



Intégration des solutions IBM et Cisco : Collaboration et Communications Unifiées (UC2)



Mathieu Cintrat

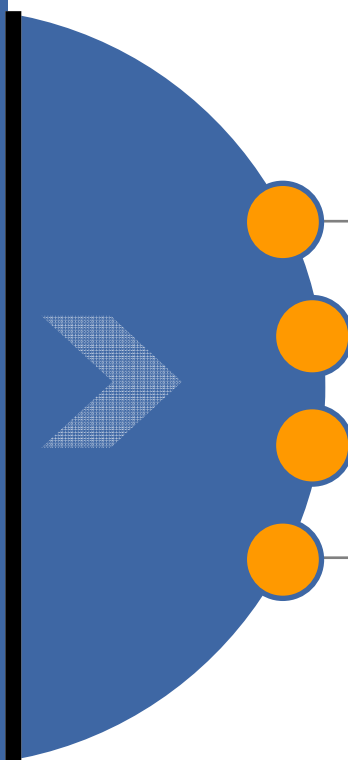
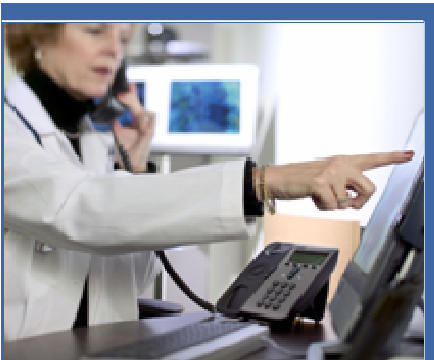
Sales Business Development Manager

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25 Mars 2008

Agenda



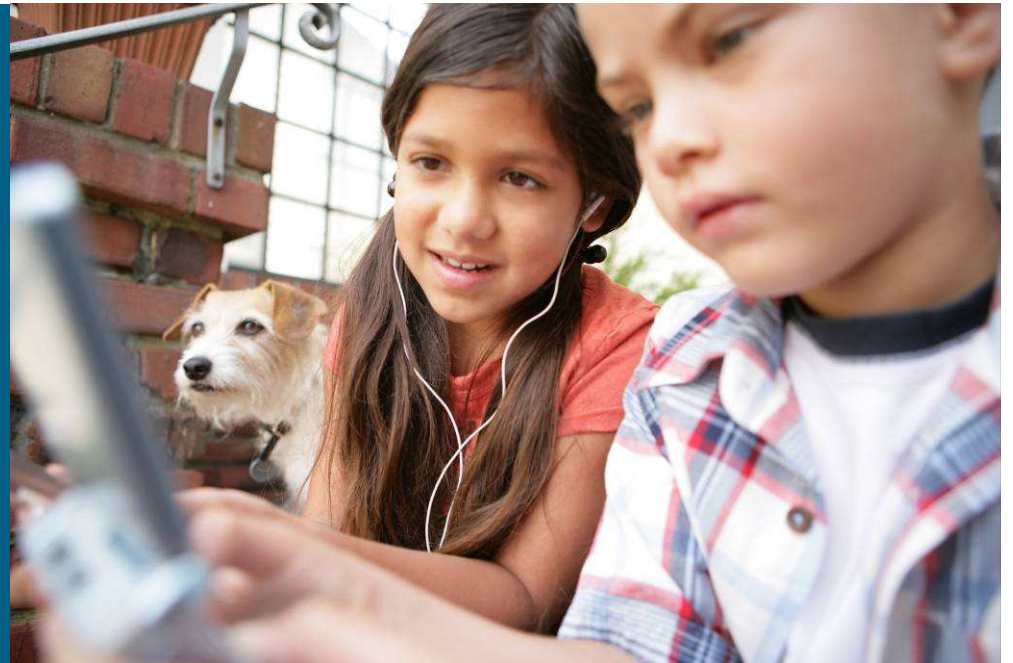
Le marché

Enjeux et tendances

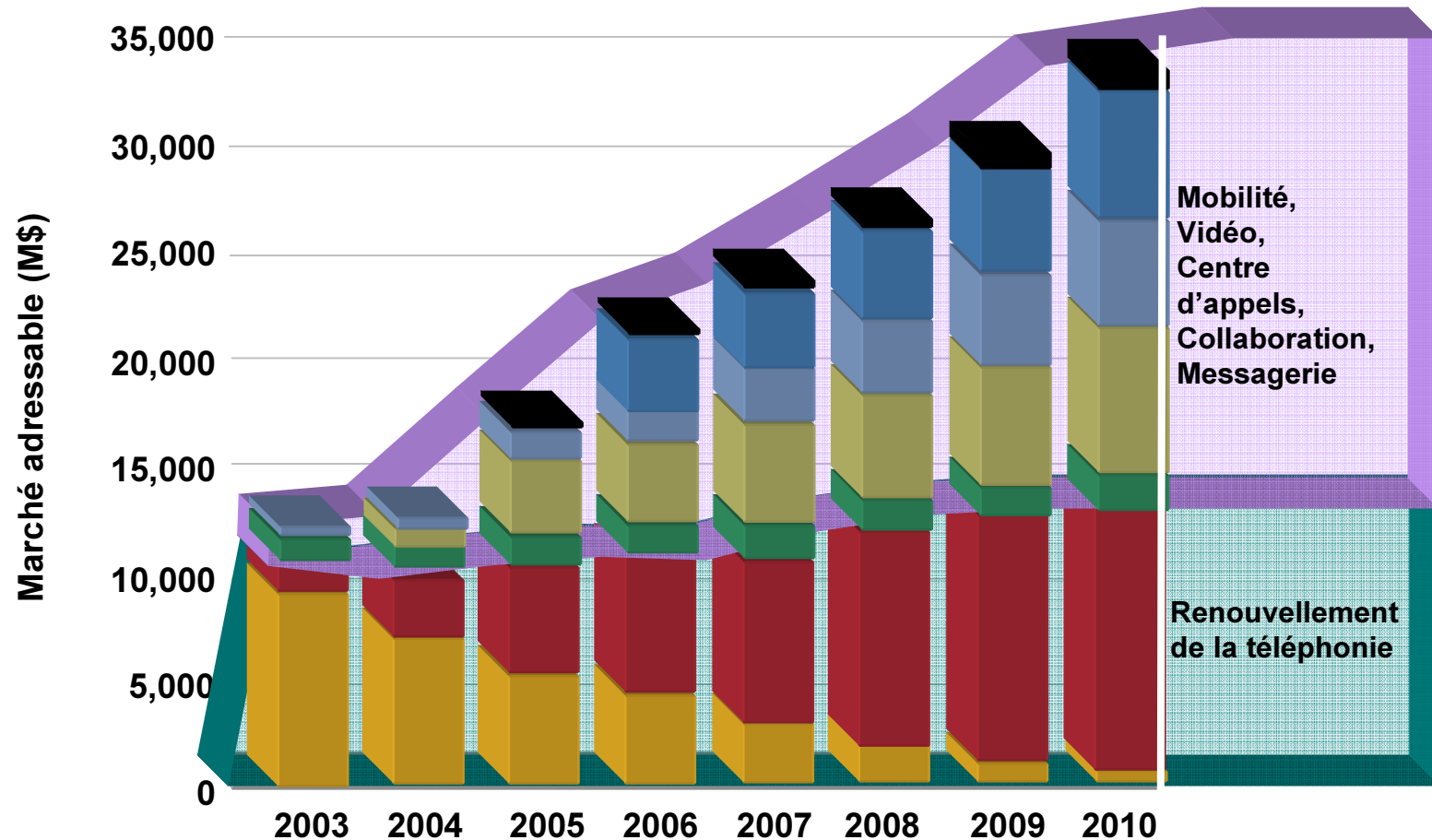
La proposition de valeur Cisco-IBM : UC2

Démonstration

Le marché
évolue
rapidement...

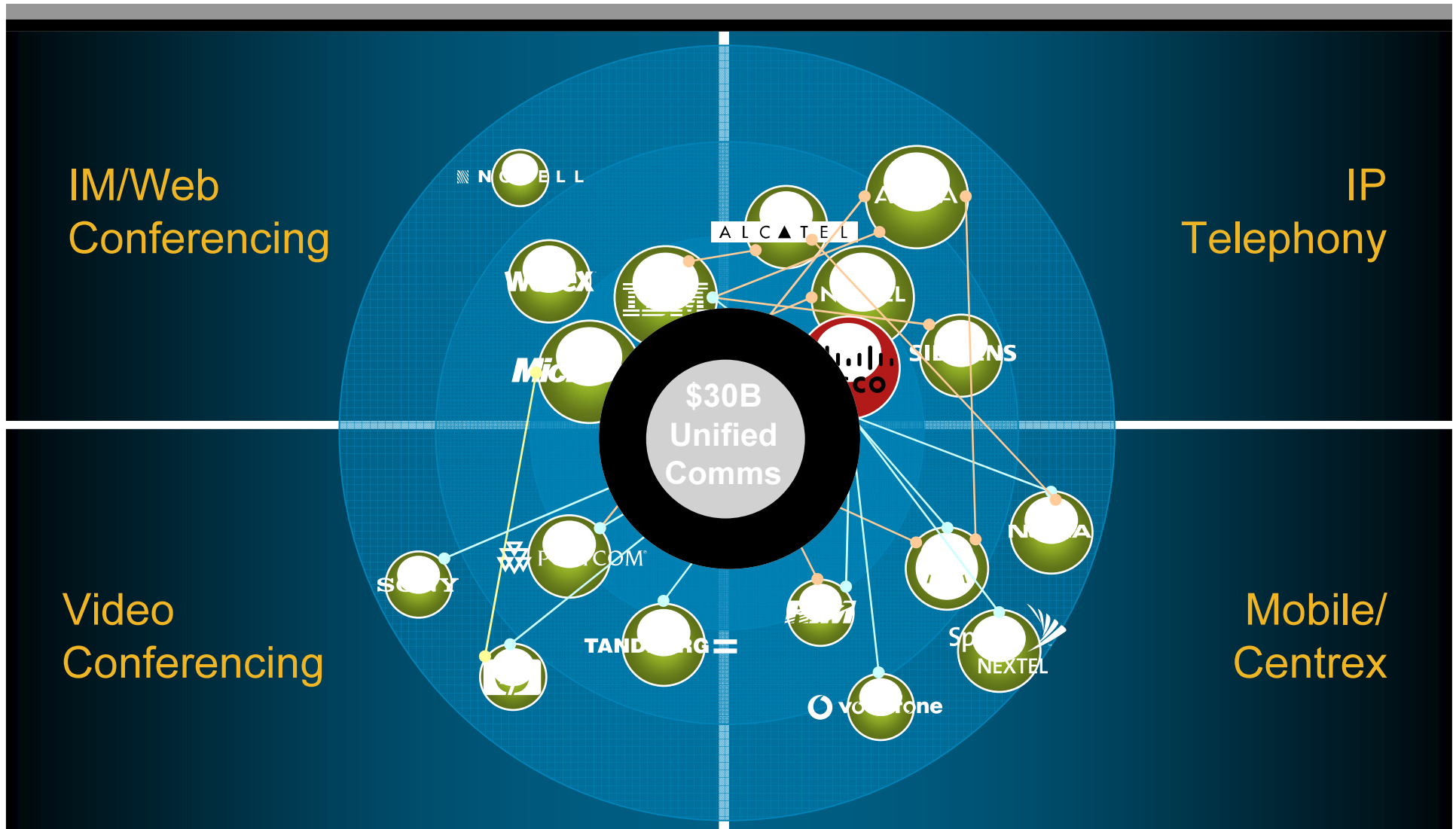


De la téléphonie sur IP... aux Communications Unifiées



Source: Synergy, Wainhouse, Datamonitor, Ovum, Cisco

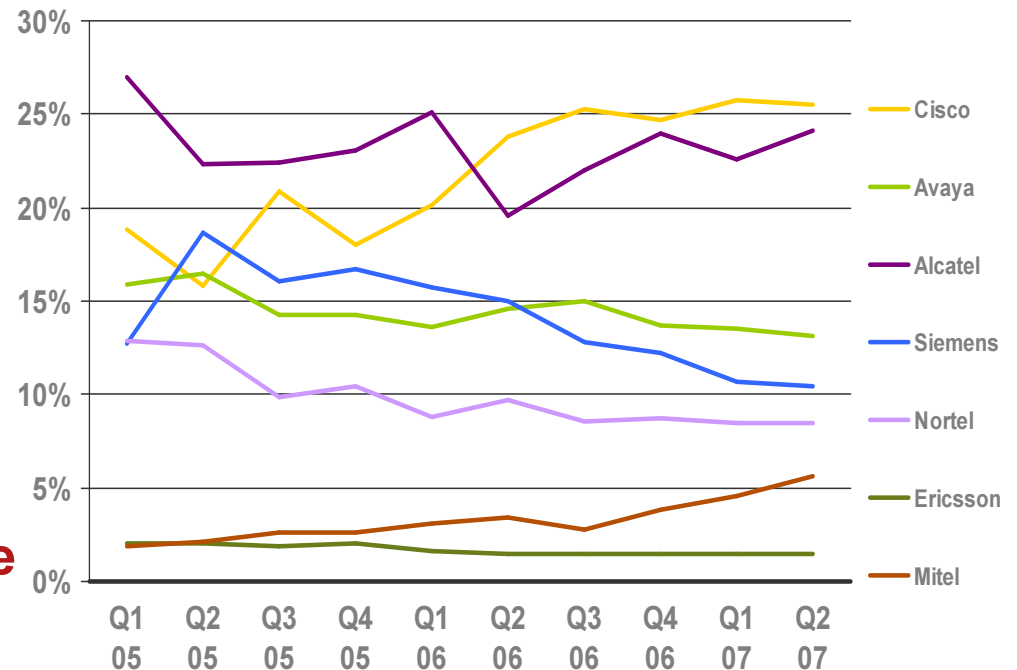
Consolidation, Compétition et Collaboration dans les Communications Unifiées



Adoption et position de Cisco sur le marché

- + de **15 millions** de téléphones IP Cisco livrés
- **3 ans** ➡ **3 mois**
- + de **250 clients** qui déploient plus de **5.000 téléphones IP Cisco**
- + de **10 millions** de licences de messagerie Cisco **Unity**
- + d'**1,3 million** de licences agent de **Centres de Contact**
- + de **250.000 licences** de travail collaboratif Cisco **MeetingPlace**
- + de **50.000 clients** utilisent les **Communications Unifiées Cisco**

PdM voix Europe de l'Ouest



Source:



Les enjeux et les tendances

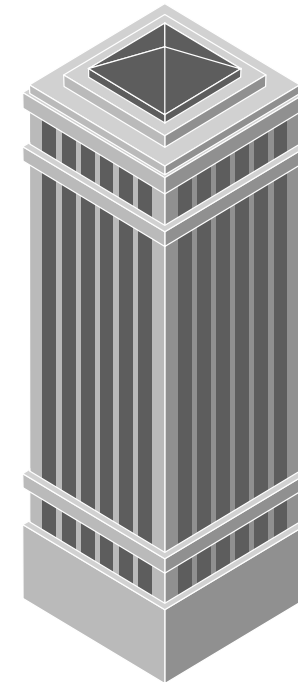


Une nouvelle génération d'utilisateurs

BusinessWeek online

The Power of Us

Mass collaboration on the Internet
is shaking up business



Innovation

“Une génération qui attend un espace de travail très visuel, connecté et contextuel, qu'elle peut emmener avec elle n'importe où”

- Forrester

L'enjeu : au delà du poste de travail... L'espace de travail

Terminaux



Applications

ORACLE
IBM **SAP**
webex
Microsoft

Réseaux



Operating Systems

NOVELL
RIM **NOKIA**
Microsoft 

Bénéfices de l'approche Cisco pour l'espace de travail

Intuitif

Accessible

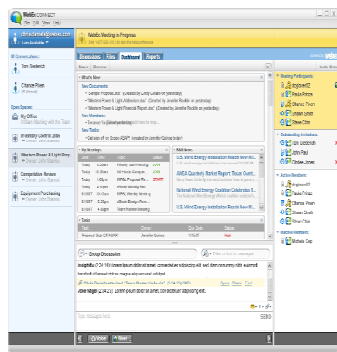
Collaboratif

Fédérateur



de façon fiable, sécurisée, à large échelle, et à coût optimal

Intuitif et collaboratif : des terminaux et une suite applicative adaptés aux différents profils et usages



- Terminaux Cisco
- Terminaux tiers
- Click to Dial
- Softphones
- Téléphonie
- Clients unifiés fixes ou mobiles
- Présence
- Mobilité
- Numéro unique
- Messagerie vocale et unifiée
- Conférence multimedia
- Web Collaboration
- Télépresence
- Centre de contact
- « On-premise » ou « SaaS »
- Supervision, configuration
- Sécurité



Accessible: partout, n'importe quand

Agence



Sur la route



Espace de travail
unifié

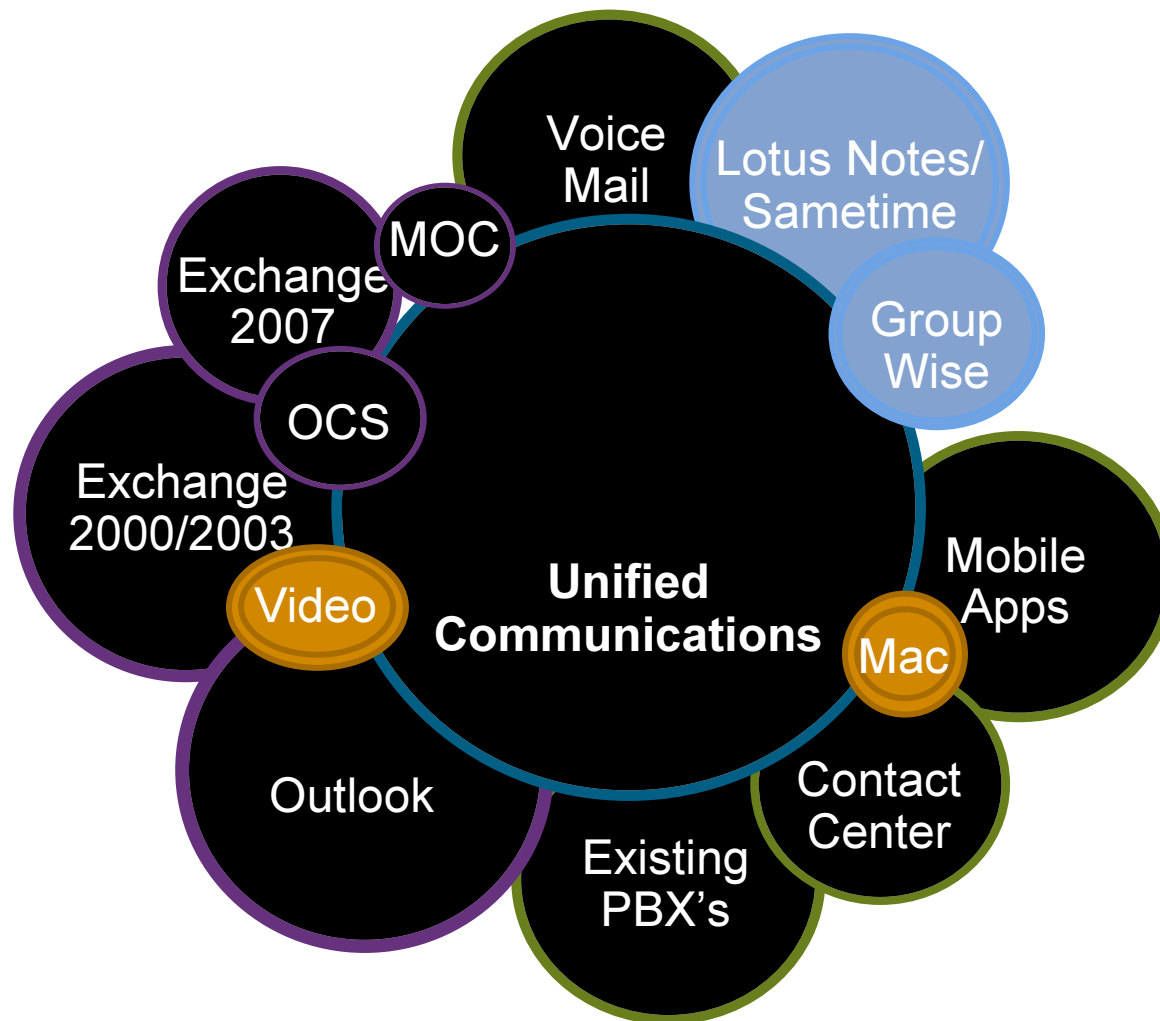


A la maison



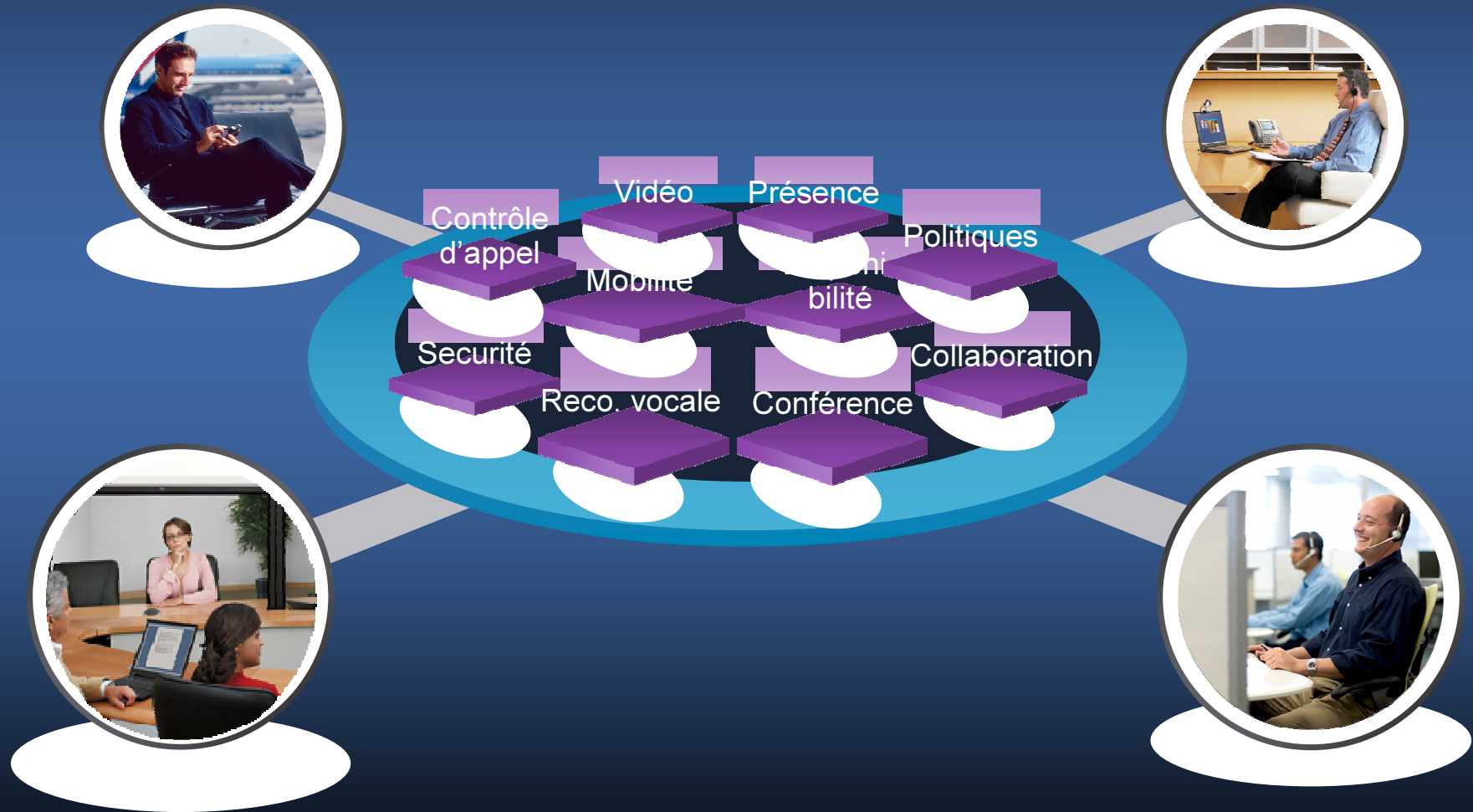
Au bureau

Fédérateur: ouverture et intégration vers les environnements tiers



Seule une architecture centrée réseau permet cette unification

Réseau en tant que plateforme



Proposition de valeur Cisco-IBM : UC2



Cisco Unified Communications avec IBM Lotus

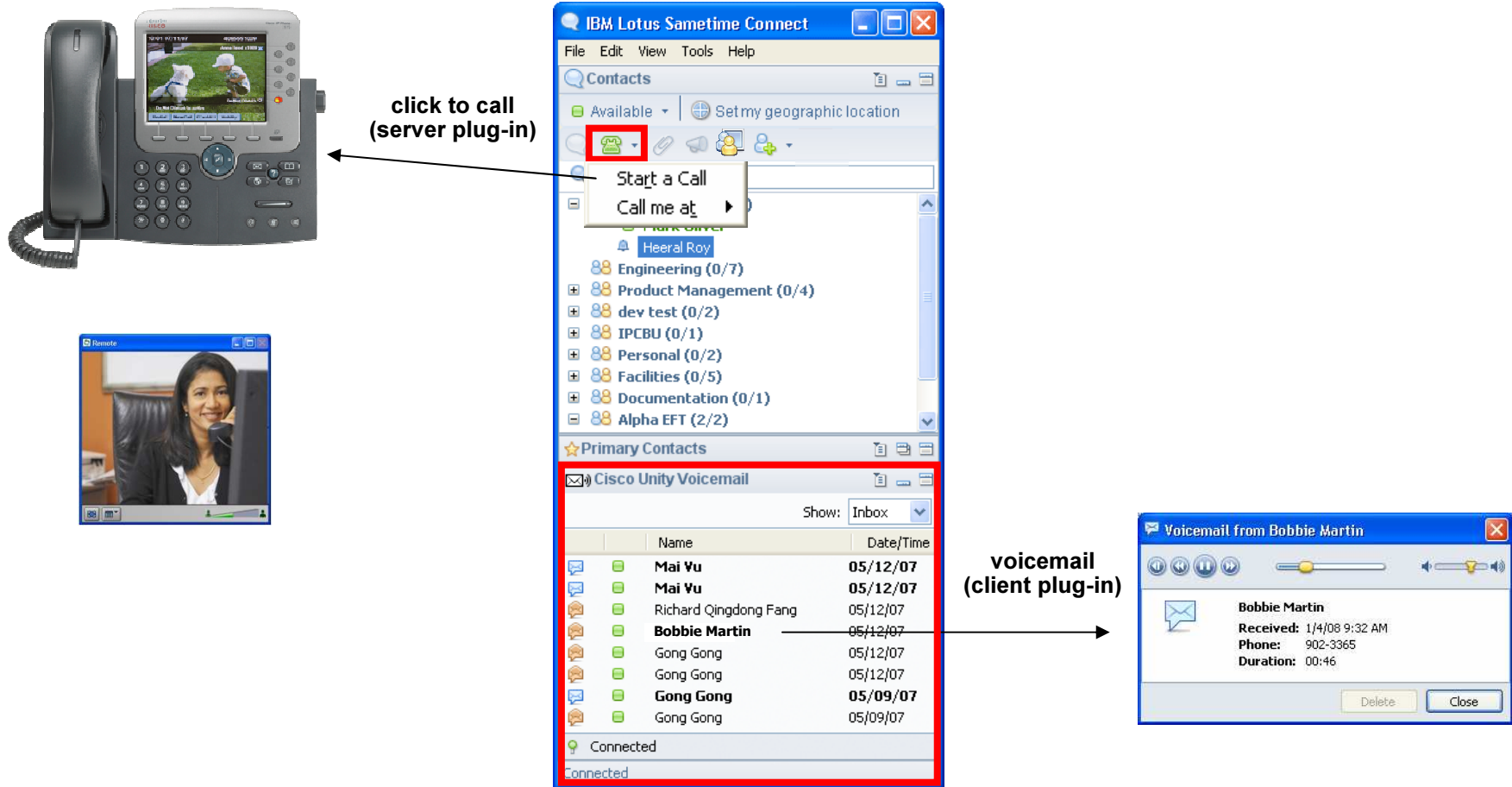
Cisco IP Telephony
avec IBM Lotus

Cisco Conferencing
avec IBM Lotus

Cisco Messaging
avec IBM Lotus

Cisco Presence avec
IBM Lotus

Cisco Unified Communications avec IBM Lotus Sametime ... Aujourd'hui



Cisco Unified Communications avec IBM Lotus Sametime ... Juin 2008

The central screenshot shows the IBM Lotus Sametime Connect interface. A red box highlights the 'Cisco Unity Voicemail' section, which contains a table of messages:

Name	Date/Time
Mai Yu	05/12/07
Mai Yu	05/12/07
Richard Qingdong Fang	05/12/07
Bobbie Martin	05/12/07
Gong Gong	05/12/07
Gong Gong	05/12/07
Gong Gong	05/09/07
Gong Gong	05/09/07

Other windows and annotations include:

- softphone plug-in:** Cisco IP Communicator window showing a video call.
- phone control plug-in:** Remote window showing a video call.
- phone presence plug-in:** A window showing contact status for 'Mark Oliver' and 'Heeral Roy'.
- click to conf plug-in (MeetingPlace):** A window showing a meeting invitation from Scott Hraban.
- voicemail plug-in:** A window showing a voicemail message from Bobbie Martin.

A physical Cisco IP phone is shown at the bottom left of the slide.

NOTE: all client plug-ins shown here

Cisco Unified Communications avec IBM Lotus Sametime ... Juin 2008 (suite)

softphone plug-in

phone control plug-in

phone presence plug-in

Sametime web conf control of MeetingPlace (server plug-in)

voicemail plug-in

IBM Lotus Sametime Connect

File Edit View Tools Help

Contacts

Available | Set my geographic location

+1 555 555 1234 (Primary)

Add/Edit Phone Number...

Mark Oliver

Heeral Roy

Engineering (0/7)

Product Management (0/4)

dev test (0/2)

IPCBU (0/1)

Personal (0/2)

Facilities (0/5)

Documentation (0/1)

Alpha EFT (2/2)

Primary Contacts

Cisco Unity Voicemail

Name	Date/Time
Mai Yu	05/12/07
Mai Yu	05/12/07
Richard Qingdong Fang	05/12/07
Bobbie Martin	05/12/07
Gong Gong	05/12/07
Gong Gong	05/12/07
Gong Gong	05/09/07
Gong Gong	05/09/07

Connected

Connected

Cisco IP Communicator

3:56p 01/12/06 23543

Your current options

Redial New Call CFwdAll CallBack more

Remote

Conversation with Karen Pond

Karen Pond

Status: Connected (Outgoing)

Phone: 408-123-5555

Duration: 00:00:23

Sametime Meeting Room - My Meeting

Meeting Information

Meeting Title: Lending Community Kickoff

Start Time: June 16, 2:00 PM EST

Chair: Dan Misawa

Voicemail from Bobbie Martin

Bobbie Martin

Received: 1/4/08 9:32 AM

Phone: 902-3365

Duration: 00:46

Delete Close

Types d'integrations & usages

Catégorie	Usages	Disponibilité
Cisco IP Telephony with IBM Lotus	▪ Click to call & audio conference with Lotus Sametime	Yes *
	▪ IP Communicator click to call with Lotus Sametime **	June 2008
	▪ Cisco phone control with Lotus Sametime **	June 2008
Cisco Conferencing with IBM Lotus	▪ Unified MeetingPlace setup & attend from Lotus Notes	Yes
	▪ Unified MeetingPlace click to conference with Lotus Sametime IM	May 2008
	▪ Unified MeetingPlace audio with Lotus Sametime web	June 2008
Cisco Messaging with IBM Lotus	▪ Unified Messaging with Lotus Sametime	Yes
	▪ Unified Messaging with Lotus Notes	Yes
Cisco Presence with IBM Lotus	▪ Cisco phone presence with Lotus Sametime	June 2008

Que dit le marché ?



"Through their expanded alliance, Cisco and IBM are attempting to address the customer's need to make collaboration easier, and communications more efficient, and that's a great step forward."

- Brent Kelly, Senior Analyst and Partner, Wainhouse Research



"The announced platform by Cisco and IBM will allow us to more fully integrate core applications as well as build additional applications to work with them via open APIs. We praise IBM and Cisco for working together to drive integration of these core capabilities and look forward to adoption of this important effort."

- Ray Repic, Chief Technology Advisor, Coca Cola Enterprises



"The UC2 Client Platform has the potential to create a truly rich set of client capabilities to the benefit of developers and customers. We are excited about the opportunity to work with IBM and Cisco to use, leverage, and extend this environment into the SAP portfolio of products."



"We are pleased to see Cisco and IBM collaborating in this way. The combined client strategy, with open API's to interact directly with Citrix client solutions, holds the promise of a simplified user experience across voice and data applications."

- Gordon Payne, VP/GM Advanced Software Group, Citrix



"We are enthusiastic about the new relationship between Cisco and IBM, and as a strong partner of both companies, look forward to delivering the benefits of a fully integrated client environment for communications and collaboration to Berbee customers."

- Ken Bywater, Vice President Sales, Berbee/CDW

Démonstration





Cisco Sametime Integration Demonstration



CISCO