e-business

IBM Content Management - Content Manager V7.1 January 2001 Announcements-

IBM Business Partner Conference Call
January 10, 2001

Agenda

- IBM Content Management Mission
- 2000 Portfolio Overview/Status
- YE 2000 and Upcoming 2001 Announcements
- Key Messages
- Product Announcement Details

IBM Content Management

IBM offers a comprehensive content management portfolio to address content-enabling the e-business needs of the enterprise.
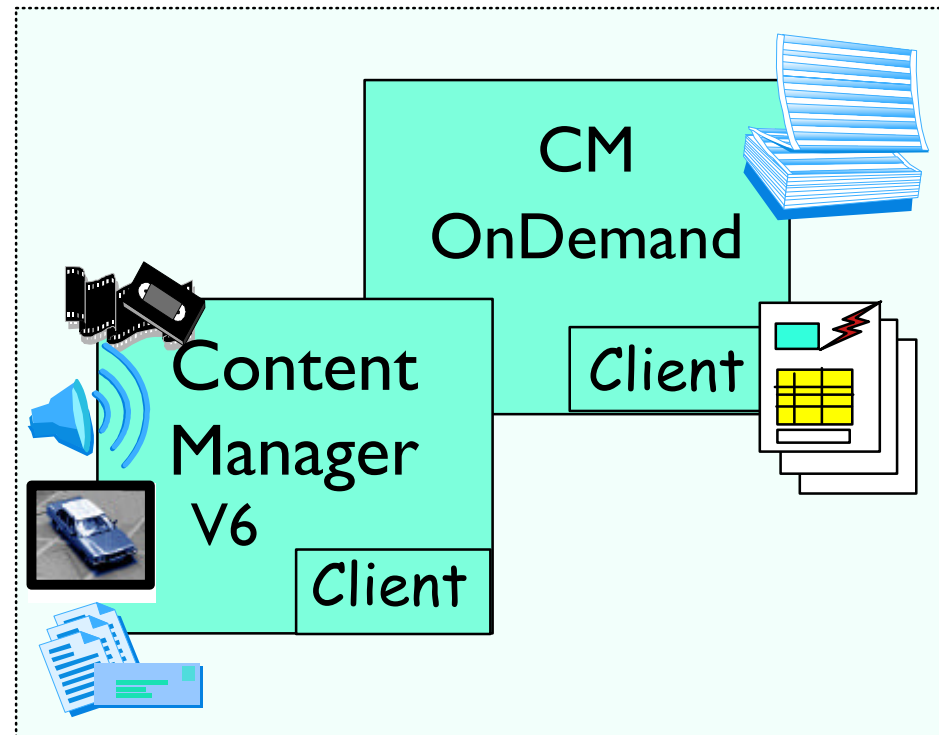
Content Management Portfolio
- Core Products in 2000 -

Content Management Portfolio
- Core + Complementary Products -
2000

Domino

SAP R/3

CommonStore

Content Manager V6

CM OnDemand

BlueGill

EBPP Apps

Unified APIs

VideoCharger

EIP

Siebel 2000

Core

Complementary
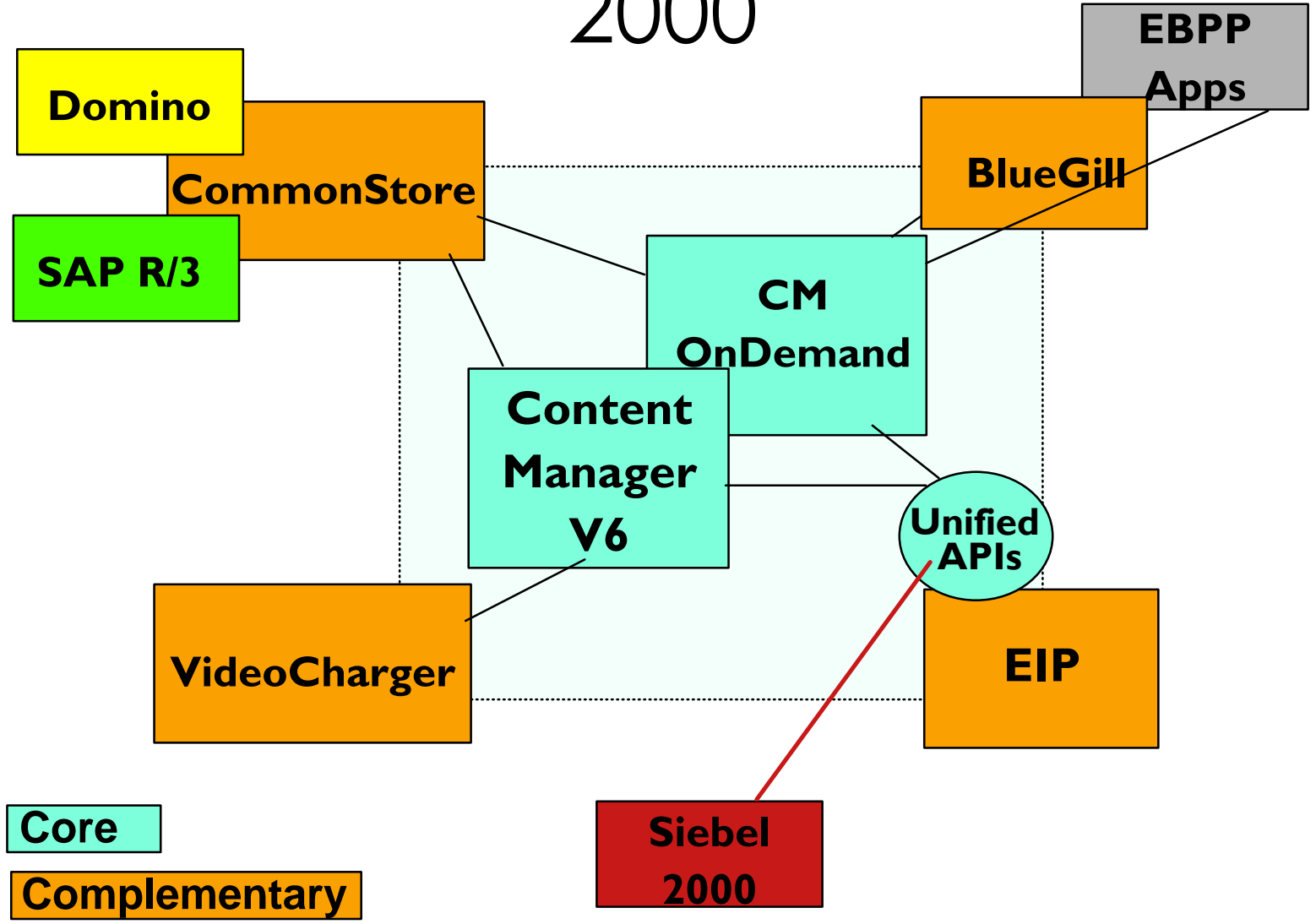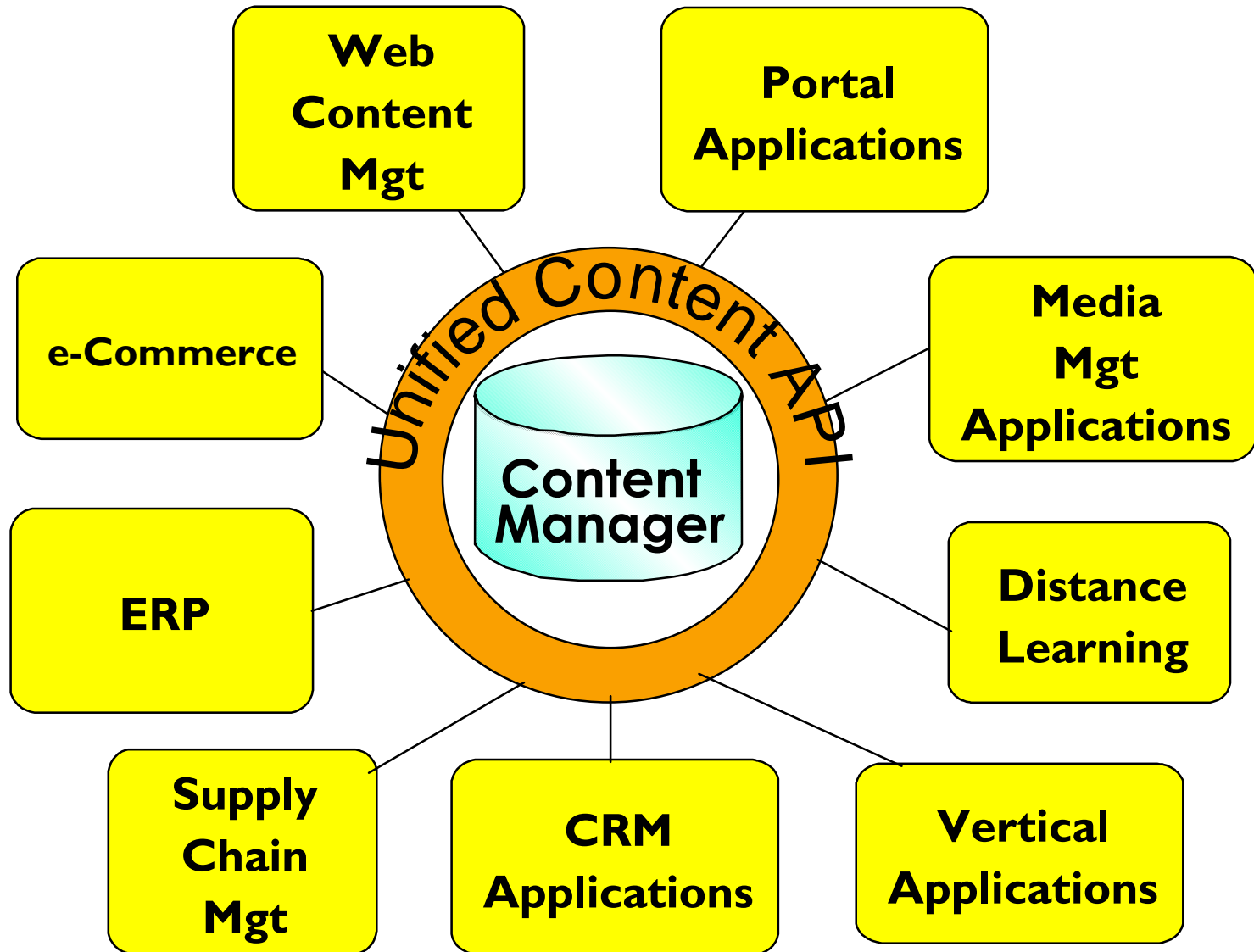
Unified Content API
Broad solutions can be content-enabled

Content Year 2000 Highlights

- IBM Content Sales force expansion
- Growth in Channel sales support, recruitment and enablement
- IBM Content Manager brand introduced
- Yr to Yr revenue growth - Est. 40%
- CM Entry Offering
- CM CEO Enterprise Offering
- Siebel validation of IGS CM integration
- "Year-end" announcements
- Foundation set for 2001

Recent & Upcoming Announcements

- 12/15/00 CommonStore for SAP V7.1
    - Integration with SAP Doc Mgt Sys
    - Port to HP-UX

    CommonStore for Lotus Domino V7.1
    - Archival into Content Mgr (w/ spt for CM folders, workbaskets, workflow)
    - Support web access to archives

- 01/30/01 Content Manager V7.1
    - Doc Management Enhts (Vers Ctl/ODMA)
    - Windows 2000 Server certification
    - Siebel 2000 validation

    CM VideoCharger V7.1
    - integrate HotMedia transparent player
    - Support Apple QuickTime V4

- 1/30/01 Content Manager Entry Bundle V7.1
    - Based on 4Q00 Promotional Offering

Upcoming Announcements

- 03/30/01 CM OnDemand V7.1
  - Xerox Metacode datastream support
  - Oracle support

  EIP / EIP Client Kit V7.1.2 Refresh
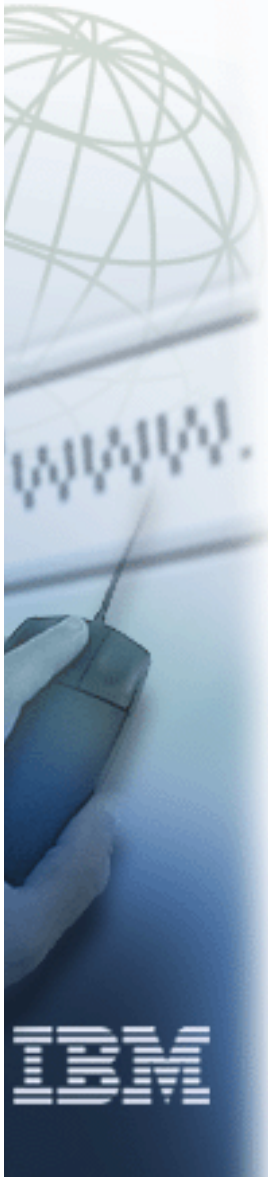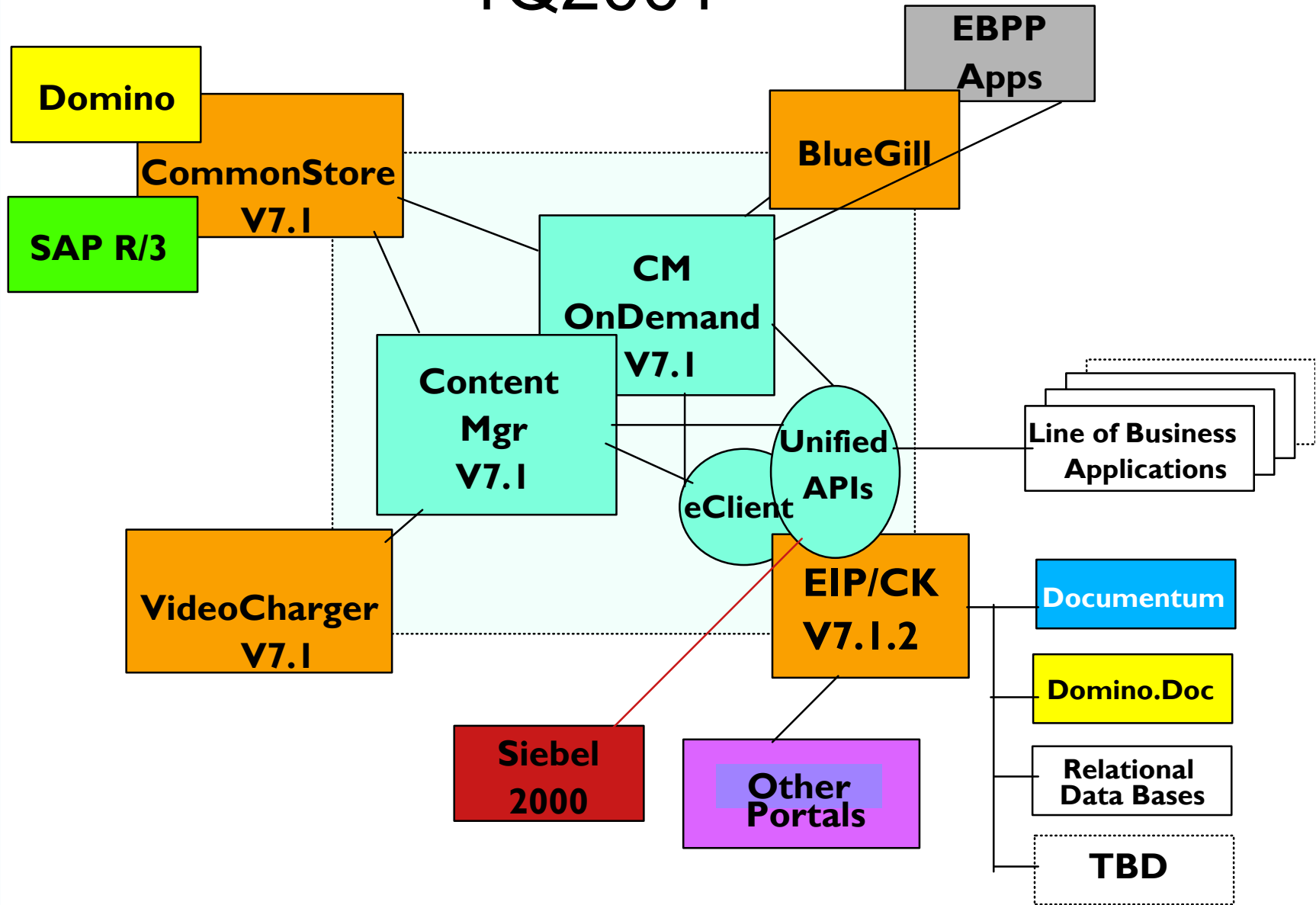 - eClient - updated & improved Thin Client for CM
  - XML/e-forms ingest

Content Management Portfolio
- 1Q2001 -

EBPP Apps

Domino

CommonStore V7.1

SAP R/3

BlueGill

CM OnDemand V7.1

Content Mgr V7.1

Unified APIs

eClient

Line of Business Applications

VideoCharger V7.1

EIP/CK V7.1.2

Documentum

Domino.Doc

Relational Data Bases

Siebel 2000

Other Portals

TBD

Key Messages

- e-content is the currency of e-business
- IBM provides the infrastructure for e-content
- IBM offers a comprehensive content management portfolio to address the e-business needs of the enterprise
- IBM Content Manager delivers a single server, with out-of-the-box integrated imaging, document mgt, and workflow
- Managing and delivering media assets is an emerging customer requirement
- IBM CM VideoCharger provides industry leading media streaming capabilities

IBM Content Manager - V7.1 (NT/Win2000/AIX)

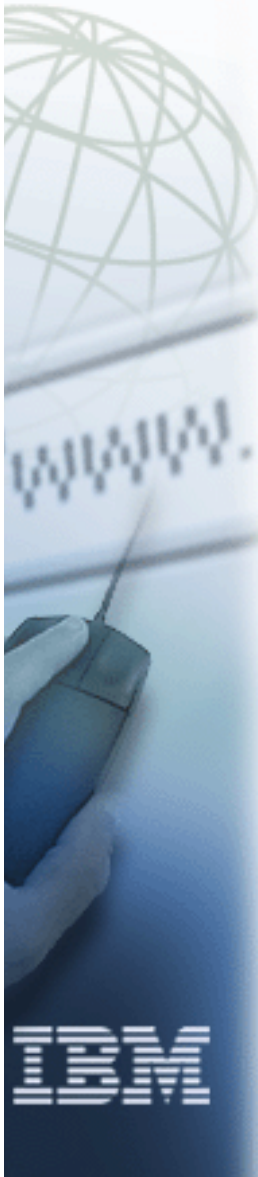| Functional Enhancements Delivered	What it means to our customers
Document Mgmt - ODMA	Provides an easy way for Windows users to store PC documents and files into CM, or to retrieve items directly from CM via their Windows desktop application (File - Save As, or 'File-Open')
Document Mgmt - Version Control	Provides users the ability to update a document (add annotations, pages, add parts) and save the revised document back as a new version of the old document, or as a completely new document. Subsequently, users are aware that multiple versions exist, and may retrieve the version they need
Windows 2000 Server Logo Certification	Mandatory in the marketplace to compete. Customers benefit from system services and management capabilities with W2000 Certif.
Multivalue Attributes	Allows items to be indexed such that one attribute (ex. Name) includes a list of values. Ex. An Insurance claim may list 3 claimants under the attribute 'Claimant'
XML/Electronic Forms Support * available 03/31/01, via EIP/Client Kit	These interfaces will allow XML structured documents such as e-forms (key to web-based transactions and workflow) to be stored & indexed into the CM server. Integration prototypes with ActionPoint is in process. Integration with Jetforms and Adobe is actively being pursued
Content Manager e-Client * available 03/31/01, via EIP/Client Kit	Supports viewing of the broad formats of content customers use: Images (tiff, modca), AFP. (Office documents date TBD in 2001)
Object Server Replication, Run multiple Library Servers on a system system	Replication from one object server to another of an index class by configuration/setup for disaster recovery. Multiple Library servers supports distinct environments running on one physical server.

IBM Content Manager VideoCharger - V7.1
(NT, Win2000, AIX)

Functional Enhancements Delivered	What it means to our customers
Integrated HotMedia Player	Provides the capability of playing a HotMedia format video without first downloading a player ('transparent player') - good for demonstration use
Integration with Tivoli Storage Manager	Supports storage of objects to any TSM-supported device.
Incorporates support for Apple QuickTime 4	QT4 files can be streamed to the Apple QT4 player from VideoCharger, which thus adds support for Mac clients with QT4 players.
Filter Architecture	Provides support for additional encoders, such as Optibase and FutureTel
Installation procedures enhancements	Easier to install, with automatic configuration of commonly used web servers and automatic calibration

Content Manager CommonStore for SAP - V7.1

Functional Enhancements Delivered	What it means to our customers
Integration with SAP Document Management System (DMS)	Provides support for batch loading documents through the CAD interface of SAP
Ported to HP-UX and Sun Solaris (NEW)	Supports broader variety of platforms
External triggering of SAP Business Workflow	Allows documents to be queued for workflow processing when captured, all in one stepCurrent platform support
Updated to support CM/400 V4.3	
Performance Optimization Improvements	Improved performance for both archiving and sending emails

- Runs on NT, Win2000, AS/400, AIX, HP-UX, Sun
- Interfaces to CM on NT/2000, AIX, OS/390, AS/400, and to TSM on NT, W2000, AIX, SUN and HP
- Interfaces to CM OD on NT/2000, AIX, HP-UX and Sun

CM CommonStore for Lotus Domino - V7.1

Functional Enhancements Delivered	What it means to our customers
Archive Notes folders	Provides support for archiving Notes folders, previously only Notes documents archiveable
Ported to AIX	Supports broader variety of platforms
Support for CM folders and workbaskets	Allows documents to be indexed directly to a CM folder, and queued to an initial workbasket when captured, all in one step
Http Access	Supports access via the Internet/intranet if url is included when documents/folders archived
New exit available to call tiff rasterizers	Document attachments (ex. Word docs) can be converted to tiff when archiving, and subsequently viewed
Performance Optimization Improvements	Improved multithreading handling for large objects
Support for Domino V5 Enhancements	Current platform support
NLS translation	Translated to Japanese (9/00)

- Runs on NT, Win2000, AIX
- Interfaces to CM on NT, AIX, OS/390
- Interfaces to CM OD on NT/2000, AIX, HP-UX, Sun
- Interfaces to TSM on NT/2000, AIX, HP-UX, Sun

CM 2001 Priorities

- Dominate CRM segment (including e-billing)
  - Siebel/CM product announcement
  - Recruite/Enable additional CRM vendors
  - Establish CM OnDemand as the de facto standard for eBPP
  - Establish CM V7.1 as the leading single server IDM solution
- Drive aggressive revenue growth in archiving solutions
  - ERP (CM CommonStore for SAP)
  - e-mail (CM CommonStore for Lotus Domino)
- Recruit/enable CM implementation partners
  - Focus on identified industries - Insurance, Finance, Govt, Telco/Utilities
    - VARs
    - GSIs
    - NRSIs