

Lotus software

IBM

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SHARE 98 Session 8614
Domino/Notes Project Keynote:
Lotus Client Overview



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March 4th, 2002

IBM Software Group

Agenda

- Who is this "Alan" person?
- Lotus Overview
 - ▶ Where does Lotus fit within IBM?
 - ▶ Truth about the Market
 - ▶ Vision and Strategy
- Client Roadmap
 - ▶ Lotus Notes Client
 - ▶ Domino Web Mail
 - ▶ iNotes Family (Web Access and Outlook)
 - ▶ Domino Everyplace Mobile Family
- From IBM Research, Reinventing Email
- From IBM Alphaworks - Notes Buddy
- Summary - Things to walk away remembering

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Who is Alan Lepofsky?



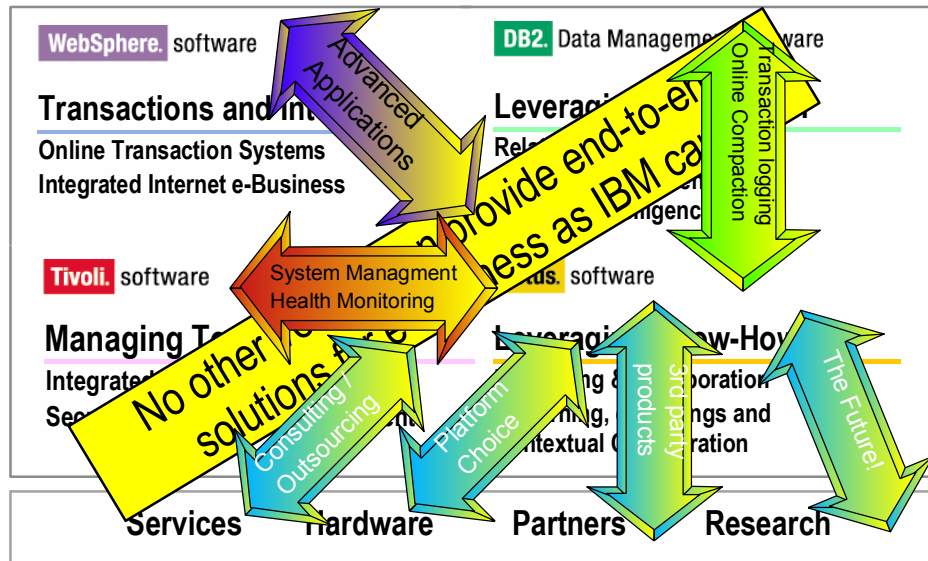
- BaSc, Mechanical Engineering, University of Toronto
- Began my "Blue Life" as a co-op student for IBM Canada in May 1993
 - ▶ Rolled out Notes 2.1a to 15,000 users in Canada
 - ▶ Moved to part of IBM's Global Notes Architecture (GNA) team
 - ▶ Moved to IBM Global Services as Domino Architect
- Moved to Lotus in March 2001 as "Minister of Communications"
 - ▶ I'm not a Product Manager, I'm not in Marketing, I'm not a Software Engineer!
- Lotus Liaison to International Notes Corporate Consortium (INCC)
- Work on Keynotes for trade shows such as DevCon & Lotusphere
- Executive Briefings
- When IBM lets me out ... I'm playing Ultimate Frisbee!



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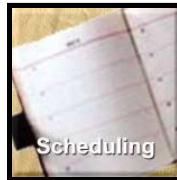


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- ▶ Let's take a look at how well this fits within the larger IBM and IBM Software Group strategy. SWG has four primary brands: WebSphere, DB2, Tivoli and Lotus. As you can see in this graphic, each is responsible - and resourced -- for a distinct area of the software market. WebSphere, which now includes MQ series, is focused on transforming businesses into e-business through integration of many systems. WebSphere Application Server (WAS) is the centerpiece here, as it is the J2EE server 'glue' that ties systems together. DB2 is IBM's relational database family, responsible for the data-intensive applications that underlie modern IT architectures, along with the business intelligence and insight that can be extracted from these massive data stores. Tivoli is focused on tools that manage and secure the disparate enterprise applications. And Lotus is focused, again, on the intersection of people and technology, and maximizing the value of the knowledge and collaboration that is human in nature. As a complete solutions provider, IBM also has the partners, services, hardware, and financing to pull it all together to meet customer needs.
- ▶
- ▶ The important thing to remember here is that these parts all work together in concert, through teaming, technology sharing, integrated market planning and common sales teams. No part is any more important than another; all are required to deliver the IBM solutions value to the marketplace.

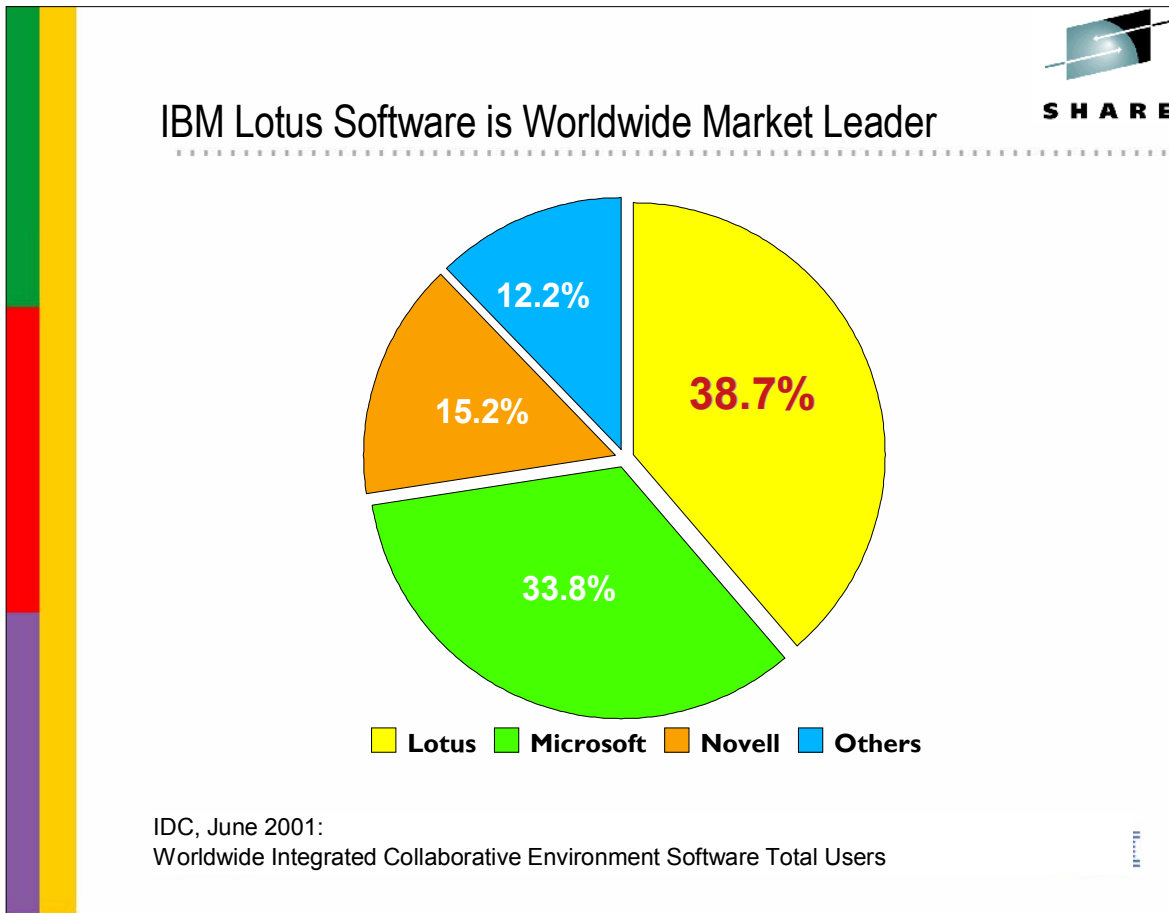
Lotus Software is...



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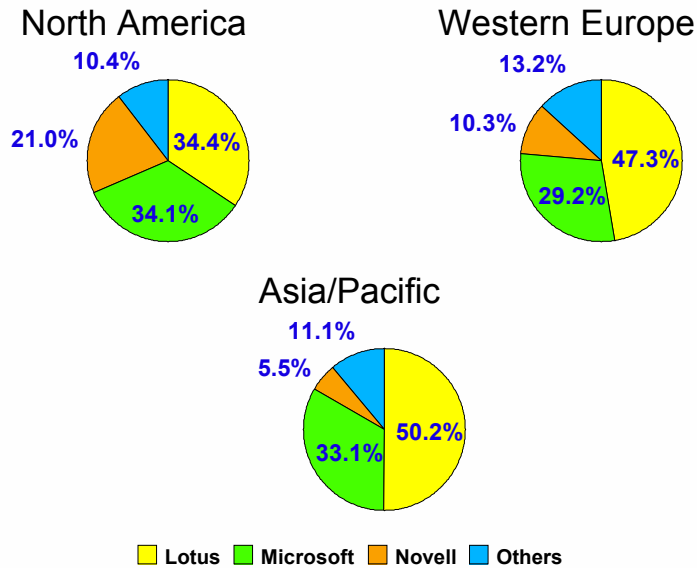


- ▶ This is the portfolio of collaboration capabilities delivered by Lotus today. Lotus provides solutions for a wide variety of forms of collaboration so organizations can distribute information and foster efficient communication among employees, customers, and partners in whatever way is best-suited to the environment, the culture, and to the business.
- ▶ IM and screen sharing - One area that has already started showing growth, this is the ability to instantly reach a person for text chat or full audio/video. It also includes online meetings, application sharing and web 'cobrowsing'.
- ▶ Knowledge and content - This is the accrued knowledge of people over time. These tools allow you to develop knowledge bases and content libraries, with full indexing and search capabilities.
- ▶ Meeting centers - This enables teams to conduct meetings where the participants are geographically disbursed without travel.
- ▶ Portals - This is a model that integrates multiple, disparate information sources for a specific purpose. Portals are important because they offer an optimized human:machine interface, and 'funnel' the information process into a human dimension.
- ▶ Online learning - This is self-contained, professional courseware that can be consumed or conducted as appropriate, with full measurement and management tools.
- ▶ Scheduling - This is the ability to organize meetings and coordinate calendars among multiple people, groups and things, across organizations and timezones.
- ▶ Workflow and Messaging - This is the intersection of e-business and traditional business, where you can inject a human action into a process, especially to handle exceptions or deliver responsive customer service.
- ▶ Mobile access - Any system that deals with people must have the flexibility to support mobile workers. This should support messaging and interaction, certainly, but also the specific applications and capabilities of your e-business.
- ▶ Expertise location - As important as making people available in the e-business process, you must make the right people available. Expertise location is a methodology that quickly matches the people skills to the business situation.
- ▶ Today each one of these is a separate product, integrated through individual APIs.



- ▶ For the entire history of the market, IDC has reported Lotus as the market share leader. Microsoft has been able to bundle and tie licenses to increase their market share, but in corporate and government entities, Lotus is the worldwide leader.
- ▶ This is especially true in Europe and Asia where Lotus leads two to one over MS, according to IDC (see next chart)

Market Dominance in Every Region



IDC, June 2001:
Worldwide Integrated Collaborative Environment Software Total Users



- ▶ And when you look at it on a regional basis, Lotus has an even greater market leadership stronghold in regions outside of NA - over 47% in EMEA and over 50% in AP.

Lotus Today and Tomorrow...

■ Vision, Goals, and Strategy

- ▶ New era in Collaboration where tools are exploited in new contexts
- ▶ Evolving customer needs
- ▶ Sustain market leadership
- ▶ Build upon our leadership

Technical Evolution

- ▶ Principles that have fueled our innovation over the years and which will continue in the future
- ▶ Benefits for customers of increasing standardization of software to lower cost of ownership
- ▶ Technical roadmap to modularization

IBM Lotus: Enabling the Minds of e-business

"Intersection of people and technology"



This is not a new set of principles
Products, offerings, capabilities and form factors
evolve and improve over time.
The underlying principles hold up.

- Collaboration
organizational structure
en
- Deliver sustainable value through
flexible and adaptable design and
standards support

Environmental Trends



Business Trends

Transformation

- Information explosion (DBs, Inboxes overloaded with e-mail)
- Enterprise value chains that extend the scope of operations, partners, and customers
- Outsourcing (moving tasks to contract workers)
- Highly competitive markets (Businesses are faced with constraints, both budgetary and technological, and a parallel rise in telecommuting)

Increasing amounts of information to share with an increasing amount of people in an increasing number of ways

Technology Trends

Web Services

- J2EE (standard body vs. company!)
- Multi-tier architecture, compartmentalized infrastructure, and reduced complexity
- Open standards (Such as Linux)
- Requirements
- Applications
- Shift to browsers/portals

New technologies come along that drive new requirements and also provide new solutions

Economic Trends

Uncertainty

- IT spending has slowed (being gauged in terms of Return On Investment Ownership)
- Focus on "profitability"
- Vendor selection is riskier as venture capitalists face risks of failed vendors and applications
- Markets demand lower share prices fall
- Spot skills shortages

Not a lot of money to spend so it must be spent wisely and errors have large repercussions

Positioned for Continued Leadership

- ▶ All of these factors point toward a new era in collaboration... dubbed '**Contextual Collaboration**' by analysts such as Meta and IDC.
- ▶ In reality, there are few vendors that have the broad array of technologies to satisfy these new demands.
- ▶ Only Lotus has a mature, evolved set of products in this space.

We expect the business-to-employee (B2E) market to be largely dominated by Lotus and Microsoft by 2004.

We believe Domino shops would be foolish to look elsewhere for their B2E and B2B mainstream next-generation collaboration requirements... but Exchange-centric organizations must examine several options.

META Group-- Collaboration: The Next Generation
November 2001

Technology Strategy



IBM/Lotus is engaged in a managed evolution of existing products...
from freestanding infrastructure applications to mix and match capabilities...
that add collaborative power to J2EE/multi-tier applications

Modularize products to
sustain leadership in the emerging
'contextual collaboration' era

Support current customer
investments while
providing a path
to new application models

Exploit **J2EE** and **Web services**
as technologies for
collaboration components

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- ▶ Within the context of environmental trends, market evolution, and IBM's overall strategy, the Lotus technology strategy becomes clear. We are poised to continue our leadership of the collaboration market through a continued, managed evolution of our application products to a set of mix and match capabilities that are appropriate in a J2EE/multi-tier world. We will accomplish this by:
 - ▶ • Modularizing products into components that can be 'dropped in' to applications, in context and appropriately formed
 - ▶ • We'll support current customer investments via continued investment in the Lotus infrastructure elements that made our innovation possible in the first place
 - ▶ • At the same time, we'll invest heavily in J2EE and Web services support to make Lotus collaboration a first-class participant in the multi-tier architectures that are being rapidly adopted by our customers

The screenshot shows the IBM w3 intranet portal. A large yellow diamond is overlaid in the center with the text: "Integration Solutions vs. Individual Products Modular Components and Standards". The portal includes sections for "Tools, Apps & Links", "e-Meetings", "Download Central", "Travel and Expenses", "e-Learning", "Awareness", and a "Scorecard" for IBM Stock (IBM). The "Awareness" section lists team members like Peter Rodriguez, Aroopratan Pandya, Anthony Insolia, Murali Narasimhadevara, Roy Lucchese, Jerry Lieberman, and Vincent Pawlowski.

- ▶ This slide shows the ‘big picture’ overview of how collaboration will evolve. This is our IBM intranet - ‘w3’ in internal terms. As you can see, it’s a personal portal, built on a standard multi-tier architecture. Yet there are several collaboration elements on this page: [click through] e-Meetings provide a list of customized links to online meetings that are of interest to the user; Calendar provides the user’s personal schedule, as well as links to inbox, to-dos etc.; e-Learning contains personalized links to suggested courses and classes for the user; and Awareness provides access to a ‘buddy list’ and directory of people, with indications as to whether they’re online and available for chat or instant meetings.
- ▶
- ▶ Now, there’s nothing revolutionary about any of these capabilities - Lotus already delivers market-leading products in all these categories. What’s new, and evolutionary, is that the capabilities are no longer presented as separate applications to the user, but contextually appropriate to the way the user works. In fact, there’s nothing revolutionary about the underlying technology either; this can be (and is) done today, using state-of-the-art integration tools and techniques, against classic collaboration infrastructure products.
- ▶
- ▶ But think for a second about this concept... If the way you look at collaboration is expanded beyond infrastructure applications to capabilities that are exposed in whatever context makes sense, then it becomes apparent that you’re not really talking about applications at all - you’re talking about services. And now you begin to see where we are going.

Lotus Domino Server

No matter which client you choose, the foundation is the server!!!

■ Enterprise Strength

- ▶ Reliability to 99.999%
(clustering, transaction logging)
- ▶ Availability
- ▶ Scalability
- ▶ Consistent Architecture

■ Flexibility

- ▶ Multiple Server Platforms
- ▶ Choice of client
- ▶ Full Mobility and offline

■ Unmatched Security

- ▶ Built in PKI
- ▶ No virus attacks
- ▶ End to end encryption
- ▶ Local data protection

■ True Collaboration

- ▶ Sametime, Quickplace, etc...
- ▶ Rapid Application Development
- ▶ Open and Integratable
- ▶ Evolving with the market

Lotus Client Strategy

- Develop a product family that matches different user roles, responsibilities, and work styles to the right client.
- Extend the collaboration capabilities of Lotus Domino platform to any type of user, so each business users anytime, anywhere.
- Enhance the performance and position of Domino & Notes and deliver the next generation of clients.

**The power to work
the way you want!!!**

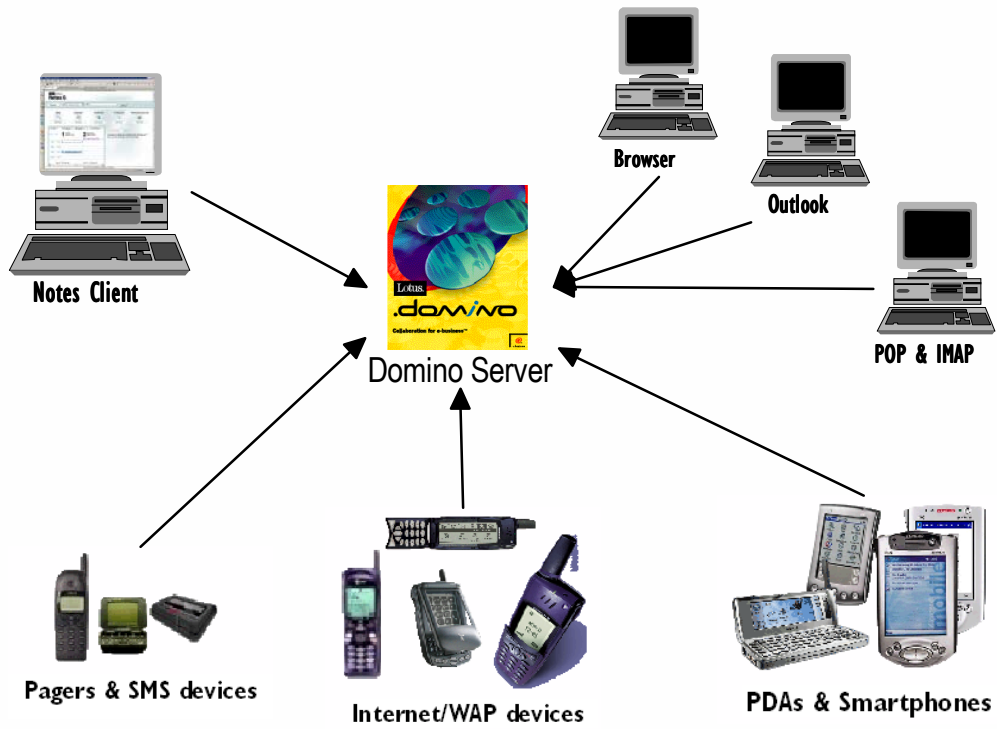
Lotus Client Strategy

- Messaging as the foundation to 24x7 operations
- Dramatic growth for handheld computing & wireless data
- Increased focus on web-based services
- Continuing need for organizations to leverage advanced collaboration services to remain competitive
- Continuing use of Intranet and Extranet portals as a means to contextualize information
- Increased focus on cost and value

Three Tier User Model

- Tier 1
 - ▶ Office and mobile user
 - ▶ Uses mail, tasks, contacts, C&S, and collaborative apps
 - ▶ Needs awareness and accessibility when mobile
 - ▶ High volume of messages that require action
- Tier 2
 - ▶ Office-based user, some of which are mobile at times
 - ▶ Uses mail, tasks, contacts, C&S, and some collaborative apps
 - ▶ Medium volume of messages, typically for info only
 - ▶ Messaging is a part-time job
- Tier 3
 - ▶ Office/non-Office worker (manufacturing, agent, retail, etc.)
 - ▶ Shares work space or computer with others
 - ▶ Uses mail and contacts only
 - ▶ Low volume of messages, primarily for info distribution

Anytime, Anywhere



Notes 6 - Design for Innovation and Evolution

- Premier mail, calendar & scheduling, and task management client.
 - ▶ Highest functionality & performance, Installed client minimizes server load, Optimized for Win32 & Mac platforms
- Industry leading security
- Improve ease of use and end-user productivity
- Tight integration with Operating System
 - ▶ Drag and Drop, Re-sizable Dialog Boxes
- Strengthen replication and mobility features
 - ▶ Roaming and multi-user support, shared mail objects, centralized directory
- Enhance performance
 - ▶ Reduce Memory Use, Multitasking
- Streamline deployment and administration
 - ▶ Control via Policy Based Management, Web Admin, Quota Enforcement, Message Journaling, and Automatic Client Upgrading
- Customizable!!!

Notes 6 - Feature Areas

- **User Interface**
 - ▶ Window Tabs, Dialog Boxes, Toolbars, Status Bar
- **Welcome Page**
 - ▶ Basics, Frame-based, Page-based, Set-up Wizard
- **Bookmarks**
 - ▶ Startup, History, Multiple Select, Search, Workspace Style
- **Mail**
 - ▶ Management (rules, colors, unread docs), Attachments, Multithreading, Archiving
- **Editor**
 - ▶ Text/Paragraph borders, Table Enhancements, List/Table Sorting
- **Calendar and Scheduling**
 - ▶ UI, Navigation, Sametime, Timezones, Edit in Place, Drag and Drop, To Do
- **Personal Directory**
 - ▶ Business Cards Forms, Birthday View, vCards
- **Replication**
 - ▶ Drag & Drop, Doc/Attach Size Options, Streaming, Compression

Welcome - Lotus Notes

File Edit View Create Actions Text Window Help

Welcome

Click here for Welcome Page options

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Notes 6

Search Notes database catalog for Search

Mail Calendar Contacts To Do List Personal Journal

New Memo New entry New contact New to do New entry

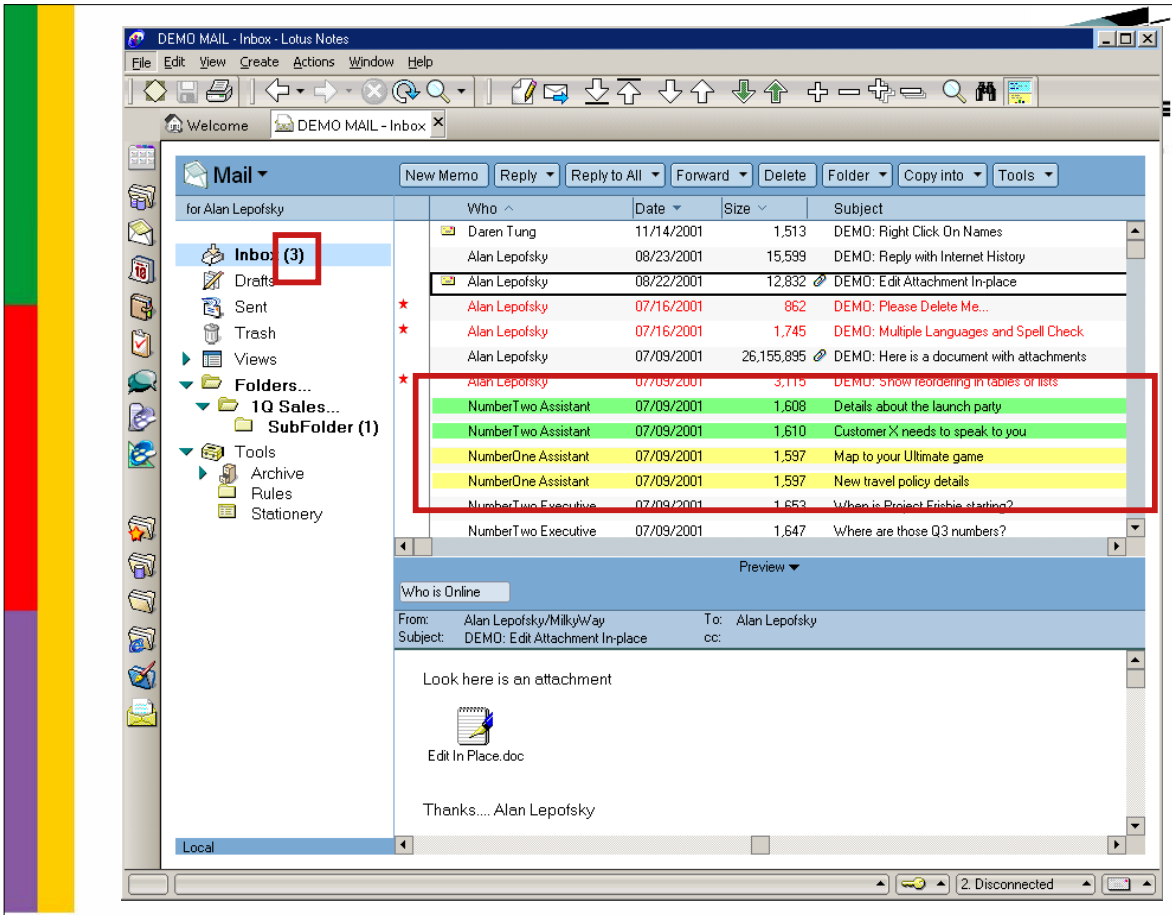
Day Week Month Formatting

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday - Sunc
26 August	27	28	29	30	31
2	3	4	5	6	7
9	10	11	12	13	14
16	17	18	19	20	21
23	24	25	26	27	28
30	1 October	2	3	4	5
					6

Tip of the day... To customize how your contacts are displayed in your Personal Address Book, for example to show phone numbers or to hide company names, open your Personal Address Book and choose View - Customize this view... (You can do this in any Notes database view.)

This is the protected text area of the form.

Demo





Notes 6 - Calendar and Scheduling

The screenshot shows a calendar interface for Alan Lepofsky. The main view is a weekly calendar for November 2001, showing days 15 (Thursday) and 16 (Friday). The interface includes a top navigation bar with options like 'Schedule a Meeting', 'New', 'Owner Actions', 'Participant Actions', 'Copy into', and 'Tools'. A left sidebar contains a month navigator, a year selector (1998-2003), and options for 'Meetings View', 'Group Calendar', and 'Trash'. The main calendar area displays events with different colors and durations. A bottom status bar shows 'Day 319, 46 days left' and 'Day 320, 45 days left' with a 'Preview' button.

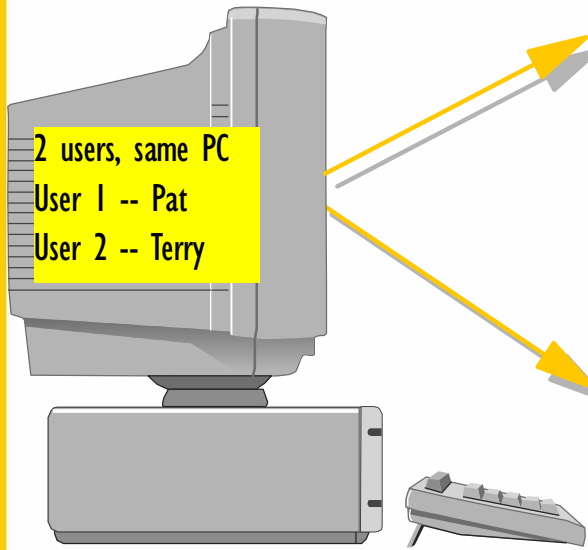
Yellow callout boxes highlight the following features:

- multiple time zones**: Located near the month/year selector in the sidebar.
- secondary calendar**: Points to a secondary calendar overlay at the top of the main view.
- color coded events**: Points to a yellow event bar.
- drag duration**: Points to a yellow event bar with a duration label.
- side by side conflicts**: Points to two overlapping event bars of different colors.
- span midnight**: Points to an event bar that spans across the midnight boundary.
- edit in view**: Points to a yellow event bar with an edit icon.
- drag to navigate**: Points to the bottom status bar with a double-headed arrow.
- improved navigator**: Points to the month/year selector in the sidebar.

Notes 6 - Multiple User

- Enable Multiple Users to access their personal data while sharing common information on a shared PC
- Examples of sharing a PC:
 - ▶ Part-time / job share employees
 - ▶ Visitors from remote locations
 - ▶ Factory floor setting
- Requires Lotus Domino 6 and Notes 6
 - ▶ Windows only, requires user profiles
- Common files: templates, modem files, help files, etc...
- Personal files: Welcome Page, Address Book, Bookmarks, Journal, ID file

Notes 6 - Multiple User



Shared directory:
c:\document and settings\all users\...\application data\...\shared

- *.ntf Template files
- *.mdm Modem files
- *.hlp Help Files

Personal directory:
Welcome Page, Address Book, Bookmarks, Preference settings, Journal, ID file

User 1 Pat
c:\documents and settings\Pat

User 2 Terry
c:\documents and settings\Terry

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Notes 6 - Roaming User



Data

File Edit

Back

Address

Folders

Lotus software

Notes & Domino 6

Pre-Lotus Notes Installation

Enter your name and company name if applicable.

Name: Pat Larson

Company: Acme Corporation

Single User Install
Select "Single User Install" if only one person will be using Notes on this computer.

Shared Installation
Select Shared Installation to Install Notes to a file server that allows users to maintain a local data directory only.

Multiple User Install
Select "Multi-User Install" if more than one person will be using Notes on this computer.

< Back Next > Cancel

netsetup

OCCACHE

Offline Web Pages

Profiles

- Administrator
- All Users
- Adobe
- Application Data
- Lotus
 - Notes
 - Data
 - Common
 - Shared
- Microsoft
- Desktop

canadien

graphic

movie

text

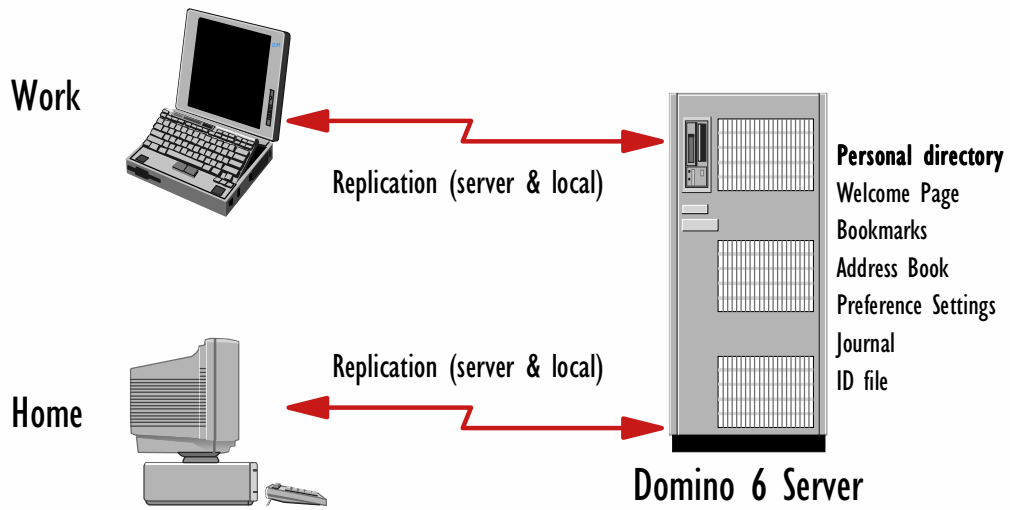
user.id



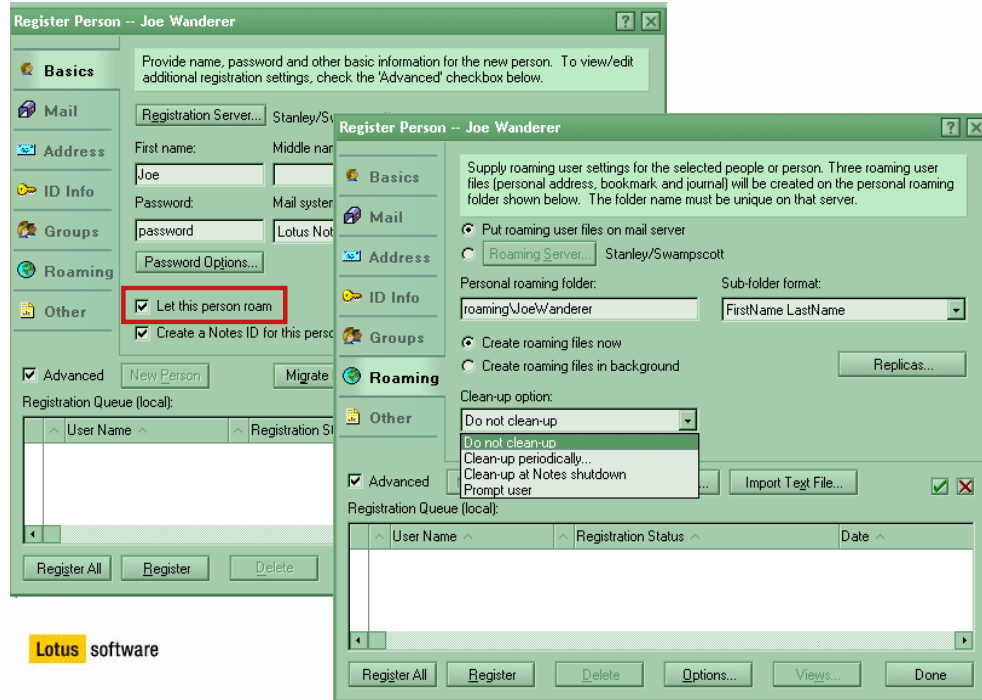
Notes 6 - Roaming User

- Enables a user to have their information follow them and remain up-to-date, no matter what PC they are using.
- Examples of multiple PCs:
 - ▶ Work and Home locations
 - ▶ Remote work locations
 - ▶ Multiple PCs in the office
 - ▶ Upgrading Hardware
- Initiated via an administrative setting
- Requires Lotus Domino 6 and Notes 6

Notes 6 - Roaming User



Notes 6 - Roaming User Setup



Register Person -- Joe Wanderer

Provide name, password and other basic information for the new person. To view/edit additional registration settings, check the 'Advanced' checkbox below.

Basics

Registration Server... Stanley/Swampsco

Mail: First name: Joe, Middle name: [empty], Password: password, Mail system: Lotus Notes

Address: [empty]

ID Info: [empty]

Groups: [empty]

Roaming: Let this person roam, Create a Notes ID for this person

Other: Advanced

Buttons: New Person, Migrate, Register All, Register, Delete

Register Person -- Joe Wanderer

Supply roaming user settings for the selected people or person. Three roaming user files (personal address, bookmark, and journal) will be created on the personal roaming folder shown below. The folder name must be unique on that server.

Basics

Put roaming user files on mail server: Put roaming user files on mail server, Roaming Server... Stanley/Swampsco

Personal roaming folder: roaming\JoeWanderer, Sub-folder format: FirstName LastName

Roaming

Create roaming files now: Create roaming files now, Create roaming files in background

Clean-up option: Do not clean-up

Advanced

Advanced

Buttons: Replicas..., Import Text File..., Register All, Register, Delete, Options..., Views..., Done

Domino WebMail - Overview

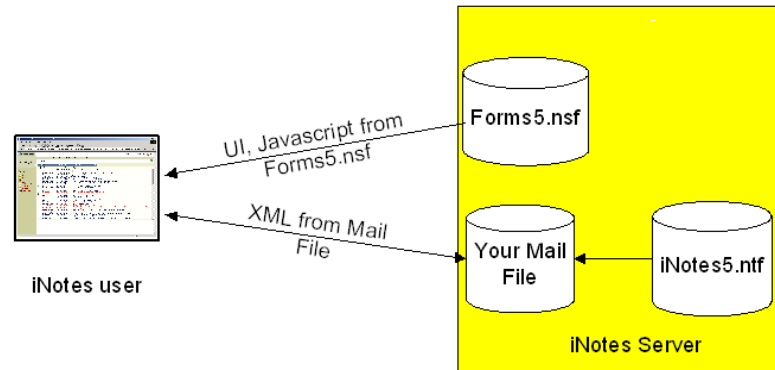
- First generation browser access
- Basic mail and C&S functions
 - ▶ Supports the most platforms of any browser client
 - ▶ Lotus Domino Release 6 Webmail will support Linux browser
- Off-line enable Mail via Domino Off-Line Services (DOLS)
- Continued usability & performance enhancements in Lotus Domino Release 6

iNotes Web Access - Overview

- Next generation Web Client
- Web access to Domino messaging and PIM features:
 - ▶ Welcome Page, Mail, Calendar & Group Scheduling, To-Do (Task) management, Contacts, Notebook
- Leverage powerful browser technologies (DHTML, XML) to produce a highly usable and functional interface
 - ▶ Runs cross-platform
- Support for off-line use
- Direct URL addressing of components for portal hosting of specific iNotes Web Access Views
- No-touch client, minimizes rollout & maintenance costs

iNotes Web Access - Overview

- XML used to retrieve data from Mail file views
- Shared forms file for design elements used by all users on server



iNotes Web Access - Security

- Basic authentication
- Session authentication
- Secure Logoff
- SSL encryption
- Local offline file encryption
- Active content filtering
- Reverse Proxy Servers
- Virtual Private Network solutions

iNotes Web Access - Futures

- Win32 Netscape 4.7 support
 - ▶ Note: performance & experience won't be identical to IE
- IE 6.0 support
- Linux & HP/UX servers supported
- Performance & scalability improvements
- Ability to read encrypted mail
- Lots of new features
 - ▶ 5.0.10 features + drag-and-drop, C&S improvements, lock down welcome page, rich text enhancements, new UI refresh & more! Stay Tuned!!!

iNotes Access for Microsoft Outlook

- Allows the use of an Outlook client against a Domino server
- Full support for most commonly used Outlook functions
 - ▶ Mail
 - ▶ Directory
 - ▶ Calendaring & scheduling
 - ▶ Task management
- Customer 'Outlook'
 - ▶ Existing Outlook/Exchange customer
 - ▶ Mixed environments moving towards standardization
 - ▶ Legacy messaging environment that has limited functionality

iNotes Access for Microsoft Outlook

- Leverage the benefits of Domino
 - ▶ Multi-platform support
 - ▶ Open, Scalable Architecture
 - ▶ Clustering support
- Mobility is substantially improved
 - ▶ Field-level, selective and scheduled DOLS replication
- Centralized deployment
 - ▶ Hands-off deployment
 - ▶ Minimal training necessary

Mobile & Wireless Solutions Make Enterprises....

- More responsive
 - ... to their customers by making sure employees can be reached **anytime**
- More effective
 - ... to reduce the cost of doing business
 - ... by reducing the time it takes to execute business processes by letting them be used **anywhere**
- More productive
 - ... by allowing them to use "dead time" and function without their laptop/network connectivity by using wireless networks and **any device**

Mobile & Wireless Work Force

- **Traveling Executives**
 - ▶ Always need to be available, don't like carrying laptops
 - ▶ Need PIM functions
- **Empowering the Sales Force**
 - ▶ Users who live on mobile phones and dial in to the network at night, while they are with customers, while they are in cabs, airports, etc.
 - ▶ Need access to e-mail, Directory, Sametime
- **Enabling the Road Warrior**
 - ▶ Important users that are always traveling.
 - ▶ Need access from airports, hotels, conferences
 - ▶ Need PIM functions, plus Domino Applications

Domino Everyplace - Family Overview

- **Domino Everyplace Access (DEA)**
 - ▶ WAP microbrowser user interface
 - ▶ Out-of-box wireless access to Mail, Calendar, Directory, To Do, PAB
 - ▶ Conversion and access to Domino applications
- **Domino Everyplace Enterprise (DEE)**
 - ▶ Mobile application development environment via Domino Designer
 - ▶ Synchronization engine for Domino
 - ▶ Application and data synchronization
 - ▶ Mobile Notes clients for devices
- **Domino Everyplace SMS (Short Message Services)**
 - ▶ Paging and SMS integration with Notes/Domino
- **Sametime Everyplace (STEP)**
 - ▶ Wireless instant messaging and awareness
- **EasySync Pro**
 - ▶ Local simple synchronization

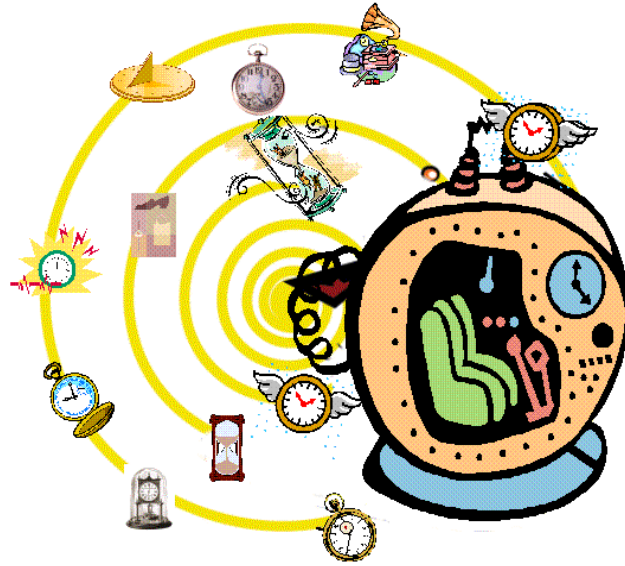
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Domino Everyplace - Futures

- **Domino Everyplace Access**
 - ▶ Support for additional markup languages, microbrowsers
 - ▶ Integration of push technology (e.g., WAP 2.0)
- **Domino Everyplace Enterprise**
 - ▶ Sync of email/PIM
 - ▶ Sample mobile applications
 - ▶ Additional device support
- **Sametime Everyplace**
 - ▶ Enhanced scalability, reliability, extensibility
 - ▶ Additional device support
- Continued integration with the IBM Pervasive technologies
 - ▶ e.g., Websphere Everyplace
- Integration with Lotus Notes/Domino Release 6

A Glimpse of the Future...



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select note

Approvals

Urgent

9:00am Chet Stevens Results of durability testing are in

10:00am Sarah Bentley Visiting Boston in May

Amazon.com Shipping comm... ion

QP Market Dev 2 New items | Petr Starr: External casing sk

To Sarah Bentley Re: Visiting Boston in May

Cindy Haverson Re: Results of durability testing are in

Karen Rogers Can you join us today? [Meeting invitation]

Paul Bentley Re: Visiting Boston in May [Looking forward]

Karen Rogers Agenda for Today's meeting

11:00am Chet Stevens Thoughts on yesterday's meeting

Customer Query Inbox ave_brawley: Cover on SR32 / loose on se

Sylvia Edmunds Re: Results of durability testing are in

Corporate Comm Inbo Repairs in garage next two weekends

Chet Stevens Re: Results of durability testing are in

Mark Thomas Resume of Kim Pepito

Cindy Haverson Thoughts on next steps

Bob Leung Re: Should we bid on this RFP?

12:00pm To Sarah Bentley Re: Visiting Boston in May

Chet Stevens Re: Should we bid on this RFP?

Cindy Haverson More background for the meeting

Sylvia Edmunds FYI: Durotech announces new portable line

Steve Eckhardt Got the samples you sent

From: Sarah Bentley Visiting Boston in May

To: Rob Sanders, Paul Carito

cc:

2/26/02 10:11AM

Hey Rob, Paul,

It looks like I'll be attending the symposium in Boston after all, so I'd love to set up a time to stop by, catch up, and see what your group's been up to. I'm planning to arrive the Monday before the conference and stay through Thursday night. My evening schedule is still totally open, so just let me know.

Sarah

Newsletters

Office Memos

Press Releases

Approvals

Urgent

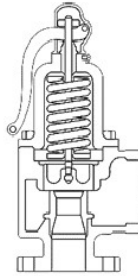
new page | new... | respond | new revision | edit | check out... | copy | move | delete

welcome
discussion
library
calendar
tasks
index
customize
members

External Casing Sketches

Pete Starr 2/26/02 10:15 AM

Here are the latest sketches from the Industrial Design team:



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MarketDev Commons

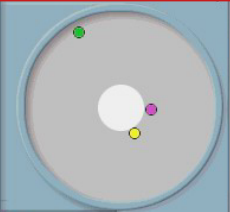
Karen | 8:32am, Wed, 2.26.02
All set for the westlake mtg?

Cynthia | 9:45am, Wed, 2.26.02
I have a few things to finish up.
Have you invited Rob yet? I think he'd be interested.

Karen | 10:12am, Wed, 2.26.02
Just sent him an invite and the agenda.

Cynthia | 12:15pm, Wed, 2.26.02
Any word from Rob?

Karen | 12:15pm, Wed, 2.26.02
no, not yet



● Rob Sanders
● Cynthia Haverson
● Karen Rogers

Newsletters

Office Memos

Press Releases

The screenshot shows a meeting invitation interface. On the left is a calendar sidebar with a vertical timeline from 09:00 to 05:00. The main panel is titled "Meeting Invitation" and contains the following information:

- Topic:** Prep for Westlake Municipality Customer Visit
- Time:** Today, 2:00 - 2:50 PM
- Location:** Conference Room C
- Description:** Prepare for the Westlake Municipality visit, and determine what we should show from our future product lines. I'll send a detailed agenda shortly.
- Attendees:** Karen Rogers (Sales Manager), Steve Harow (Government Accounts Manager), and Sandra Davis (VP, Product Development).
- Automatic Updates:** Latest News (Westlake announces parks initiative) and 2002 Fiscal Budget (Westlake Municipality Financial Reporting).

Red boxes highlight several elements: the "Directions" link, the "Kgap Alert..." button, the "westlake customer meeting" entry in the calendar, and the "Automatic Updates" section.

Approvals

Urgent

Meeting Invitation

Topic Prep for Westlake Municipality Customer Visit

Time Today, 2:00 - 2:50 PM

Location Conference Room C



Directions

Kgap Alert...

- Attendees**
- moderator
Karen Rogers Sales Manager
 - Steve Harow Government Accounts Manager
 - Sandra Davis VP, Product Development

Description

Prepare for the Westlake Municipality visit, and determine what we should show from our future product lines. I'll send a detailed agenda shortly.

Automatic Updates

- Latest News
Westlake announces parks initiative
- 2002 Fiscal Budget
Westlake Municipality Financial Reporting

Call-in Meeting
9:00am - 10:00am

Meeting with Chet Stevens
12:00 - 1:00pm Cafe

westlake customer meeting
2:00pm

Team meeting
10:00 - 5:00pm Main Conf. Room

The image shows a complex web interface for a meeting invitation. On the left is a vertical calendar strip with dates from 02/25/02 to 03/02/02 and various meeting events like 'Call-in Meeting 9:00am - 10:00am' and 'Team meeting 10 - 5:00pm Main Conf. Room'. The main area is a 'Meeting Invitation' for 'Prep for Westlake Municipality Customer Visit' on 'Today, 2:00 - 2:50 PM' at 'Conference Room'. It lists attendees: Ingrid Peterborg (Manager, Market Data Division), Merry Smith (Analyst, Materials Marketing), Scott Davidson (Services Marketing Group), and Andrew Chadick (Coatings Marketing Group). A yellow box labeled 'Social Capital' is overlaid on Merry Smith's profile. A red box highlights the 'Marketing' bar in the 'Kgap Mail' section, which shows a progress bar for various departments. Another red box highlights the 'Suggest Participant' button. At the top right are 'Approvals' and 'Urgent' buttons. At the bottom are 'Automatic Updates' for 'Latest News' and '2002 Fiscal Budget'.

Approvals

Urgent

Meeting Invitation

Topic Prep for Westlake Municipality Customer Visit

Time Today, 2:00 - 2:50 PM

Attendees

Location Conference Room

My connection to Merry Smith

Kgap Mail

Skills inventory of participants in meeting

Sales

Development

Finance

Marketing

Support

Manufacturing

Social Capital

Invite

Ignore

Suggest Participant

Automatic Updates

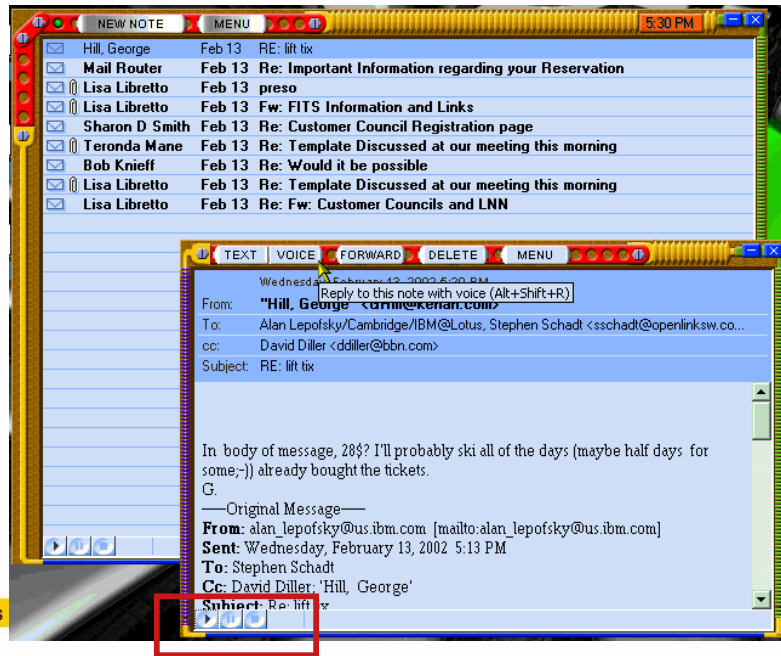
Latest News
Westlake announces parks initiative

2002 Fiscal Budget
Westlake Municipality Financial Reporting

Notes Buddy



- www.alphaworks.ibm.com



Lotus



Which Client Is Right For You?

- Factors to consider when making client selections:
 - ▶ Client ubiquity
 - ▶ Thin, midrange, or full client functionality
 - ▶ Low cost client deployment/maintenance
 - ▶ Security
 - ▶ Client & server performance
 - ▶ Access to collaborative applications
 - ▶ Application integration
- It's a matter of choice ...
 - "The power to work the way you want"!

Summary

- Lotus Software is worldwide market leader in collaboration.
- Lotus being part of IBM is a GOOD thing.
- No one else can provide the range of products, solutions, services, hardware, and research innovation that IBM can.
- "Contextual Collaboration", modular components, and standards such as J2EE (Web Services)
- Start thinking Solutions, not Products.
- Lotus Domino Server is the Premier Enterprise Platform
- Lotus Client Family allows you to "Work the Way You Want"