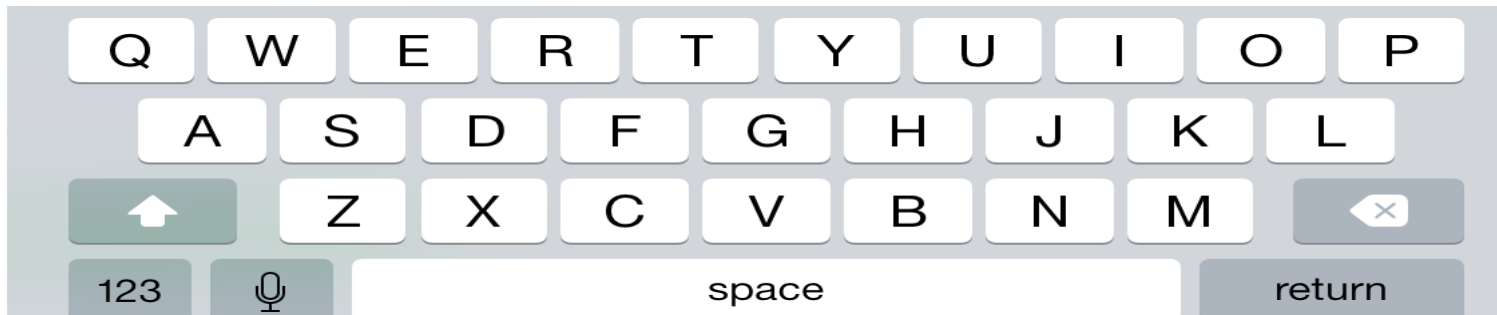
Select an existing Insurance Policy

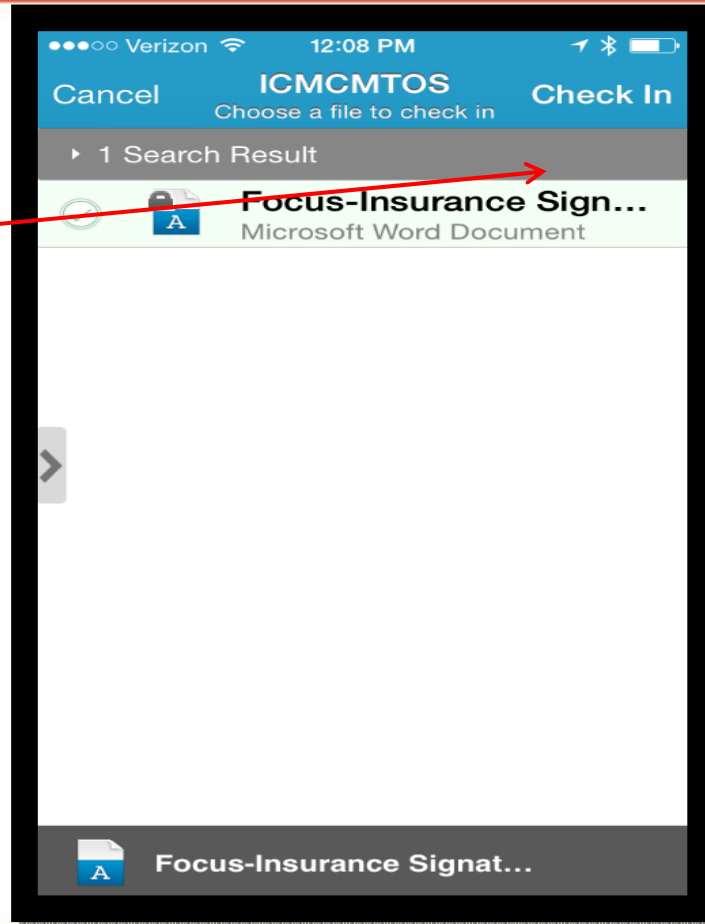
Number:

48998813

Name (Name on Policy):

Chris Joes







Verizon 12:08 PM

Cancel Focus-Insurance Signa... Save

Major Version

Properties

Document Title  
Focus-Insurance Signature Form.doc

Policy Last Name  
Joes

Policy Number  
48998813



Return to Presentation



# Gestion de dossiers complète depuis le mobile



Work Cases

Manage Roles Add Case

Adjuster (2) Personal

Filter: No filters applied Reset

Assigned	Step Name	Policy Number	Policy Las
3/31/2014, 10:09 AM	Initial Review	P00001	Johnson
3/31/2014, 2:40 PM	Initial Review	48898813	-



Policy **Vehicle** Claim Actions

Vehicle Damage  
Front bumper

Vehicle Location  
Route 66

Work Cases Claim Details Case 48998813-20140403

Apr 3, 2014, 7:43:00 AM

4/3/14

Apr 3, 2014, 7:53:00 AM

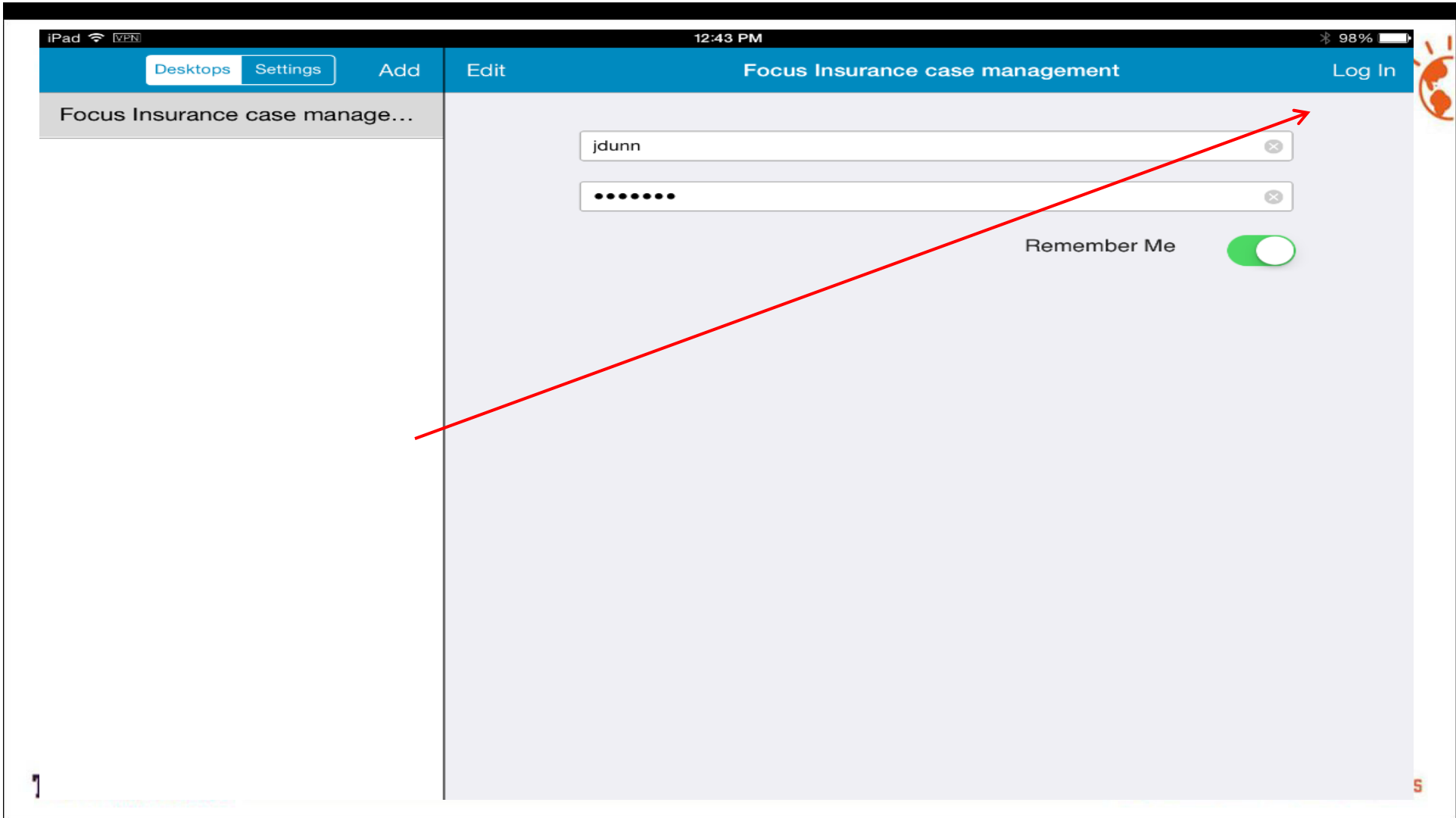
7:43 AM 7:44 AM 7:45 AM 7:46 AM 7:47 AM 7:48 AM 7:49 AM 7:50 AM 7:51 AM 7:52 AM

7:43 AM 7:44 AM 7:45 AM 7:46 AM 7:47 AM 7:48 AM 7:49 AM 7:50 AM 7:51 AM 7:52 AM

48998813-20140403  
Created on 4/3/14, 7:43 AM

- Record Claim Completed on 4/3/14, 7:51 AM
- Arrange a Rental Car Completed on 4/3/14, 7:45 AM
- Close Case Completed on 4/3/14, 7:52 AM

Record Claim: 4/3/14, 7:43 AM - 4/3/14, 7:51 AM





Work

Cases

Auto Claims Adjuster

Manage Roles

Add Case

Adjuster (2)

Personal

Filter: No filters applied Reset

Assigned	Step Name	Policy Number	Policy Last Name
4/4/2014, 11:06 AM	Initial Review	48998813	Joes

CL-4328941

Add Open Actions

Home

Correspondence Modified: P8Admin | 4/4/2014, 11:05 AM

Evidence Modified: P8Admin | 4/4/2014, 11:05 AM

Police Report Modified: P8Admin | 4/4/2014, 11:05 AM

Claim Form Modified: P8Admin | 4/4/2014, 11:05 AM

Summary Document Tasks History

4/8/2014, 12:47 PM - The 000000120001 folder returned 4 items.





Work Cases Claim Details \* Claim Details \* Auto Claims Adjuster

**Initial Review** | Record Claim [View Instructions](#)

Comments Complete Save Close

**Policy** Vehicle Claim Actions

Policy Number: 48998813 \* Policy Start Date: 1/1/2007 Policy End Date: 1/1/2012

First Name: Chris Last Name: Joes DOB: 8/8/1992

Street: 13 Johan Street

City: New York State: NY ZIP Code: 98765

Home Phone: 5552229827 Cell Phone: 5551117878 Email: cjoes@mymail.com Contact Time: evening

Arrange Rental Car:  Yes

Policy Notes

Title	Policy Number	Case Type	Due Date	Claim Status	Damage Assessment
48998813-20140403	48998813	General Claim	4/17/2014, 7:45 AM	Closed	Low

CL-4328941

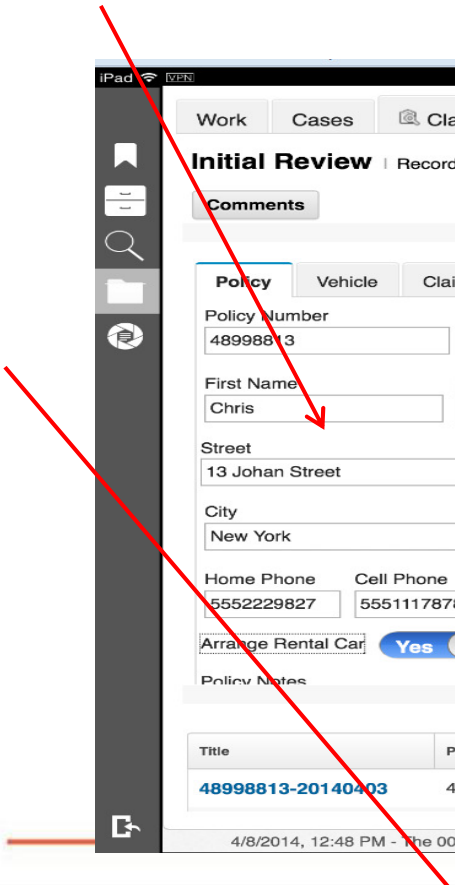
Add Open Actions

Home

Name
Correspondent
Evidence
Police Report
Claim Form

Documents Tasks History

4/8/2014, 12:48 PM - The 000000110001 folder returned 4 items.





Initial Review | Record Claim

[View Instructions](#)

Comments

Complete Save Close

Policy Vehicle Claim Actions

Vehicle Damage

Front and rear bumpers

Vehicle Location

-Route 66 corn field

Vehicle Make

Da

Vehicle Model

Quaser

\* Vehicle Year

2009

Vehicle License

2296RG

\* Book Value

0

CL-4328941

Add Task

Required (3)

Close Case  
Ready | Start | Disable

Arrange a Rental Car  
Started on 4/4/2014, 12:51 PM

Record Claim  
Started on 4/3/2014, 10:38 PM

Optional (5)

Create Estimate  
Waiting

Document Tasks History

Title	Policy Number	Case Type	Due Date	Claim Status	Damage Assessment
48998813-20140403	48998813	General Claim	4/17/2014, 7:45 AM	Closed	Low



iPad 12:50 PM 97%

Work Cases Claim Details \* Claim Details \* Auto Claims Adjuster

Initial Review | Record Claim [View Instructions](#)

Complete Save Close

Comments

Policy Vehicle Claim Actions

Claim Number: CL-4328941 Claim Status: Claim Recorded

Date / Time Received: 1/1/2011 3:00 AM

Date / Time of Loss: 3/2/2011 7:00 PM

Due Date: 4/17/2014

\* Damage Assessment: Low

\* Estimate: 0

CL-4328941

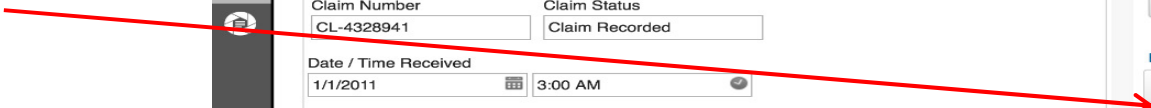
Add Open Actions

Home Evidence

image.jpg

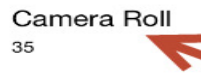
Document Tasks History

Title	Policy Number	Case Type	Due Date	Claim Status	Damage Assessment
<a href="#">48998813-20140403</a>	48998813	General Claim	4/17/2014, 7:45 AM	Closed	Low



Photos

Camera Roll 35





Initial Review | Record Claim [View Instructions](#)

Comments Complete Save Close

Policy Vehicle **Claim** Actions

Claim Number: CL-4328941 Claim Status: Claim Recorded

Date / Time Received: 1/1/2011 3:00 AM

Date / Time of Loss: 3/2/2011 7:00 PM

Due Date: 4/17/2014

\* Damage Assessment: Low

**CL-4328941**

Add Open Actions

Home > Evidence

Name
image.jpg

Document Tasks History

Title	Policy Number	Case Type	Due Date	Claim Status	Damage Assessment
<del>48998813-20140403</del>	48998813	General Claim	4/17/2014, 7:45 AM	Closed	Low
<b>CL-4328941</b>	48998813	General Claim	4/17/2014, 10:38 PM	Claim Recorded	Low
<del>CL-4328941</del>	48998813	General Claim	4/18/2014, 11:06 AM	Claim Recorded	Low

4/18/2014 10:50 PM The Evidence folder returned 1 items



iPad 12:50 PM 97%

Work Cases Claim Details \* Claim Details \* Case 48998813-20140403 Auto Claims Adjuster

**48998813-20140403** | Modified: 4/3/2014, 7:52 AM | General Claim

Actions Save Close

Add Open Actions

Home

- Correspondence**  
Modified: Carly Hall | 4/3/2014, 7:43 AM
- Evidence**  
Modified: Carly Hall | 4/3/2014, 7:43 AM

Documents Tasks History

Policy Vehicle Claim Av

Policy Number 48998813 \* Policy 1/1/200

First Name Chris Last Name Joes

Street 13 Johan Street

City New York

Apr 3, 2014, 7:43:00 AM 4/3/14 Apr 3, 2014, 7:53:00 AM

	7:43 AM	7:44 AM	7:45 AM	7:46 AM	7:47 AM	7:48 AM	7:49 AM	7:50 AM	7:51 AM	7:52 AM
<b>48998813-20140403</b> Created on 4/3/14, 7:43 AM										

4/8/2014, 12:50 PM - The 000000100001 folder returned 4 items.





Return to Presentation