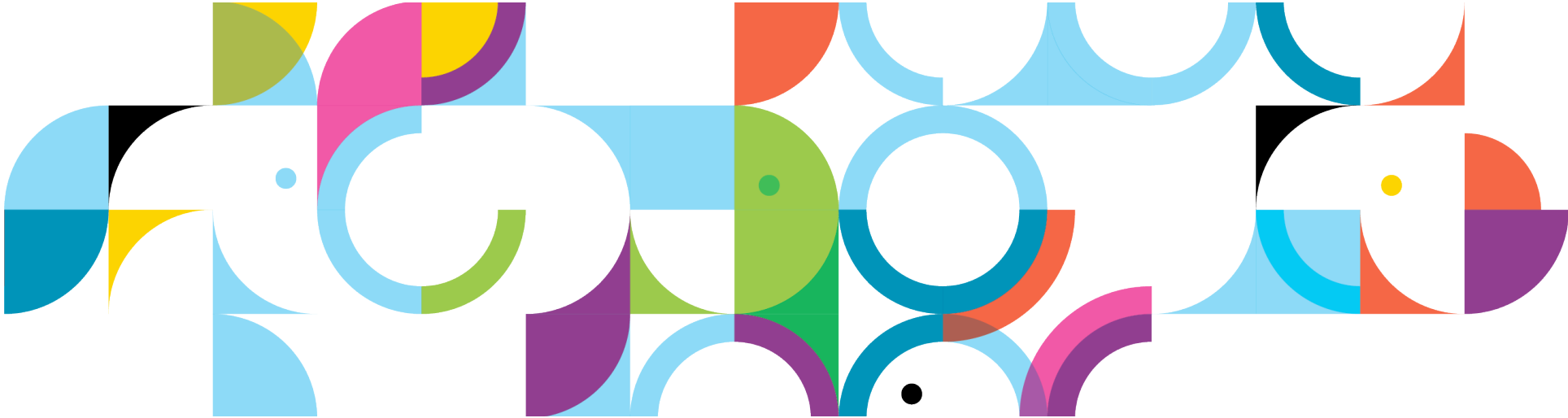


From liking to leading





Jon Mell

Social Software Sales Leader, IBM Europe

London, United Kingdom | Internet

Current **Social Software Sales Leader, IBM Europe at IBM**

Past Head of Consulting at Headshift

Sales and Marketing Director at Trovus

Software Technical Sales and Services Manager at Logicalis

[see all](#) ▾

Education Cambridge University

Recommendations **7** people have recommended Jon

Connections **500+** connections

Websites [Blog](#)

[Facebook](#)

Public Profile <http://uk.linkedin.com/in/jonmell>

Share

PDF

Print

Summary

European Sales leader for IBM Social Software. I have been involved in the field of social and collaboration tools for over 10 years, and prior to IBM ran the consulting team at Headshift, part of Dachis Group.

Specialties

Social software, social business, Enterprise 2.0, Web 2.0, portal, sales and technical management, management, technical strategy, rich internet applications, cultural change, knowledge management, collaboration



jonmell

@jonmell

Social software sales leader for IBM Europe. Basketball coach. Views are my own and not IBM's.

iPhone: 51.500653,-0.113253 · <http://jonmell.co.uk>

Edit your profile

3,732 TWEETS

2,369 FOLLOWING

2,200 FOLLOWERS

Tweets

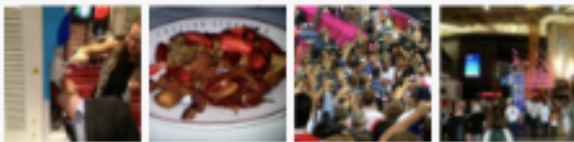
Following

Followers

Favorites

Lists

Recent images



© 2012 Twitter About Help Terms Privacy
Blog Status Apps Resources Jobs
Advertisers Businesses Media Developers

Tweets



Alan Hamilton @alanghamilton

22h

Using a wiki to write a sales proposal wp.me/p1kVy7-6V

Retweeted by jonmell

View media



Darth Vader @DepressedDarth

24 Sep

Hate leads to the Dark Side, if you hate Monday, there's never been a better time to join.

Retweeted by jonmell

Expand



jonmell @jonmell

24 Sep

@jmilleruk hi John good to see you last week. You might be interested in this hands-on #Connections4 session in London ibm.co/Tp1OIL

Expand



jonmell @jonmell

19 Sep

. @spradders - he's a very serious individual pic.twitter.com/33cfFhUH

View photo



jonmell @jonmell

14 Sep

Not sure if I have ever done a #followfriday before but @IBMSocialBizUK is a great source of recent news on IBM Social Business Launch



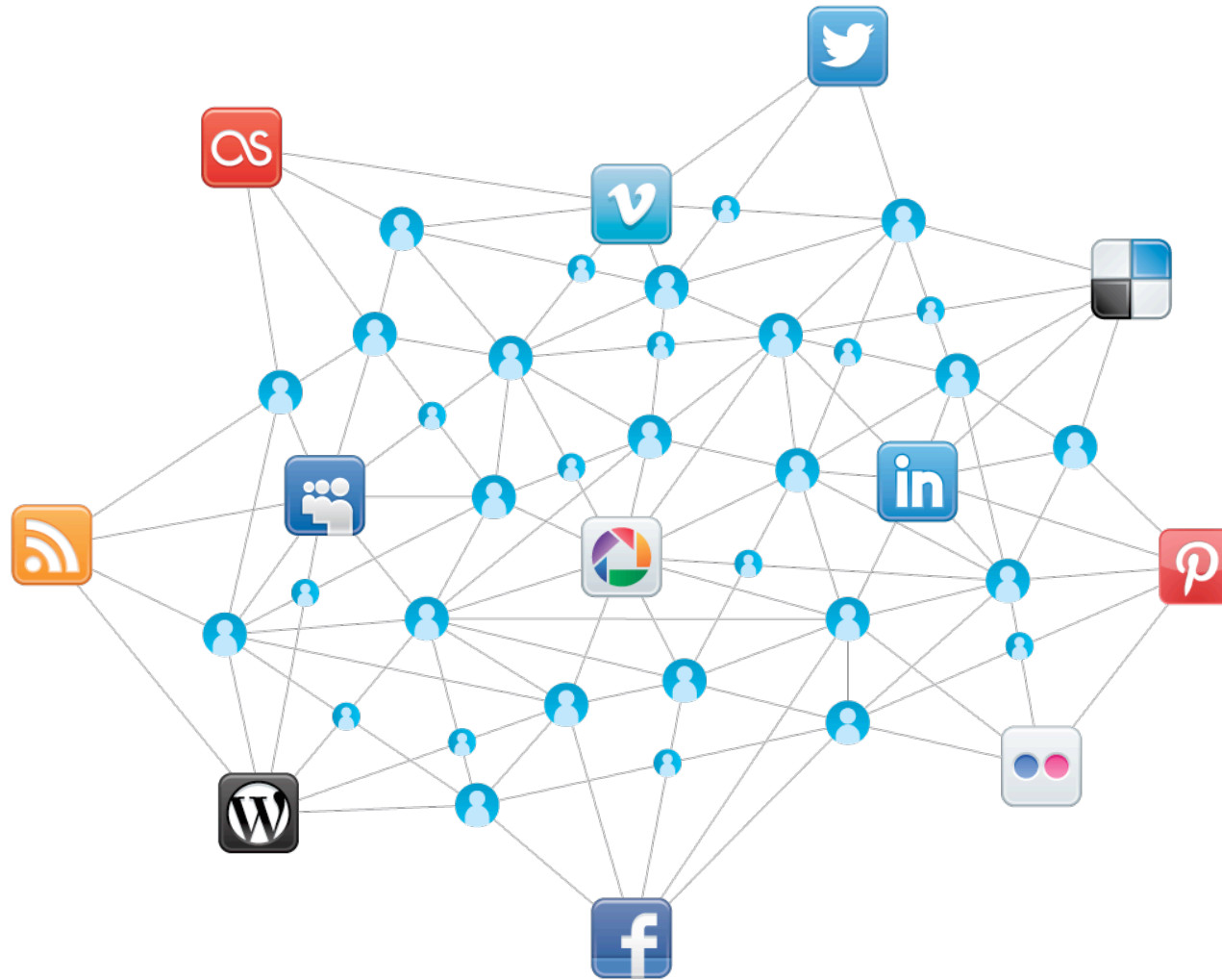


quickmeme.com

With e-business our use of the internet went through a fundamental transformation which changed how we conduct business forever



The social media revolution is changing the way people interact and creates new relationships leveraging the social graph



Three shifts are creating an opportunity for social technology to create real business value



Pressure to build and share expertise for competitive advantage



Increasingly influential and vocal customers



Growing demand for 24/7 and mobile connectedness

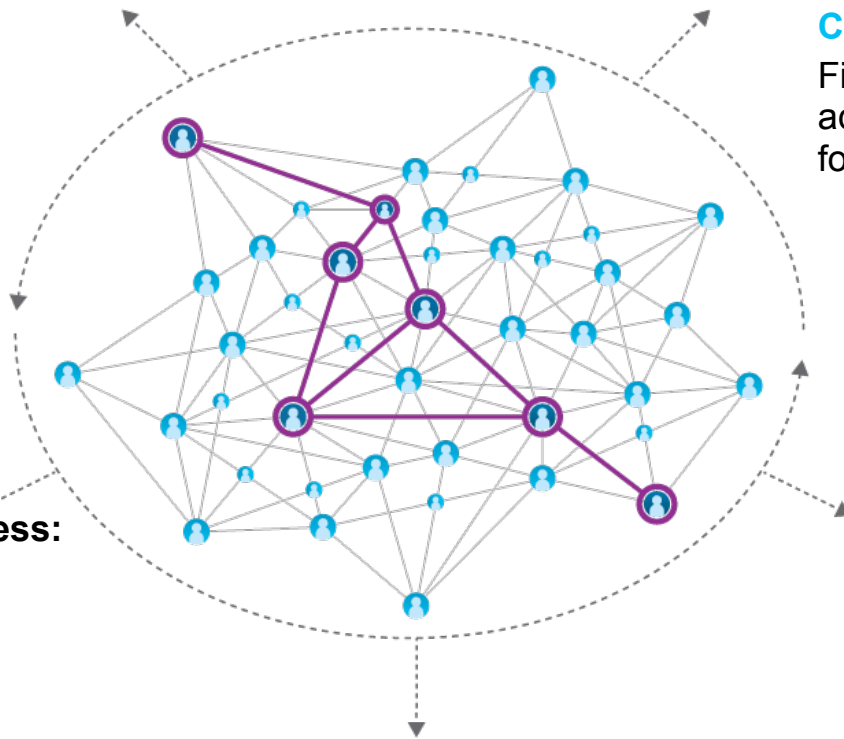
Social media and the emergence of social graphs is illustrating opportunities for competitive advantage by integrating social into business processes

Market Management Process: Marketing

We can now do market segmentation in real-time.

Critical Situation Process: Customer Service

Find who can best help me address this urgent problem for my client



Software Deployment Process: IT

Find the technical expertise to fix an error in our ERP system.

Talent Management Process: HR

Anticipate and react competitive poaching of top talent

Lead Development Process: Sales

Use predictive analytics to gather insights into what customers will buy next

Leaders in every industry are leveraging Social Business technology to disrupt their industries and create competitive advantage

Social Business: From Liking to Leading

Activate the workforce

Improve productivity and unleash innovation by tapping into the collective intelligence inside and outside their organizations

Create a smarter workforce

“When the right people engage with the right community, they can change the way business works”

Delight customers

Increase loyalty, advocacy, and revenue by listening, analyzing, and acting upon new insights to anticipate individual customers needs

Create exceptional customer experiences

“When customers are engaged on their own terms, you create more than a sale, you create an advocate”

To become a social business, leaders must define the right problem to address and develop a purposeful and deliberate plan

1. Core business processes

Sales

Marketing

Customer Service

HR

Product and Service Development

2. Foster trust and transform culture

Create a shared vision of the culture

Design social work practices into existing business processes

Align adoption strategy and measurements with organizational culture

Manage to a new way of working, thinking, trusting and engaging customers

A secure and scalable social platform is essential to empower the transformation of core business processes

3. Platform for social business

Social Networking

Services are presence indicator, meetings, mail, blogs, wiki's, other

Social Analytics

Services are sentiment analysis, web analytics, smart filtering, other

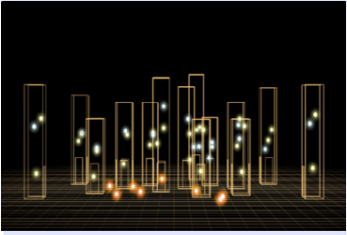
Social Content

Services are web content editing, enterprise content management, shared files, folders, other

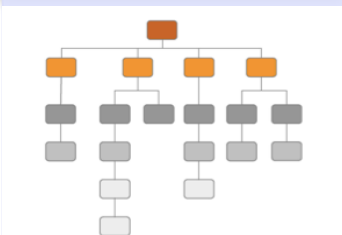
Process, Governance, Security & Lifecycle Management

Traditional Collaboration Model & Business Pain

Div / Silos



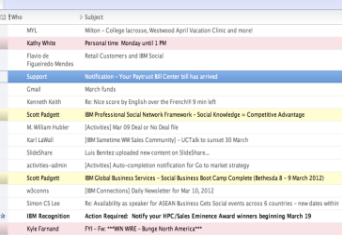
Org Chart



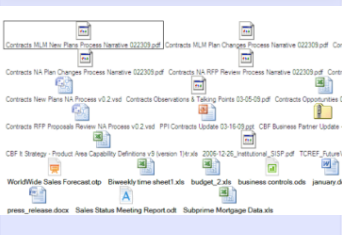
Taxonomy

[DB2 pureScale](#)
[DB2 for LUW](#)
[DB2 LUW for SAP](#)
[DB2 Connect](#)
[Informix](#)
[solidDB](#)
[Cloud Computing](#)
[Database Tools](#)

E-Mail



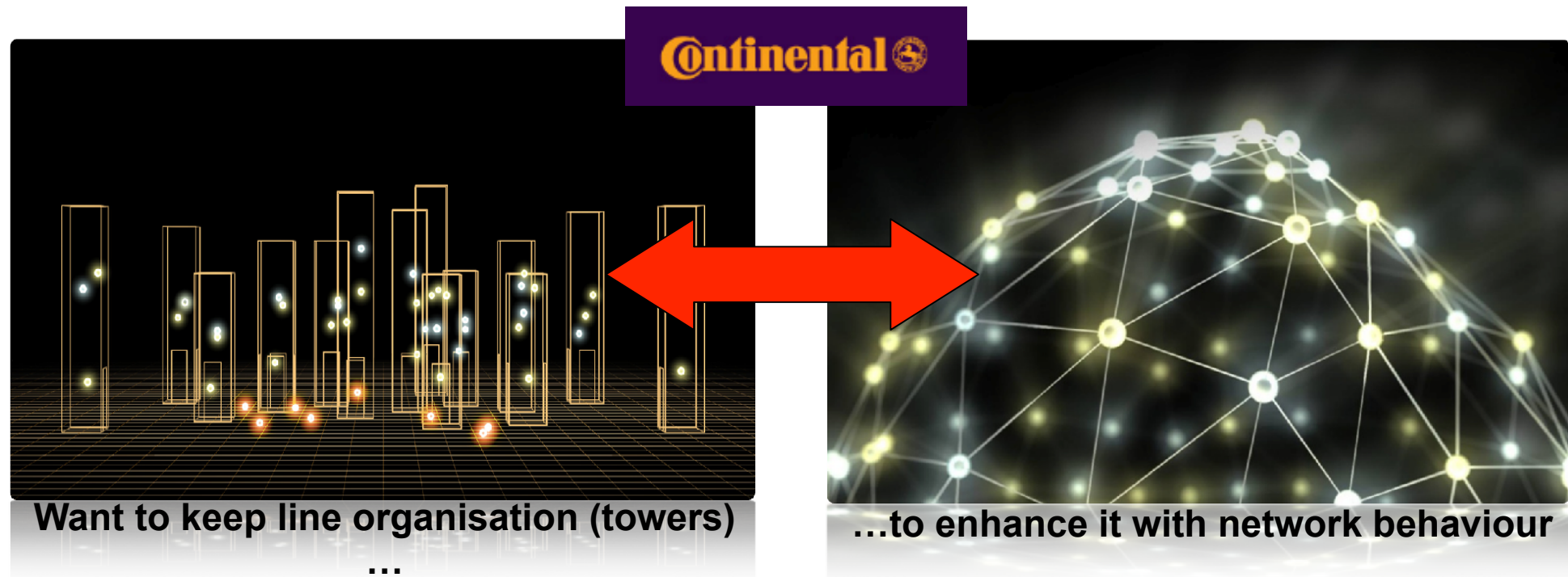
Documents



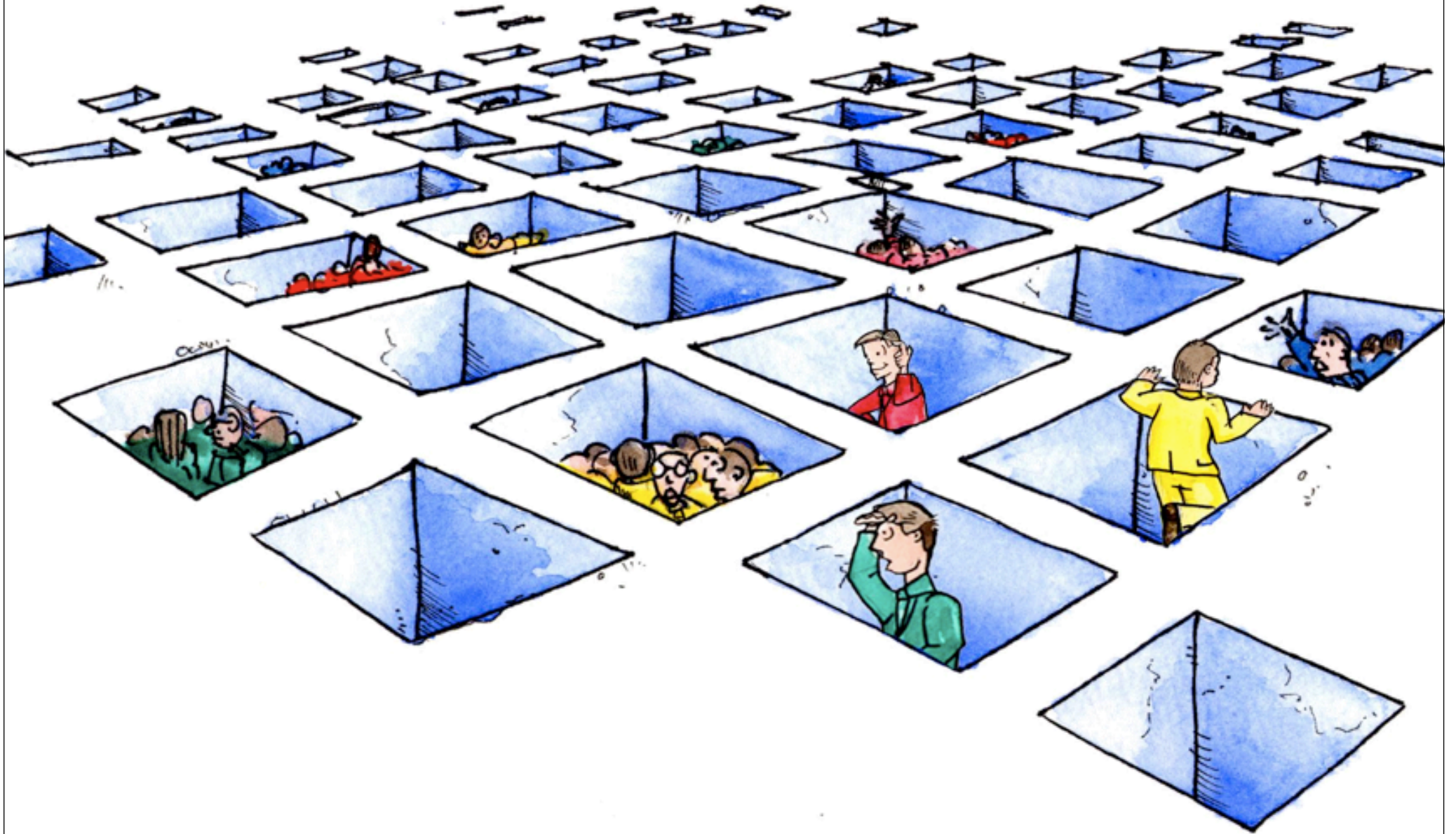


**structures that dampen network effects
get worse the more people use them**

Drive Company “Growth” with new “Network Behavior”



“Switching between both our line organization’s towers and network behavior quickly: THAT is our way into the future.... This potential will be our major source of growth in the future”





Organic

IBM Collabora...
340 Entries | Joyce Davis
Updated Jan 19
★ 81 | 83



Folksonomy

announcement center
competition competitive
data db2 exadata
governance ids iis info
information informix
informix-ultimate-wa
rehouse-edition informix-w
arehouse-accelerator

Conversational Web

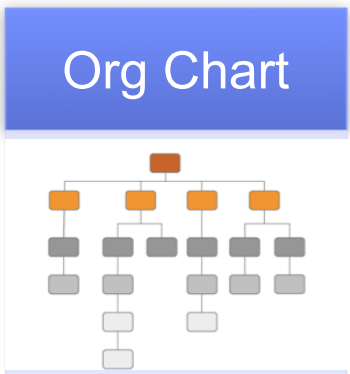
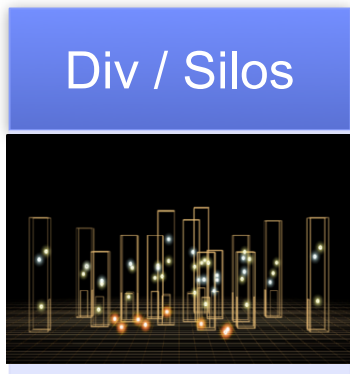
SHARE = Value

Share Add to Folders Follow Add Comment

Description: No description for this file
Size: 176 KB (1.29 MB including all versions)
Download this file

Comments (2) About this File Folders Sharing

Social Business Platform



Taxonomy

[DB2 pureScale](#)
[DB2 for LUW](#)
[DB2 LUW for SAP](#)
[DB2 Connect](#)
[Informix](#)
[solidDB](#)
[Cloud Computing](#)
[Database Tools](#)

E-Mail

Documents



(no status set)

Tags

Add tag(s) to this profile

Tagged by 6 people:

- awesome 1
- bluethx_recipient 1
- cognos 2
- demo 3
- demos 1
- lotus 4
- master 1
- tag:demo 1
- tag:demonstration 1
- tag:demonstrator 1
- tag:technical 1
- tag:work 1
- team 1
- thanks_award 1
- tiger 3

Brichacek, George F.

IBM employee, Regular
IBM USA
 IBM Software Group, Worldwide Sales
 Worldwide Collaboration Tiger Team - Lotus Software
IBM Brand Professional: General
 71 S WACKER DR CHICAGO, IL, United States
 Building: 0155 | Floor: NA | Office: MOBILE
 1-720-663-2090
gfbrich@us.ibm.com
 Local Time: 3:57 PM
 IM: No Sametime status available

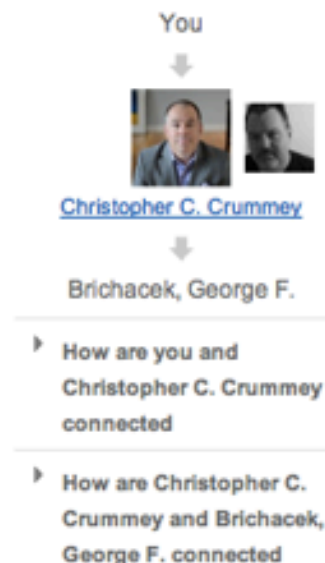
- Send E-mail
- Invite to My Network
- Follow
- Download vCard

- The Board
- Contact Information
- Expertise
- Recent Posts

Write a message on this profile board.

- SWG Technical/Raleigh/IBM *FUNCTIONAL-ID*** wrote Dec 30 2011
We just sent you an invitation to join our network.
[Add comment](#)
- ZAHIDI, SYED** wrote Dec 15 2011
Hi. I'm re-building my connections network since I've switched Notes Ids/Connections Profiles... You were on my old profile.. Please Accept the invite to the new one... :) ...
[Add comment](#)
- Brichacek, George F.** Setting up Rational Team Concert and Connections...they have some really nice widgets. Dec 7 2011
[Add comment](#)

Who Connects Us?



Report-to Chain



Network

A large flock of birds, possibly terns, is captured in flight against a clear blue sky. The birds are scattered throughout the frame, with some appearing as distinct silhouettes and others as smaller specks. The overall scene conveys a sense of movement and collective action.

**structures that harness network effects
get better the more people use them**

Global Initiatives ▾
Shift Apps ▾

Home
Profiles ▾
Communities ▾
Apps ▾

Arturo San Vicente Yepiz
Settings
Log Out

My Blogs
Public Blogs
My Updates

Public Blog Entries ▾

Latest Blog Entries

Blogs Listing

My Recommendations/Votes

Tags

Find a Tag

- a alta backup borrado
- carburant cement cemex
- clinker collaboration
- creacion crm de en
- espionaje facebook folios
- france gazole global
- impresoras indexation
- información iphone it
- leadership maintenance
- management marketplace
- nanotechnology new
- news operations
- procedimiento process r&d
- review riesgos robo sap
- seguridad shift sistema
- solar status surcharge team
- transport usa usuarios

Cloud | List

CEMEX Blogs

Welcome to the CEMEX Blogs

New to Blogs?

View blog entries to keep up with topics of interest to you. To participate, comment on entries or start your own blog.

Tip: Click [?](#) to see help on a specific feature or click Help to view all help topics.

[Learn More](#)

[Start a Blog](#)
[New Entry](#)

Display:

1 - 25 of 127 Page 1 | 2 | 3 | 4 | 5 | 6

Sort by: [Date](#) ▾ | [Title](#) | [Recommendations/Votes](#) | [Comments](#) | [Visits](#)

UNDERSTADING MONEY SUPPLY & ITS EFFECTS IN THE ECONOMY 0

Ricardo Omar Lopez | Yesterday 12:24 PM | 2 comments | 21 visits

Pourcentage surcharge carburant pour Septembre 2011 0 Community Blog

Pascal Sublet | Yesterday 5:57 AM | Tags: transport carburant gazole surcharge indexation | 28 visits

Cinco actitudes para reforzar nuestra seguridad y recomendaciones para los filtros de revisión en Monterrey 3

Corporate Communications & Public Affairs | Wednesday 11:18 AM | 206 visits

CEMEX Shift elected as finalist in the Management 2.0 Challenge 2

Arturo San Vicente Yepiz | Aug 30 | Tags: mckinsey harvard shift management | 1 comment | 31 visits

Featured Blog Entries

AN OPPORTUNITY OF A ...

Blog: RICARDO LOPEZ...

Ricardo Omar Lopez

4 4

Message from our CEO...

Blog: CEMEX Global ...

Corporate Communicat...

4 0

Shift tips: How ofte...

Blog: Collaboration...

Miguel Angel Lozano ...

3 1

Viernes de vestiment...

Blog: RH Central

Silvia Leticia Reyes...

9 0

Shift to start an ev...

Blog: Innovation Vo...

Jesus Gilberto Garc...

3 0

shift.cemex.com/blogs/roller-ui/homepage?lang=en_us



IBM continues to be the partner of choice for social business leaders

Leading social business in three dimensions

Dynamic

outcomes for
our clients

Differentiated

social business
engagement platform

Deep

ecosystem and
industry expertise

Dynamic

A proven track record of delivering results for industry leaders

- Benefit from our experience with leaders – Working with more than **60%** of the world's Fortune 100 companies
- Exceptional web experiences for employees and customers created with:

8

of the top 10 banks
and retailers

12

of the largest telcos

500

governments covering
all G8 nations

Differentiated

The IBM Platform for Social Business, delivering the technology required to drive business process transformation

Front End Applications

- Intranet Experience Suite
- Customer Experience Suite
- BPM Suite

Strategy & Process Integration Services

- Enterprise Strategy Accelerator
- Integration Services
- Adoption Toolkit
- Governance
- Change Management

IBM Platform for Social Business

- Social Networking
- Social Analytics
- Social Content

Process, Governance, Security & Lifecycle Management

Industry Leader in Social Software Platforms, ranked #1, for three years running and more than twice the size of the nearest competitor

Industry Leader in Business Analytics

Industry Leader in Enterprise Content Management, ranked #1



Deep

The deepest ecosystem and expertise in your industry

We have the breadth

One of the largest social business ecosystems in the world with over 39,000 partners

Bringing new, cutting-edge capabilities

In the most important social software domains including gamification, video, compliance, project management and mobility

The platform of choice for partners

Over 700 partners have business applications built on the social and portal platforms

Expertise where it matters

Thousands of experts who understand your industry, your most critical business process with real experience serving leaders in your industry

Engage with Exceptional Experiences: Spectators into Participants

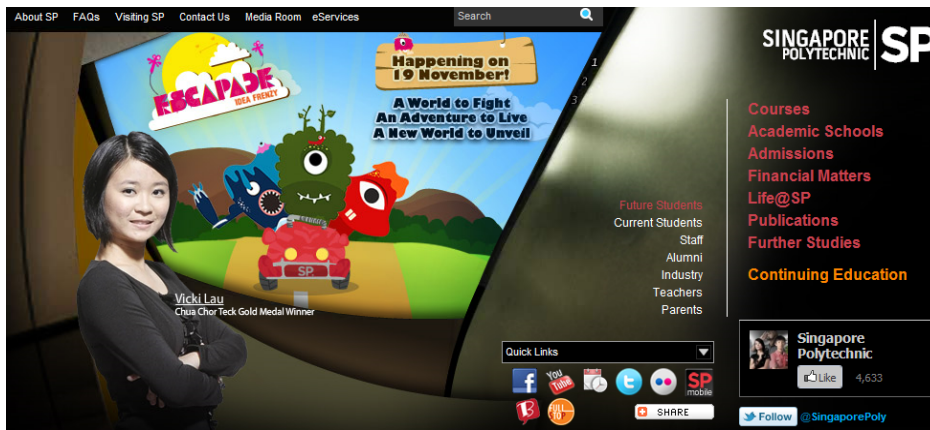
Social Gaming at AXA and IBM



Setting a standard of services at Hilton



Engaging students at SP



Social Cloud at Panasonic



OMRON

Cultural shift & tsunagi (“linkage”)

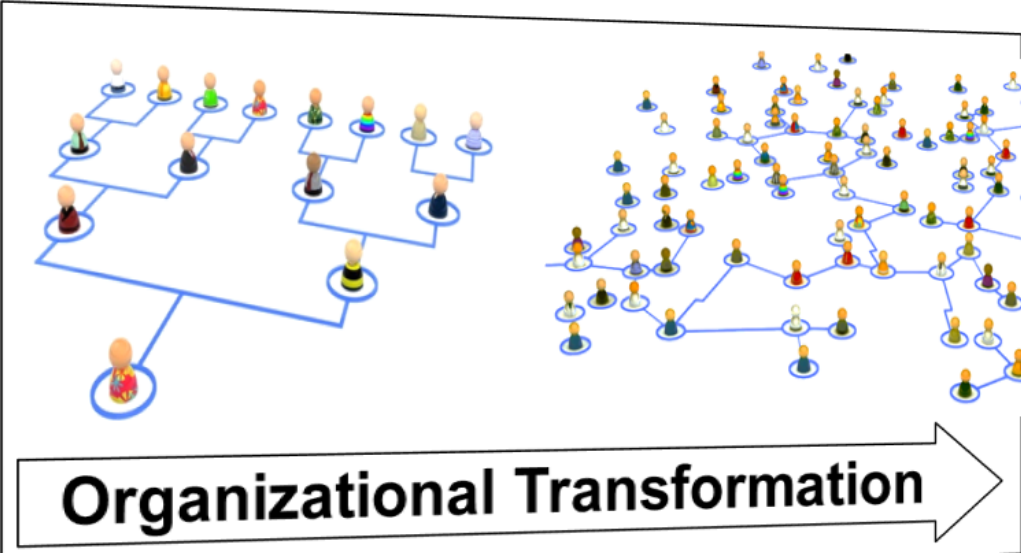
CULTURE eats strategy for lunch!

Goals:

Shift from multi-local to Pan Geographic

Integrate division model for “1 Omron to Client”

Approach & Results:



“Our ultimate goal was not just knowledge transfer from one employee to another but to transfer organizational knowledge and expertise to the customer as quickly as possible”

– Michel Min, strategic communication and e-marketing manager, Omron Europe

Roland Corporation

Enables employees and customers to informally share ideas, concepts and opinions anytime, anywhere, via mobile devices

Creating a smarter workforce

Boosts its productivity and creativity globally

Roland involved nearly 200 employees in marketing and sales, some 90 percent of them working overseas to introduce a new product worldwide easily by harnessing collaboration tools.



 Roland

Children's Medical Center of Dallas

Leading by integrating social business technology into their **patient care and disease management processes**

Creating exceptional customer experiences

75%
reduction in clinic
phone calls

Created customer advocates and redefined how they care for patients to improve patient experiences and health outcomes with private support communities



Communicating Vision

• TD Bank Examples

- Executive Social Handbook
- Conversation Guide
- Executive FAQ
- Etc.

• Key Messages

- Business Value
- Why they are doing this
- Roadmap
- What questions have been asked
- Use what tool for when

What do I Need to Tell My Team to do?

TD

- In addition to ensuring that team leaders are on-board, steps must be taken to ensure that team members are also leveraging Connections capabilities

- 1. Ensure profiles are updated**
 Update profile sections such as Photo, About Me (What I Do, Current/ Past Projects, Language Skills, Education, Community Involvement, Interests), Tags, Links
- 2. Status message**
 Update weekly or more
- 3. Establish member network**
 Add team members and other relevant group members to network
- 4. Contribute to a Community / Blog**
 Contribute to communities and blogs relevant to your business area. Use communities and blogs to keep informed on relevant business topics
- 5. Upgrade Blackberry**
 Add connections bookmark / download Connections application to device (need most recent BB Bold or Torch for optimal experience)
- 6. Learning and tutorials**
 Make use of available learning material for ESM capabilities as required

Guidelines

Be yourself: Be authentic, transparent and accountable

Be open: Invite other perspectives and respond to ideas; expand your knowledge base

Listen before you talk: Understand the context before you contribute – who are you talking to and what is the culture of the Community?

Everyone is a peer: Respect your colleagues

Be valued: Aim to add value through your contributions

Be part of a Community: Don't just talk at people through your profile – engage in meaningful two way dialogue

Be active: Build your personal brand; maintain your online presence

Why are we Implementing Connections?

TD

- Without an integrated online experience that leverages social media and networking capabilities, TD will be at a disadvantage in achieving its strategic objectives in Canada and the US
 - Our employee expectations for an extraordinary place to work are growing and we need to grow with them
 - After significant enterprise growth, our need to keep our employees connected has surpassed our online capabilities
 - The war for talent is ramping up and our competitors are aggressively pursuing stronger enterprise social capabilities
 - The employee experience is integral to a legendary customer experience, supporting employees find the right people and information to service customers with ease

Connect

- Locate expertise
- Establish teams
- Build your network

Collaborate

- Collaborate on documents or solutions
- Share knowledge
- Resolve critical cases
- Develop new ideas

Communicate

- Read corporate and business line news
- Keep up to date with new content
- Seek assistance or feedback

Cultivate


- Develop your brand
- Learn and develop your self
- Onboard and mentor

Did You Know?

- Organizations that installed social media tools internally found a median 20% increase in employee satisfaction¹
- Information workers prefer newer communication tools, over more traditional ones like e-mail or team workspaces²

¹How companies are benefiting from Web 2.0, McKinsey Global Survey Research, McKinsey Quarterly, September, 2008
²EC: We Listen, Elizabeth, "Social Technology & an Innovative Incentive can Increase Employee Productivity", The Knowledge@Work, 22 January, 2010, Web.

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 Home

Getting Started

▪ I'm Following

Status Updates

My Notifications

Action Required 2

Saved

Discover

My Page

Administration

I'm Following

View updates for people and things you are following, and responses to your content.

Filter By: 

Frank submitted the catering order for the Greenwell meeting

[Frank Adams](#) submitted the [catering order](#) for the Greenwell Meeting
SAP work order

Yesterday at 2:59 PM



Silanis eSignature

[Ling Shin](#) is awaiting your [eSignature](#) in the [Silanis eSignature Room](#)
Silanis eSignatures

Yesterday at 2:59 PM

I'm Following

View updates for people and things you are following, and responses to your content.

What are you working on right now?

Filter By: **All**



Frank submitted the catering order for the Greenwell meeting

Frank Adams submitted the [catering order](#) for the Greenwell Meeting

SAP work order



Yesterday at 2:59 PM

[Save this](#) | [Stop Following](#)



Silanis eSignature

Ling Shin is awaiting your [eSignature](#) in the [Silanis eSignature Room](#)

Silanis eSignatures



Yesterday at 2:59 PM



Twitter

Lucille Suarez replied to your [Tweet](#)

Thanks for sharing that article, Jas!

Twitter



Yesterday at 2:59 PM

Frank submitted the catering order for the Greenwell meeting

New Service Order

New catering order for Renovations

[Download](#)

[More](#) ▾

[Overview](#)

[Categorization](#)

[Actions](#)

[Edit Order Info](#)

[Change History](#)

[Transaction History](#)

Description

New catering order for GFS

Priority/Status

Medium ▾

Open ▾

Component

Product ID

4356

Object



[Escalate](#)

[Service Order](#)





Connections Mail

Reduce
redundant work

The screenshot shows the IBM Connections Home Page in a Firefox browser. The page title is "Getting started with IBM Connections". A "New Message" pop-up window is overlaid on the right side of the page, displaying a list of messages. A yellow callout bubble points to the mail icon in the top navigation bar, with the text "Access mail & calendar". Another yellow callout bubble points to the message list in the pop-up, with the text "Read & respond to mail". A third yellow callout bubble is located in the bottom left corner of the screenshot, with the text "Backend is flexible: Domino or Exchange". The browser's address bar shows the URL "https://shimcon81.notesdev.ibm.com/homepage/web/gettingStarted/?noSPNEGO". The taskbar at the bottom shows the system tray with the date "4/4/2012" and time "5:17 PM".

Access mail & calendar

Read & respond to mail

Backend is flexible:
Domino or Exchange



Social Analytics

Discover what and who you should know

- Personalized, smart recommendations for the People, Community and Content **you** should know
- Based on your Profile, tags, social network, and actions
- Found in Home page, Profiles and Communities

• **Status Updates**

Trending ?

all **app** blue **connections**
connections-mail **feedback**
 file first following **forum** **go-to**
 help **mail** next opportunity
 page status swg team **test**
 video was

Recommendations

- IT Professionals** x
1 related person
- Social Marketing Community** x
4 related people
- Sales Room** x
1 related tags
5 related people

Previous Next

Things in Common

- Communities (3)**
 - Better Living
 - Project Planning
 - Greenwell Product La...
- Discussions (2)**
 - What is the project ...
 - Feedback on new mark...

Do You Know

Samantha Daryn

[Invite to connect](#) [Remove](#)

- You share a forum thread
- You share some colleagues
- You are in a community together

Who Connects Us?

How are you and Frank Adams connected

- You are colleagues
- You share 3 activities
- You co-edited a wiki
- You shared a file with Frank Adams
- Frank Adams shared a file with you
- You share a forum thread

How are Frank Adams and Samantha Daryn connected

- They are colleagues
- They share an activity
- They share a forum thread



Community Metrics

Understand
community adoption

- Reports / dashboard to monitor adoption and community vitality
- Comprehensive set of metrics of all Connections services and page views
- Targeted Users
 - Business Owner / IT Owner
 - Community Owner
- Supports extensibility
- Flexible drill down and data slicing
- Create custom reports or modify existing ones

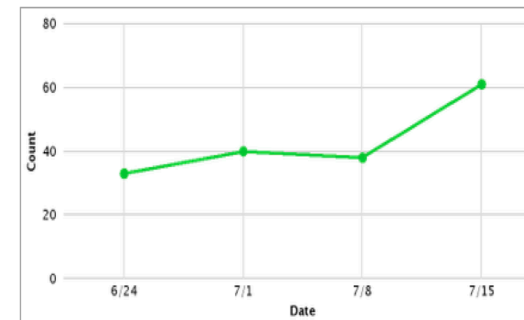
Participation

Leaders need to know how many people contribute and consume content in the community. Participation metrics answer questions like, "How many wiki pages were created in the past year?"

Number of visits

[View table](#)

For each segment (day, week, month, or year) of the selected time period, displays the number of visits to this community, including anonymous users and repeat visitors.



Metric	Total	Max
Number of visits ?	172	--
Number of unique contributors ?	--	6
Number of new updates ?	71	--
Number of unique people following the community ?	--	0

[View More](#)

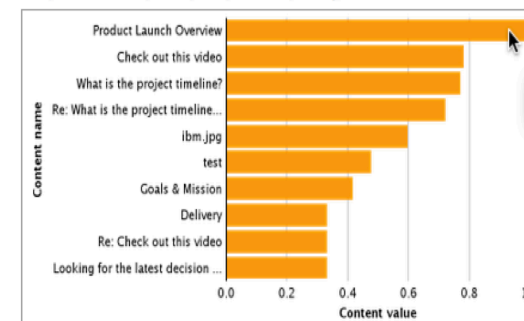
Content

Leaders need to know about the content that is shared in the community and the type of value it brings to members. Content metrics answer questions like, "Which content do members value most?"

Most active content

[View more detail](#)

For the selected time period, displays content in this community ranked by usage, based on visits, content creation, follows, Likes, comments, and replies.



Metric	Total
Most active content ?	--

[View More](#)

Content name = Product Launch Overview
Content value = 1



Social Bridging



*Bring external
content in*

- Support collaboration between suppliers, customers, and employees
- Bridge internal/external collaboration to provide the correct answers in a timely manner

The screenshot displays the IBM Connections Forums page for the 'Greenwell Product Launch' community. The main content area shows a post titled 'What do you think about this video?' by Pierre Dumont, dated Jul 20. The post includes a video player showing an iPad app demo. A yellow callout bubble points to the video player with the text 'External content can be discussed internally'. The interface includes a navigation menu on the left with options like Overview, Recent Updates, Status Updates, Members, Related Communities, Forums, Ideation Blog, Files, Blog, Events, and Feeds. The top navigation bar includes links for Home, Profiles, Communities, and Apps, along with user information for Pierre Dumont and a search bar.



Mobile Apps

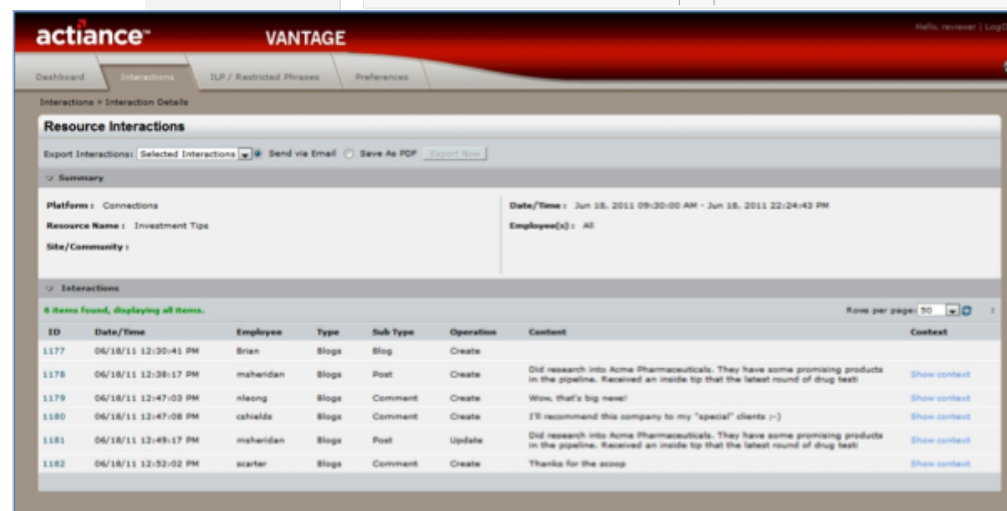
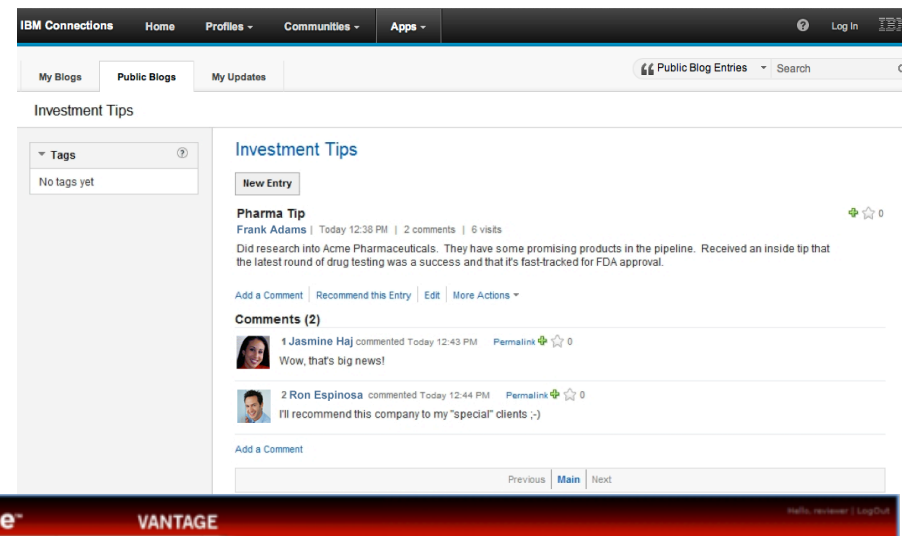
*Anytime, anyplace
access to your network*

- Tablet App Capabilities
 - Full iPad Support
 - Media Gallery – upload photos/videos from your device (iPad 2 or later)
 - Access Ideation Blogs
 - Hyperlinks in Status Updates
 - Improved Home screen navigation style
 - Saved login information in native app
- Download native app from iTunes App Store



IBM Connections and Actiance Vantage for Compliance

- All Connections posts, comments, blogs, etc will be logged instantly and made available for eDiscovery
- Vantage™ for IBM Connections helps organizations to manage compliance across all IBM Connections apps
- Real time integration captures all actions instantly:
 - Real-time content monitoring
 - Support keyword blacklist
 - Granular policies to map compliance requirements by user type
 - eDiscovery via full web UI
 - Send alerts via email, e.g. when user posts content with blacklisted phrases





IBM Connections and IBM WebSphere Portal



Creating Social Web Experiences

- Drive innovation and improve collaboration through socially-infused experiences
- Allow users to find the right people
- Enable customers to provide feedback
- Incorporate Connections Apps: Activities, Blogs, Bookmarks, Profiles, Wikis, Tag Cloud
- WebSphere Portal V7 customers are entitled to IBM Connections Files and Profiles
- Download at <http://ibm.biz/BdxFWR>

The screenshot displays the IBM Connections user interface with several overlapping panels:

- Profiles:** Shows a list of user profiles, including Lucille Suarez, with options for status updates and comments.
- Activities:** Features a 'Start an Activity' button and filters for 'My Activities' and 'All'. It lists activities like 'Region' and 'Q2 Sale'.
- Blogs:** Includes a 'Start an Activity' button and a list of blogs, such as 'Smarter Buildings' by Ideaation Blog.
- Bookmarks:** Has a 'Add a Bookmark' button and a list of bookmarked items like 'IBM - A S...', 'IBM Lotus', and 'Online col'.
- My Wikis:** Contains a 'Start a Wiki' button and a list of wikis including 'Smarter Buildings', 'Smarter Planet', and 'ZetaBank Smarter P'.
- Tags:** A tag cloud showing various keywords such as '2011 4tora adoption ajax android api apple blackberry blog blogs', 'bookmarks business casio cloud collaboration community connections', and 'del.icio.us-import demo design developerworks development dogear'.



Community Pages for IBM WebSphere Portal



Infusing Social into Portal pages

Exposing IBM Connections Communities

- Social data is surfaced through the portal user interface linking multiple pieces together, such as Blogs and existing business content
- Combine Connections Community content with existing applications and media
- Personalize social content to deliver a highly engaging, personalized experience
- Connections Profiles business cards available for user profiles on the web site

Extensible via Web Experience Factory

- Code provided by IBM for further customization and enhancements needed for your web experience
- Download at <http://ibm.biz/BdxFWR>

The screenshot shows a web portal page for the "Retirement Planning Community". The page layout includes a navigation bar, a main content area with a featured blog, and several sidebars. Callouts highlight specific features:

- Combine Social Portlets alongside web content and applications:** Points to the top navigation area.
- Participate in Community Blogs:** Points to the featured blog section.
- Browse through Community Media Gallery:** Points to the media gallery sidebar.
- Wire in tags for quick search links:** Points to the tags sidebar.
- Include existing additional resources:** Points to the additional resources sidebar.

The page content includes:

- Overview:** Retirement Planning is a community that is facilitated and moderated by Open Financial Network Bank. Owned and moderated by Dan Misawa. Join this Community.
- Tags:** funds (5), technical_analysis (4), income_plus (4), long_term (2), compound_interest (1).
- Featured Blog - Retirement Planning:** "Fine-tuning Your Investment Portfolio" by Dan Misawa (July 24). Tags: funds, technical_analysis, retirement. Comments (2).
- Comments (2):** 1. Sam Curman (Jan 10 2011) - Great article. 2. Evelyn Stanwood (Jan 9 2011) - I learned so much!
- Related Topics:** Planning twenty years ahead (2 replies) 10:13am, IRA, SEP-IRA, ROTH - what do they all mean? (5 replies) 9:13am, Cost of living increases (1 reply) Yesterday 4:25pm, Questions to ask a potential advisor? (3 replies) Jan 27.
- Additional Resources:** Retirement calculator, Mortgage payoff calculator, Winning 401K portfolios, Finding the right advisor, How much life insurance?

Windows Explorer Extension for Connections Files

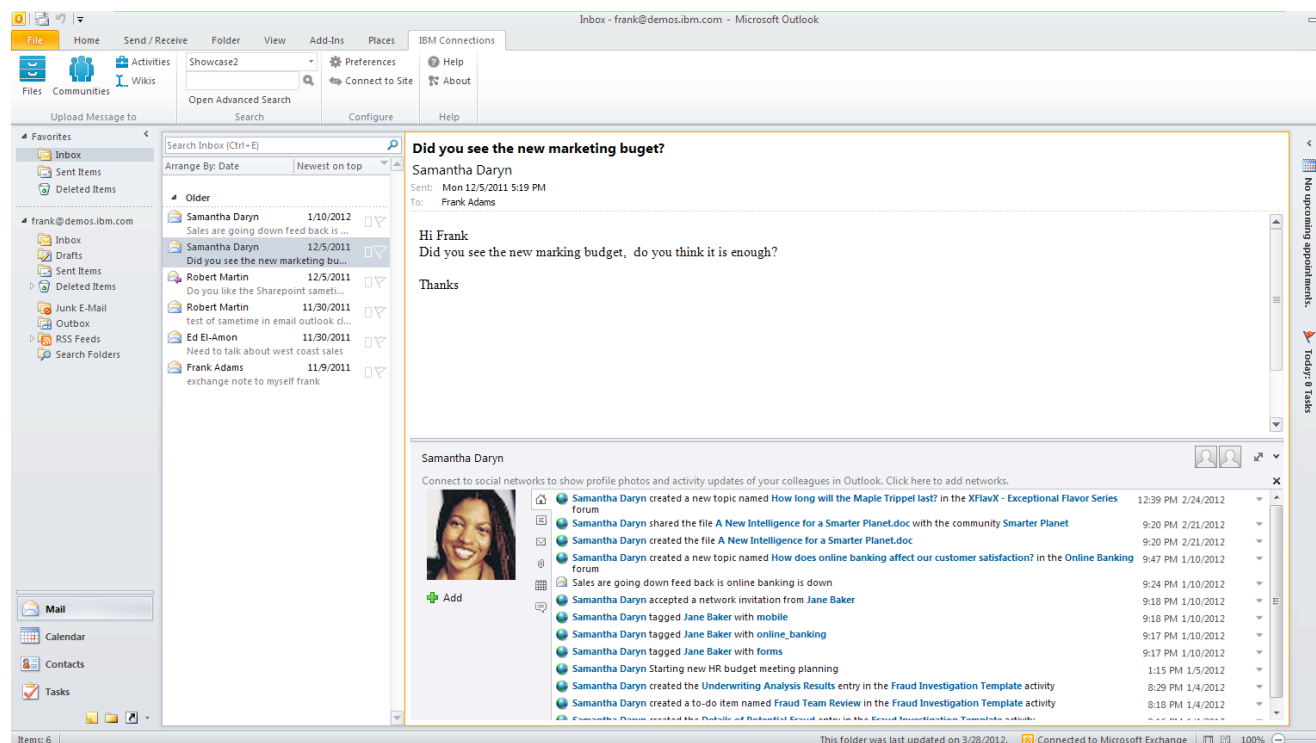
*Easily share your
personal files*

The screenshot shows a Windows Explorer window with the address bar set to 'IBM Connections > Personal Files > My Files'. The left sidebar shows the 'IBM Connections' tree with 'My Files' selected. The main pane displays a table of files with columns for Name, Sharing, Updated, Downloads, Size, and Type.

Name	Sharing	Updated	Downloads	Size	Type
AdministrativeUsers.doc	Public	8/20/2012 1:13 PM		29 KB	Microsoft Word 97
AdministrativeUsers.pdf	Public	8/20/2012 1:09 PM		17 KB	PDF File
bankmovie.mp4	Public	1/11/2012 2:06 PM	1	0 KB	MP4 Video
Decommissioning.pdf	Shared	6/28/2012 12:42 PM		62 KB	PDF File
directoryServices.png	Private	8/16/2012 2:40 PM	1	12 KB	PNG Image
Eating_Healthy_Foods_chapter_3.pdf	Public	1/27/2012 5:20 PM	3	298 KB	PDF File
fileServices.png	Private	8/16/2012 2:55 PM		9 KB	PNG Image
groupPolicy.png	Private	8/16/2012 2:53 PM		10 KB	PNG Image
IEEE Smart Grid White Paper.pdf	Shared	6/19/2012 3:39 PM		613 KB	PDF File
monitoringServices.png	Private	8/16/2012 2:52 PM		18 KB	PNG Image
New online banking forms.eml	Private	6/18/2012 6:29 PM	1	3 KB	Lotus Notes Mail
Nuclear_Safety_Report.doc	Shared	6/21/2012 12:39 PM		137 KB	Microsoft Word 97
Osgoode Coat of arms.jpg	Public	6/19/2012 10:02 PM		90 KB	JPEG Image
sample2.swf	Private	8/16/2012 11:41 AM	3	112 KB	Shockwave Flash
securityServices.png	Private	8/16/2012 2:49 PM		13 KB	PNG Image
serviceAccount.png	Private	8/16/2012 2:47 PM		8 KB	PNG Image

IBM Connections and Microsoft Outlook Social Connector

- Look up people data from Connections Profiles
- Access content available through activity feed
- Automatically syncs Social Network directory data to Outlook Contacts

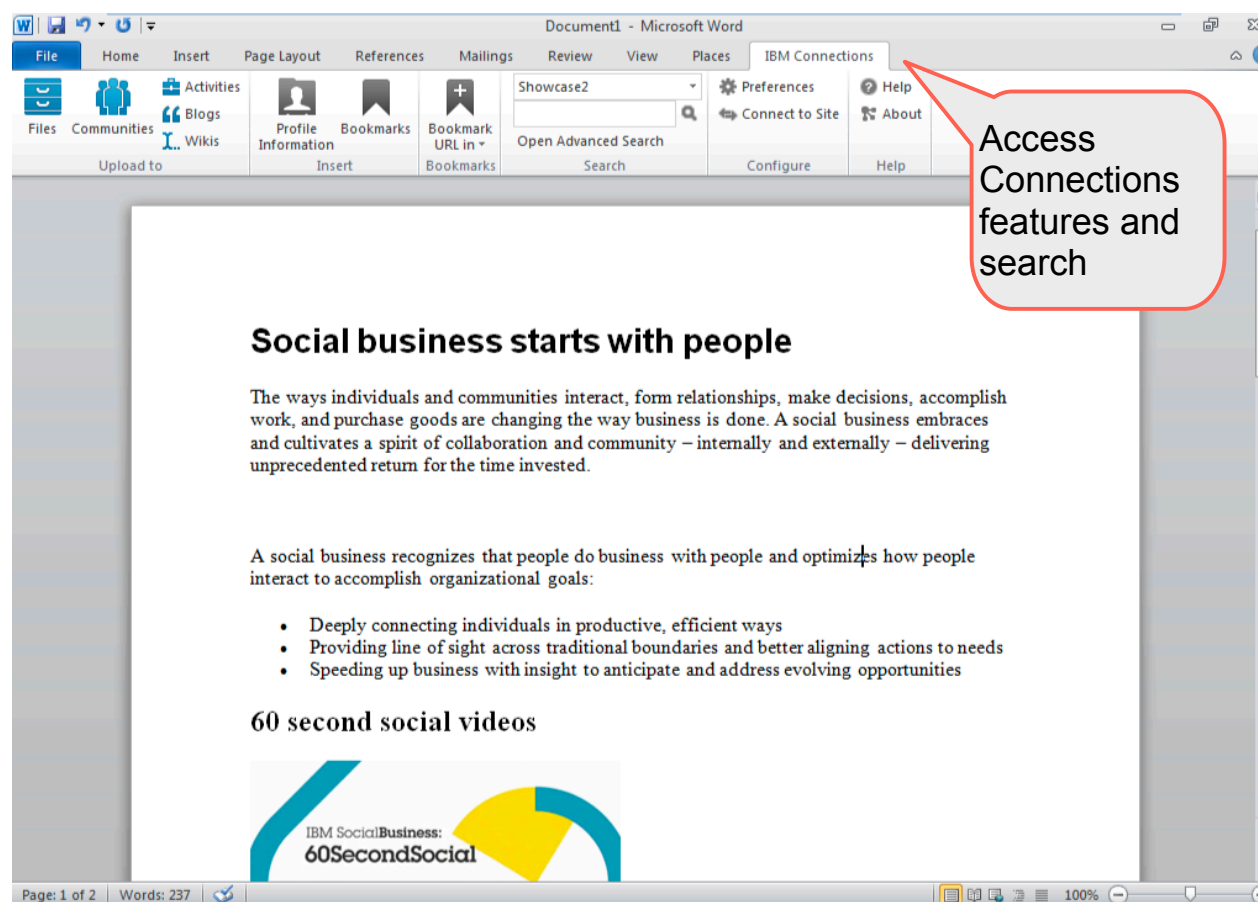


IBM Connections and Microsoft Office

Access common tasks in Connections

Use the IBM Connections Plug-in for Microsoft Office to extend your social network to your documents

- Add a document to Files, Communities, Activities, Blogs or Wikis
- Create a To-Do item in an Activity
- Create a Bookmark from a URL embedded in a document
- Insert a Bookmark or a Profile into a document
- Search for Connections content



IBM Connections and Microsoft SharePoint

Add robust social capabilities to legacy SharePoint content

- SharePoint widget available for Connections Communities
- Access and Edit Microsoft SharePoint files
- Open and add files to SharePoint Libraries from within a Connections Community
- Download at <http://ibm.biz/BdxFWE>

The screenshot displays the IBM Connections interface. At the top, there is a navigation bar with 'IBM Connections', 'Home', 'Profiles', 'Communities', 'Apps', and user information for 'Frank Adams'. Below this, the 'Communities' section is active, showing 'Greenwell Product Launch'. A sidebar on the left lists navigation options: Overview, Recent Updates, Status Updates, Members, SharePoint Documents (selected), Forums, Blog, Wiki, Media Gallery, Ideation Blog, Activities, Events, Feeds, and Related Communities. The main content area is titled 'SharePoint Documents' and includes a description: 'Community members can upload and view SharePoint documents of interest of the group.' It features buttons for 'Upload a Document', 'New Folder', and 'Go To SharePoint'. A list of documents is shown, including 'social business behavior.pdf' and 'social business_white.pdf', both updated by 'Jasmine Haj' on 'Mar 27, 2012'. A context menu is open over the first document, showing options: 'Edit Properties', 'Download', 'Check Out', and 'Delete'. The interface also includes pagination controls and a 'Feed for SharePoint Documents List' link.

From liking to leading

