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Lotus Software & the Collaboration Agenda LCTY April 2010

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lotusknows.com

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Agenda

- What is Collaboration
- Notes & Domino Update
- Sametime Update
- Quickr Update
- Collaboration Agenda
- Summary

What is your definition of Collaboration?

- Is it Document Sharing?
- Is it eMail?
- Is it Instant Messaging?
- Is it Web Conferencing?

- Or

- Is it working together on projects?
- Is it talking on the phone?
- Is it chatting by the Coffee Machine?

Collaboration has had a number of meanings.

- Negative Dictionary definition: 1860, noun of action from collaborate. In a bad sense, "traitorous cooperation with an occupying enemy,"
- Positive Dictionary Definition: To work together, especially in a joint intellectual effort.

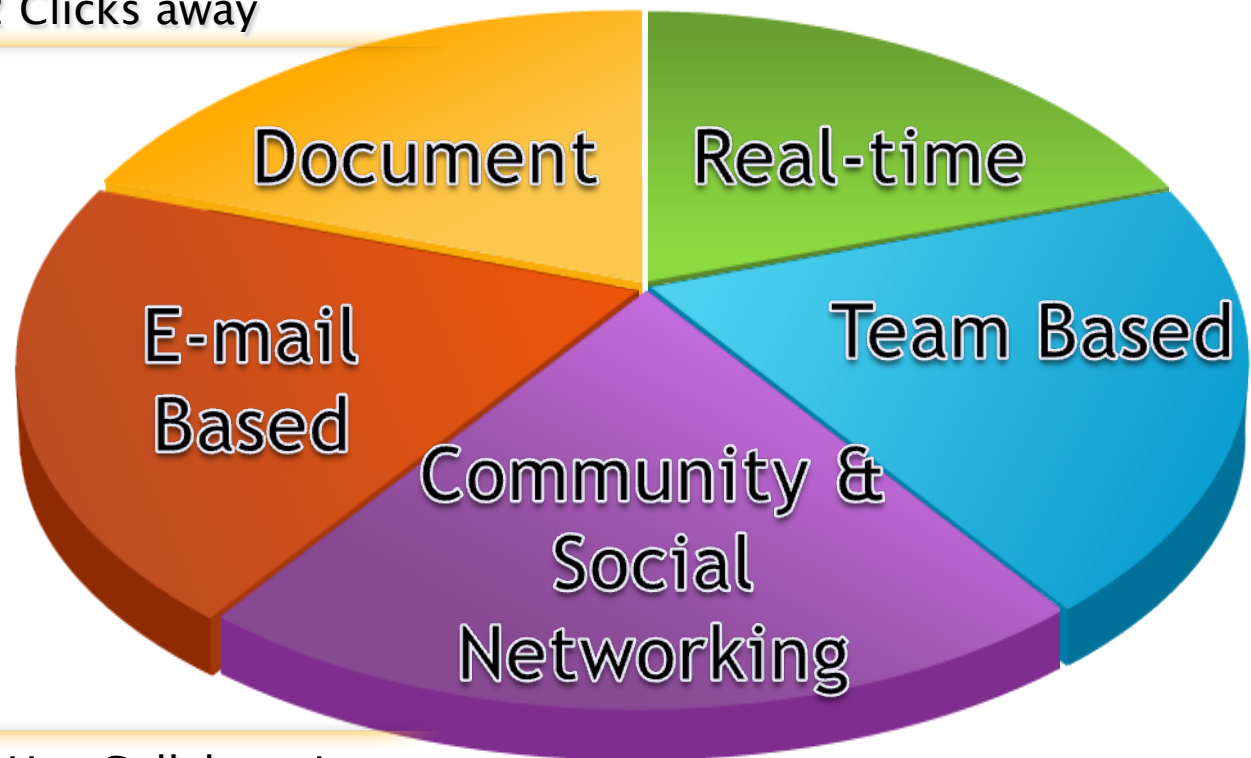
This is the Wikipedia definition...itself a collaborative composition

- **Collaboration** is a recursive process where two or more **people** or organisations work **together** in an intersection of **common goals** for example, an intellectual endeavor that is creative in nature by **sharing** knowledge, learning and building consensus. Most collaboration requires leadership, although the form of **leadership can be social** within a **decentralized** and egalitarian group. In particular, teams that work collaboratively can **obtain greater resources, recognition and reward** when facing competition for finite resources.

Collaboration Types & Modes



- Blur the lines between types and modes
- Integrate into existing tools
- 1 -2 Clicks away

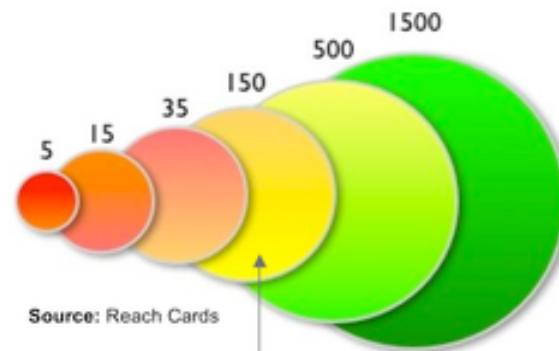


- Ad Hoc Collaboration
- Structured Collaboration
- Inside & Outside Firewall

Dunbar's Number

- Dunbar's number is a theoretical cognitive limit to the number of people with whom one can maintain stable social relationships.
- Need Technology to harness information in wider context

from intimacy to ambient intimacy



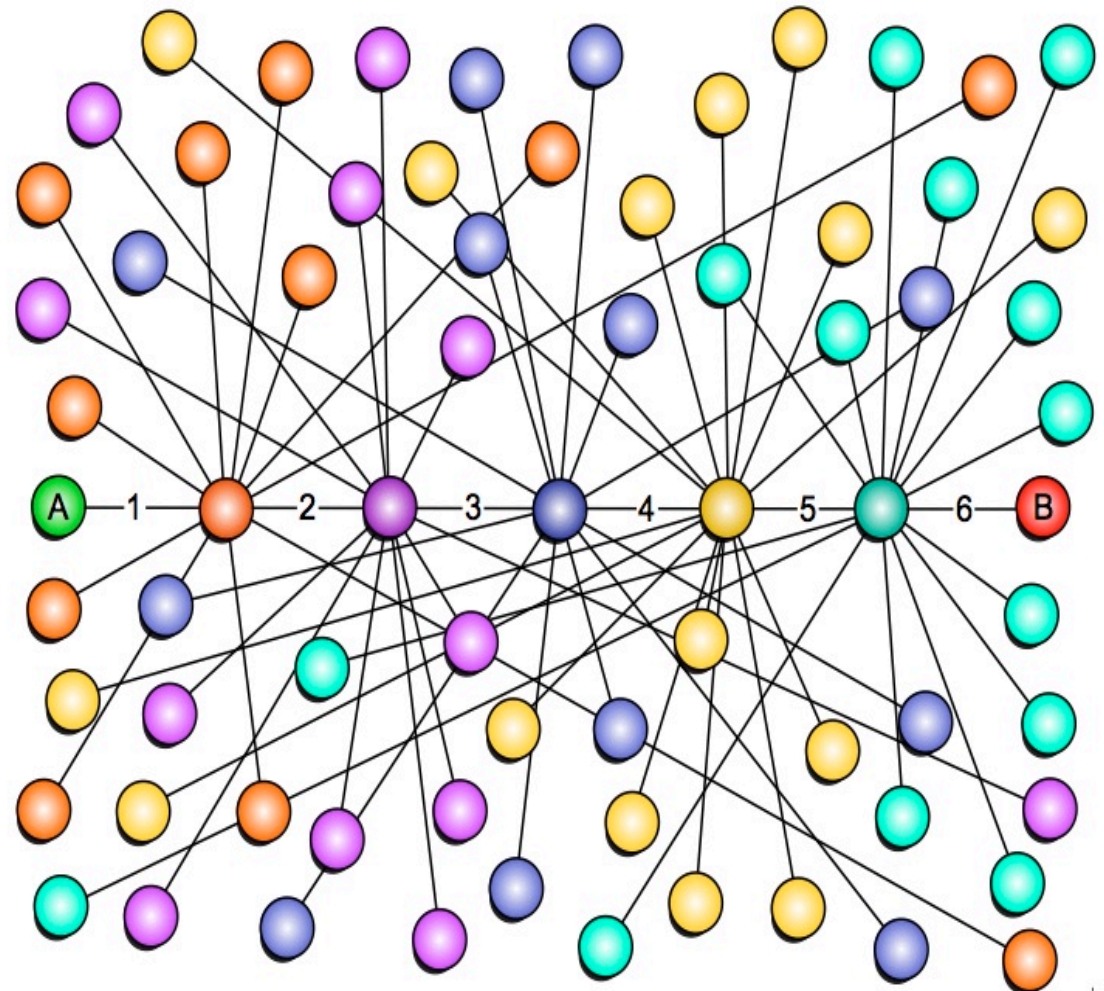
Robin Dunbar's threshold of maximum number of individuals

"Ambient intimacy is about being able to keep in touch with people with a level of regularity and intimacy that you wouldn't usually have access to, because time and space conspire to make it impossible."

~Leisa Reichelt

6 Degrees of Separation

- Hungarian author Frigyes Karinthy, who published Chain-Links in 1929
- Theory of technological advances in communications and travel, friendship networks could grow larger and span greater distances
- Karinthy believed that the modern world was 'shrinking' due to this ever-increasing connectedness of human beings
- “Despite great physical distances between the globe's individuals, the growing density of human networks made the actual social distance far smaller.”
- This concept lays the foundation of thinking behind Collaboration & Social Computing



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- ecademy
- entrepreneurconnect
- fastpitch
- focus
- jasezone
- linkedin
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The screenshot shows the Ziggs website homepage. At the top, there is a banner for AT&T FamilyTalk plan. Below the banner, the Ziggs logo is displayed with the tagline "Organize & connect with people in a professional way." A navigation menu includes: "Take Control of Your Online Image", "Track Visits to Your Ziggs Profile", "Find People, Expand Your Network", "Find and Post Jobs", "List yourself in Professional Directories", "Create and Join Groups", and "Organize + Connect with Your Contacts". A "Welcome to Ziggs" section describes it as a one-stop source for building an online brand. A "Join Free" button is prominent, with a note that it's free based on professional principles. Logos for CBS News, The Wall Street Journal, and FOX 25 are visible. The footer contains various links and copyright information.

The screenshot shows the PartnerUp website homepage. The top navigation bar includes "PartnerUp" and links for "People", "Opportunities", "Businesses", "Properties", "Answers", and "Forums". A search bar is present with the text "Find people, business opportunities, real estate and more...". Below the search bar, there is a large banner with a woman's face and the text "Network with other small business owners just like you". There are "JOIN NOW FOR FREE" and "TAKE A TOUR" buttons. To the right, there is a "Join PartnerUp" section with a description of the platform's benefits. Below the banner, there are tabs for "NETWORK", "ADVICE", "PEOPLE", "PROPERTIES", and "BUSINESSES". A "New On PartnerUp Community" section features a list of opportunities, including "User Experience Designer" and "Partner Needed". A "Find Opportunities" section has a search form with fields for "Keyword, Industry or Job Title", "In this location", and "City, State or Zip/Postal Code". On the right side, there are logos for Microsoft BizSpark and Dell, and an advertisement for Identity Guard with the text "PROTECT YOUR IDENTITY".

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The image displays two screenshots of business networking websites. The top screenshot is for Ziggs, featuring a navigation menu with options like 'Take Control of Your Online Image', 'Track Visits to Your Ziggs Profile', and 'Find People, Expand Your Network'. A prominent banner for 'Add a line to your FamilyTalk plan - just \$9.99' is visible. Below the navigation, there's a 'Welcome to Ziggs' message and a 'Join Free' button. The bottom screenshot is for PartnerUp, showing a search bar, a 'Log in' form, and a 'Join PartnerUp' call to action. The PartnerUp page also features a 'New On PartnerUp Community' section with various job and business opportunities listed.

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The image displays three screenshots of business networking websites. The top screenshot is for Ziggs, featuring a navigation menu with options like 'Take Control of Your Online Image', 'Track Visits to Your Ziggs Profile', 'Find People, Expand Your Network', 'Find and Post Jobs', and 'List yourself in Professional Directories'. It also includes a 'Join Free' button and a 'Welcome to Ziggs' message. The middle screenshot is for XING, showing a login form, a search bar, and a 'People Finder' section. The bottom screenshot is for PartnerUp, displaying a search bar, a 'Join PartnerUp' button, and a 'New On PartnerUp Community' section.

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The collage features several screenshots of business networking platforms:

- Ziggs:** A screenshot showing a user interface with a navigation menu (Take Control of Your Online Image, Track Visits to Your Ziggs Profile, Find People, Expand Your Network, Find and Post Jobs, List yourself in Professional Directories) and a main content area with a 'Join Free' button.
- XING:** A screenshot of the XING homepage, titled 'XING - Global networking for professionals', featuring a search bar, a 'People Finder' section, and a 'Join XING' button.
- PartnerUp:** A screenshot of the PartnerUp website, showing a search bar, a 'Join PartnerUp' button, and a navigation menu with categories like 'People', 'Opportunities', 'Businesses', 'Properties', 'Answers', and 'Forums'.
- Upspring:** A screenshot of the Upspring website, featuring a 'Grow your Business' section with bullet points and a 'Join Free' button.

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The collage features several business networking websites:

- Ziggs**: A platform for organizing and connecting with people in a professional way. It offers features like 'Take Control of Your Online Image', 'Track Visits to Your Ziggs Profile', 'Find People, Expand Your Network', 'Find and Post Jobs', and 'List yourself in Professional Directories'. It also promotes 'Add a line to at&t - just \$9.99'.
- XING**: 'Global networking for professionals' with over 7 million members. It offers a 'People Finder' and 'Join XING for Professionals'.
- StartupNation**: 'by entrepreneurs for entrepreneurs'. It features a 'The 2009 Home-Based 100 Competition is Now Open!' and a 'Come on in!' button.
- Ryze**: 'Business Networking'. It offers a 'Sign Up Now' button and a 'Sign in' button for existing members. It includes a 'New to Ryze?' section and 'Member Testimonials'.
- PartnerUp**: A platform for finding business opportunities, real estate, and more. It features a 'Join PartnerUp' button and a 'Network with other small business owners just like you' section.
- Upspring**: 'Local Marketing Services for Businesses'. It offers 'Local Marketing Services for Businesses' and 'Join Free'.
- Microsoft BizSpark** and **Identity Guard** are also visible in the collage.

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The collage features several business networking websites:

- Ziggs**: A professional networking site with a navigation menu including 'Take Control of Your Online Image', 'Track Visits to Your Ziggs Profile', 'Find People, Expand Your Network', 'Find and Post Jobs', and 'List yourself in Professional Directories'. It includes a 'Join Free' button.
- XING**: A global networking site for professionals, featuring a 'People Finder' and a 'Join XING' section.
- StartupNation**: A community for entrepreneurs, with a search bar and navigation tabs for 'Home', 'Topics', 'Step-by-Step Advice', 'Community', 'Watch & Listen', 'Resources', and 'Services'.
- Ryze**: A business networking site with a 'New to Ryze?' section and a 'Sign Up Now' button.
- Plaxo**: A social networking site for professionals, with a 'Connect' section.
- PartnerUp**: A platform for finding business partners, with a search bar and a 'Join PartnerUp' section.
- Upspring**: A local marketing services website for businesses, with a 'Grow your Business' section.

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The collage features several business networking websites:

- PERFECT BUSINESS**: "The Path to Entrepreneurship". Offers entrepreneur training, tools, and resources. Includes a "YES! SIGN ME UP FREE" form and sections for "NEW BUSINESS TRAINING COURSES", "BUSINESS PLANNING SOFTWARE", and "STARTING A NEW BUSINESS?".
- XING**: "Global networking for professionals". Over 7 million members. Features a "People Finder" and "XING members login" form.
- StartupNation**: "by entrepreneurs for entrepreneurs". Offers topics, step-by-step advice, community, and resources.
- Ryze**: "Business Networking". Promotes "Ryze is FREE -- Click Here to Sign Up Now". Includes a "New to Ryze?" section and "Member Testimonials".
- PartnerUp**: "Network with other small business owners just like you". Offers opportunities, advice, people, properties, and businesses.
- Other sites**: Includes "biznik", "cmypatch", "cofoundr", "efactor", "ecademy", "entrepreneurconnect", "fastpitch", "focus", "jasezone", "linkedin", "networkingforprofessionals", "partnerup", "perfectbusiness", "plaxo", "ryze", "startupnation", "upspring", "xing", "youngentrepreneur", and "ziggs".

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The collage features several prominent business networking websites:

- PERFECT BUSINESS**: A website with a blue header and navigation tabs for 'NETWORK', 'LEARN', and 'LAUNCH'. It offers 'Entrepreneur Training & Tools' and a 'YES! SIGN ME UP FREE' registration form.
- RYZE**: A networking site with a blue header and a 'New to Ryze?' section. It promotes a 'FREE -- Click Here to Sign Up Now' offer and lists benefits like expanding business networks and connecting with friends.
- STARTUPNATION**: A site with a blue header and a 'The 2008 Competit' section. It includes a 'Sign up' button and a 'Take the tour' link.
- PARTNERUP**: A site with a blue header and a 'Stay in touch with' section. It features a search bar and a 'Join PartnerUp' call to action.
- BIZNIK**: A site with a green header and a 'Grow your Business' section. It offers 'Business Owners' and 'Service Providers' resources.

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The collage features several prominent websites:

- PERFECT BUSINESS**: "The Path to Entrepreneurship". Offers "Entrepreneur Training & Tools" and a "YES! SIGN ME UP FREE" registration form.
- Networking For Professionals**: "Get Connected." Promotes a dynamic business networking organization with events and a "Join NFP Today!" sign-up.
- LinkedIn**: "Over 40 million professionals use LinkedIn to exchange information, ideas and opportunities." Includes a "Join LinkedIn Today" form.
- Ryze**: "Ryze is FREE -- Click Here to Sign Up Now." Promotes a networking-oriented homepage.
- Xing**: "Connect to your family, friends, and business network. We make it easy to find who you know." Includes a "Connect" form.
- PartnerUp**: "Join PartnerUp" and "New On PartnerUp Community". Promotes finding business partners and opportunities.
- Business Owners**: "Grow your Business" with tips like "Promote your company and increase office sales" and "Develop new contacts through business-to-business social networking".
- Service Providers**: "Upspring can help you get more sales leads. Connect with customers who are actively looking for your service in your area."
- Retailers**: "Target online shoppers to become in-store buyers. Showcase your products to local customers and grow sales."

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The collage features several website screenshots:

- JASEzone:** A login page with fields for username and password, and a 'Join Now' button. Below is a 'Welcome to the JASEzone!' message and a registration form with fields for user name, password, email address, gender, date of birth, and first name.
- Entrepreneur Training:** A page titled 'The Path to' with a 'Join Now' button and a list of courses including 'Entrepreneur Training Courses', 'Business Plan Software', and 'Startup Funding'.
- Ryze:** A page titled 'Ryze is FREE -- Click Here to Sign Up Now' with a registration form for Ryze ID and password.
- LinkedIn:** A page titled 'Over 40 million professionals use LinkedIn to exchange information, ideas and opportunities' with a registration form for LinkedIn.
- PartnerUp:** A page titled 'New On PartnerUp Community' with a search bar and a list of opportunities.
- Identity Guard:** An advertisement for Identity Guard with the text 'PROTECT YOUR IDENTITY'.

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The collage features several overlapping screenshots of business networking websites:

- Focus:** A screenshot showing a search bar and a featured article titled "Where Businesses Make Purchase Decisions" with a sub-section "A Practical Approach to Green IT". It includes a chart showing business motivations for going green: 50% for reducing energy-related operating expenses, 31% for reducing other operating expenses, 29% for improving brand image/public perception, and 28% for aligning with corporate green initiatives.
- Jasezone:** A registration page titled "JASEzone is free to join." with fields for username, password, email, gender, U.S. Postal Code, and date of birth. It includes a "Create My Account" button.
- Ryze:** A registration page with fields for "Existing Ryze" ID and password, and a "Sign Up" button. It also features a "Member Testimonials" section.
- PartnerUp:** A registration page with fields for email and password, and a "Join Now" button. It includes a "Remember Me?" checkbox and a "Not a member yet? Register Now!" link.
- Other sites:** Fragments of other sites like "PERFE The Path to...", "Ziggs", and "efactor" are also visible.

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The collage features several overlapping screenshots of business networking websites:

- PERFE The Path to NETWORK With Entrepreneurs**: A site for entrepreneurs to connect.
- JASEzone**: A site with a login form and a registration form titled "JASEzone is free to join." The registration form includes fields for User name, Password, Email address, Gender (MALE/FEMALE), U.S. Postal Code, Date of Birth (YEAR, MONTH, DAY), and First name. It also has checkboxes for "Read and agree to the Terms of Use policy" and "Read and understand the Privacy Statement." A "Create My Account" button is at the bottom.
- FOCUS**: A site with a search bar and a featured article titled "Where Businesses Make Purchase Decisions" with a sub-heading "A Practical Approach to Green IT." It includes a chart showing "5 Leading Business Motivations for Green IT":

Reduce energy-related operating expenses	55%
Do the right thing for the environment	50%
Reduce other operating expenses	31%
Improve brand image/public perception	29%
Align IT with corporate green objectives	28%
- Ryze**: A site with a "Ryze Home" button and a "Ryze is FREE -- Click Here to Sign Up Now" link. It lists benefits like "Get a FREE networking-oriented homepage" and "Make quality business contacts." It also has a "Sign Up" button.
- PartnerUp Community**: A site with a "New On PartnerUp Community" section, a "Find Opportunities" form, and a "Protect Your Identity" advertisement for Identity Guard.
- FastPitch**: A site with a "What is Fast Pitch?" section and a "Why Join Fast Pitch?" section. It describes itself as "a one-stop shop for a business professional to network and market their business."
- Focus Research**: A site with a search bar and a "FEATURED FOCUS RESEARCH" section.
- Join our Network**: A large button with the text "Join our Network" and "Already a Member? Login".

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The collage features several prominent business networking sites:

- JASEzone:** A registration page for an online neighborhood for entrepreneurs, featuring a login form and a "JASEzone is free to join" section with fields for user name, password, email, gender, date of birth, and first name.
- Focus:** A research and business information site with a search bar and various articles, such as "Where Businesses Make Purchase Decisions" and "A Practical Approach to Green IT".
- Entrepreneur Connect:** A community platform with a navigation menu (Home, My Community, My Contacts, etc.) and a featured article about health-care legislation.
- Ryze:** A networking site with a "Join Now" button and a "How to be a Quality Contributor" guide.
- PartnerUp Community:** A site for finding business opportunities, with a search bar and a "New On PartnerUp Community" section.
- FastPitch:** A site for creating a profile and finding business opportunities, with a "Join our Network" button.
- Microsoft BizSpark:** A program for small businesses to get free software and services.
- Identity Guard:** A service for protecting personal information and identity.

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The collage features several prominent business networking sites:

- JASEzone:** A registration page titled "JASEzone is free to join." It includes fields for User name, Password, Email address, Gender, U.S. Postal Code, Date of Birth, and First name. A "Create My Account" button is visible.
- Focus:** A search engine for business information with a navigation bar and search results for "Where Businesses Make Purchase Decisions".
- Entrepreneur Connect:** A community platform with a search bar, navigation tabs (Home, My Community, My Contacts, etc.), and a "Join Now | Sign In" button.
- Ecademy:** A site for connecting business people, featuring a search bar, a "Join Ecademy - Membership is free" form, and a "Successful people grow their business on Ecademy" banner.
- Ryze:** A networking site with a "Ryze is FREE - Sign Up Now" banner and a "Join Ryze" form.

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The collage features several prominent business networking websites:

- E-FACTOR BUILDING YOUR BUSINESS:** A global network made by and for entrepreneurs! Offers a search for 750215 members across 153 countries and 99 industries. Includes a "Join for Free" button and a search bar for names, industries, and more.
- Entrepreneur Connect™:** A community for entrepreneurs with sections for Home, My Community, My Contacts, Make Connections, My Profile, Groups, Feedback, Classifieds, Break Room, and F.A.Q. Includes a "Join Now | Sign In" button.
- JASEzone:** A website for JASEtech Tech, offering support for computer repair and PC support. Includes a "Join Now" button and a "Create My Account" form.
- ecademy:** Connecting business people. Features a "Join Now" button and a "Successful people grow their business on Ecademy" banner.
- Focus:** A website for exploring business opportunities, with a "Where Business is Growing" section.
- Fastpitch:** A website for entrepreneurs, with a "Join Now" button.
- Partnerup:** A website for finding business partners, with a "Join Now" button.
- Perfectbusiness:** A website for finding perfect business opportunities, with a "Join Now" button.
- Plaxo:** A website for exchanging goods and services, with a "Join Now" button.
- Ryze:** A website for expanding your network, with a "Join Now" button.
- StartupNation:** A website for finding startup opportunities, with a "Join Now" button.
- Upspring:** A website for finding business opportunities, with a "Join Now" button.
- Xing:** A website for finding business opportunities, with a "Join Now" button.
- YoungEntrepreneur:** A website for young entrepreneurs, with a "Join Now" button.
- Ziggs:** A website for finding business opportunities, with a "Join Now" button.

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The collage features several prominent business networking sites:

- E-FACTOR BUILDING YOUR BUSINESS:** A global network for entrepreneurs and investors. It includes a search bar, navigation tabs (Networking, Financing, Do Business), and a 'Join for Free' button. A sidebar lists various business categories like 'Where Business is Growing' and 'A Practical Approach to Green IT'.
- JASEzone:** A platform for IT services and support. It features a login form with fields for username, password, gender, date of birth, and first name. A sidebar lists services like 'Web hosting, more FREE features, Linux & Windows, award winning 24/7/365 support, over 12 years experience.'
- cofoundr:** A community for entrepreneurs, programmers, designers, and investors. It includes a login form and a 'Browse Members First' button. A sidebar lists various business categories.
- Entrepreneur Connect™:** A platform for connecting with business people. It features a search bar, navigation tabs (Home, My Community, My Contacts, Make Connections, My Profile, Groups, Feedback, Classifieds), and a 'Join for Free' button.
- ecademy:** A platform for connecting with business people. It features a search bar, navigation tabs (Home, Join, Login, Messages, Contacts, Invite), and a 'Join for Free' button.

Collaboration in Business is NOW!!

- biznik
- cmypatch
- cofoundr
- efactor
- ecademy
- entrepreneurconnect
- fastpitch
- focus
- jasezone
- linkedin
- networkingforprofessionals
- partnerup
- perfectbusiness
- plaxo
- ryze
- startupnation
- upspring
- xing
- youngentrepreneur
- ziggs

The collage features several prominent business networking sites:

- E-FACTOR BUILDING YOUR BUSINESS:** A global network for entrepreneurs with a search bar and navigation menu.
- JASEzone:** A website for IT support and services, featuring a login form and a 'Join Now' button.
- cofoundr:** A community for entrepreneurs, programmers, and designers, with a 'Join for Free' button and a search bar.
- Entrepreneur Connect™:** A platform for entrepreneurs to connect, featuring a search bar and a 'Join Now' button.
- cmypitch.com:** A website for helping businesses succeed, featuring a search bar and a 'Join Now' button.

Lotus knows.

Smarter software for a Smarter Planet.

Collaboration in Business is NOW!!

- biznik
- cmypatch
- cofoundr
- efactor
- ecademy
- entrepreneurconnect
- fastpitch
- focus
- jasezone
- linkedin
- networkingforprofessionals
- partnerup
- perfectbusiness
- plaxo
- ryze
- startupnation
- upspring
- xing
- youngentrepreneur
- ziggs

The collage features several prominent business networking platforms:

- E-FACTOR BUILDING YOUR BUSINESS:** A global network for entrepreneurs with a search bar and navigation menu.
- COFOUNDR:** A community for entrepreneurs with a login/register form and a search bar.
- BIZNIK:** A platform for collaboration with a search bar and navigation menu.
- ENTREPRENEUR CONNECT:** A platform for entrepreneurs with a search bar and navigation menu.
- CMYPATCH:** A platform for helping businesses succeed with a search bar and navigation menu.
- JASEZONE:** A platform for entrepreneurs with a search bar and navigation menu.
- LINKEDIN:** A platform for professional networking with a search bar and navigation menu.

Lotusphere 2010

CREATED WITH LOTUS SYMPHONY™

IBM

Tuesday, 13 April 2010

Lotus knows.

Smarter software for a Smarter Planet.

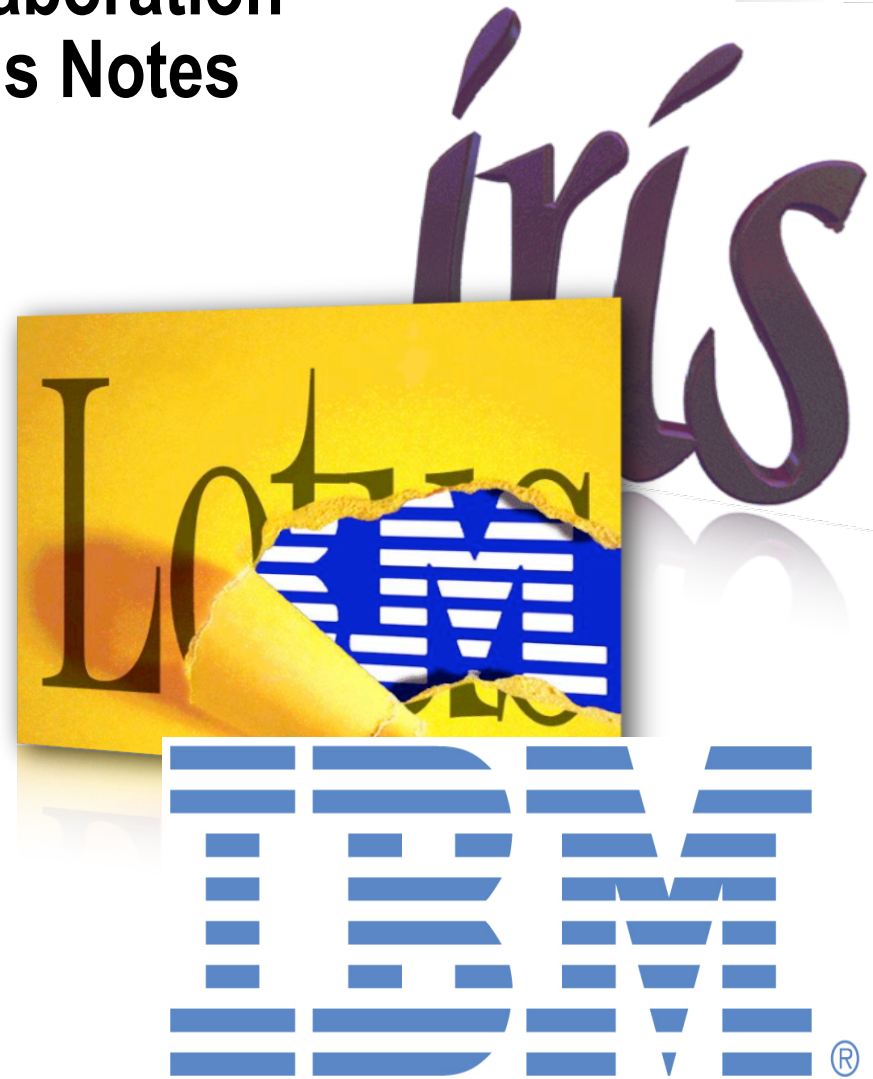
But...In Enterprise, does Collaboration need some control?



Lotus knows.

Smarter software for a Smarter Planet.

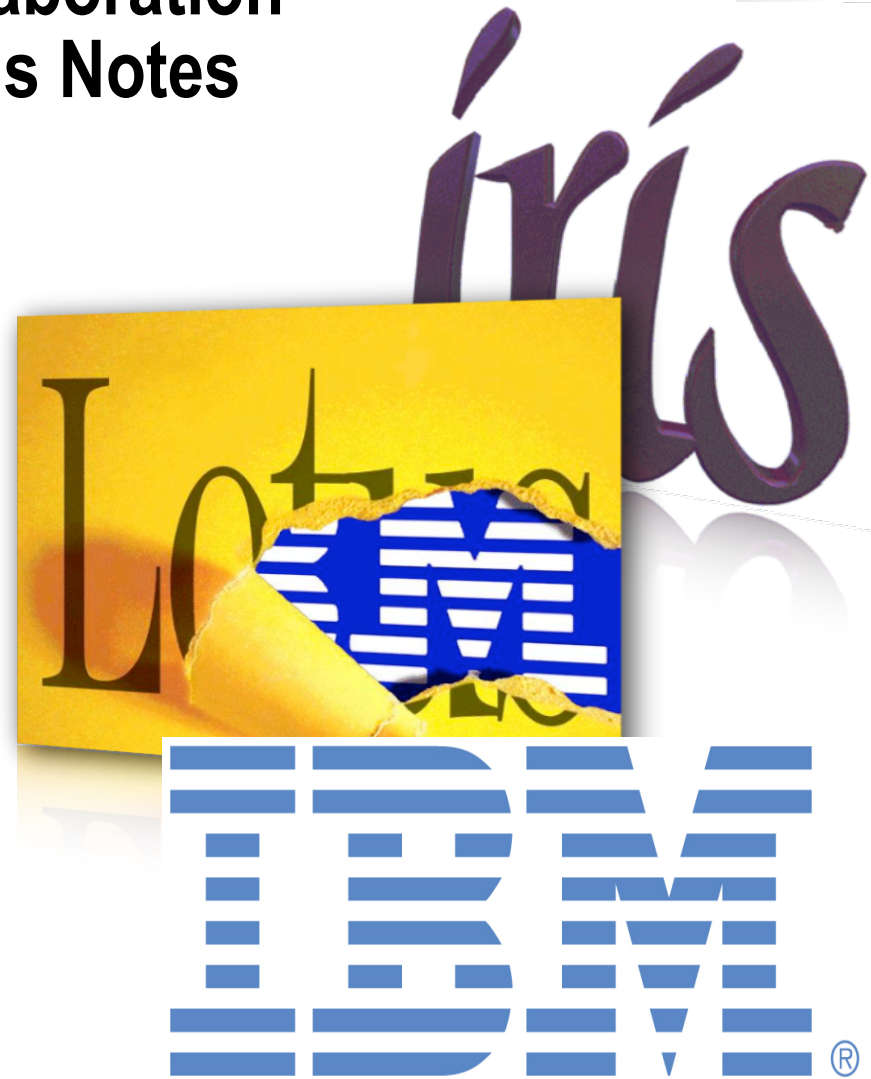
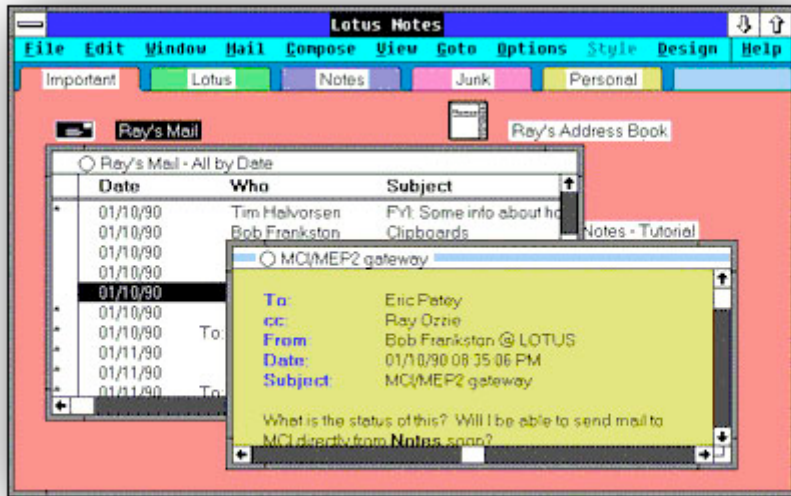
We've been enabling enterprise collaboration
for over 20 years...starting with Lotus Notes



Lotus knows.

Smarter software for a Smarter Planet.

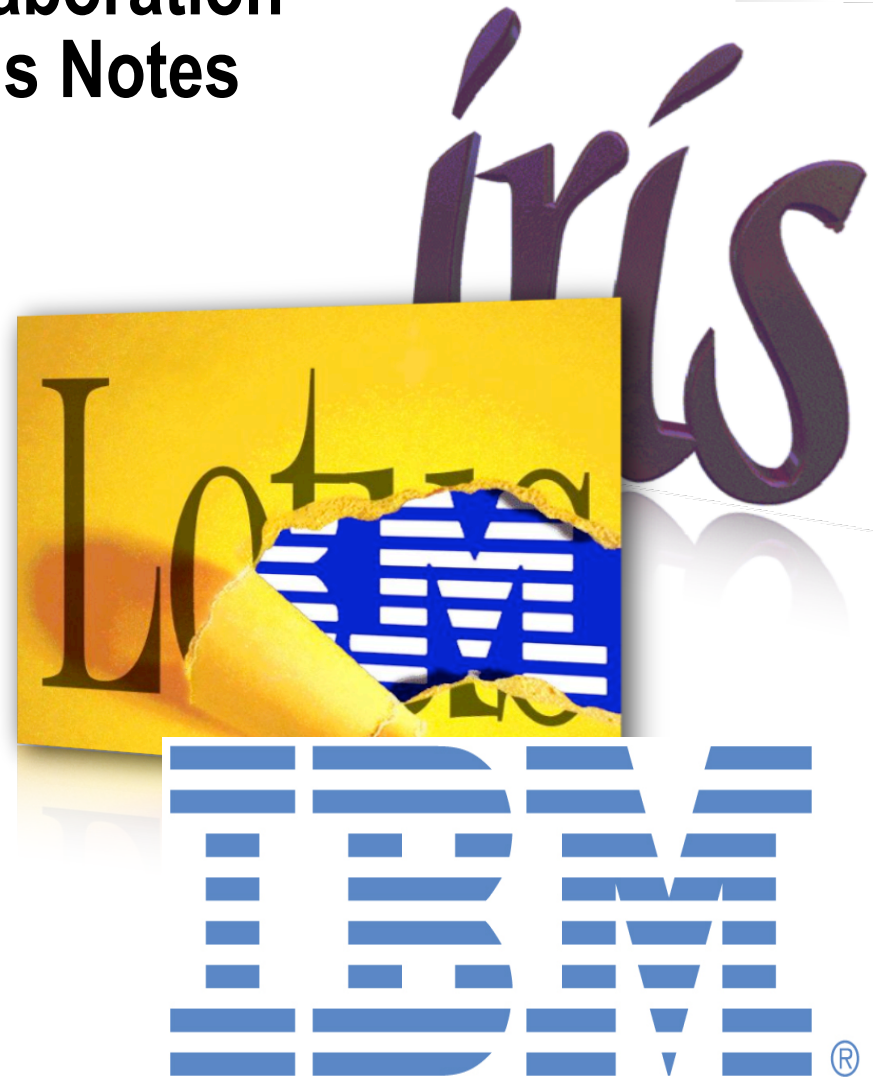
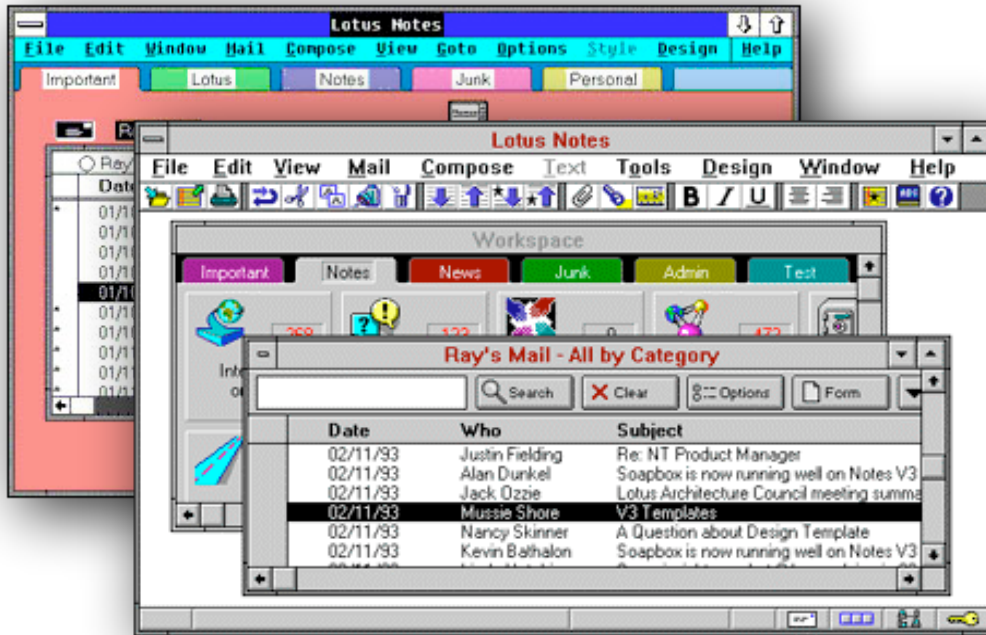
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Lotus knows.

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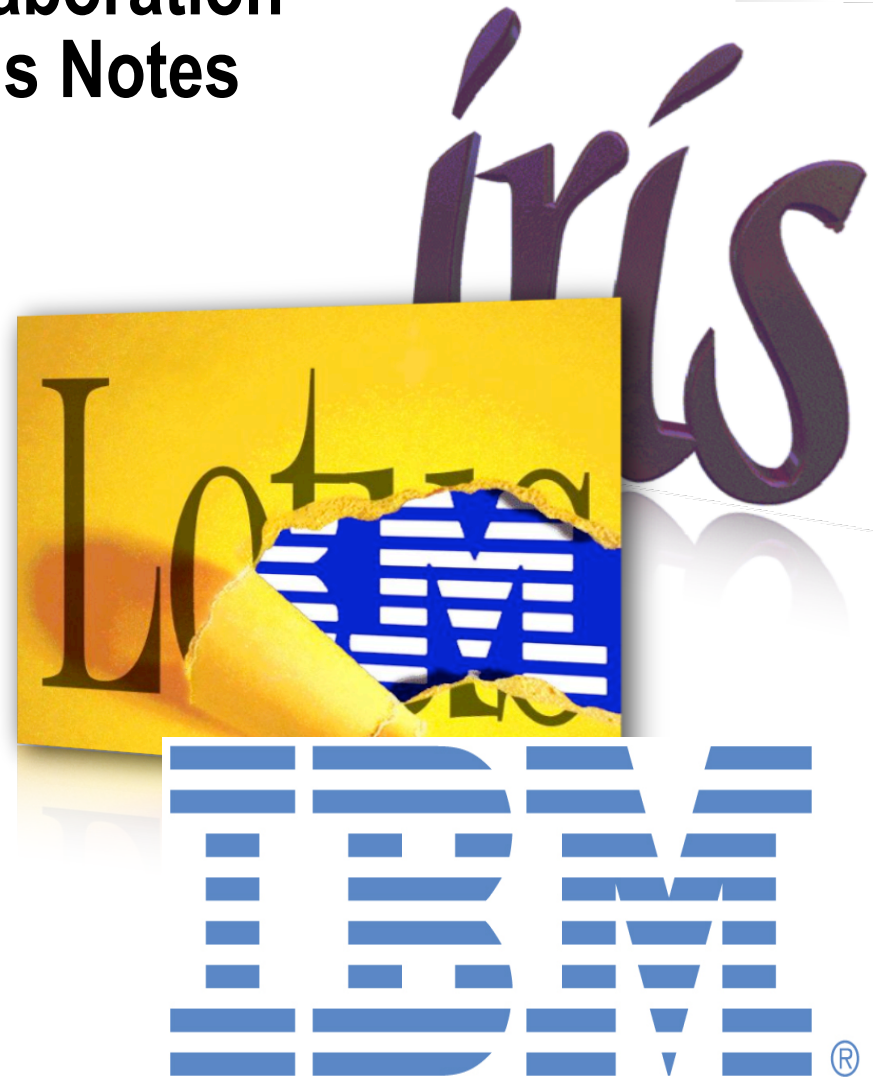
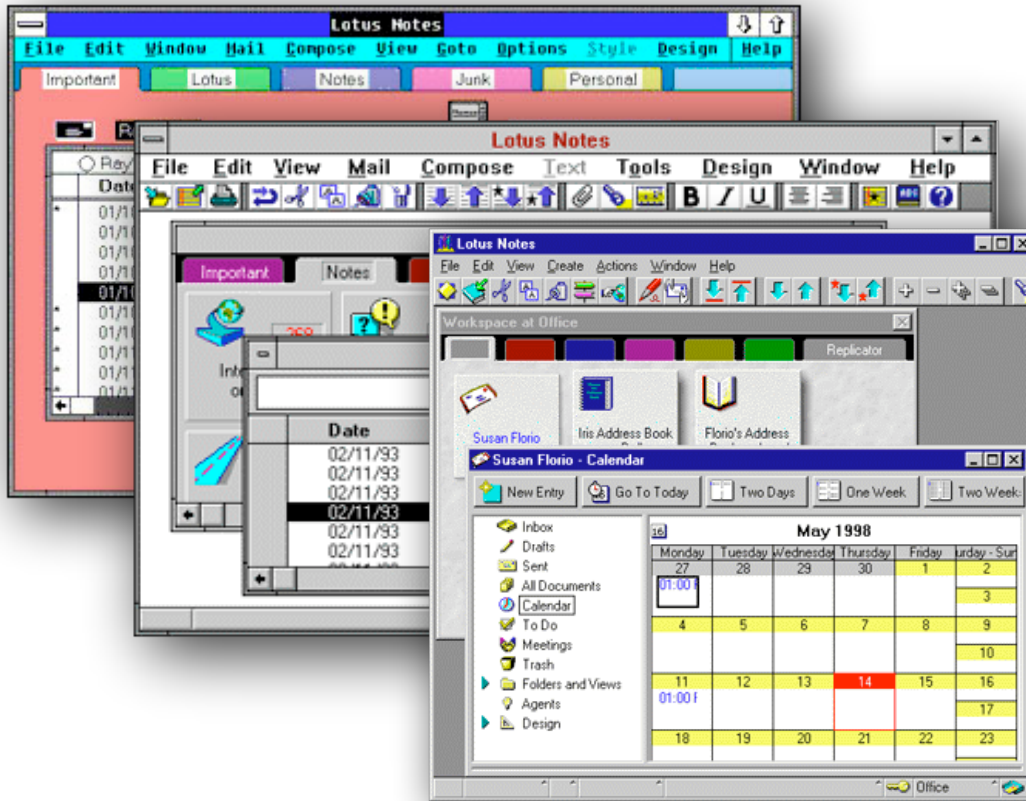
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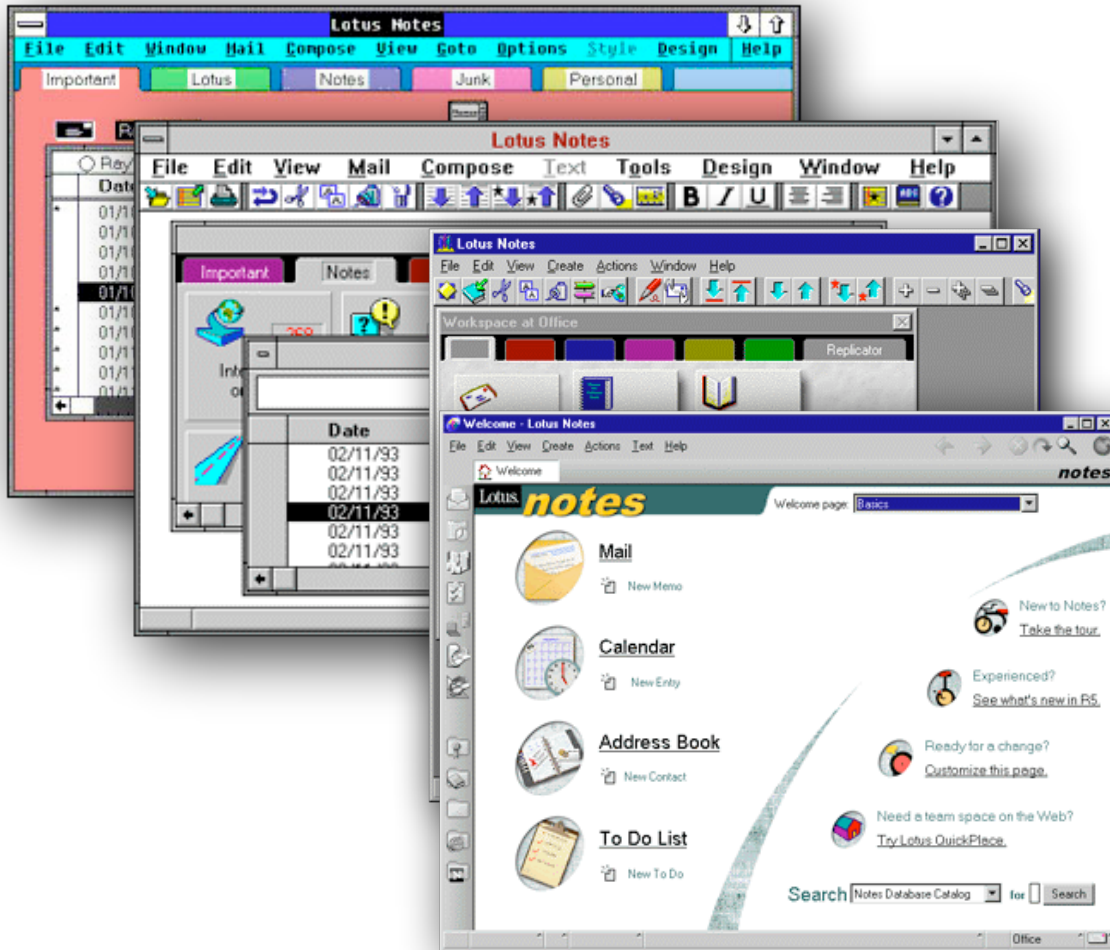
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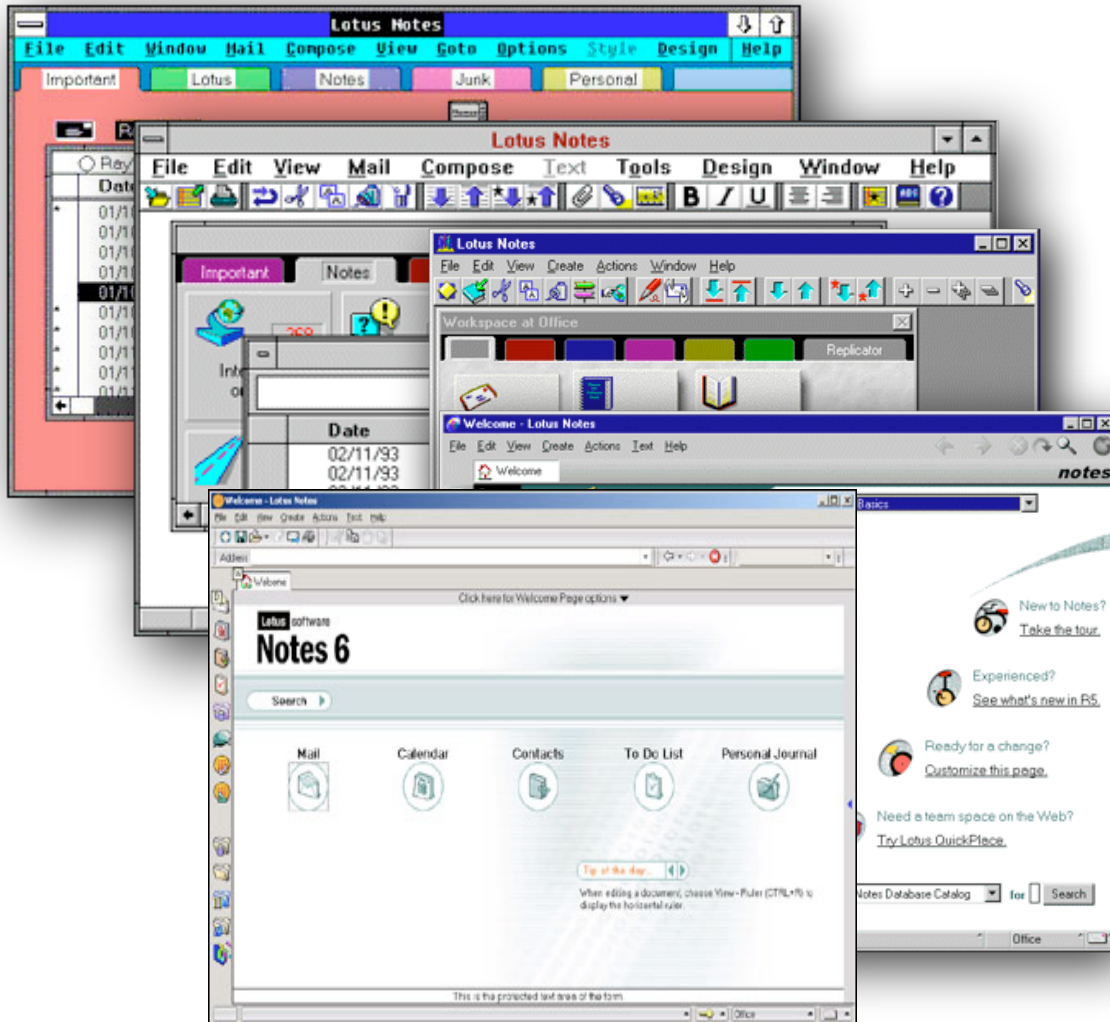
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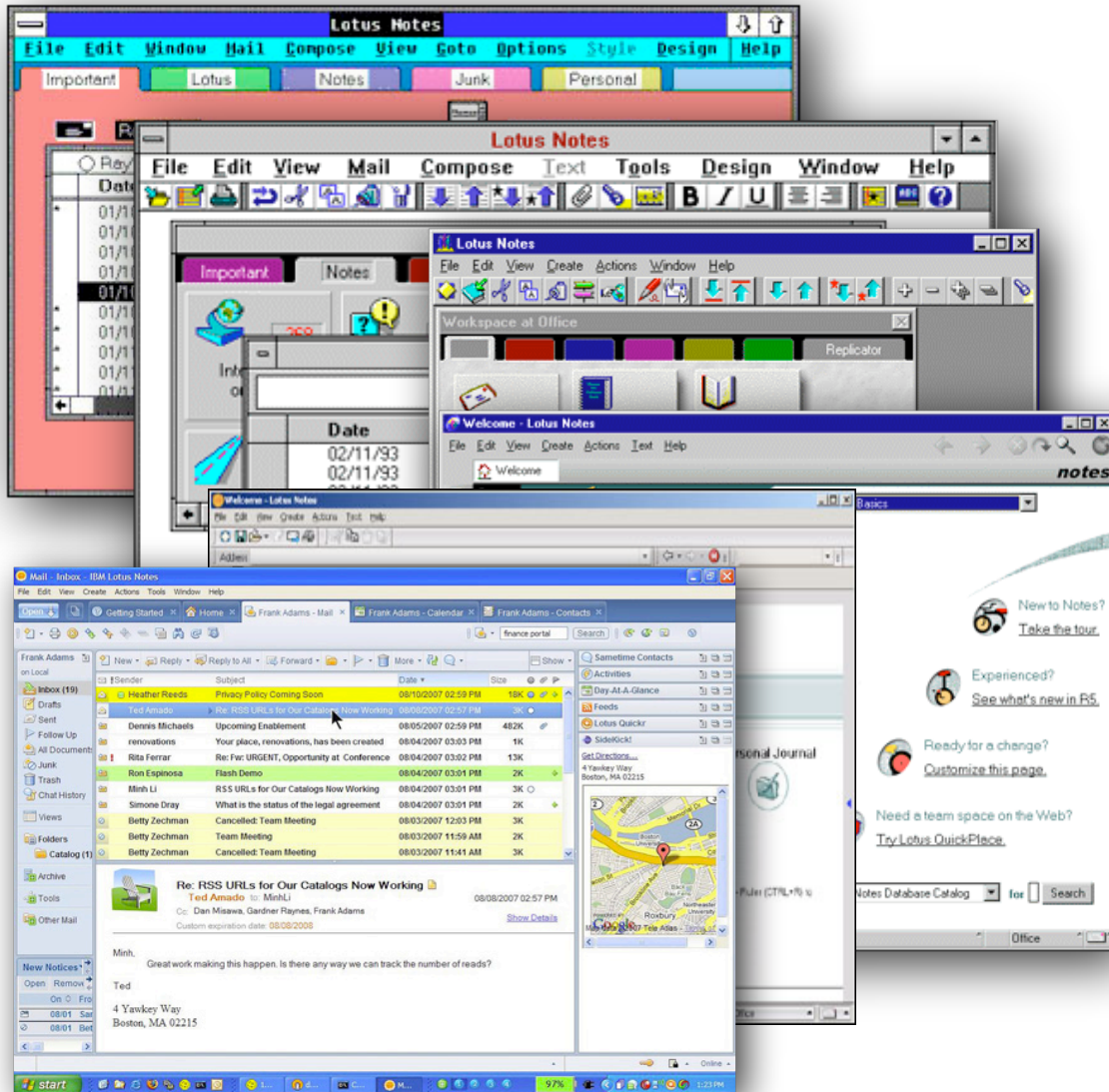
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Smarter software for a Smarter Planet.

We've been enabling enterprise collaboration for over 20 years...starting with Lotus Notes



Lotusphere 2010

CREATED WITH LOTUS SYMPHONY™



Tuesday, 13 April 2010

Lotus knows.

Smarter software for a Smarter Planet.

The Lotus Business Platform



Universal Access



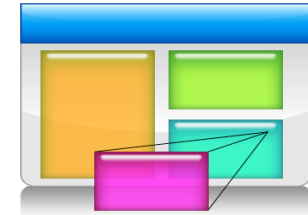
Messaging



Communicating



Connecting



Integrating

Lotus®

Open Standards Architecture

Business Applications



Information Management



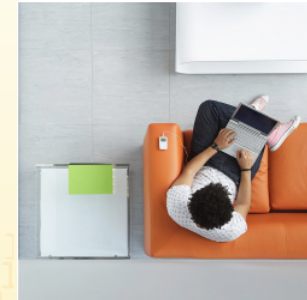
Solution Delivery Strategy



Cloud / Online

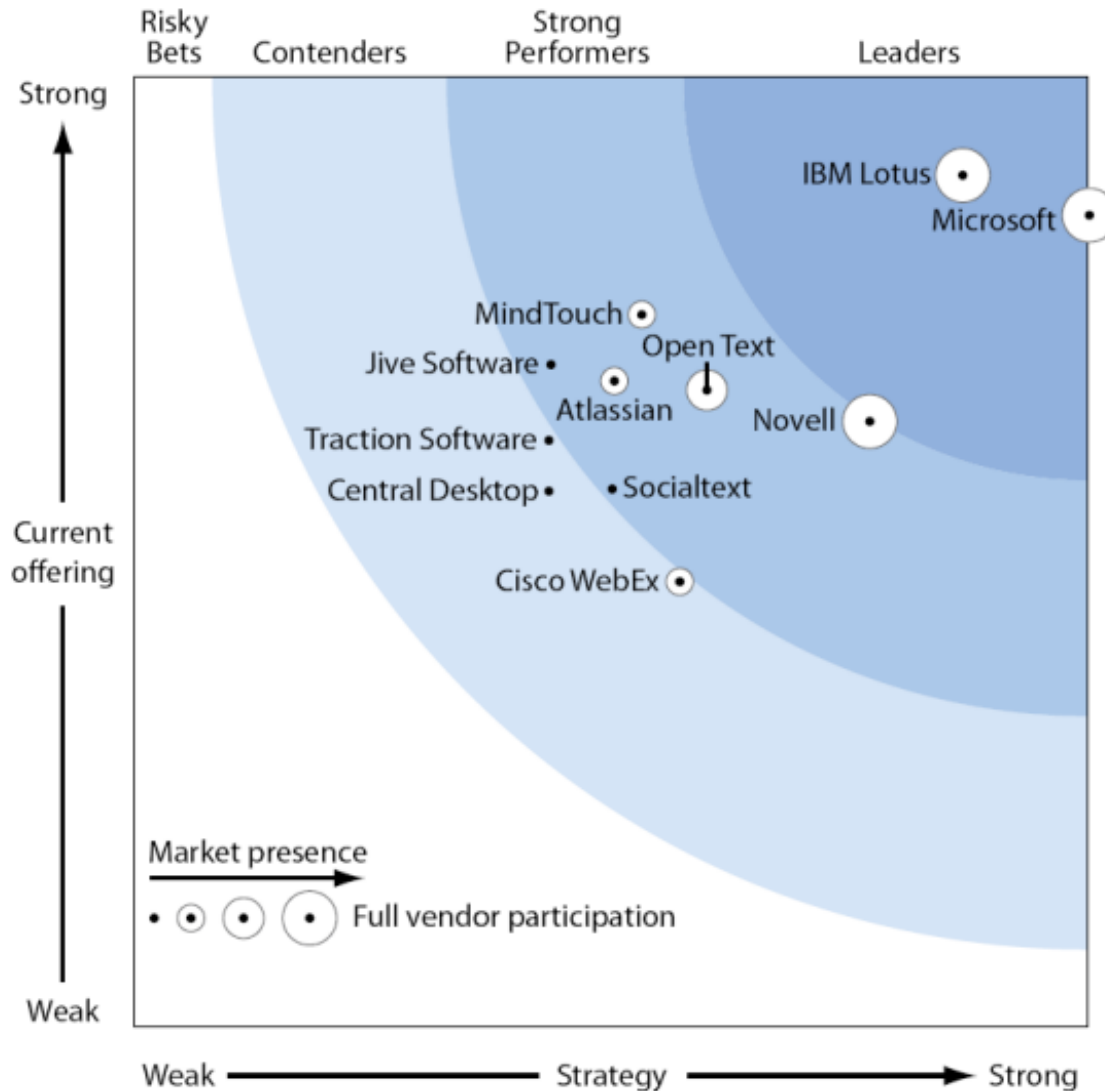


**On Premise /
Appliance**



IBM's Collaboration Portfolio Leads the Industry

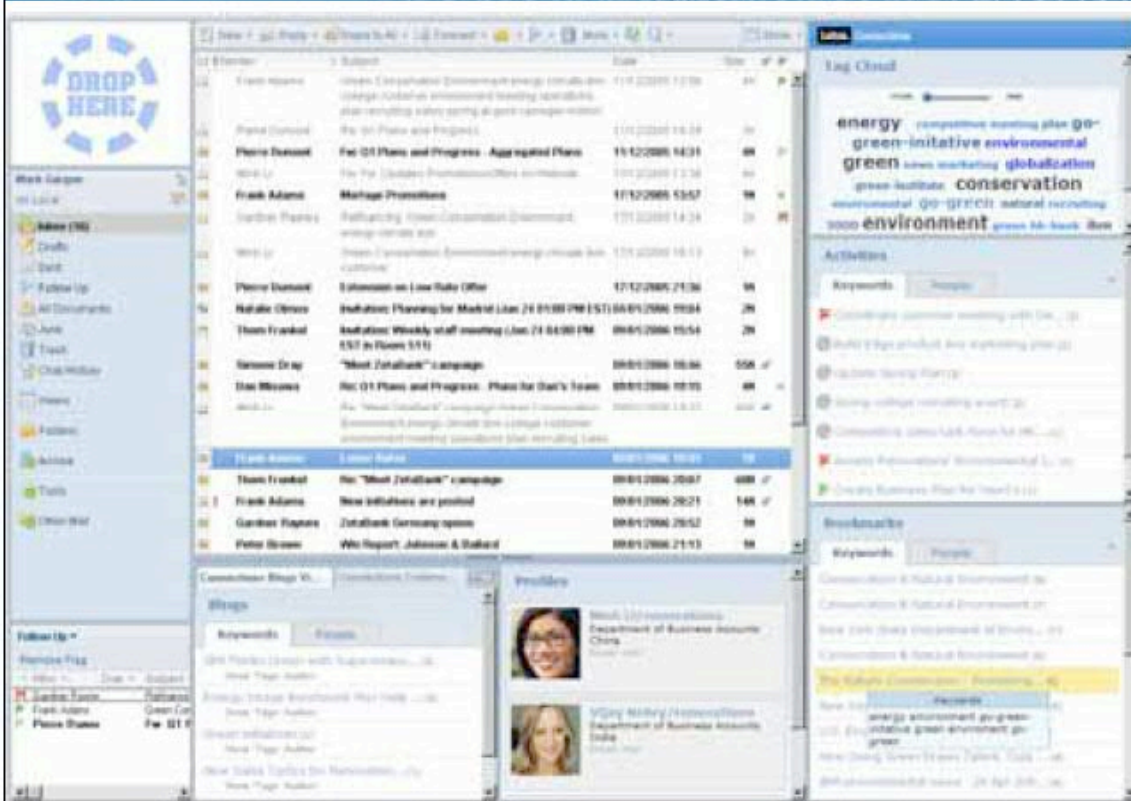
Figure 3 Forrester Wave™: Collaboration Platforms, Q3 '09



IBM Lotus' investment in social moves the bar. Building on a large installed base of Lotus Notes and Domino for collaboration, IBM Lotus has steadily introduced new products into the line. New collaborative platform capabilities came with Quickr, which offers basic content services and workspace capabilities and provides tight integration with IBM's higher-end CM8 and FileNet P8 content management offerings. IBM Lotus Connections marked an early entry into enterprise social tools, and that has helped keep the IBM Lotus offering at the head of the pack in functionality. IBM's modular approach will allow it to continue to introduce new functionality aggressively.

The Forrester Wave™: Collaboration Platforms, Q3 2009 by Rob Koplowitz for Information & Knowledge Management Professionals

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.

Analyst Matt Cain's presentation on e-mail at Gartner's 2009 Portal and Collaboration conference

Over 20 years of leadership in Collaboration

- IBM Lotus Notes and Lotus Domino software has seen four consecutive years of growth (status year-end 2008)
- Over 145 million seats have been sold worldwide
- The number of active maintenance end-user seats for Lotus Notes / iNotes clients has been increasing year-to-year – our active installed base is growing
- Used by more than 58,000 companies around the world
 - More than 15,400 new customer organisations since we shipped Lotus Notes and Domino 8.0.1
- Lotus Notes and Domino are supported by over 10,000 IBM Business Partners worldwide who have thousands of integrated solutions running on it
 - Since 2006, the number of IBM Business Partners delivering Lotus Notes and Domino solutions more than doubled

FORTUNE Global 500

More than half of the global 100 corporations use Lotus Notes and Domino software

- 9 of the top 10 aerospace and defense corporations
- 9 of the top 15 automotive corporations
- 8 of the top 10 banks
- 4 of the top 5 consumer products corporations
- 7 of the top 10 electronics corporations
- 8 of the top 10 insurance corporations
- 7 of the top 12 pharmaceutical corporations
- 9 of the top 12 telecommunications corporations

Source: FORTUNE 500, April 30, 2007; FORTUNE Global 500, July 24, 2006.

Notes / Domino 8.5 – cost reduction highlights

- Storage-related savings of 40% to 60% with DAOS
- Security / ID management savings of 25% with ID Vault
- Administration / maintenance savings of 30% inc. DCT
- Additional hardware savings of 30% (consolidation)
- End-user productivity features
- Choice of delivery model
- FREE office productivity suite
 - Save £150 per user for Microsoft Office cost
- Compatibility
 - No application updates required
- Overall average TCO reduction of 30%
 - Based on upgrade of 6.5 to 8.5
 - Results may vary depending on infrastructure



Lotus Notes



Lotus Domino

■ Collaboration from directly within the Notes client

Documents, presentations, spreadsheets



Contact information



Communities



Bookmarks



The screenshot displays the Lotus Notes client interface. At the top, there are navigation tabs: DASHBOARD, PEOPLE, COMMUNITIES, ACTIVITIES, and DOCUMENTS. The main content area is divided into several sections:

- Profiles:** A profile for Gail Chao, including her photo, name, title (Global Technology Services IBM employee, Regular Knowledge Manager, Community Builder and Social Computing Evangelist), office address (4205 S. Miami Blvd., Durham, NC 27704), mobile number (919.123.7654), fax (336.132.4321), and email (gail_chao@renovations.com).
- Calendar - One Work Week - IBM Lotus Notes:** A calendar view for the week of November 26-30, 2007. It shows various events such as "Meeting re. Ineos proposal", "Recording Notes 8 podcast", "Flight to Manchester (BD584)", "Preparation for CES event", "Call re. Ineos proposal", "Preparation of presentation and proposal for Ineos", and "Meeting with Ineos".
- Contacts:** A list of contacts under the heading "Lotus management (14/23)". The list includes names like Aarti Patel, Alastair Mackenzie, Brendan Tutt, Brian O'Shea, Christina Mavromatis, Christine Stevens, Colette McDonnell, Darren Adams, Hitesh Gadhoke, Keith Orchard, Marcus Hooper, Martin S Smith, Oscar Rozario, Robin Carmichael, Adam Ramsay, Andy J Porter, Cali Clarke, Chris Freestone, and Grant Bingham.



Lotus Notes File Edit View Create Actions Tools Window Help

Mail - Inbox - IBM Lotus Notes

Open Home Workspace Peter Hampton - Mail Peter Hampton - Calendar 5 Ways Lotus Symphony h... Replication and Sync Welcome to TAP Traveler f... Collaboration Agenda

Search All Mail

Peter Hampton on Local

- Inbox (332)
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Chat History
- Views
- Folders
- Archive
- Tools
- Other Mail

Search in View 'Inbox' Indexed

Search for [input] Search Search tips More

		Sort by default
Darren Adams	08/04/2010 12:57	
Re: Fw: Yale indicating concerns over Google Apps		
Ofer Guetta	08/04/2010 13:12	
Re: Fw: Open Source Session		
The VMware Team	08/04/2010 13:37	
Plan your Windows 7 upgrade with VMware		
Luis Benitez	08/04/2010 14:19	
[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite		
Message Center	08/04/2010 14:54	
New Voicemail Message from 091442823126 (091442823126) for		
Paul Campion	08/04/2010 15:14	
Fw: ISSRs & SCLs: Lead for SWG in Top 1000 Oracle-Sun Accounts		
Paul Campion	08/04/2010 15:16	
Fw: Skills Report w/c April 5th		
Joanne Ewles	08/04/2010 15:23	
[Early Adopter Evangelists - Lo...] Lotus Connections Beta Announcement		
Paul Campion	08/04/2010 15:34	
Fw: Rational GB Deepdive		
Barry Gibbons	08/04/2010 15:49	
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The VMware Team	08/04/2010 15:53	
Webinar: Virtualize your Storage Infrastructure with VMware vSphe		
The VMware Team	08/04/2010 15:53	
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Lisa Blalock	08/04/2010 15:58	

[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite

Luis Benitez to: 08/04/2010 14:19

Sent by: Connections-Communitie s@RESEARCH

Bcc: Peter Hampton Show Details

Default custom expiration date: 08/04/2011

Lotus Social Software Community

Q2 2010 Lotus Social Software Switchboard Invite

Hi all,

Here's the invite for the Q2 Weekly Lotus Social Software Switchboard Call. We have lined up a very impressive call for April 23rd. We'll get a competitive update on Microsoft Sharepoint 2010. Stay tuned for an invite for that call which will be included in the newsletter next week.

Add the Q2 Lotus Connections Weekly

LinkedIn

Pete Hampton
Messaging & Collaboration Leader, Lotus Software
67 Connections

What are you working on now?

Update

Updates All Status Profile
Connections Q&A

David Fry On a packed train to Waterloo this morning

Tracy Adams is now connected to lan

Triplt

Sametime Contacts

Sametime Primary Contacts

Feeds

LotusLive Meetings

My Widgets

Day-At-A-Glance

Brand Connect

Activities

Smarter Team Assets

Online

The screenshot shows the Lotus Notes application window. The title bar reads "Lotus Notes" and the menu bar includes "File", "Edit", "View", "Create", "Actions", "Tools", "Window", and "Help". The status bar at the top right shows "Mon 09:36:16" and "(86%)". The main window is titled "Mail - Inbox - IBM Lotus Notes".

The interface is divided into several panes:

- Left Pane:** A navigation sidebar for "Peter Hampton on Local" with folders like "Inbox (332)", "Drafts", "Sent", "Follow Up", "All Documents", "Junk", "Trash", "Chat History", "Views", "Folders", "Archive", "Tools", and "Other Mail".
- Inbox List:** A table of emails with columns for sender, subject, and date. The selected email is from "Luis Benitez" dated "08/04/2010 14:19" with the subject "[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite".
- Message Content:** The body of the selected email, starting with "Hi all," and containing an invitation for a "Q2 Weekly Lotus Social Software Switchboard Call". It includes a "Add the Q2 Lotus Connections Weekly" button.
- Right Pane:** A LinkedIn profile for "Pete Hampton", Messaging & Collaboration Leader at Lotus Software, with 67 connections. It shows a recent update from "David Fry" and a notification that "Tracy Adams is now connected to lan".

A purple speech bubble with the text "3rd Party Application - LinkedIn" points to the LinkedIn profile pane.

3rd Party Application - LinkedIn

Lotus Notes File View Create Actions Tools Window Help

Triplt | Online travel itinerary and trip planner - IBM Lotus Notes

Open Home Workspace Peter Hampton - Mail Peter Hampton - Calendar 5 Ways Lotus Symphony h... Replication and Sync Welcome to TAP Traveler f... Collaboration Agenda

Search All Mail

Peter Hampton on Local

- Inbox (332)
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Chat History
- Views
- Folders
- Archive
- Tools
- Other Mail

Follow Up

Remove Flag

Who Due Subject

Peter Hampt Ricardo

New Reply Reply to All Forward More Show

Search in View 'Inbox' Indexed

Search for Search Search tips More

Darren Adams	08/04/2010 12:57		
Re: Fw: Yale indicating concerns over Google Apps			
Ofer Guetta	08/04/2010 13:12		
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Add the Q2 Lotus

Sametime Contacts

Sametime Primary Contacts

Feeds

LotusLive Meetings

My Widgets

Day-At-A-Glance

Brand Connect

Activities

Smarter Team Assets

Online

The screenshot shows the Lotus Notes application interface. At the top, the menu bar includes Lotus Notes, File, View, Create, Actions, Tools, Window, and Help. The title bar indicates the current window is 'Tript | Online travel itinerary and trip planner - IBM Lotus Notes'. The interface is divided into several panes:

- Left Pane:** A navigation sidebar with folders like 'Inbox (332)', 'Drafts', 'Sent', 'Follow Up', 'All Documents', 'Junk', 'Trash', 'Chat History', 'Views', 'Folders', 'Archive', 'Tools', and 'Other Mail'. Below these are 'Follow Up' and 'Remove Flag' options.
- Center Pane:** An email inbox table with columns for sender, subject, and time. The selected email is from 'Luis Benitez' with the subject '[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite'.
- Right Pane:** A detailed view of the selected email. It shows the sender's profile picture, the subject, and the body text. A purple callout bubble points to the sender's name, containing the text '3rd Party Application - Tript'. The email body includes a header for 'Lotus Social Software Community' and a section for 'Q2 2010 Lotus Social Software Switchboard Invite'. The main text says 'Hi all, Here's the invite for the Q2 Weekly Lotus Social Software Switchboard Call. We have lined up a very impressive call for April 23rd. We'll get a competitive update on Microsoft Sharepoint 2010. Stay tuned for an invite for that call which will be included in the newsletter next week.' There is a button at the bottom that says 'Add the Q2 Lotus...'. To the right of the email view is a sidebar with various widgets: 'LinkedIn', 'Tript | Online travel itinerary and trip ...', 'Mobile alerts', 'Updates', 'Network updates', 'My Trips', 'No upcoming trips', 'Logout | Full site | User agreement | © 2010, Tript, Inc.', 'Sametime Contacts', 'Sametime Primary Contacts', 'Feeds', 'LotusLive Meetings', 'My Widgets', 'Day-At-A-Glance', 'Brand Connect', 'Activities', and 'Smarter Team Assets'.

At the bottom of the screen is a dock with various application icons, including the system clock showing 12:00.

3rd Party Application - Tript

Lotus Social Software Community

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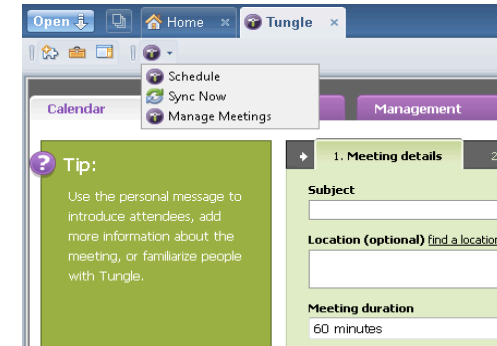
Add the Q2 Lotus
Competitive Weekly

Lotus Notes partners – beta



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.

Lotus Notes partners – beta

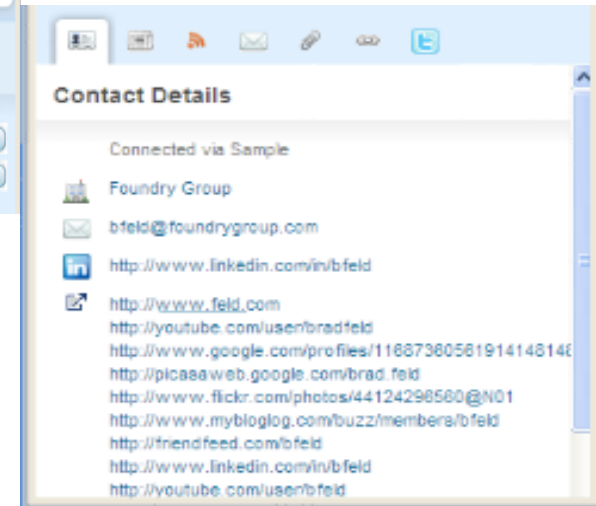
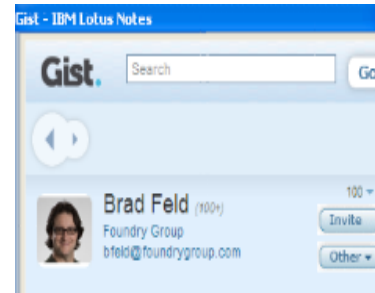


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Lotus Notes partners – announced

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Lotus Notes partners – announced



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Lotus Notes File Edit View Create Actions Tools Window Help

Sametime Contacts - IBM Lotus Notes

Open Home Workspace Peter Hampton - Mail Peter Hampton - Calendar 5 Ways Lotus Symphony h... Replication and Sync Welcome to TAP Traveler f... Collaboration Agenda

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- Drafts
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Remove Flag

Who Due Subject

Peter Hampt Ricardo

Search in View 'Inbox' Indexed

Search for [] Search Search tips More

		Sort by default
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Lotus Social Software Community

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Add the Q2 Lotus Connections Weekly

LinkedIn

Triplt | Online travel itinerary and trip ...

Sametime Contacts

All | IBM Windsor

tmalone@intec.co.uk.ibm.ext

UKI Management Team (10/13)

- B (Brendan) Buckingham
- Baiju Mccubbins
- C Y (Christine) Stevens
- Damian Boys
- Darren Adams
- J M (Jon) Watson
- jpbrenna@us.ibm.com - Jill Brennan/Sa
- M (Mark) Holmes
- M J (Malcolm) Mcquade
- M J (Mile) Spradbery
- P. Hampton
- S (Sian) Bowles
- S (Soyer) Erman

Sametime Primary Contacts

Feeds

- LotusLive Meetings
- My Widgets
- Day-At-A-Glance
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- Activities
- Smarter Team Assets

Online

The screenshot shows the Lotus Notes application interface. The top menu bar includes Lotus Notes, File, Edit, View, Create, Actions, Tools, Window, and Help. The status bar at the top right shows system icons and the time Mon 09:37:10. The main window displays an email inbox for Peter Hampton on Local. The selected email is from Luis Benitez, dated 08/04/2010 14:19, with the subject "[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite". The email content includes a header with a globe icon, a "Hi all," greeting, and a paragraph about a Q2 Weekly Lotus Social Software Switchboard Call. A blue button at the bottom of the email says "Add the Q2 Lotus Connections Weekly". A purple speech bubble with the text "Lotus Core Application - Sametime" points to the email content. The right sidebar shows a LinkedIn connection, a list of contacts under "UKI Management Team (10/13)", and other application widgets. The bottom taskbar shows various system icons and the "Online" status.

Mail - Inbox - IBM Lotus Notes

Open Home Works... Peter... Peter... 5 Way... Repli... Welco... Colla... Lotus... KEY10... KEY10... Lotus... Notes... ROI E...

Search All Mail

Peter Hampton on Local

Inbox (275) Drafts Sent Follow Up All Documents Junk Trash Chat History Views Folders Archive Tools Other Mail

Search in View 'Inbox' Indexed

Search for

C Y (Christine) Stevens [started: 2:31:33 PM]

Type to find name

Darren Adams C Y (Christine) Stevens Alexander Forbes B (Brendan) Buckingham... Cali Clarke

Christine Stevens
Empowering People Programme Manager - UKI
44-7764-354158
I am available

Blogs Profiles Activities Bookmarks Communities

P. Hampton Hi Chrissie 3:10:27 PM
C Y (Christine) Stevens ola 3:10:31 PM
P. Hampton Do you have the address for the LCTY 2010 Connections page? 3:11:56 PM
C Y (Christine) Stevens <http://w3.ibm.com/connections/activities/service/html/mainpage#activitypage,ABC6093F30> 3:15:28 PM
P. Hampton thanks 3:17:07 PM
C Y (Christine) Stevens np 3:17:12 PM

Send

mobile: +44 7980 445153
e-mail: darren.adams@uk.ibm.com
quickr: <https://www-03.ibm.com/lotusquickr/collaboration-resources/main.nsf>

To steal ideas from one person is plagiarism. To steal from many is research.

Working with No
Argos
Your online discount codes for 1 week only!

Mark Stewart2 07/04/2010 13:15
LotusLive - Mark Stewart wants to connect with you.
Company Car Driver News 07/04/2010 13:18
Citroen goes CO2-busting with key models - We drive Peugeot's
Grand Prix Legends 07/04/2010 13:22

LinkedIn
Triplt | Online travel itinerary and trip ...
Sametime Contacts
Type to find name
Lotus Support (6/9)
Personal (8/20)
SA Team (7/18)
SWB-MMCQUADE (0/0)
UK LSM's (9/21)
UK Technical (25/45)
A P (Tony) Horrocks
Aaron Payne
Alexander Forbes
Andy Walter
B (Brendan) Buckingham
C (Christopher) Moore
Cali Clarke
Chris Freestone
Constance Martin-Wilson

Sametime Primary Contacts
Feeds
LotusLive Meetings
My Widgets
Day-At-A-Glance
Brand Connect
Activities
Smarter Team Assets

Lotus Notes File View Create Actions Tools Window Help

Brand Connect - IBM Lotus Notes

Open Home Workspace Peter Hampton - Mail Peter Hampton - Calendar 5 Ways Lotus Symphony h... Replication and Sync Welcome to TAP Traveler f... Collaboration Agenda

Search All Mail

Peter Hampton on Local

- Inbox (332)
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Chat History
- Views
- Folders
- Archive
- Tools
- Other Mail

Follow Up

Remove Flag

Who Due Subject

Peter Hampt Ricardo

Search in View 'Inbox' Indexed

Search for [] Search Search tips More

		Sort by default
Darren Adams	08/04/2010 12:57	
Re: Fw: Yale indicating concerns over Google Apps		
Offer Guetta	08/04/2010 13:12	
Re: Fw: Open Source Session		
The VMware Team	08/04/2010 13:37	
Plan your Windows 7 upgrade with VMware		
Luis Benitez	08/04/2010 14:19	
[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite		
Message Center	08/04/2010 14:54	
New Voicemail Message from 091442823126 (091442823126) for		
Paul Campion	08/04/2010 15:14	
Fw: ISSRs & SCLs: Lead for SWG in Top 1000 Oracle-Sun Accounts		
Paul Campion	08/04/2010 15:16	
Fw: Skills Report w/c April 5th		
Joanne Ewles	08/04/2010 15:23	
[Early Adopter Evangelists - Lo...] Lotus Connections Beta Announcement		
Paul Campion	08/04/2010 15:34	
Fw: Rational GB Deepdive		
Barry Gibbons	08/04/2010 15:49	
2Q Prospecting calendar invite		
The VMware Team	08/04/2010 15:53	
Webinar: Virtualize your Storage Infrastructure with VMware vSphere		
The VMware Team	08/04/2010 15:53	
Webinar: Virtualize your Storage Infrastructure with VMware vSphere		
Lisa Blalock	08/04/2010 15:58	

[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite

Luis Benitez to: 08/04/2010 14:19

Sent by: Connections-Communitie s@RESEARCH

Bcc: Peter Hampton [Show Details](#)

Default custom expiration date: 08/04/2011

Lotus Social Software Community

Chris Freestone
Certified Lotus Technical Professional,
Financial Services Sector
1-720-663-2214
I am available @ IBM Lotus Park

Hi all,

Here's the invite for the Q2 Weekly Lotus Social Software Switchboard Call. We have lined up a very impressive call for April 23rd. We'll get a competitive update on Microsoft Sharepoint 2010. Stay tuned for an invite for that call which will be included in the newsletter next week.

[Add the Q2 Lotus Connections Weekly](#)

UK Tech Sales UK Customers

- IM - Introsphere
- IM - IOD
- IM - System z
- Lotus - Collaboration
 - Application Development
 - Chris Freestone
- Sametime / UC2
- Strategy
- Lotus - Portal
- Lotus
 - CFO
 - Brendan Buckingham

Activities Smarter Team Assets

Online

The screenshot displays the Lotus Notes application interface. The top menu bar includes 'Lotus Notes', 'File', 'View', 'Create', 'Actions', 'Tools', 'Window', and 'Help'. The status bar at the top right shows system icons and the time 'Mon 09:38:15'. The main window title is 'Brand Connect - IBM Lotus Notes'. The interface is divided into several panes:

- Left Pane:** A navigation sidebar with folders like 'Inbox (332)', 'Drafts', 'Sent', 'Follow Up', 'All Documents', 'Junk', 'Trash', 'Chat History', 'Views', 'Folders', 'Archive', 'Tools', and 'Other Mail'. Below these are 'Follow Up' and 'Remove Flag' options.
- Center Pane:** An email list with columns for sender, subject, and time. The selected email is from Luis Benitez, dated 08/04/2010 14:19, with the subject '[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite'. Other emails in the list include messages from Darren Adams, Ofer Guetta, The VMware Team, Message Center, Paul Campion, Joanne Ewles, Barry Gibbons, The VMware Team, and Lisa Blalock.
- Right Pane (Email Content):** Displays the details of the selected email. It shows the sender as 'Luis Benitez' from 'Connections-Community@RESEARCH', sent to 'Peter Hampton' on 08/04/2010 14:19. The subject is '[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite'. Below this is a banner for the 'Lotus Social Software Community' and a text block that reads: 'Hi all, Here's the invite for the Q2 Weekly Lotus Social Software Switchboard Call. We have lined up a very impressive call for April 23rd. We'll get a competitive update on Microsoft Sharepoint 2010. Stay tuned for an invite for that call which will be included in the newsletter next week.' There is a button 'Add the Q2 Lotus Connections Weekly' at the bottom.
- Right Pane (Profile Popup):** A popup window for 'Chris Freestone', a 'Certified Lotus Technical Professional, Financial Services Sector' with contact number '1-720-663-2214'. It includes a profile picture and a status 'I am available @ IBM Lotus Park'. Navigation links for 'Blogs', 'Profiles', 'Activities', 'Bookmarks', and 'Communities' are visible.
- Far Right Pane:** A sidebar with various widgets and navigation options, including 'LinkedIn', 'Triptl | Online travel itinerary and trip...', 'Sametime Contacts', 'Sametime Primary Contacts', 'Feeds', 'LotusLive Meetings', 'My Widgets', 'Day-At-A-Glance', and 'Brand Connect' with sub-options 'UK Tech Sales' and 'UK Customers'. Below these are folders for 'IM - Introsphere', 'IM - IOD', 'IM - System z', 'Lotus - Collaboration', 'Application Development', and 'Chris Freestone'. Further down are 'Sametime / UC2', 'Strategy', 'Lotus - Portal', 'Lotus', 'CFO', and 'Brendan Buckingham'. At the bottom of this pane are 'Activities' and 'Smarter Team Assets'.

Custom Application - Expertise Locator

Chris Freestone
Certified Lotus Technical Professional,
Financial Services Sector
1-720-663-2214
I am available @ IBM Lotus Park

The screenshot displays the Lotus Notes application interface. The top menu bar includes 'Lotus Notes', 'File', 'View', 'Create', 'Actions', 'Tools', 'Window', and 'Help'. The status bar at the top right shows system icons and the time 'Mon 09:38:15'. The main window title is 'Brand Connect - IBM Lotus Notes'. The interface is divided into several panes:

- Left Pane:** A navigation sidebar with folders like 'Inbox (332)', 'Drafts', 'Sent', 'Follow Up', 'All Documents', 'Junk', 'Trash', 'Chat History', 'Views', 'Folders', 'Archive', 'Tools', and 'Other Mail'. Below these are 'Follow Up' and 'Remove Flag' options.
- Center Pane:** An email inbox with columns for sender, subject, and date. The selected email is from Luis Benitez, dated 08/04/2010 14:19, with the subject '[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite'. Below the inbox is a search bar and a 'Search' button.
- Right Pane:** A social software community invite. It includes a globe icon, the title '[Lotus Social Software Community] - Q2 Lotus Social Switchboard Invite', and the sender 'Luis Benitez'. The invite text reads: 'Hi all, Here's the invite for the Q2 Weekly Lotus Social Software Switchboard Call. We have lined up a very impressive call for April 23rd. We'll get a competitive update on Microsoft Sharepoint 2010. Stay tuned for an invite for that call which will be included in the newsletter next week.' Below the text is a button that says 'Add the Q2 Lotus Connections Weekly'. To the right of the invite is a contact profile for 'Chris Freestone', a 'Certified Lotus Technical Professional, Financial Services Sector' with phone number '1-720-663-2214' and a status 'I am available @ IBM Lotus Park'. The profile also shows navigation links for 'Blogs', 'Profiles', 'Activities', 'Bookmarks', and 'Communities'.
- Far Right Pane:** A sidebar with various widgets and links, including 'LinkedIn', 'Triptl | Online travel itinerary and trip...', 'Sametime Contacts', 'Sametime Primary Contacts', 'Feeds', 'LotusLive Meetings', 'My Widgets', 'Day-At-A-Glance', and 'Brand Connect' with sub-links for 'UK Tech Sales' and 'UK Customers'.

Three callout boxes are overlaid on the image:

- A purple box labeled 'Social Business Card' points to the contact profile for Chris Freestone.
- A purple box labeled 'Custom Application - Expertise Locator' points to the 'UK Tech Sales' and 'UK Customers' links in the right sidebar.
- A purple box labeled 'Social Business Card' points to the contact profile for Chris Freestone.



Salisbury Product and Inventory Status

Chris Crumney to: Chris Crumney

01/02/2009 11:55 AM

[Show Details](#)

Our new products are selling well this year. We have had a couple of issues with certain products (ex. [2009 Pivot Drills](#)). This shows that we have had [Salisbury product returns](#) for the past months.

We need to have a review of our [sales leads](#) to make sure we are on track for first Qtr.

I have seen a major shift in the [sales weight](#)

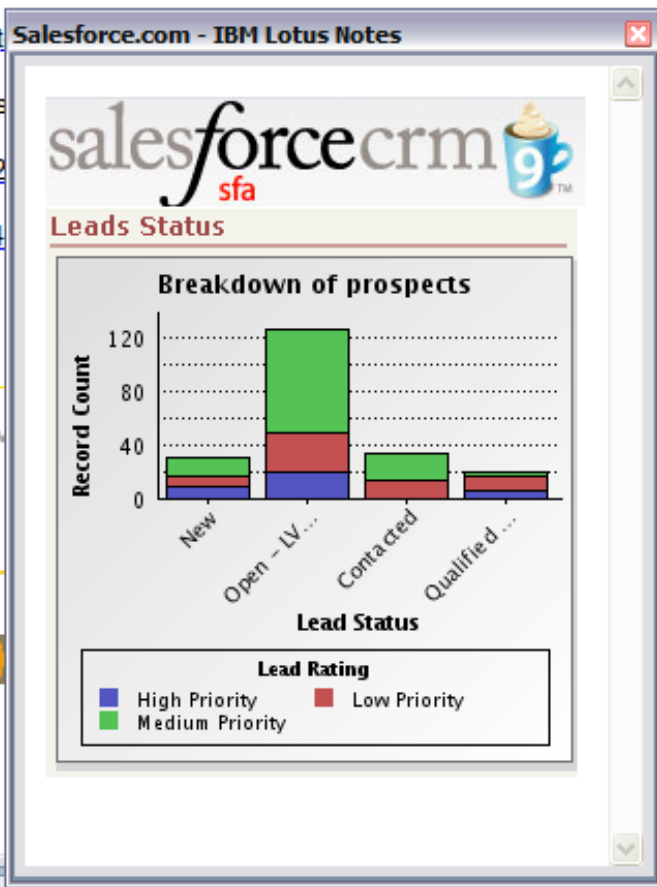
The number one selling product category is

We were working with [CONTRACTOR 2042](#)

Lets have a conference call [1-899-266-1104](#)

Thanks
CCC

[Christopher C. Crumney](#)
Lotus WW Competitive & Evangelism & Lead Lotus Ev
IBM Corporation | Lotus Software
617.693.0440 (phone) | 617.320.1672 (cell)
www.ibm.com/lotus



Sametime Contacts

Type to find name

- Natraj Akella
- Paul Culpepper
- Peter Schuett
- 2.) LotusLive (1/10)
 - Chris Crumney (LotusLive: ...)
- Bots (1/5)
- Cisco (3/5)
- EMEA 4th Qtr. (10/19)
 - brett.van-gelder@uk.ey.co
 - Chris Crumney
 - chris_crummey@yahoo.co
 - Christopher C. Crumney
 - Janet Crenshaw/Dallas/IBM
 - Katherine H. White
 - Pamela Chandor

Places

- SharePoint Documents
- Learning Plug-In for IBM® Lotus Not...
- Mobile Sideshelf
- Activities
- Feeds
- LotusLive Files
- LotusLive Meetings



Salisbury Product and Inventory Status

Chris Crumney to: Chris Crumney

01/02/2009 11:55 AM

[Show Details](#)

Live Text Integration

Well this year. We have had a couple of issues with certain products (ex. [2009 Pivot](#). We had [Salisbury product returns](#) for the past months.

We need to make sure we are on track for first Qtr.

I have seen a major shift in the sales weight

The number one selling product category is

We were working with [CONTRACTOR 2042](#)

Lets have a conference call [1-899-266-1104](#)

Thanks
CCC

[Christopher C. Crumney](#)
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 - brett.van-gelder@uk.ey.co
 - Chris Crumney
 - chris_crummey@yahoo.co
 - Christopher C. Crumney
 - Janet Crenshaw/Dallas/IBM
 - Katherine H. White
 - Pamela Chandor

Places

- SharePoint Documents
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- LotusLive Meetings

IBM & SAP partner to develop Alloy

“ IBM has partnered with SAP for over 35 years. With Alloy by IBM and SAP we are continuing our productive working relationship and will be delivering an enterprise quality product our customers expect ”

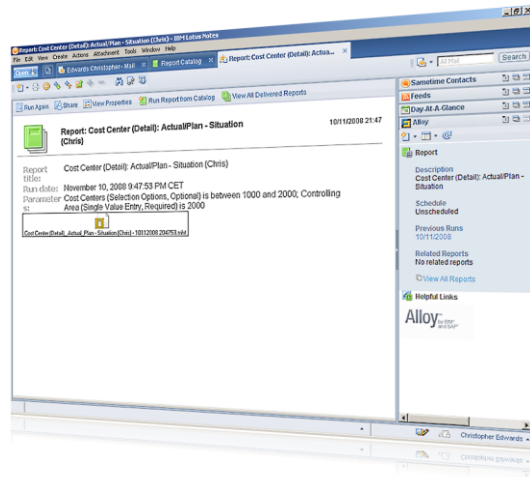
Harald Stuckert, Deputy CTO and Executive Vice President, SAP



- SAP and IBM partnership
 - Joint development effort & product support
 - Shipping in Q1, 2009
- Alloy provides access to SAP Business Suite through Lotus Notes
 - Set of scenarios (e.g., travel, leave requests, expense reporting) for employees
 - Approval workflows, reporting and analytics for managers
 - Access to SAP application reports
 - Utilise Domino composite application infrastructure
 - Off-line functionality

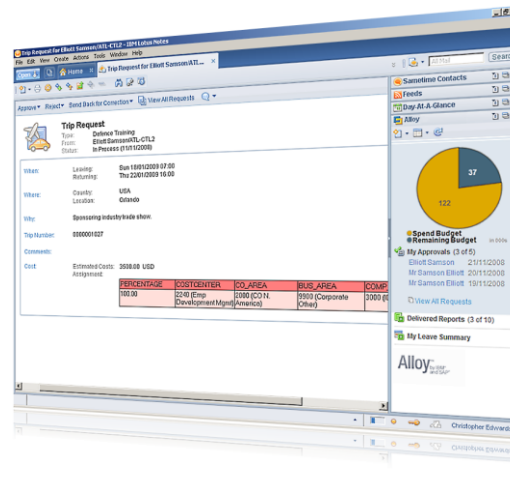
Alloy™ by IBM and SAP Out-of-the-Box Functionality

Reports Management



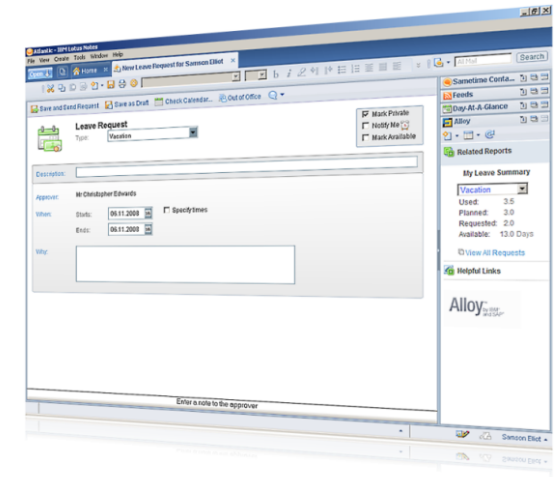
- Easy access to BI, ERP and line of business reports
- Self service subscription and personalization
- Forward or access reports off-line
- Links to related reports and information

Travel Management



- Schedule and approve trip requests
- Approve expense requests
- Links to key information, e.g. travel and expense policies
- Ensure data consistency and compliance

Leave Management



- Schedule and approve leave requests
- Link to collaboration tools to discuss and resolve quickly
- Ensure data consistency and compliance

Lotus Notes File Edit View Create Tools Table Layout Window Help

ROI Elements Paper v2.0 - Document - IBM Lotus Notes

Open Home Works... Peter... Peter... 5 Way... Repli... Welco... Colla... Lotus... KEY10... KEY10... Lotus... Notes... ROI E...

87% Default Text b i u

Executive Summary

By now there is sufficient independent evidence that there is an ROI on UC² - which stands for Unified Communications and Collaboration. The objective of this paper is to explore how customers realize cost savings and revenue gains from implementing Unified Communications strategies. We will explore which ROI and TCO categories are responsible for the largest contribution either in savings or revenue gain.

More often than not ROI discussions are either far too generic to be believable - "product X increases productivity" - or they are firmly stuck in the realm of advertorials - "product Y will reduce travel costs". In contrast, this discussion is infused with real examples of actual benefits observed in businesses all over the world.

The objective is not to discuss Unified Communication products or features. Nor are we talking about IP Telephony and Converged Networks. This is about the Collaborative Desktop and its direct positive impact on business. Asking 'What is the ROI on UC?' is too broad a question. We will be breaking it down into measurable ROI elements.

We will start with a short overview of UC² in the context of global trends and organizational developments. After that we are rapidly moving into the ROI elements. We'll review some expert opinion by market analyst. Next we will perform a deep dive into ROI benefits with two real case studies - an automotive parts customer and IBM. Video has its own unique benefits and we will review various aspects of these solutions. One area of business is very conducive to 'ROI elements', namely Customer Contact Centers. This paper would not be complete without mentioning Green Computing and its effect on the bottom line, especially as IBM is considered a leader in this space.

Text Properties

Font: Times New Roman, Size: 12, Style: Regular, Font color: Automatic, Background color: Automatic

Effects: Underlining: None, Color: Automatic, Strikethrough: None, Options: Sentence, Emphasis mark: None, Position: Above text

Style options: Normal, Embossed, Engaved, Outline, Shadow

Position

LinkedIn

- Tript | Online travel itinerary and trip ...
- Sametime Contacts
- Lotus Support (6/9)
- Personal (8/20)
- SA Team (7/18)
- SWB-MMCQUADE (0/0)
- UK LSM's (9/21)
- UK Technical (23/45)
 - A P (Tony) Horrocks
 - Aaron Payne
 - Alexander Forbes
 - Andy Walter
 - B (Brendan) Buckingham
 - C (Christopher) Moore
 - Cali Clarke
 - Chris Freestone
 - Constance Martin-Wilson
 - Dave Hay
 - David Morrison

Sametime Primary Contacts

Feeds

LotusLive Meetings

My Widgets

Day-At-A-Glance

Brand Connect

Activities

Smarter Team Assets

87% INSE HY L...1 ST Pa...34 Defa Online

Lotus knows.

Smarter software for a Smarter Planet.

Lotus Notes File Edit View Create Tools Data Layout Window Help

Sample List 100323 - Spreadsheet - IBM Lotus Notes

Open Home Works... Peter... Peter... 5 Way... Repli... Welco... Colla... Lotus... KEY10... KEY10... Lotus... Notes... Sampl...

100% abc b i u

D5 Petrol

	A	B	C	D	E	F	G	H	I	J
3										
4	Make Description	Model Description, No of doors and Model Year	Engine size, specification/ version	Fuel Type	Transmis sion	Taxable List Price	Cost of Ownershi p 4 YR	Cost of Ownershi p 3 YR	Cost of Ownershi p 2 YR	CO2
16	ALFA ROMEO	159 4DR 09	1.9DELEGNTEQT	Diesel	- all -	£23,389.99	£473.81	£520.00	£619.16	180
18	ALFA ROMEO	159 4DR 09	1.9DLUSSOQT	Diesel	- Standard -	£24,540.00	£488.32	£535.47	£637.42	180
20	ALFA ROMEO	159 4DR 09	1.9DTIQTRNIC	Diesel	- Top 10 -	£25,640.00	£509.07	£550.42	£643.51	180
39	ALFA ROMEO	159 4DR 09	2.4DELEGNTEQT	Diesel	Automatic	£25,889.99	£519.49	£569.02	£677.35	208
41	ALFA ROMEO	159 4DR 09	2.4DLUSSOQT	Diesel	Manual	£27,040.00	£533.15	£584.04	£694.61	208
43	ALFA ROMEO	159 4DR 09	2.4DTIQTRNIC	Diesel		£28,140.00	£553.26	£598.02	£698.64	208
48	ALFA ROMEO	159 EST 09	1.9DELEGNTEQT	Diesel		£24,520.00	£485.15	£527.05	£620.65	182
50	ALFA ROMEO	159 EST 09	1.9DLUSSOQT	Diesel		£25,670.00	£499.54	£542.10	£637.92	182
52	ALFA ROMEO	159 EST 09	1.9DTIQTRNIC	Diesel	Automatic	£26,770.00	£519.34	£556.09	£642.55	182
71	ALFA ROMEO	159 EST 09	2.4DELEGNTEQT	Diesel	Automatic	£27,020.00	£529.28	£573.41	£675.91	210
73	ALFA ROMEO	159 EST 09	2.4DLUSSOQT	Diesel	Automatic	£28,170.00	£543.18	£588.13	£692.68	210
75	ALFA ROMEO	159 EST 09	2.4DTIQTRNIC	Diesel	Automatic	£29,270.00	£562.83	£601.79	£695.73	210
81	ALFA ROMEO	BRERA 3DR 08	2.4JTDmQTRONIC	Diesel	Automatic	£30,250.00	£612.19	£688.77	£851.50	208
82	ALFA ROMEO	BRERA 3DR 08	3.2JTSQ4QT	Petrol	Automatic	£32,110.00	£713.84	£812.99	£1,013.77	286
111	AUDI	A3 3DR 10	1.6S/tronic	Petrol	Automatic	£17,015.00	£326.24	£343.35	£387.23	159
113	AUDI	A3 3DR 10	1.6SES/t	Petrol	Automatic	£17,665.01	£333.82	£352.24	£398.34	159
115	AUDI	A3 3DR 10	1.6S-LINES/t	Petrol	Automatic	£20,415.00	£382.46	£406.12	£465.30	159
117	AUDI	A3 3DR 10	1.6SPORTS/t	Petrol	Automatic	£18,865.00	£358.12	£377.91	£429.42	159
118	AUDI	A3 3DR 10	1.6TCHKSES/t	Petrol	Automatic	£18,065.00	£343.63	£359.10	£400.92	159
119	AUDI	A3 3DR 10	1.6TDIS/t	Diesel	Automatic	£19,400.00	£314.73	£323.87	£371.33	109
121	AUDI	A3 3DR 10	1.6TDISES/t	Diesel	Automatic	£20,050.00	£320.28	£329.16	£378.23	109
123	AUDI	A3 3DR 10	1.6TDIS-LNESt	Diesel	Automatic	£22,800.00	£361.79	£372.57	£430.15	109
125	AUDI	A3 3DR 10	1.6TDISPORTSt	Diesel	Automatic	£21,250.00	£341.37	£350.95	£399.62	109
127	AUDI	A3 3DR 10	1.6TECHNIKS/t	Petrol	Automatic	£17,415.00	£335.39	£348.96	£387.48	159
131	AUDI	A3 3DR 10	1.8TB/EDTNS/t	Petrol	Automatic	£23,515.00	£430.42	£459.25	£527.68	153

INTRO Sample List 23032010 Sheet3

100% Sum=0 ...nd TAB...010 STD Sheet 2 / 3 Online

Text and Cell ...

Font: Arial Size: 8

Style: Regular Font color: Automatic

Effects

Appearance

Cell height: 0.17 " Cell width: 0.68 "

Use default Use default

Cell color: No Color

Cell shadow: Distance: 0.07 " Shadow color:

Alignment

All Text and Cell Properties

LinkedIn

Tript | Online travel itinerary and trip ...

Sametime Contacts

Type to find name

- Lotus Support (6/9)
- Personal (8/20)
- SA Team (7/18)
- SWB-MMCQUADE (0/0)
- UK LSM's (9/21)
- UK Technical (22/45)
 - A P (Tony) Horrocks
 - Aaron Payne
 - Alexander Forbes
 - Andy Walter
 - B (Brendan) Buckingham
 - C (Christopher) Moore
 - Cali Clarke
 - Chris Freestone
 - Constance Martin-Wilson
 - Dave Hay
 - David Morrison

Sametime Primary Contacts

Feeds

LotusLive Meetings

My Widgets

Day-At-A-Glance

Brand Connect

Activities

Smarter Team Assets

Lotus knows.

Smarter software for a Smarter Planet.

The screenshot shows the Lotus Notes application window titled "Sametime Contacts - IBM Lotus Notes". The interface includes a menu bar (File, Edit, View, Tools, Window, Help), a toolbar with icons for Open, Home, and other functions, and a search bar for "Search All Mail".

The main content area displays a contact profile for "Hampton, P (Peter)". The profile includes a photo, a title "Messaging & Collaboration Business Unit Leader UK & Ireland, Lotus Software", location "Great Britain", phone number "1-720-663-2673", and email "pete@uk.ibm.com". Below the profile is a status bar that says "Sametime: I am available" and a "Send e-mail | Chat | More Actions" link.

On the left, there is a "Page Thumbnails" pane showing a list of document thumbnails numbered 1 through 6. The second thumbnail is selected.

On the right, there is a "Page Properties" pane with "Page Layout" and "Page Format" options. Below it is a "Sametime Contacts" list showing various contact groups and individuals, including "Lotus Support (7/9)", "Personal (9/20)", "SA Team (6/18)", "SWB-MMCQUADE (0/0)", "UK LSM's (11/21)", "UK Technical (17/45)", "UKI Lotus Sales Team (20/46)", and "UKI Management Team (9/13)".

At the bottom of the main content area, there is a footer with "Lotusphere 2010", a logo for "CREATED WITH LOTUS SYMPHONY", and the "IBM" logo.

Lotus Symphony 3.0 New Features and Enhancements



Documents

- Nested table
- Multi-page display
- Master Document
- Enhanced PDF export
- Improved Document Notes
- Much more fields support



Spreadsheet

- Increased maximum columns to 1024
- Sheet specific zoom
- Text to column
- Right-to-Left layout
- Multi-select sheet
- Sort and Formula Performance
- Data Pilot enhancement



Presentation

- Multi-monitor support
- Audio/video support
- Slide show HW acceleration for graphics
- Presentation table style
- More animation effects
- Enhanced native table support



General

- VBA Support
- ODF 1.2 Support
- Support OLE objects
- File/New -> Biz Card, Label, ...
- Add-on installer for Notes
- Signed Plugins

Enhancements

- MS Office 2007 Import
- MS Office Fidelity
- New Chart Support
- Interoperability with Ooo
- Graphic objects rendering
- Performance
- Stability
- User experience
- Programmability—richer Java &LS APIs

The information on the new product 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





Introducing Project Concord

- Web-based collaborative document editor for creating, editing and sharing documents, presentations and spreadsheet
- Simple enough for anyone to use yet robust enough to meet the needs of many business users.
- Support working individually or in teams
- Project Concord will change the way you create documents
 - ➔ Live Sections
 - ➔ Co-editing
 - ➔ Contextual commenting
 - ➔ Web Clipping
 - ➔ Smart Tables
 - ➔ Task and Attention Management
 - ➔ Templates

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Project Concord: Rich, web, and mobile clients participate



Symphony rich client

- More advanced use cases –
 - Very large documents
 - Complex spreadsheets
 - Presentations
- Offline support
- Initial support focus
 - **Clipping** rich Symphony content
 - File fidelity for round trip
 - Plug-in model to check-out, save to
 - Comments
- Later
 - Integration with backend “workboard”
 - Task management of sections
 - Co-edit
 - Alerts



Mobile



- Web 2.0 – iPhone, Nokia Blackberry....
- Viewing
- Task management support
- Comments
- Alerts



Project Concord – Web

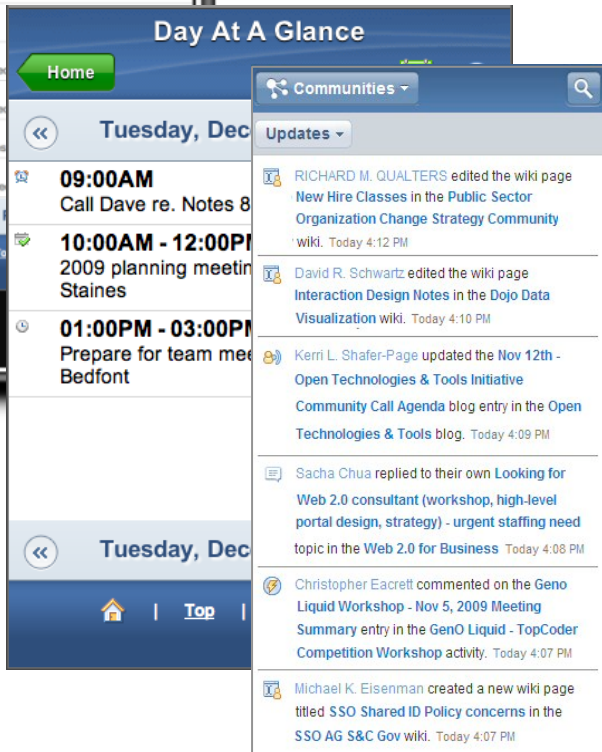
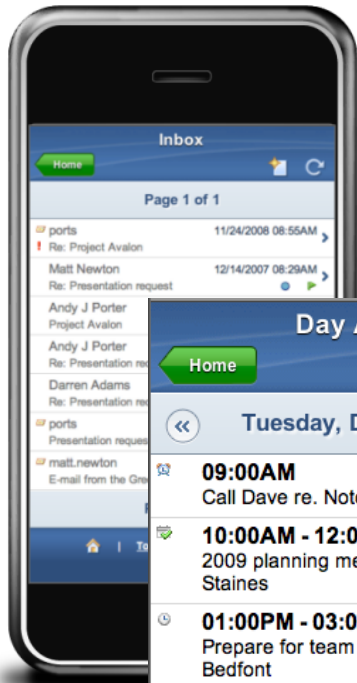
- More informal, “live” documents
- Extranet use cases
- Inline collaboration
 - Commenting/discussion
- Co-editing
- Task management of sections
- Free-form layout
- Heavily template driven
- Online publishing as well as traditional “print”
- And, task / boundary workers needing more basic web-based solution

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.

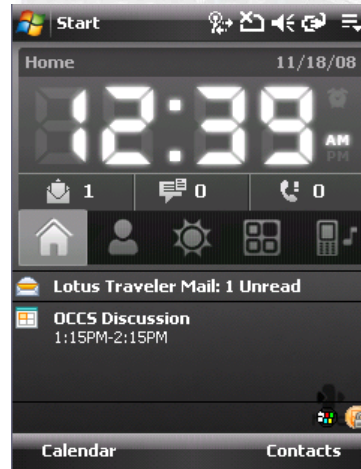
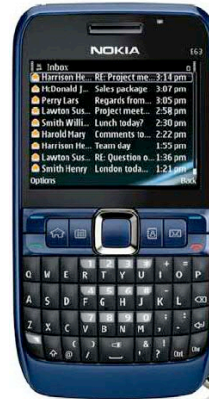
Lotus knows.

Smarter software for a Smarter Planet.

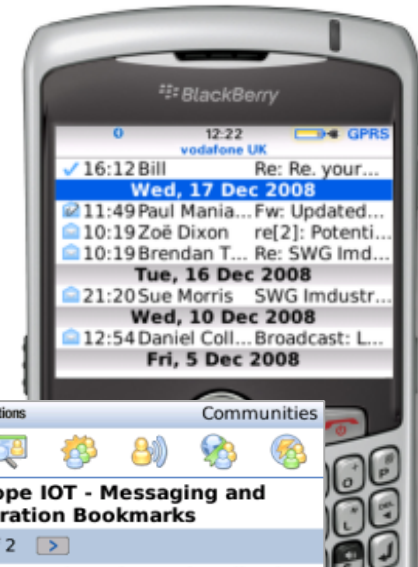
Mobile Collaboration



Apple iPhone



Lotus Notes Traveler on Windows Mobile, Symbian and iPhone



Solutions for RIM BlackBerry devices

Discuss 851 - IBM Lotus Notes

File View Create Tools Window Help

Open Home Darren Adams - Mail Darren Adams - Calendar My Documents Replication and Sync Workspace Discuss 851

Search All Mail

Discuss 851

All Documents

- All Documents
- By Most Recent
- By Author
- By Tag
- My Documents

Top 1 Authors

Darren Adams

Top 6 Tags

activities communities
connections notes tag
test

All Documents

[New Topic](#)

Page 1 Previous | Next

[Collapse All](#) | [Expand All](#)

- New features in Lotus Connections 2.5** [Collapse](#)
Created by Darren Adams/UK/IBM | Feb 19, 2010 7:59 PM | Responses: 1
What follow is a list of the new features in Lotus Connections 2.5...
Reply... | Tags: connections,activities,communities
- Good set of new features** [Expand](#)
Created by Darren Adams/UK/IBM | Feb 19, 2010 8:06 PM
- Another new topic** [Expand](#)
Created by Darren Adams/UK/IBM | Aug 28, 2009 6:25 PM | Responses: 2
- Okay** [Expand](#)
Created by Darren Adams/UK/IBM | Aug 28, 2009 6:26 PM | Responses: 1
- Hmmm** [Expand](#)
Created by Darren Adams/UK/IBM | Aug 28, 2009 6:26 PM
- Test** [Expand](#)
Created by Darren Adams/UK/IBM | Sep 2, 2009 12:01 PM
- This is a new topic** [Expand](#)
Created by Darren Adams/UK/IBM | Jul 8, 2009 6:24 PM | Responses: 1
- Nice** [Expand](#)
Created by Darren Adams/UK/IBM | Jul 8, 2009 6:25 PM

Show: 5 | 10 | 25 | 50 | 100 entries Previous | Next

See the future



Lotus Notes



Lotus Domino

Lotus Notes and Domino 8.5

- Reduced Total Cost of Ownership
 - Simplified Notes identity management
 - Reduced storage costs
 - Improving Quality of Service
- Enhanced Application Development
 - Web Application Modernization
 - Eclipse-based Domino Designer
 - XPages
- Paving the path to related information
 - Search Connections
 - Calendar overlays
- Broaden the reach of the Notes client
 - Roaming User
 - Mac OS 10.5 (Leopard), Ubuntu 8.04 and Citrix 64-bit client support, Nokia series 60 devices
 - Greater alignment with iNotes (Quickr support, widgets, policies, sidebar)

Lotus Notes and Domino 8.5.1

- Infrastructure
 - GZIP
 - DAOS exploitation
 - SPNEGO
- Integration
 - LotusScript Editor
 - Java Editor
 - IDVault Extensions
- Improvement
 - Drag & Drop calendar entries
 - Enhanced editor
 - Mac & Linux Desktop Search

2009

2010 Lotus Notes and Domino 8.5.2

- Enhanced Application Development
 - Xpages Extensibility APIs
 - Xpages Client Integration Improvement
 - DXL -- fidelity improvements
- Broaden the reach of the Notes client
 - LLN2 integration
 - Mac OS 10.6, RHEL 5.4, Windows 7

2011

Lotus Notes and Domino 9 and Beyond

- Generating power (knowledge) from information overflow
 - Enhanced navigation
 - Enhanced integration between Notes and other WPLC products
 - Task management
 - Search and Discover
 - Archiving*
- Continued investment in rapid application development
 - New APIs and Design Elements
- Eclipse Admin Client
- Broaden the reach of the Notes client
 - Additional mobile device support
 - Remote forwarding
 - Increased alignment with iNotes
- Green innovations and cost of ownership reduction
 - reduced disk space usage
 - reduced i/o bandwidth consumption
 - reduced power consumption
 - reduced administration cost through task automation
- Integration of adjacent email capabilities
 - encryption
 - DLP (Data Loss Prevention)
 - other portfolio offerings

* Part or all of initiative could be delivered earlier

Note: Information is subject to change without notice at IBM's discretion



IBM Lotus Sametime 8.5

- Big focus on web meetings
 - New Ajax meeting interface – no Java, extremely quick to enter
 - Support for ad-hoc rooms and permanently-open rooms
 - Plug-in for Sametime / Notes 8 to give access to rooms
 - Record and store in Quicktime format – more accessible for users after the event
 - Generate action items and discussion points
- New web client
 - Again, no Java, very quick to load
 - Improved ability to embed within other solutions (e.g. Portal)
- Apple iPhone support



Participants - 1

Darren Adams (Room Owner)



Library

Poll: Do you like this marketi...

Climate day slides ...odp

Stop Sharing Download

Gold Club event.ppt

Comparative TCO Analysis...pdf



Discussion

I am recording

Darren Adams joined this meeting 9:01 AM

Darren Adams shared Climate day slides - collaboration and cutting costs.odp 9:03 AM



Stop Sharing You are sharing Page 8 of 9

Navigation icons: Previous, Next, Home, Full Screen, Tools, Share

Thumbnail gallery showing slides 2 through 8. Slide 8 is highlighted with a yellow border.

Lotus. software

Cost-cutting play # 3 – avoid rework and discover knowledge

- Employees don't need to be in R&D or the labs in order to innovate
- Small innovations can improve business processes, save money and get better products / services to market before the competition
- People need to find other people and their content
 - How do you know whose content to look for?
 - Who's an expert?
 - Who can help me make the right business decision quickly?
 - Who might already be working on that and save me some time?
 - How do I [subject matter expert] share my content and discoveries to make others more self-sufficient?
- Answer: **Lotus collaboration**

Created by Lotus Symphony

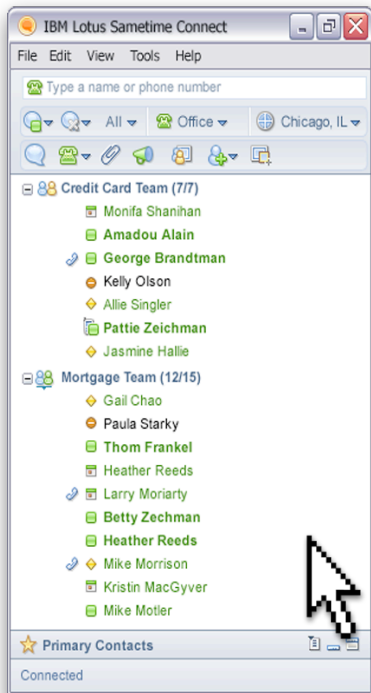
Raise My Hand Record Room Tools

Info and Help icons

Lotus knows.


Smarter software for a Smarter Planet.

Lotus Sametime® Unified Telephony




Call with 3 participants [started: 12:13:02 PM]


File View Actions Help



Kyle Farnand ▾
Connected



Peter J. Fay ▾
Connected



Christopher ... ▾
Connected

Leave Call ▾

February 2009

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
1	2	3	4	5	6	7
8	9	10	11	12	13	14

2008 2009 2010

Friday, February 27, 2009


0 new responses to your posts


[View new entries in your high priority activities](#)

[My Activities](#)

Blogs + | | ? | | x


Latest Blog Entries

 **shaving my head for childrens cancer!**
Mike Spisak | Today 12:13 PM | [Details](#) ★ 1 0

 Viewing 1-3 of 24 communi

Dogear

My Watchlist ▾

 **BlueMail**
Garnie Bolling | Today

TC Ning Launches Ri
Charles R. Hill | Today

Portal Document I
S. Crump | Today 10:03 AM | [Details](#)




























IBM Lotus Sametime Connect - chris_crummey...

File Edit View Tools Help


Type a name or phone number

All Computer

Contacts

-  **Katherine H. White**
-  **Ken Bisconti**
-  Kristin A. Keene
-  **Larry Bowden/Santa Teresa/IBM**
-  **Lauren L. Wendel**
-  **Robert W. Russo**
-  **Satwiksai Seshasai**
-  **Seth E. Avidon**
-  **Sonoko M. Rooney**
-  Timothy Birdsall
-  **Wendy J. Batten**
-  **Lotosphere 2007 (0/0)**
-  **Mainsoft (0/0)**
-  **Marketing (2/3)**
-  **Product Management (25/29)**
-  **Sales & Geo Leads (9/10)**
-  **SUT (8/9)**
 -  **Anindya Sanyal**
 -  **Christopher C. Crummey**
 -  DAVID S. MARSHAK
 -  **Fredric B. Clarke**
 -  **Kyle Farnand**
 -  **Peter J. Fay**
 -  ROBERT INGRAM
 -  **Teresa J. Gardner**
-  **swg uc2sut pilot (100)**
 -  Akiba E. Saeedi

★ **Primary Contacts**

 **Worldwide Technical Sales**

Connected

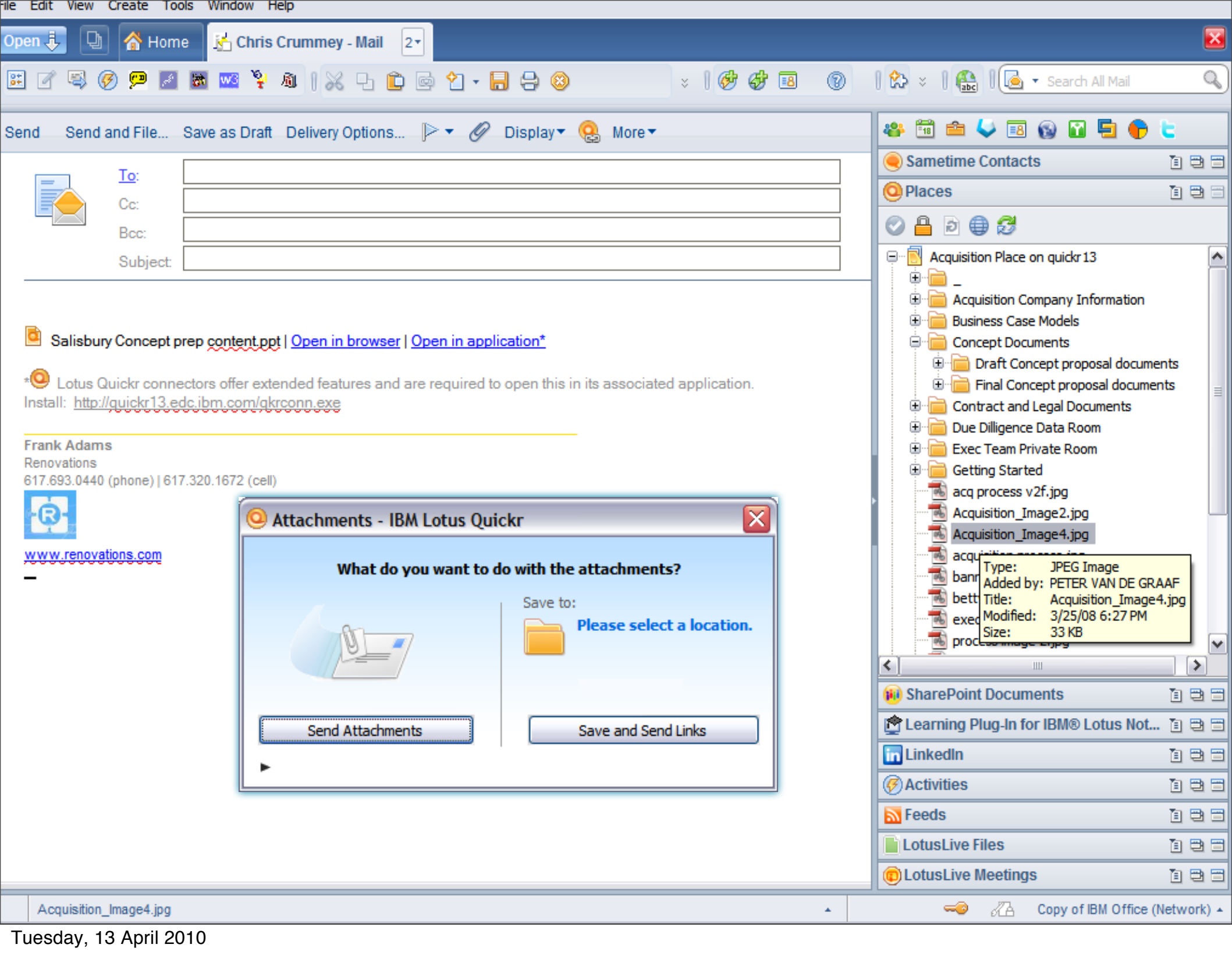
Social Collaboration Services



Key enhancements for Quickr 8.x

- Scheduled for end of Q2 2010
- Updates to both deployment options – Domino and J2EE
- Team place enhancements
- End-to-end Electronic Content Management (ECM) integration
- Enhanced discussion forums, document libraries and custom lists
- Linked value with Notes and Domino
- Taking advantage of Domino 8.5
- Admin and deployment
- Extensibility
- Improved browser-based rich text editor
 - Now a common component across Lotus web-based solutions
 - Extendable, customisable
 - Rich in functionality and offers excellent fidelity
 - Supports paste from Microsoft Word and Lotus Symphony





To:

Cc:

Bcc:

Subject:

Salisbury Concept prep content.ppt | [Open in browser](#) | [Open in application*](#)

* Lotus Quickr connectors offer extended features and are required to open this in its associated application.
Install: <http://quickr13.edc.ibm.com/akrconn.exe>

Frank Adams
Renovations
617.693.0440 (phone) | 617.320.1672 (cell)



www.renovations.com

Attachments - IBM Lotus Quickr

What do you want to do with the attachments?

Save to: **Please select a location.**

Sametime Contacts

Places

- Acquisition Place on quickr 13
 - Acquisition Company Information
 - Business Case Models
 - Concept Documents
 - Draft Concept proposal documents
 - Final Concept proposal documents
 - Contract and Legal Documents
 - Due Diligence Data Room
 - Exec Team Private Room
 - Getting Started
 - acq process v2f.jpg
 - Acquisition_Image2.jpg
 - Acquisition_Image4.jpg
 - Type: JPEG Image
 - Added by: PETER VAN DE GRAAF
 - Title: Acquisition_Image4.jpg
 - Modified: 3/25/08 6:27 PM
 - Size: 33 KB
 - acq...
 - banr...
 - bett...
 - exec...
 - proc...

SharePoint Documents

Learning Plug-In for IBM® Lotus Not...

LinkedIn

Activities

Feeds

LotusLive Files

LotusLive Meetings

Acquisition_Image4.jpg

Copy of IBM Office (Network)

Search Profiles

Enter an email address or a name:

Crummy Search

Name	Email
M. J. Crummey	CRUMMEM@uk.ibm.com
Christopher C. Crummey	chris_crummey@us.ibm.com

Close



Amex Press Release

Written by Chris Crummey

Where you grow up shouldn't determine the quality of the education you receive. Unfortunately, where I live, and in urban and rural communities around the country, family income often determines a child's educational opportunities. To help level the playing field, I propose giving 100,000 children in low-income communities the books, art supplies, technology, and other materials that they need for a rigorous education.

Each year, teachers spend \$1 billion of their own money on pencils, paper, and other basics for their students. These teachers are forced to plan their lessons around a lack of classroom resources, and find it difficult to do projects that bring learning to life. My project will empower teachers to request the exact resources their students need to thrive in the classroom. Members Project funding would fulfill 4,000 classroom needs, benefiting 100,000 students!

Analyzing water samples in the Hudson River, visiting the Holocaust Memorial Museum,

Connections &
Quickr
integration



Amex Press Release

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Analyzing water samples in the Hudson River, visiting the Holocaust Memorial Museum,

Search Profiles

Enter an email address or a name:

Crummey Search

Name	Email
M. J. Crummey	CRUMMEM@uk.ibm.com
Christopher C. Crummey	chris_crummey@us.ibm.com

Close


Lotus knows.

Smarter software for a Smarter Planet.

Jet Fuel Strategy + Add to Favorites

- Welcome
- Blog
- Library
- Wiki
- Members

Rich Text Editor



Welcome to your new team place!

You're at the Welcome page which is what others will see when they first arrive. You'll want to edit this text to create a message that is specific for your team.

Of course you can say anything that you want, but you might want to provide essential information, such as:

- The purpose and goals of our team are...*
- Use the library to store and manage files related to...*
- Use the blog to communicate your ideas about...*
- Let's work collaboratively in the wiki to create team documents about...*
- If you have questions about this team, contact...*

Remember, you can be as original and creative as you like...after all, this is **your** team place.

Project Tasks

[New Task](#)

Task	Assigned To	% Complete	Due Date
Populate the document library	Darren Adams	<div style="width: 25%;"><div style="background-color: yellow; height: 10px;"></div></div> 25%	3/3/10
Add a wiki and a blog	Darren Adams	<div style="width: 95%;"><div style="background-color: green; height: 10px;"></div></div> 95%	2/24/10

Show: 5 | 10 | 20 | 50 | 100 items per page Previous | Next

[Subscribe to this feed](#) | [Settings](#)

IBM Lotus Quickr
[Places Catalog](#)



- Library
- Members

Library

Imported document successfully

You are in: Pete's Place

Pete's Place

Create, update, and manage documents

Upload New Actions Views Find a document

1-7 of 7

- Name ^
- A Fresh Look At Collaboration TCO.pdf
- Agenda 20080228.doc
- Analyst Quotes 2009.ppt
- Cloud Overview.odp
- NotesDomino85TCO.odt
- Sample List 091201.xls
- TCO Calc.ods

Show: 10 | 25 | 50 | 100 | All items per page

Subscribe to this library Quickr connectors Manage library Help Send as Link

Upload Files

Upload file to this location: Marketing Folder Change folder

* Name:

* Upload a file: Browse...

Description:

Who can access this:

- No one (private)
- Some people (give specific file permissions to others)
- Public (visible to everyone)

Add: as Reader

Readers: Ronnie Espinosa Sam Cuman

Notify

OK Cancel

- Size
- 203 KB
- 41 KB
- 1.65 MB
- 2.8 MB
- 12 KB
- 1.16 MB
- 17 KB



Lotus knows.

Smarter software for a Smarter Planet.

Collaboration via a Portal

- LoB Apps
- Content
- Cloud
- Collaboration
- Consumer



Portal

Role Based Personalized
Contextual Secure



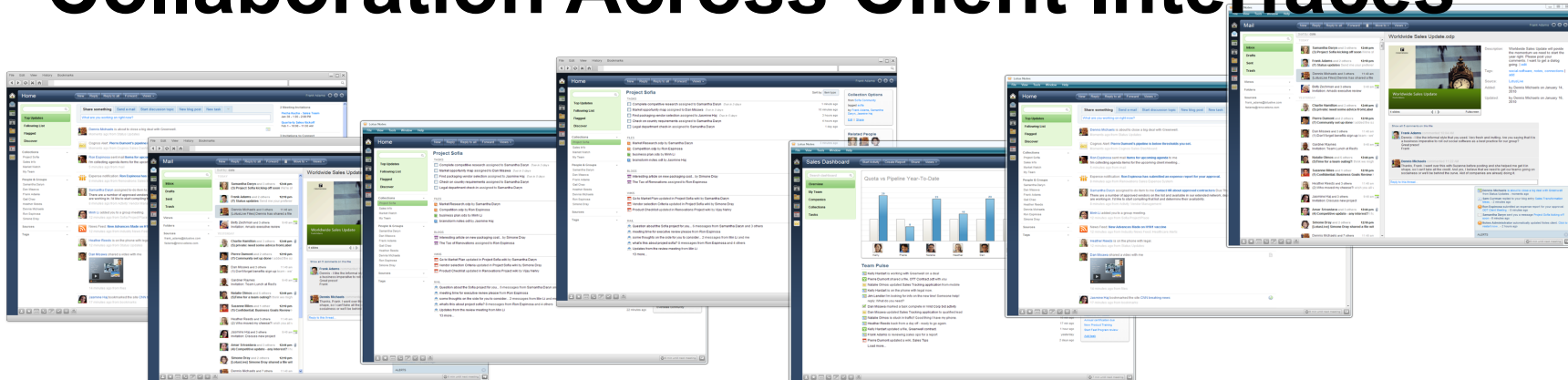
Business

Self Service Dynamic

Lotus knows.
Smarter software for a Smarter Planet.



Collaboration Across Client Interfaces



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Introducing IBM Project Vulcan

- A vision including the next major version of Lotus Notes
- ...and a direction for our collaborative solutions
- Embracing open programming models
 - Public REST APIs
 - Widgets and Mashups
 - xPages for Notes
 - HTML5 for richer user experiences
- IBM Project Vulcan is designed to exploit the convergence of
 - Cloud and on-premise systems
 - Collaborative services, business applications and social networks
 - Desktops, netbooks and mobile devices



Lotus knows.

Smarter software for a Smarter Planet.

IBM Project Vulcan

The image displays the Lotus Notes desktop application interface. The main window shows a mail inbox with several messages, including one from Samantha Daryn and another from Frank Adams. A presentation slide titled "Worldwide Sales Update.odp" is open, showing a slide with a clock image and a description. Below the slide, there are comments from Frank Adams and Dennis Michaels. Two mobile devices are overlaid on the screen: an iPod on the left and a BlackBerry on the bottom right, both displaying the Lotus Mobile app interface with a similar mail and news feed.

Desktop Interface:

- Mail:** Sort by: date. Messages include: Samantha Darym and 3 others (12:44 pm), Frank Adams and 2 others (12:10 pm), Dennis Michaels and 3 others (11:40 am), Betty Zechman and 3 others (9:40 am).
- Worldwide Sales Update.odp:** Description: Worldwide Sales Update will provide the momentum we need to start the year right. Tags: social-software, notes, connections. Source: LotusLive. Added: by Dennis Michaels on January 14, 2010. Updated: by Dennis Michaels on January 16, 2010.
- Comments:** Frank Adams commented 10:04 AM: Dennis - I like the informal style that you used. Dennis Michaels commented 11:22 AM: Thanks, Frank, I went over this with Suzanne before posting...

iPod Interface (Westford, MA):

- Minh Li: Minh Li added you to a group meeting. 12 minutes ago.
- News Feed: New Advances Made on H1N1 vaccine. 12 minutes ago.
- Heather Reeds: Heather Reeds is on the phone with legal. 12 minutes ago.
- Dan Misawa: Dan Misawa has shared the video 01_12meeting.mpg.

BlackBerry Interface (Orlando, FL):

- Minh Li: Minh Li invited you to a group meeting. Moments ago.
- News Feed: New Advances Made on H1N1 vaccine. Moments ago.
- Sam Curman: Shared a file with you. Moments ago.
- Samantha Daryn: is about to close a big deal with Greenwell. Moments ago.

Alerts:

- Dennis Michaels is about to close a big deal with Greenwell from Status Updates - moments ago.
- Sam Curman replied to your blog entry Sales Transformation Ideas. - 2 minutes ago.
- Ron Espinosa submitted an expense report for your approval: COT Client Meeting. - 5 minutes ago.
- Samantha Daryn sent you a message Project Sofia kicking off soon - 5 minutes ago.
- Notes Administrator automatically updated Notes client. Click to restart now. - 2 hours ago.

Tuesday, 13 April 2010



- Inbox
- Drafts
- Sent
- Trash
- Views
- Folders
- Sources
 - frank_adams@lotuslive.com
 - fadams@renovations.com

- Sort by: date
- TODAY
- Samantha Darym and 3 others 12:44 pm**
(3) Project Sofia kicking off soon We're st
 - Frank Adams and 2 others 12:10 pm**
(7) Status updates Send me your preferer
 - Dennis Michaels and 3 others 11:40 am**
[LotusLive Files] Dennis has shared a file
 - Betty Zechman and 3 others 9:40 am**
Invitation: Amado executive review
- YESTERDAY
- Charlie Hamilton and 3 others 12:44 pm**
(5) private: need some advice fromLabel
 - Pierre Dumont and 2 others 12:10 pm**
(7) Community set up done I added the s2
 - Dan Misawa and 3 others 11:40 am**
(1) Don't forget benefits sign up team - we'
 - Gardner Raynes 9:40 am**
Invitation: Team Lunch at Red's
 - Natalie Olmos and 5 others 12:44 pm**
(5) Time for a team outing? think we migh
 - Suzanne Miles and 1 other 12:10 pm**
(1) Confidential: Business Goals Review i
 - Heather Reeds and 3 others 11:40 am**
(2) Who moved my cheese? i wish you all v
 - Jasmine Haj and 3 others 9:40 am**
Invitation: Discuss new project
 - Amar Srivastava and 3 others 12:44 pm**
(4) Competitive update - any interest? i hi
 - Simone Dray and 2 others 12:10 pm**
[LotusLive] Simone Dray shared a file wit
 - Dennis Michaels and 7 others 11:40 am**

Worldwide Sales Update.odp

Worldwide Sales Update
Frank Adams

4 slides | Fullscreen

Description: Worldwide Sales Update will provide the momentum we need to start the year right. Please post your comments. I want to get a dialog going. | [edit](#)

Tags: [social-software](#), [notes](#), [connections](#) | [add](#)

Source: [LotusLive](#)

Added: by Dennis Michaels on January 14, 2010

Updated: by Dennis Michaels on January 16, 2010

- Show all 5 comments on this file
- Frank Adams** commented 10:04 AM
Dennis - I like the informal style that you used. Very fresh and inviting. Are you saying that it is a business imperative to roll out social software as a best practice for our group? Great presof Frank
 - Dennis Michaels** commented 11:22 AM
Thanks, Frank. I went over this with Suzanne before posting and she helped me get it in shape, so I can't take all the credit. And yes, I believe that we need to get our teams going on socialness or we'll be behind the curve. A lot of companies are already doing it.
- [Reply to this thread...](#)

- Dennis Michaels** is about to close a big deal with Greenwell from Status Updates - moments ago
- Sam Curman** replied to your blog entry Sales Transformation Ideas - 2 minutes ago
- Ron Espinosa** submitted an expense report for your approval OOT Client Meeting - 8 minutes ago
- Samantha Darym** sent you a message Project Sofia kicking off soon - 6 minutes ago
- Notes Administrator** automatically updated Notes client. [Click to restart now...](#) - 2 hours ago

ALERTS



The screenshot displays the Lotus Symphony web interface. At the top, there is a navigation bar with 'File', 'View', 'Tools', 'Window', and 'Help' menus. Below this is a 'Home' header with action buttons: 'New', 'Reply', 'Reply to all', 'Forward', and 'Views'. The user's name, 'Frank Adams', is visible in the top right corner.

The main content area is titled 'Project Sofia' and is sorted by 'Item type'. It is divided into several sections:

- TASKS:** A list of tasks with checkboxes and due dates. For example, 'Complete competitive research assigned to Samantha Daryn' is due in 3 days and was updated 1 minute ago.
- FILES:** A list of documents, such as 'Market Research.odp by Samantha Daryn' (3 minutes ago) and 'business plan.ods by Minh Li' (2 days ago).
- BLOGS:** A list of blog entries, including 'Interesting article on new packaging cost... by Simone Dray' (8 minutes ago) and 'The Tao of Renovations assigned to Ron Espinosa' (3 days ago).
- WIKIS:** A list of wiki updates, such as 'Go to Market Plan updated in Project Sofia wiki by Samantha Daryn' (54 minutes ago) and 'Product Checklist updated in Renovations Project wiki by Vijay Nehry' (1 week ago).
- MAIL:** A list of email messages, including 'Question about the Sofia project for you... 6 messages from Samantha Daryn and 3 others' (1 minute ago) and 'meeting time for executive review please from Ron Espinosa' (10 minutes ago).

On the left side, there is a sidebar with navigation options: 'Top Updates', 'Following List', 'Flagged', 'Discover', 'Collections' (with 'Project Sofia' selected), 'Sales Info', 'Market Watch', 'My Team', 'People & Groups' (listing team members like Samantha Daryn, Dan Meawa, Frank Adams, Gail Chao, Heather Reeds, Dennis Michaels, Ron Espinosa, and Simone Dray), 'Sources', and 'Tags'.

On the right side, there are several informational boxes: 'Collection Options' (from Sofia Community, tagged sofa, by Frank Adams, Samantha Daryn, Jasmine Haj), 'Related People' (a grid of profile pictures), 'Related Topics' (Marketing, Market Research, Competition, International Markets, China vendors, Germany), and 'Recommended' (Market Watch Blog, Product Info Wiki, Competitive Place, Overseas Community).

At the bottom of the interface, there is a status bar with a clock icon and the text '8 min until next meeting'.

Lotus knows.

Smarter software for a Smarter Planet.

The screenshot shows a web browser window displaying the Lotus Symphony Sales Dashboard. The interface includes a navigation menu on the left with options like Overview, My Team, Companies, Collections, and Tasks. The main content area features a 'Quota vs Pipeline Year-To-Date' bar chart comparing Quota (grey bars) and Pipeline (blue bars) in millions of dollars for six team members: Kelly, Pierre, Natalie, Heather, Dan, and Jim. A 'Team Pulse' section below the chart lists recent activities such as deal work, file sharing, and application updates. On the right side, there are three widgets: 'Team Locator' showing a map of the Southeastern US with team member locations, 'Who's Online?' listing active team members, and 'Extended network' listing external contacts. A 'Tasks' widget at the bottom right lists upcoming actions like 'Q1 Action Plans' and 'Annual certification due'. The dashboard is personalized for 'Frank Adams' and includes a status bar at the bottom indicating a meeting in 7 minutes.

Team Member	Quota (M \$)	Pipeline (M \$)
Kelly	10	25
Pierre	10	8
Natalie	10	23
Heather	10	16
Dan	10	23
Jim	10	18

Activity	Time Ago
Kelly Hardart is working with Greenwell on a deal	2 minutes ago
Pierre Dumont shared a file, OTT Contract.odt with you	5 minutes ago
Natalie Olmos updated Sales Tracking application from mobile	10 minutes ago
Kelly Hardart is on the phone with legal now.	10 minutes ago
Jim Lender I'm looking for info on the new line! Someone help! reply: What do you need?	12 min ago
Dan Misawa marked a task complete in Virid Corp bid activity	15 min ago
Dan Misawa updated Sales Tracking application to qualified lead	16 min ago
Natalie Olmos is stuck in traffic! Good thing I have my phone.	16 min ago
Heather Reeds back from a day off - ready to go again.	17 min ago
Kelly Hardart updated a file, Greenwell contract.	1 hour ago
Frank Adams is reviewing sales ops for a report	yesterday
Pierre Dumont updated a wiki, Sales Tips	2 days ago

When will IBM Project Vulcan be available?

- ☺ No firm dates yet
- ☺ Developer sandbox to be hosted on LotusLive Labs in the second half of 2010

Lotus knows.

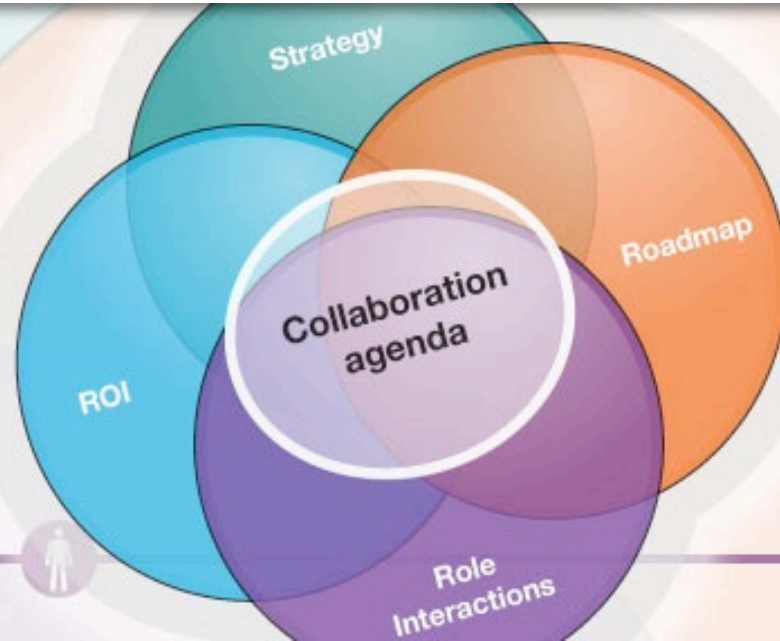
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So all this Collaboration stuff is great, how is this relevant to our industry & how will it improve our future.



Collaboration Agenda

In a world where people are interacting differently...People are central to achieving progress



- In a World where people are interacting differently, People are central to achieving progress

Become an Expertise Based Organisation

- Create deeper, more productive relationships with customers, partners and employees
- Bring together the best combination of people to generate ideas and solve problems
- Maintain continuity and focus on high value work, reducing distractions and delays
- Discover and apply the right expertise and information when it's needed
- Collaborate in ways that best fit the task at hand from anywhere without high cost



Your Industry Your Collaboration

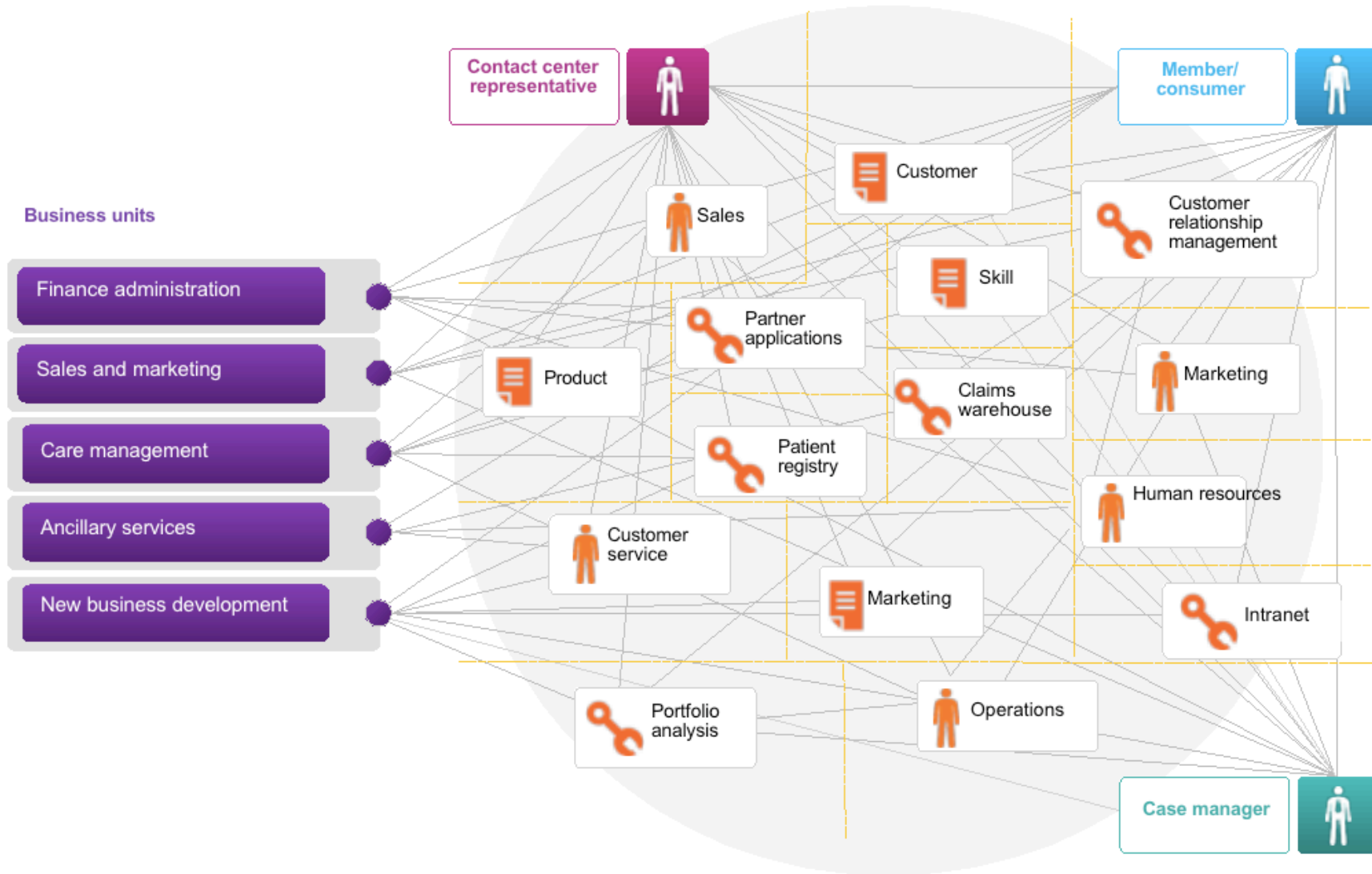
- Every industry has its own special set of challenges and market dynamics.
- A Collaboration Agenda maximizes the business value of collaboration by focusing on industry specific job roles and their interaction patterns.
- The IBM approach to developing a Collaboration Agenda includes industry driven strategies and solutions, initially for:
 - Banking
 - Insurance
 - Healthcare
 - Government
- More Industry solutions being rolled out during 2010

Lotus knows.

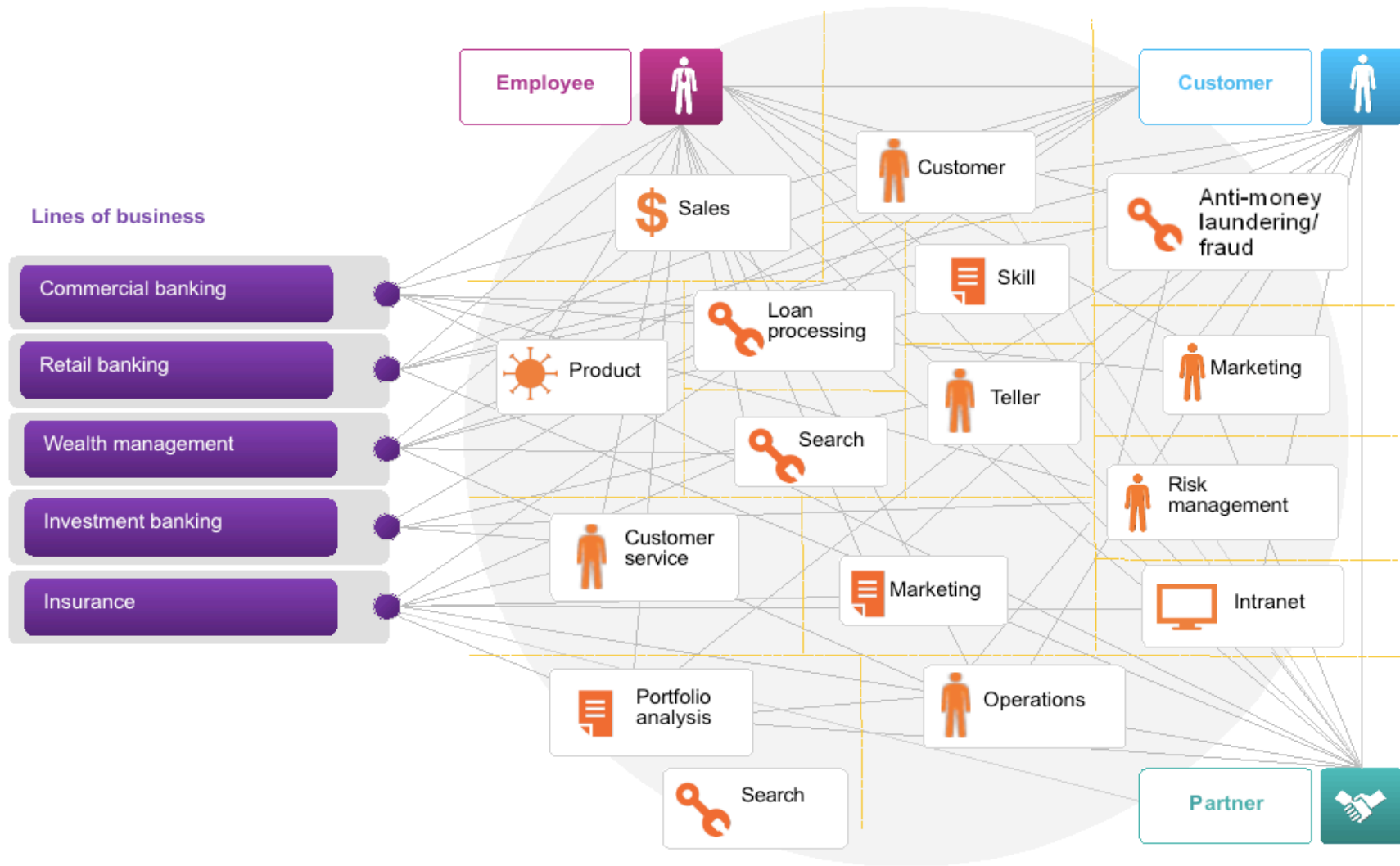
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Identification of Communication Barriers Example - Healthcare

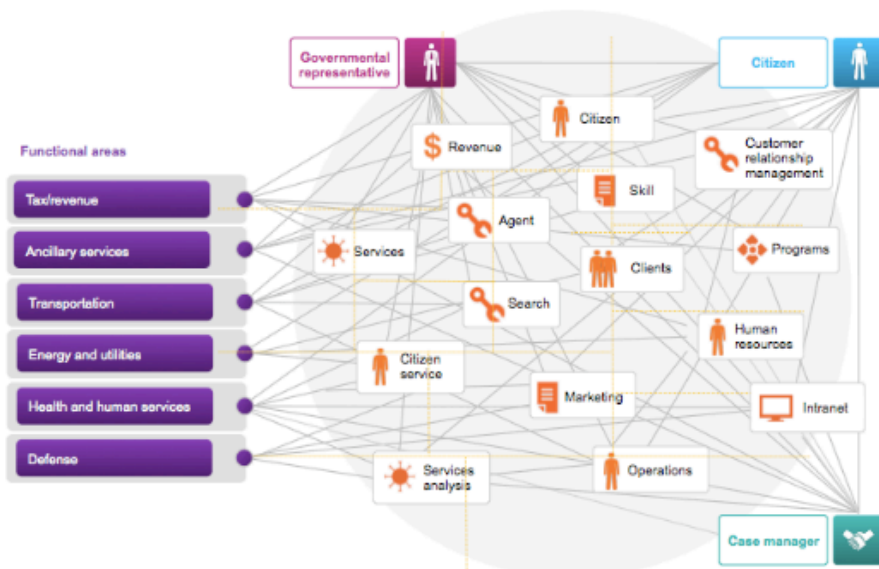
Identification of Communication Barriers Example - Healthcare



Identification of Communication Barriers Example - Banking



How can you help people find experts, collaborators and information?
By adopting a smarter, more integrated collaboration approach

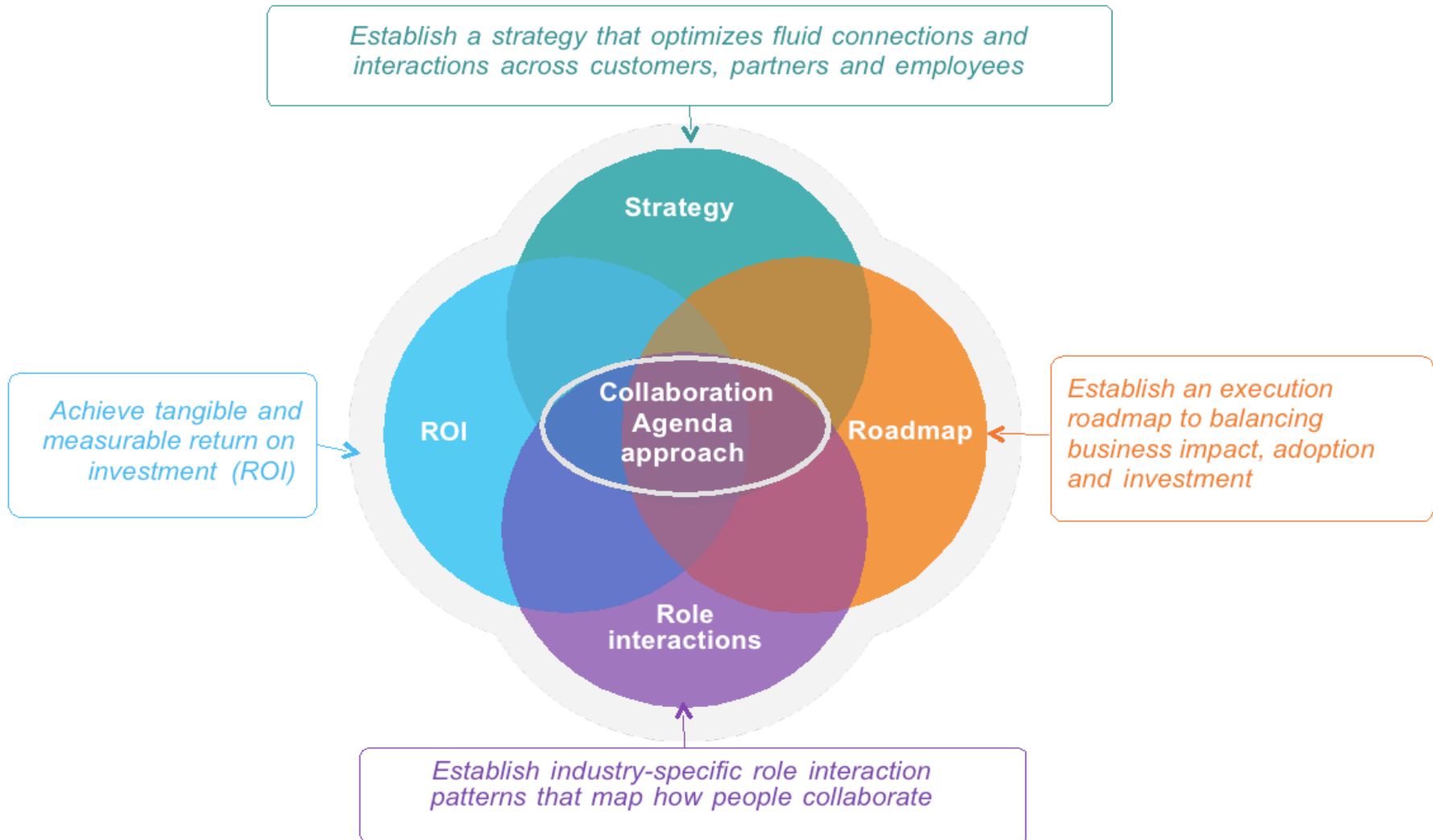


CURRENT STATE



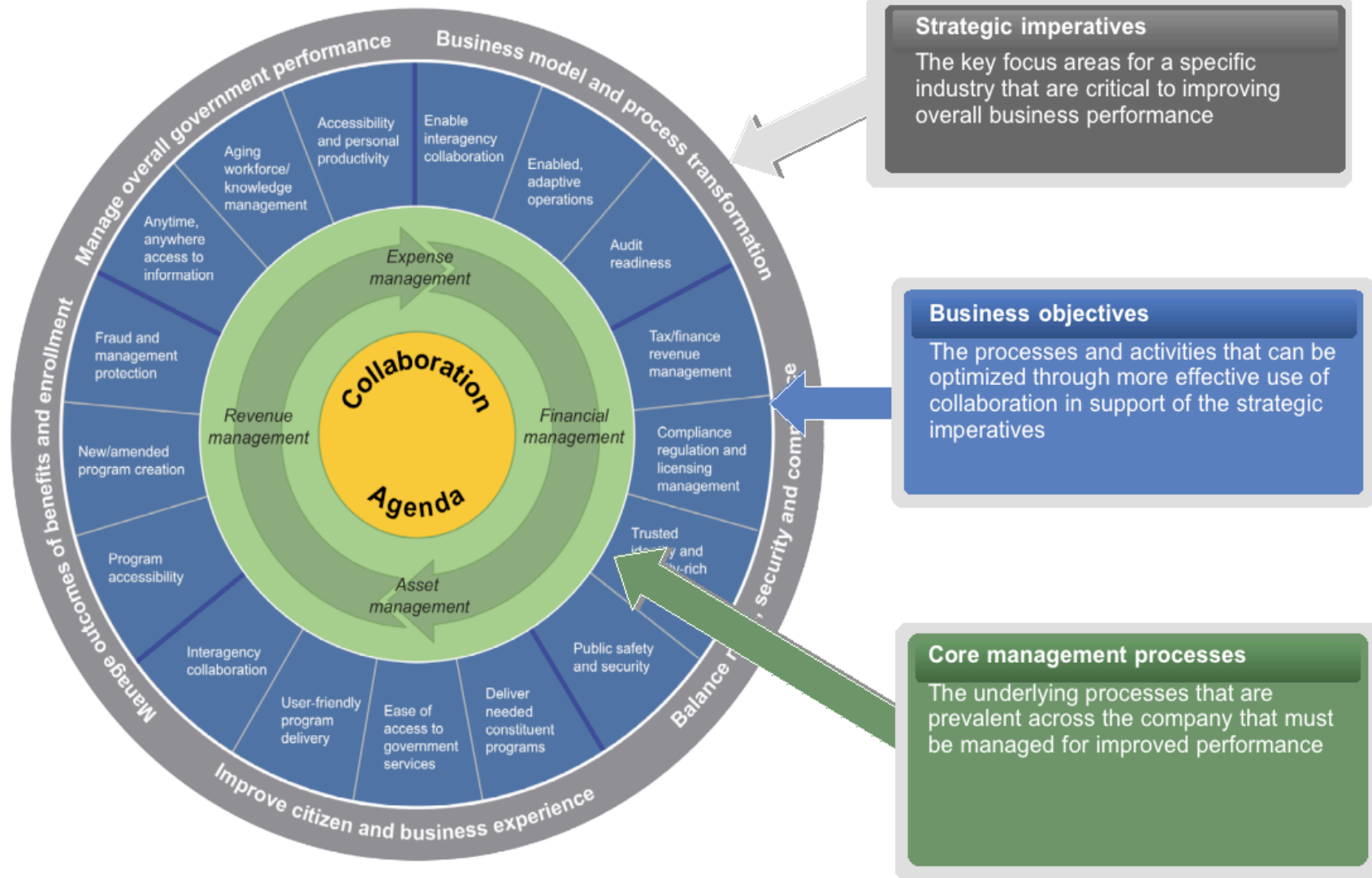
DESIRED STATE

The industry based *IBM Collaboration Agenda approach* rapidly creates a roadmap to deliver a measurable ROI

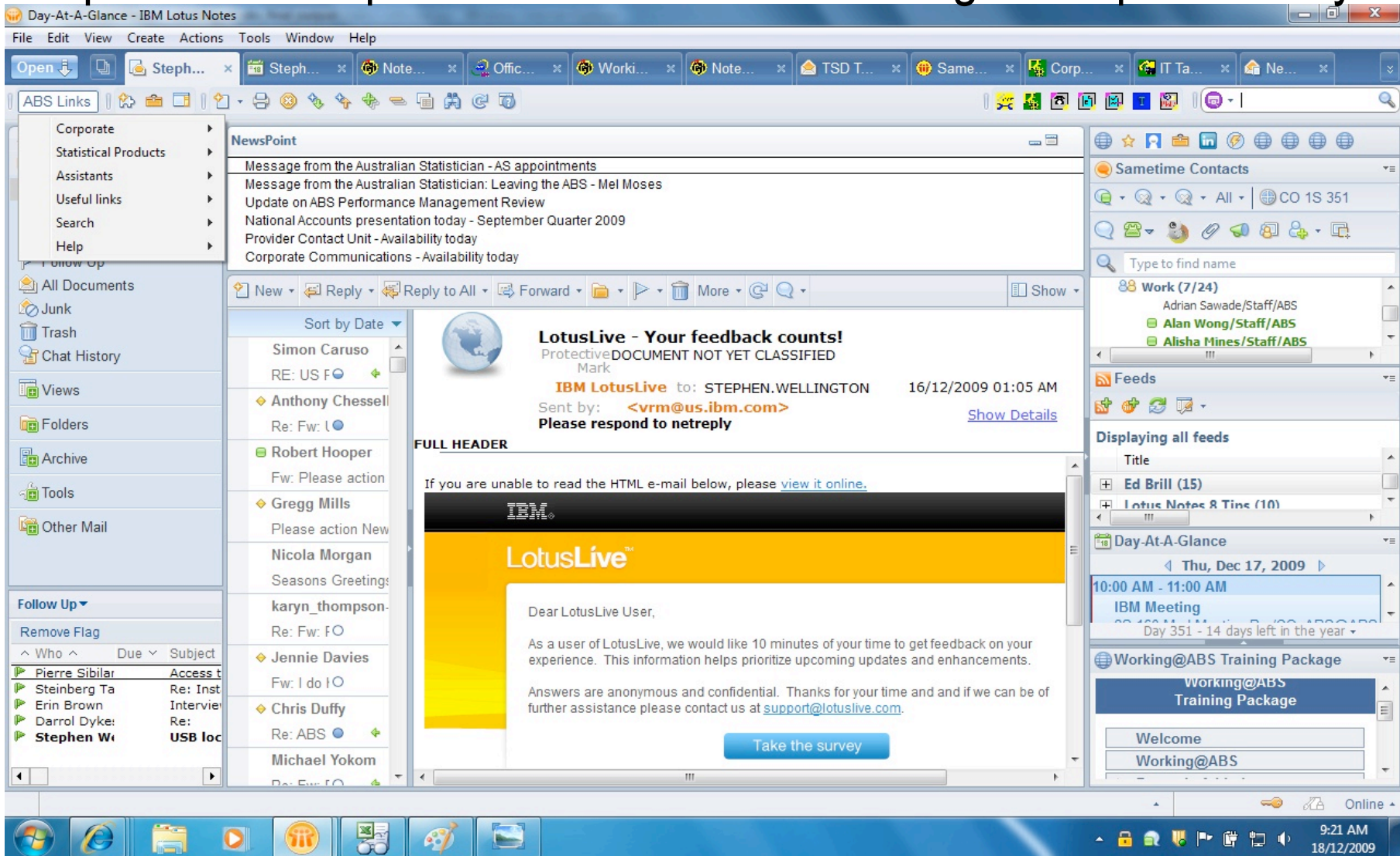


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Business Optimisation Map for Collaboration



Example of Govt. optimized interface results in greater productivity



The optimized IBM Lotus Notes® interface allows Australian Bureau of Statistics to place vital tools and important information within easy reach of its workforce.

Improved knowledge management and optimized user interface translate directly into increased efficiency and collaboration



Collaboration opportunities: **operational efficiency**

Role interaction	Enabling components	Improved knowledge management	Ability to easily search multiple databases	Increased collaboration across workgroups	Improved personal productivity
Employees ↔ Databases	<ul style="list-style-type: none"> Lotus Notes 	HIGH	HIGH	MEDIUM	HIGH
Mobile workers ↔ Home office	<ul style="list-style-type: none"> Lotus Notes Lotus Sametime 	MEDIUM	MEDIUM	HIGH	HIGH
Employees ↔ Employees	<ul style="list-style-type: none"> Lotus Notes Lotus Sametime 	HIGH		HIGH	MEDIUM
Employees ↔ Lotus Notes interface	<ul style="list-style-type: none"> Lotus Notes Lotus Sametime 	HIGH	HIGH	MEDIUM	HIGH

"With Lotus solutions, we're able to tailor the functionality to perfectly complement the way we work as a team." Mark Sawade, Australian Bureau of Statistics

Example of Banking collaboration environment connecting people to the information they need

Integrate into current compliance applications
Identify experts automatically in context to need

Embed core capabilities

The screenshot displays a web application interface for 'Legal & Compliance' by Roberta Stephenson. The interface is divided into several sections:

- Alerts:** Shows 'New Alerts: 2' with a 'Notice: Updated Export Finance Contract' and 'Ready for Review: Pledge Agreement'.
- Task List:** Includes 'Open Calendar' and 'Today's Tasks' such as 'Regulatory reporting and tracking meeting with IB London' at 13:00 and 'Meeting with Peggy from Global AM' at 16:00.
- Instant Messaging:** Shows 'I am Active' with a list of team members including Mike Martin, Dennis Curry, Tal Herman, Valarie Myers, and Colin Freeman.
- Workspaces:** A table of 'Your Workspaces' with columns for Workspace, Initiated By, Deadline, and Status.

Workspace	Initiated By	Deadline	Status
Client Complaint: Mark Mueller	James Marshall	04/30/06	Warning
Pixar/Disney M&A	Brian Brinker	06/15/06	Success
Trademark and copyright license contract review for Acme	Nick Ketter	06/15/06	Success

A 'Create New Workspace' dialog box is open, titled 'Create Workspace: Add Team Members'. It includes instructions and an 'Expertise Locator' with a list of recommended team members:

- Daniel Carney - Managing Director
- Fred Barton - Associate
- Stella Ritterson - Administrative Support 3
- Christina Meyers - Director
- Celina Marceau - Managing Director

The right suite of collaboration tools empowers employees and centralises corporate information



Collaboration opportunities: operating efficiency

Role interaction	Enabling components	More consistent processes	Greater collaboration	Improved operational efficiency	Improved access to corporate information
Workers ↔ Workers	<ul style="list-style-type: none"> Rich Messaging environment with applications Mobile Messaging 	MEDIUM	HIGH	HIGH	HIGH
Partners and suppliers ↔ Headquarters	<ul style="list-style-type: none"> Rich Messaging environment with applications Rich workflow 	HIGH	HIGH	MEDIUM	MEDIUM
Mobile workers and remote employees ↔ Headquarters	<ul style="list-style-type: none"> Rich Messaging environment with applications Mobile Messaging Rich workflow 	MEDIUM	HIGH	MEDIUM	HIGH

“The [solution] enables us to easily store and quickly organize corporate information and to make it accessible.”

—Sergey Golubev, Rietumu Banka

Real-time access to the right people and right information

https://www.celinainsurance.com/rbipolinfo.nsf/ByPolNo/4844451-0 - Windows Internet Explorer

https://www.celinainsurance.com/rbipolinfo.nsf/ByPolNo/4844451-0

https://www.celinainsu... X My Places - lotusquicr Celina Insurance Group Si... Google

Policy Inquiry

Policy Inquiry | Make a Payment | Policy Change | Submit a Claim
Transaction History | Property Information | Loss Run
Online Documents | Underwriting File | Mortgagee Change | RBI Home Page

Policy Information

Company:	THE NATIONAL MUTUAL INSURANCE COMPANY	Agent Number:	556100
Policy Number:	4844451-0	Policy Type:	Homeowners
Named Insured:	DAVID L BARNETT	Bill Plan:	Direct Mortg
Phone:		Term:	02/22/2009 to 02/22/2010
Address:	104 CHERRIE LN PO BOX 608 ARCADIA, IN 46030-0608	Associated Policies:	4844452-0
Status:	Active	Underwriter:	Leslie Bergman
Insurance Score:	BT3	Email Underwriter:	Leslie Bergman
		Sub Producer Code:	Change

If box to left of name is green, you can click on the name for instant chat.

Billing Information

General

Current Term Premium	421.00	Paid To Date:	02/22/2010
Daily Rate:	1.16	Cancel Effective Date	

Previous

Last Payment Amount:	421.00	Received on:	02/10/2009
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Current

Real-time processing of applications and instant access to accurate, up-to-date customer data

Similar to process re-engineering, evaluating roles and their interaction patterns leads to a wide range of benefits

Role interaction	Enabling components	Real-time access to expertise	Improved efficiency	Improved customer satisfaction	Improved agent retention rates
Agents ↔ Customers	<ul style="list-style-type: none"> IBM Lotus Notes® IBM Lotus Sametime® Agent extranet 	MEDIUM	HIGH	HIGH	
Agents ↔ Corporate headquarters	<ul style="list-style-type: none"> Lotus Notes Lotus Sametime IBM Lotus Notes Workflow Corporate headquarters extranet 	HIGH	HIGH	MEDIUM	HIGH
Agents ↔ Underwriters	<ul style="list-style-type: none"> Lotus Notes Lotus Sametime Lotus Notes Workflow Corporate headquarters extranet 	MEDIUM	HIGH	HIGH	
Corporate headquarters ↔ Corporate headquarters	<ul style="list-style-type: none"> Lotus Notes Lotus Sametime Lotus Notes Workflow 	HIGH	HIGH		MEDIUM

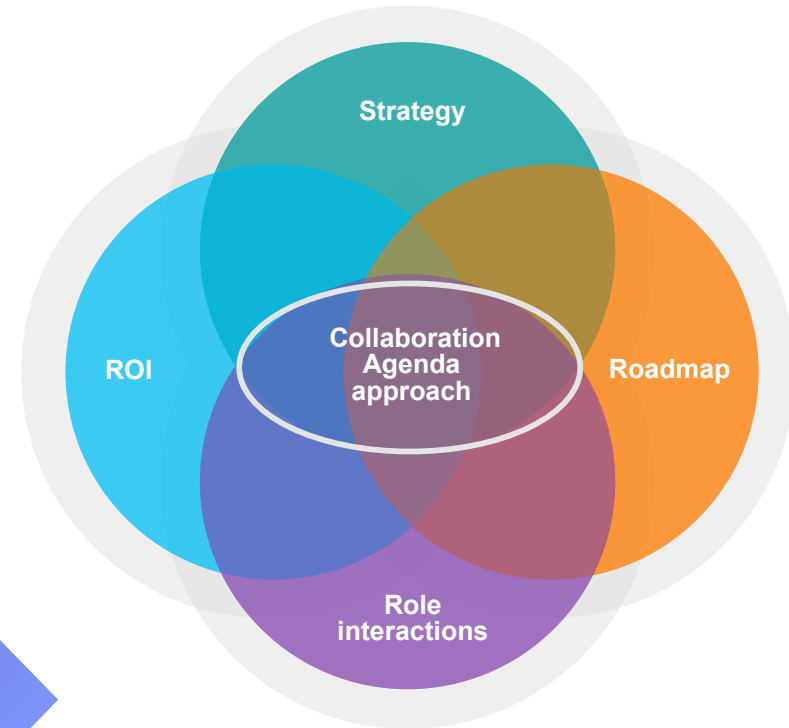
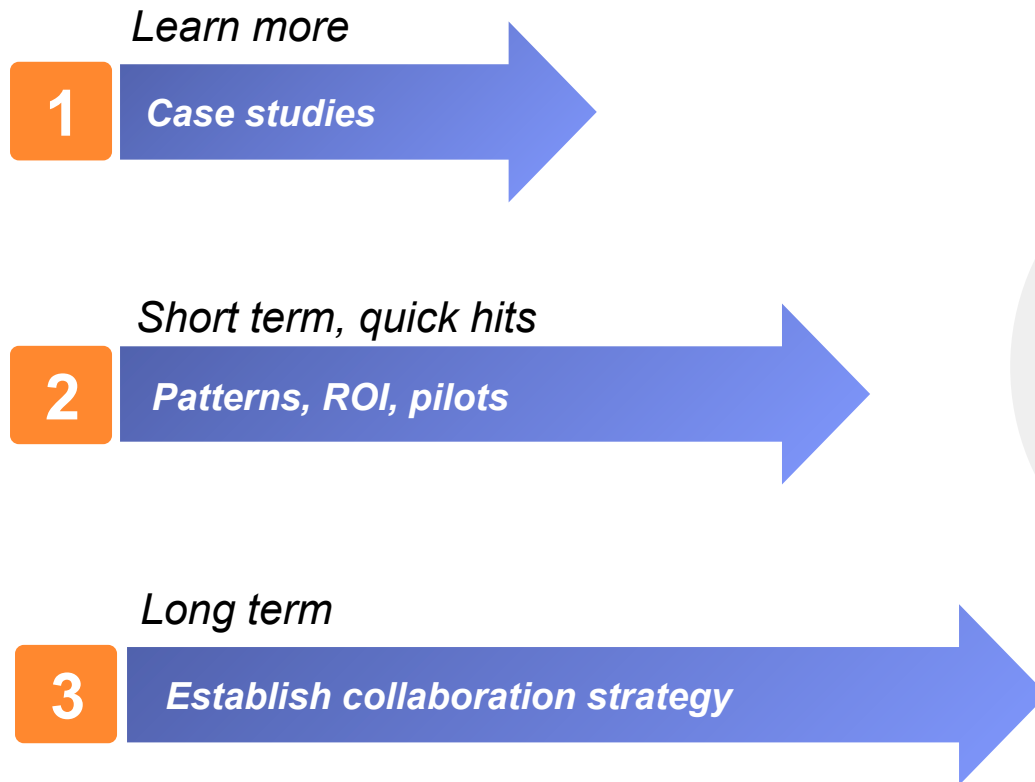
"We've been able to greatly improve efficiency, resulting in a 25 percent increase in premiums with 40 percent fewer staff."

— Rob Schoenfelt, CIO, Celina Insurance Group

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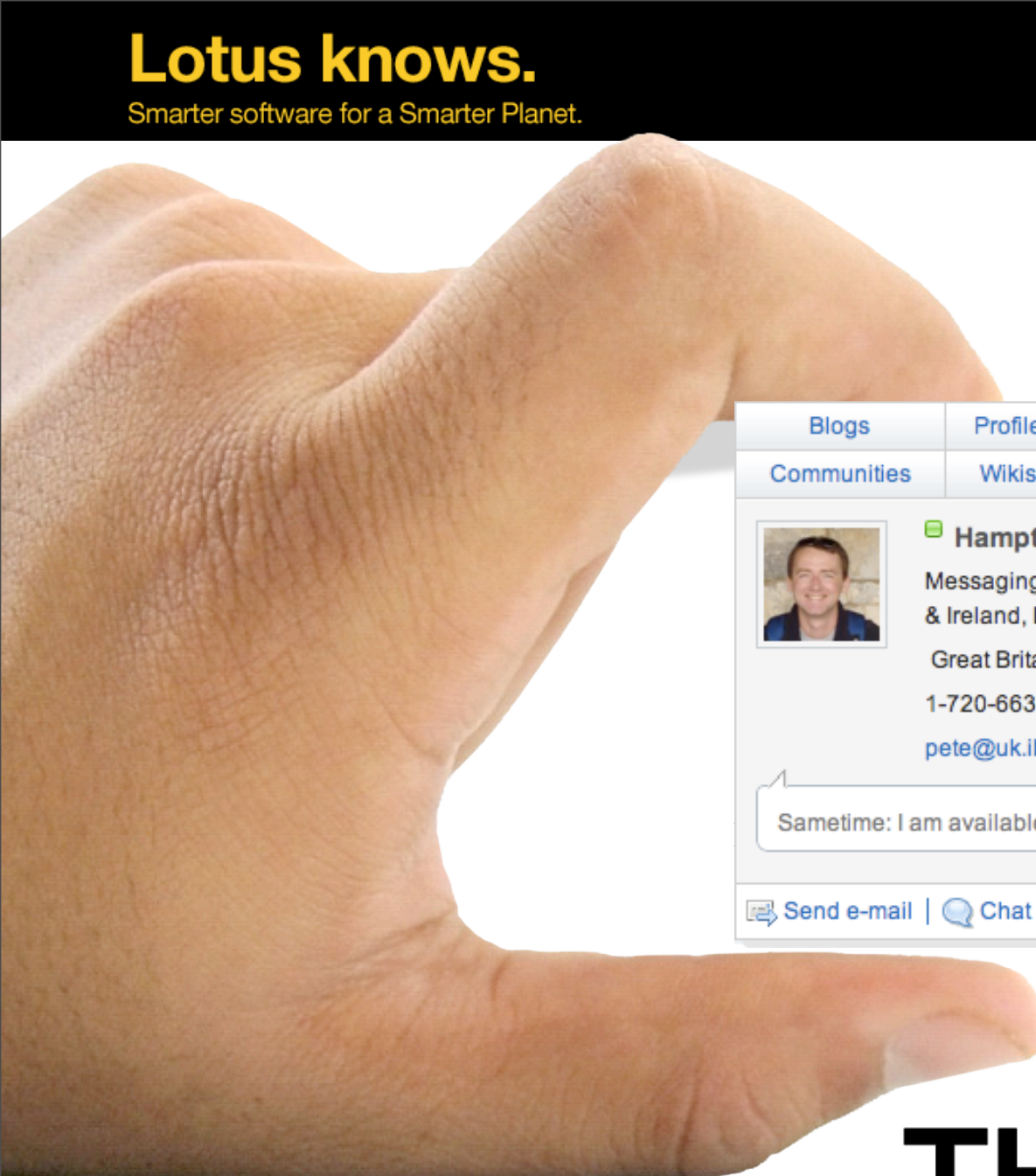
Getting started: Three steps to accelerate execution of the Collaboration Agenda approach



<http://www-01.ibm.com/software/lotus/collaborationagenda/>



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The image shows a close-up of a hand holding a digital profile card. The card is a screenshot of a user profile from a social or collaboration platform. It features a navigation menu at the top with options: Blogs, Profile, Activities, Bookmarks, Communities, Wikis, and Files. The profile itself is for Peter Hampton, with a small profile picture. His title is 'Messaging & Collaboration Business Unit Leader UK & Ireland, Lotus Software'. Below this, it lists 'Great Britain', a phone number '1-720-663-2673', and an email address 'pete@uk.ibm.com'. At the bottom of the profile, there is a status box that says 'Sametime: I am available' and a row of action buttons: 'Send e-mail', 'Chat', and 'More Actions-'.

Blogs	Profile	Activities	Bookmarks	▼
Communities	Wikis	Files		

 **Hampton, P (Peter)** 



Messaging & Collaboration Business Unit Leader UK & Ireland, Lotus Software

Great Britain

1-720-663-2673

pete@uk.ibm.com

Sametime: I am available

 [Send e-mail](#) |  [Chat](#) | [More Actions-](#)

THANK YOU

Lotus knows.

Smarter software for a Smarter Planet.

Thank you

Pete Hampton
pete@uk.ibm.com



lotusknows.com