

IBM Software Group

WebSphere Portal Express Version 6.0

Productivity for small & medium business

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WebSphere software

Lotus software

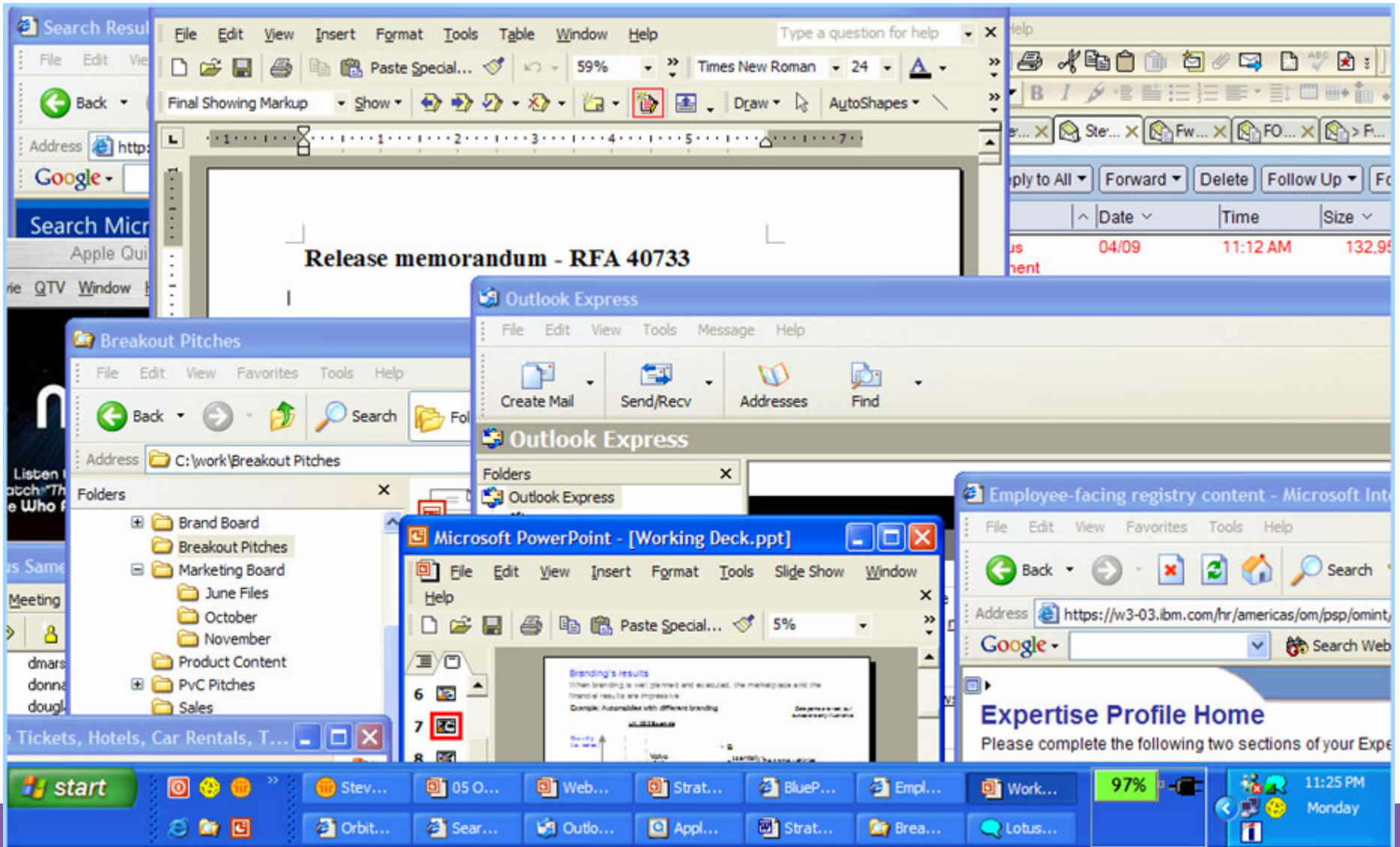


Agenda:

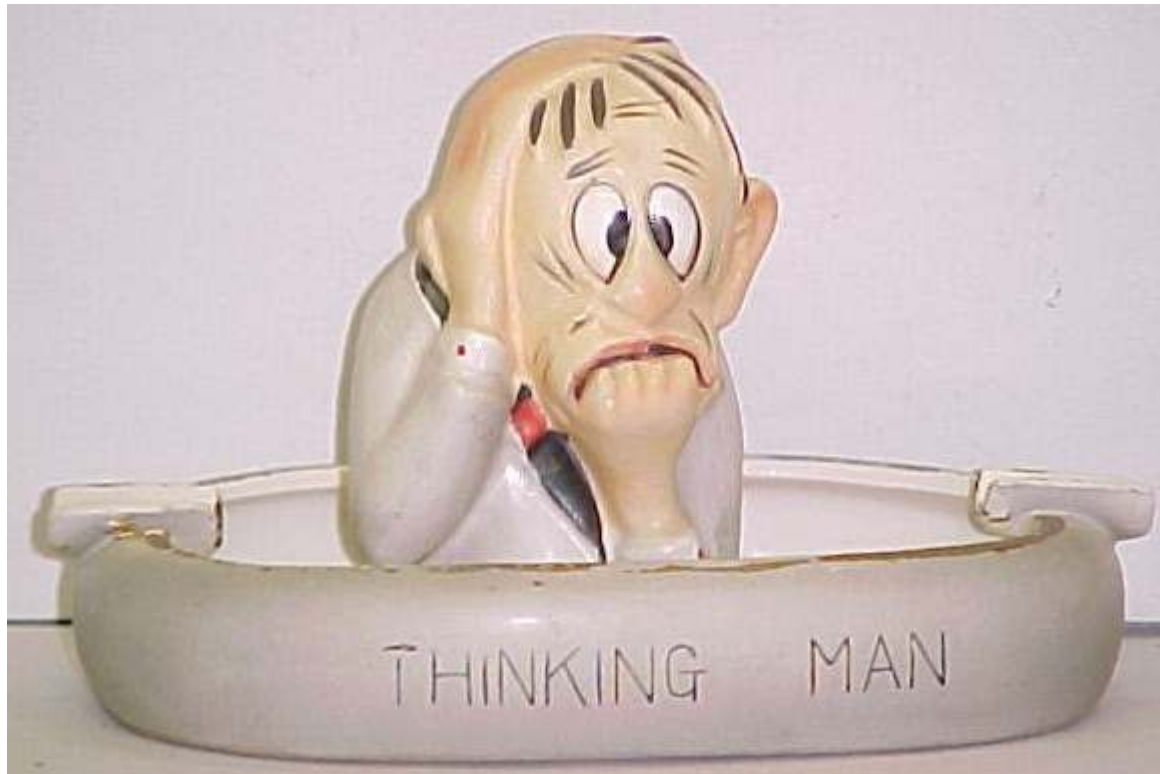
IBM WebSphere Portal Version 6.0

- What is Portal ?
- Portal 6 Express
- IBM WebSphere Portal portfolio
- IBM WebSphere Portal positioning
- Demo

How does your desktop look everyday at 10 am ??



What is Portal !!!



Portal

- WebSphere Portal is a framework--including a runtime server, services, tools, and many other features--that you can use to integrate your enterprise into a single, customizable interface called a *portal*. An enterprise portal combines components, applications, processes, and content from a wide variety of sources into a unified presentation, which your users can access from a wide variety of devices.
- You can customize the portal based on user or job roles, security needs, device settings, personal preferences, and administrative settings. You can also define workflows to support your business processes. You can manage your portal's content using IBM's Web Content Management, which is integrated with WebSphere Portal.

IBM WebSphere Portal

Presentation Services



**Web
Browser**



**Rich
Clients**

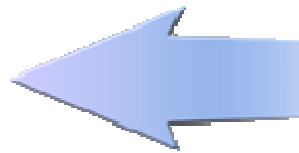


**Mobile
Client**

Other Clients



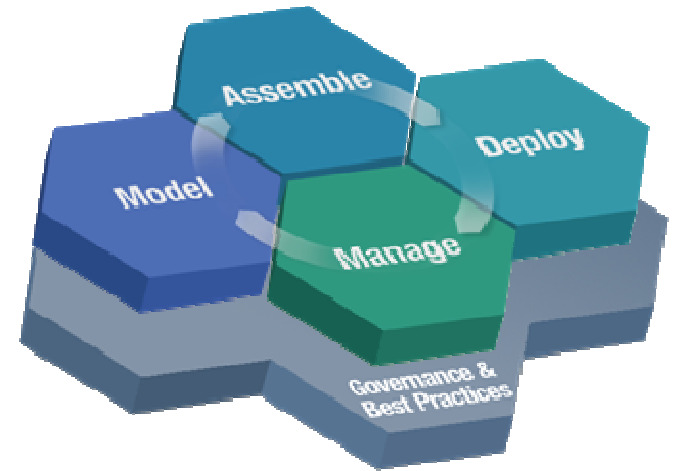
**MS Office &
Windows**



Other Clients

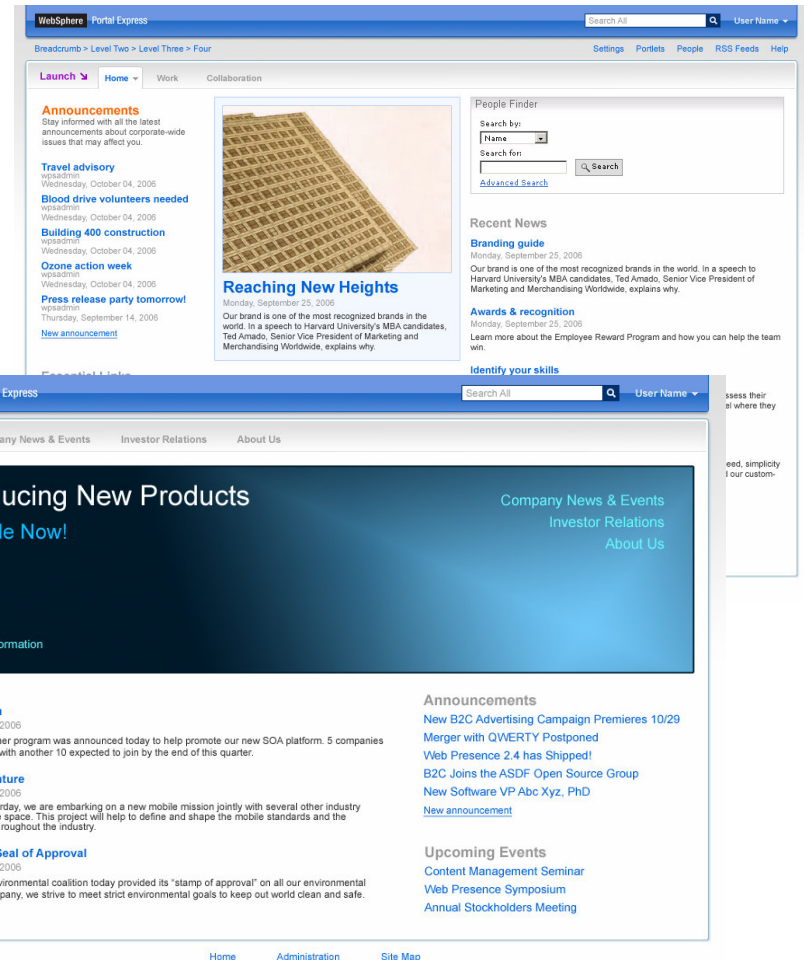


**eForms
Xforms**



Introducing WebSphere Portal Express Version 6.0

- **Share** information, collaborate and make better decisions
- **Integrated** portal, document management, web content management and collaboration capabilities
- Receive immediate benefit from current investment, with **fast installation** and **pre-built example web sites** which can be easily customized and deployed
- Organize and aggregate information and applications as well as provide teams with an easy way to coordinate and manage documents in a central location
- For the **small and medium business**, or departments of larger organizations with under 1000 users
- Single package with **flexible pricing options**



WebSphere Portal Express Version 6.0 provides access to people, information and applications for everyone who interacts with your business

Within your organization

- Provide a single access point to all the data an employee needs to do their job.
- Keep teams and employees connected with instant messaging and presence awareness capabilities
- Allows individuals and teams to work on documents using enhanced document management capabilities that integrate with the tools you already use



With your partners

Build partner relationships through integration with your business processes

- Provide access to information and applications that personalized for each partner to help you and your partner be more productive

Content

Applications

People

Processes

With your customers

Increase customer loyalty and cross-sell revenue

- Provides information about your company to your customers
- Easy to deploy your web site and easy for your staff to keep up to date

IBM WebSphere Portal Express helps firms across industries achieve immediate answers to common business problems

United States cosmetic surgery center with 24 employees

- Challenge:** In danger of losing patients to competing facilities; faced declining revenues due to outmoded business processes and poor productivity
- Solution:** Portal Express solution for real-time, responsive patient management system enables collaboration between doctors and staff
- Results:** \$250,000 a year in additional revenue through improved productivity, full payback in just 3 weeks, strengthened patient relationships

Finnish producer of dairy products with 50 employees

- Challenge:** Meet new stringent government regulations, improve production efficiencies, cut operational costs
- Solution:** Portal Express solution aggregates data from existing manufacturing systems to provide advanced management reporting
- Results:** Data from multiple sources is collated and presented automatically in a single view, offering reduced costs, greater control, and improved efficiency

German professional services company with 400 employees

- Challenge:** Improve customer service while reducing phone, fax and administrative workload
- Solution:** Portal Express solution consolidates multiple Web sites and legacy applications into a single user interface
- Results:** Easily market their services on their web site, with non-technical staff able to keep content up to date

How does a

 small and medium business

work today?

Current Business Challenges – How do I...

Improve efficiency and productivity of my staff

Empower staff to solve problems

Help staff to collaborate on documents and projects

Provide a connection point for dispersed teams



Make the most of what I have

Save time and money by fully utilizing, and building on, the systems and applications that already work for you



Keep customers, partners and staff informed

Provide timely access to information, applications and people within a single interface



How does a small and medium business work today?

The organization's information is scattered across multiple systems :

- ✓ Email
- ✓ Hard drives/file servers
- ✓ Back end systems (Procurement, Stock control, Warehouse etc)

Making it unorganized, unmanaged and difficult to collaborate on



Mary, Sales Manager
Coordinates activities between sales engineering, services and procurement teams to deliver customer results

They each work individually and use email, phone and fax to keep each other in the loop. There are multiple disparate systems for accessing information.



Lisa, Sales Engineer
Works with customers to determine requirements and specifies the system to be ordered and ensures stock is available



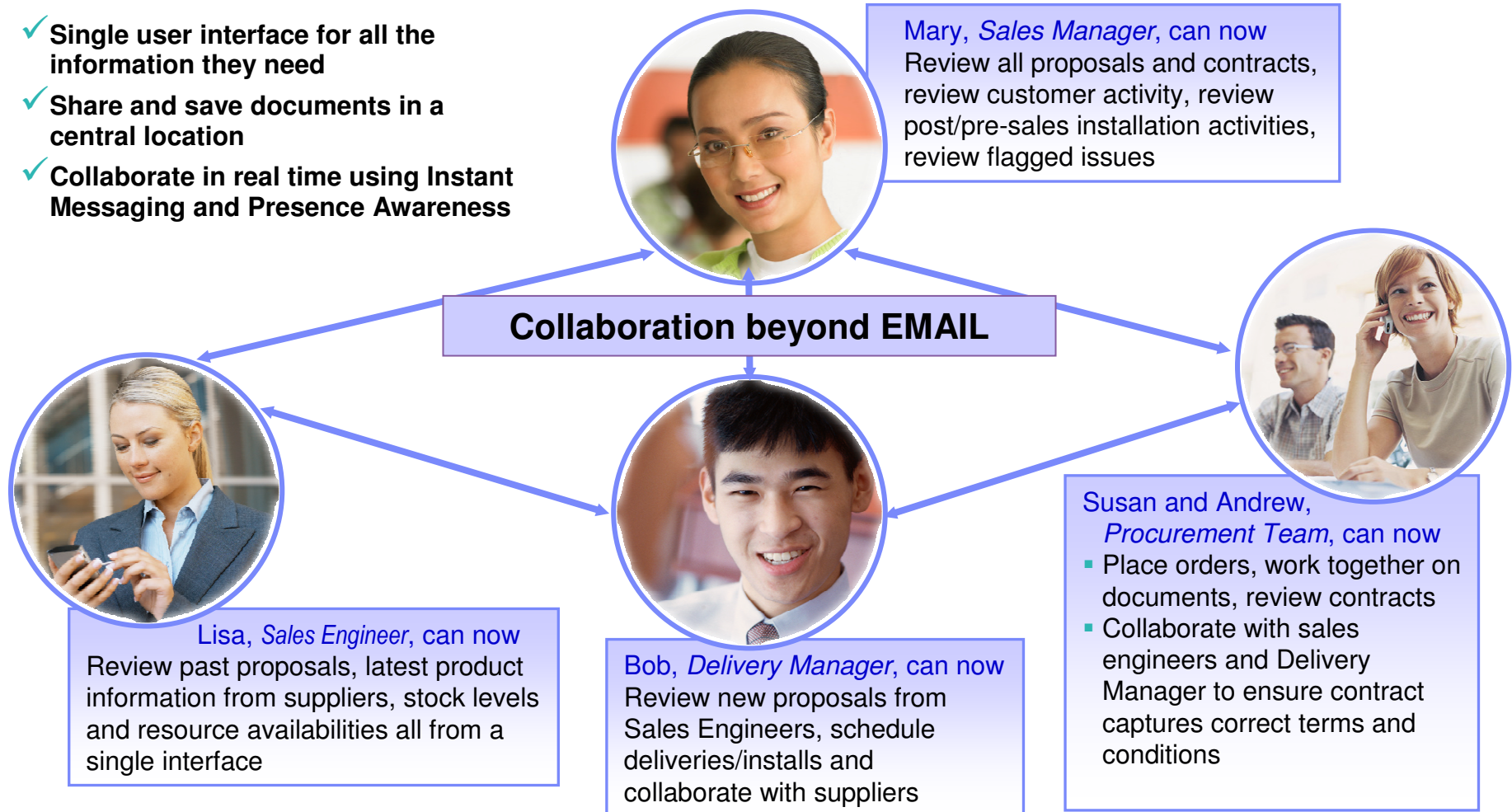
Bob, Delivery Manager
Places orders with supplier, makes sure they receive stock on time and that technicians are available to perform installation



Susan and Andrew, Procurement Team
Work to ensure that orders are entered, and contracts are in place with the customer

How could a small and medium business work with WebSphere Portal Express?

- ✓ **Single user interface for all the information they need**
- ✓ **Share and save documents in a central location**
- ✓ **Collaborate in real time using Instant Messaging and Presence Awareness**



Let's look

at the product in

more detail





Home

New user experience improves productivity

Home

Workcenter

Career and Life

Getting Started

Search Mail



Getting Started

Simple tips, product demos, and essential links to help you

Need Help?

Access the page bar and



Help & Support

Search Help

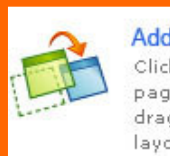


New user experience improves productivity.

More intuitive and easier to use.

Faster for end users to add portlets and customize.

Helps users get productive faster.



Add
Click
page
drag
layo



To C
How
arro
new
as e



Need

Click on the ? icon in the page bar to access the contextual help flyout. Click on the icon in the banner to access main menu and navigate to the IBM Infocenter.



the search field. Use the drop down menu to select the type of search you want to perform. From the results page, you can navigate to an important document, team space, e-mail, etc. or close the page and return to what you were working on before.

IBM.com
IBM softwa
IBM Web S
IBM Workp
IBM Softwa
developer
Partner Wo

3

Simply grab a portlet on the page or from the slide out palette and drag to the desired location on the page

2

Slide out palette lets you add new portlets to that page

IMAGES AND SCREENSHOTS ARE SUBJECT TO CHANGE

Portal Document Manager new look and feel

- Look and Feel

- Native MS Office Icon

New PDM is easier to use.

Integration with familiar MS environment makes work easier and speeds adoption.

- Easy

Fewer, more intuitive clicks help get work done more efficiently.

Contextual menus save time and improve productivity.

Added security enhances MS documents.

- Microsoft Integration

PDM on File menu of Office applications

Easily deploy Content with IBM Workplace Web Content Management Version 6.0

■ Improved authoring usability:

- Welcome page to help new users get started
- Inline Editing for infrequent users
- User-friendly, simpler templates for entering content
- Full text, attribute and taxonomy search and searches within searches
- Simplified process for including personalization rules in content and layout
- New views allow users to find their content easily

The screenshot displays the IBM Web Content Management interface. At the top, there are navigation tabs for 'Welcome', 'Web Content Management', 'Content Preview', 'JCR explorer', and 'Content Creator'. The main heading reads 'Welcome to Web Content Management' with the subtext 'Author, edit, and manage content for your site in a few simple steps.' Below this is a large graphic showing a task bar and a table of content items. The table has columns for Name, Type, Status, and Date Saved. A callout box points to a 'placeholder for simple authoring experience' in the main content area. To the right, there are several sections: 'Get Started Now', 'Need Help?' (with a link to the IBM Information Center), 'Try IBM developerWorks' (with a link to developerWorks), 'Need Support?' (with a link to IBM Software Support), 'Need More Information?' (with a link to the IBM WebSphere Portal home page), and 'Other Links' (with links to IBM.com, IBM Software Home Page, IBM WebSphere, IBM Software Support, WebSphere Portal Zone, Partner World, and Linux at IBM). At the bottom, there is a footer with links for 'Home', 'Administration', 'Documents', 'Web Content', 'Messaging', and 'Site Map'.

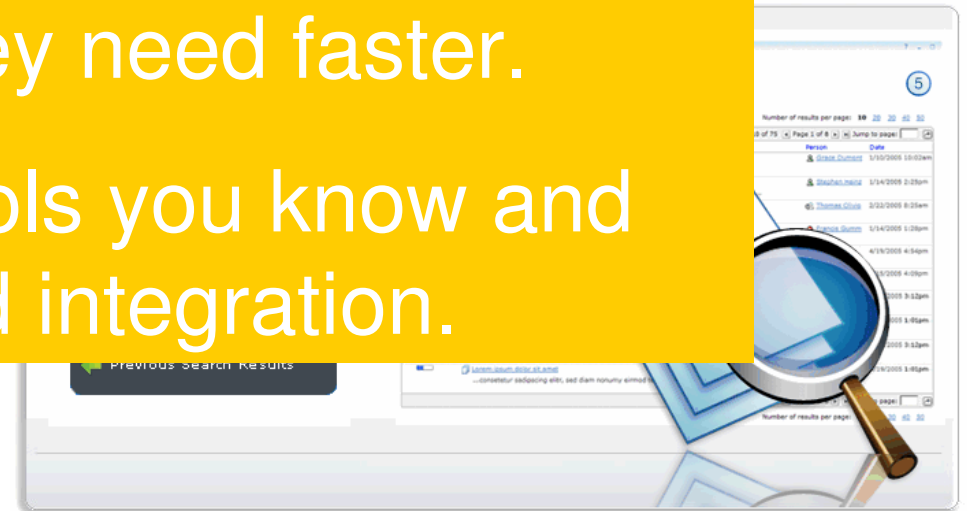
Improved Search helps raise productivity

■ Usability

Better Search experience improves productivity.

- Better search results help users find the information they need faster.
- Use the search tools you know and love with improved integration.

published externally for applications



■ External Search of Portal Content

- Better search results from Google and other search engines

People awareness and online chatting:

The screenshot displays an IBM WebSphere Portal application in a Microsoft Internet Explorer browser window. The application is titled "IBM WebSphere Portal - Microsoft Internet Explorer" and shows a travel reservation interface.

Form Fields:

- Traveller: Mark Neumann
- Destination: New York
- Departure Date: 06.03.2007
- Reason: Conference
- Flight Reservation: (no flight entered)
- Buttons: Add flight reservation

Reservation Table:

Destination	Status	Processor
Riyadh:16.02.2007	approved booking in progress	Chris Crummey Cindy Neumann
Saudi:17.02.2007	approved booking in progress	Chris Crummey Cindy Neumann
Oman:04.03.2007	not approved	Cindy Neumann
Bahrin:05.03.2007	approved	Cindy Neumann

Workflow Diagram:

```

    graph LR
      Input[Input] --> approveRequest[approveRequest]
      approveRequest --> bookFlight[bookFlight]
      bookFlight --> Output[Output]
  
```

User Awareness:

- Chris:** Profile picture and name displayed above the workflow diagram.
- Mark:** Profile picture displayed below the workflow diagram.
- Cindy:** Profile picture displayed below the workflow diagram.

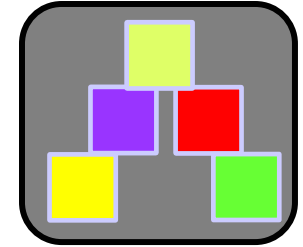
Context Menu:

- Triggered over "Chris Crummey" in the table.
- Options: Click for options. (not available), Show Person Record..., Send E-mail..., Add to Sametime List...
- Buttons: Terminate

System Information:

- Browser: Microsoft Internet Explorer
- Address: http://portal.ibmdemo.com/wps/myportal/tut/p/c1/IZLRboMgFIafpU_AARlyi6CIqFU7XNebxotlcVnbXSx7_kG2bFG7xh05bn6-_Of8B3RA_pyHj_F5eB8v5-EV7dGBHXvboMowEiHLC
- Taskbar: Shows Start button, Home, and several open applications including "portal/ibmdemo: Lotus Do...", "IBM WebSphere Portal...", and "Peopleawarance1.bmp - ...".
- System Tray: Shows "Trusted sites" and the time "11:50 PM".

Portal as platform for Composite Applications



- **Build and deploy composite applications using portal services**
 - Personalization, collaboration, search, orchestrated workflow,
 - Portal framework provides the aggregation and integration
- **New Concepts:**
 - **Portlet Factory**
 - **Templates**
 - **Application Context**
 - **Membership / Community**
 - **Application Roles**
- **Application Programming Model built on SOA Principles**
- **Business Value**

Company Tracker

Company	Last	Change	Chg%	Volume	Quote	Detail	Chart	Profile	News
International Business Mach.	85.1	0.29	0.46%	3.30M					

CT Stock

Wednesday, August 25, 2004 04:00:56 PM EST
IBM - International Business Mach. (NYSE)
 ▲ 85.07 0.36 0.42%

Day's Range: 85.27 - 84.85
 Volume: 4.41M
 Shares Outstanding: 1.68B
 Mkt Cap: 142.51B
 Bid/Ask: 84.95 / 84.95
 Open: 85
 Prev. Close: 84.71
 52 Week Range: 100.43 - 81.27

Fundamentals: EPS:4.68 P/E:18.10

CT Chart

IBM - International Business Mach. Daily 8/25/2004

Indicators: Moving Averages, Other Indicators, Display, Comparison, Chart Resolution, Chart Type, Extended Information.

CT Profile

Thursday, August 26, 2004 3:05:00 AM EST
 International Business Ma

One New Orchard Road
 Armonk, NY 10804
 Phone: (914) 499-1500

Industry Information

Industry: Computer Hardware
 Sector: Technology
 Employees: 319,273
 Market Cap (M\$): 142,508.41
 Updated: 20040730

Business description

IBM provides customer solutions through the use of advanced information technology. These solutions include technologies, systems, products, services, software and financing. For the 6 months ended 6/30/04, revenues rose 3% to \$45.4B; net income from cont. ops. rose 23% to \$2.58B. Results reflect higher revenues from all industry sectors except Global Financing across all geographies due to the growth in demand and new applications.

Key ratios

	Indust.	Indust.	Sector
P/E Ratio(TTM)	18.28	24.99	29.11
P/E High - Last 3 Yrs	33.00	34.33	63.08
P/E Low - Last 3 Yrs	16.23	17.36	18.91

Officers & Inquiries

Officers: Samuel J. Palmisano, Chmn./Pres./CEO, John R. Joyce, CFO/Co. VP, Daniel E. O'Donnell, VP/Secy., Jesse J. Greene Jr., VP/Treas.

Transfer Agent: First Chicago Trust Company of NY. Company incorporated 1911 in NY. Direct inquiries to: Stockholder Relations.

Competitors

- ▶ Sun Microsystems Inc.
- ▶ Hewlett-Packard Co.
- ▶ Dell Computer Corp.
- ▶ Oracle Corporation
- ▶ Microsoft Corp.

easier to make changes

High Level Benefits for the *Entire Organization*



WebSphere Portal Express Version 6.0 provides:

- **Timely information and access to applications for employees and customers**
 - Portal, collaboration and document management, and web content management capabilities
 - Makes it easier to get the right information to the right user
- **Improved productivity from employees**
 - Out of the box sites and components to get started quickly
 - Easier for end-users to find people, information and applications, and create and manage content
 - Easier for end-users to work on-line in virtual teams
- **Faster business solutions provided by developers**
 - Development tools and APIs are included
 - Fast development of solutions customized to an organization's unique needs
- **Lower administration costs**
 - Better administration capabilities
 - Virtual portals make it easy to administer
- **Standards-based so that it can grow as the company's needs grow**
 - Support of latest standards, operating systems and development tools
 - Flexible pricing options

IBM Portal Catalog:

IBM WebSphere Portal Business Solutions
The leading enterprise portal for On Demand business

Search Return to catalog front page Easy link back to this page

Refine results by category:

- Audience**
[Character set](#), [Customers of](#), [Geography](#), ...
- Included with offering**
[Code type](#), [Services](#), [Support level](#)
- Industry**
[Aerospace & Defense](#), [Automotive](#), [Banking](#), ...
- Open Standards**
[cHTML](#), [Eclipse](#), [Eclipse 3.0](#), [EJB 2.1](#), [HTML](#), ...
- Price**
[Fee](#), [Free](#), [Trial](#)
- Product**
[Demo](#), [Editions and versions](#), [Integration](#), ...
- Product compatibility**
[Hardware](#), [Software](#)
- Providers**
[Action Base](#), [APR Smartlogik](#), ...
- Solutions**
[Business intelligence](#), ...
- Technical validations**
[Developed by IBM](#), [Ready for](#)

21 - 30 of 56 results | [previous](#) | [next](#) [show all](#)

Relevance	Company	Title	Version	Download
91.37	Stoneware	webNetwork	4.0e	download now
91.33	Trilog Group	ProjExec - Project Management for IBM Workplace	3.5	download now
89.61	Business Objects	Crystal Enterprise 10 Portlets for WebSphere Portal 5.0.2.1	1.0	download now
88.12	Landray Management Consulting	Landray Enterprise Knowledge Portal	2.0	download now
88.11	Landray Management Consulting	Landray Web SSO Portlet	2.0	download now

<http://catalog.lotus.com/wps/portal/>

*Express licensing restrictions apply

Let's look

at what's in

the box



What's in the box?

What's included with WebSphere Portal Express Version 6.0 ?

Portal Server	WebSphere Portal Server Version 6.0 includes Document Management and Web Content Management
Database	DB2 Express also integrates with other databases
LDAP Directory	Tivoli Directory Server also integrates with other LDAPs
Application Development	Lotus Component Designer WebSphere Portal Factory runtime
Collaboration	Lotus Sametime Presence Awareness and Instant Messaging

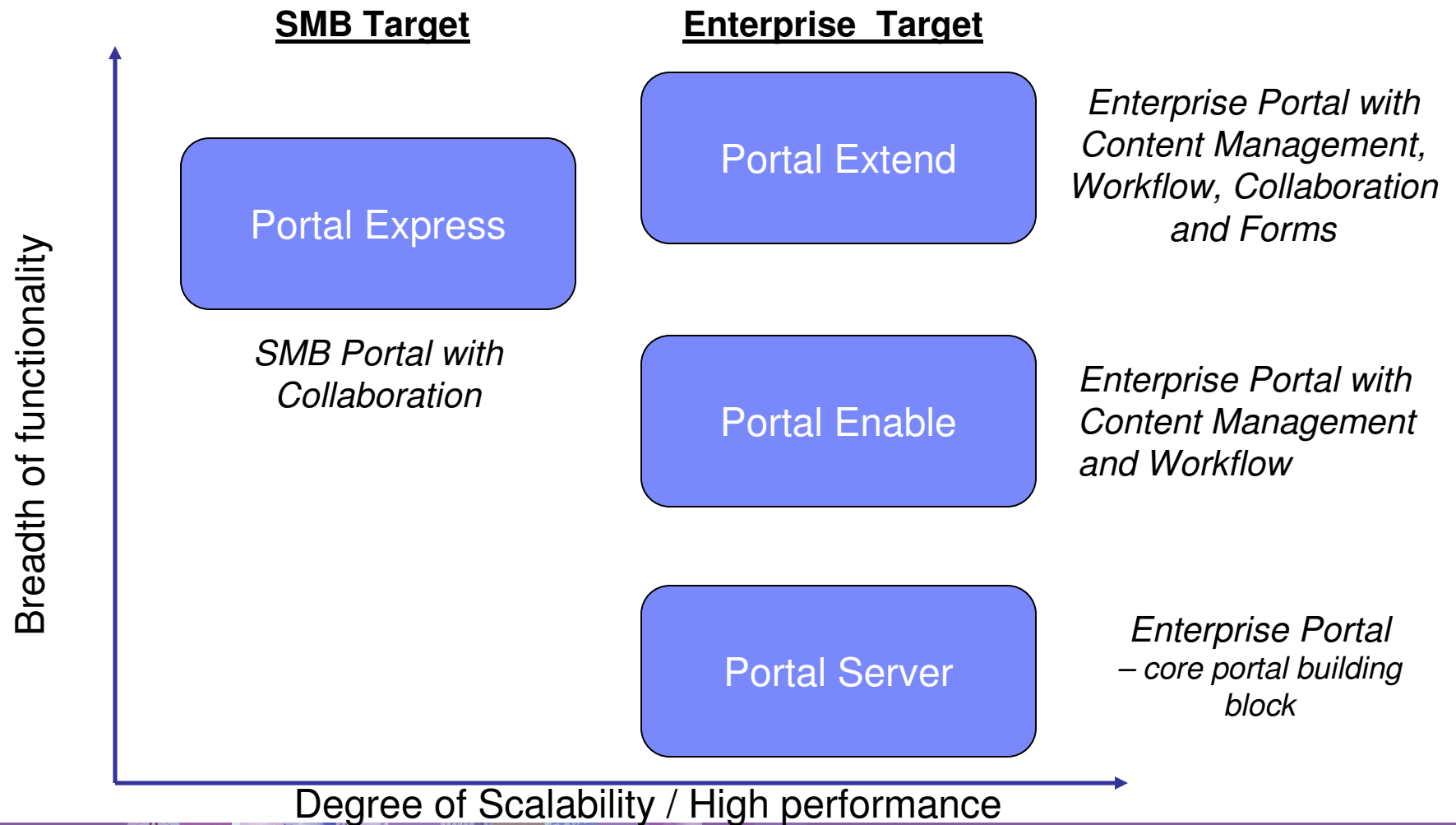
Where does WebSphere Portal Express fit in the Portal Portfolio?



IBM WebSphere Portal Version 6.0

Your World. Your Way.

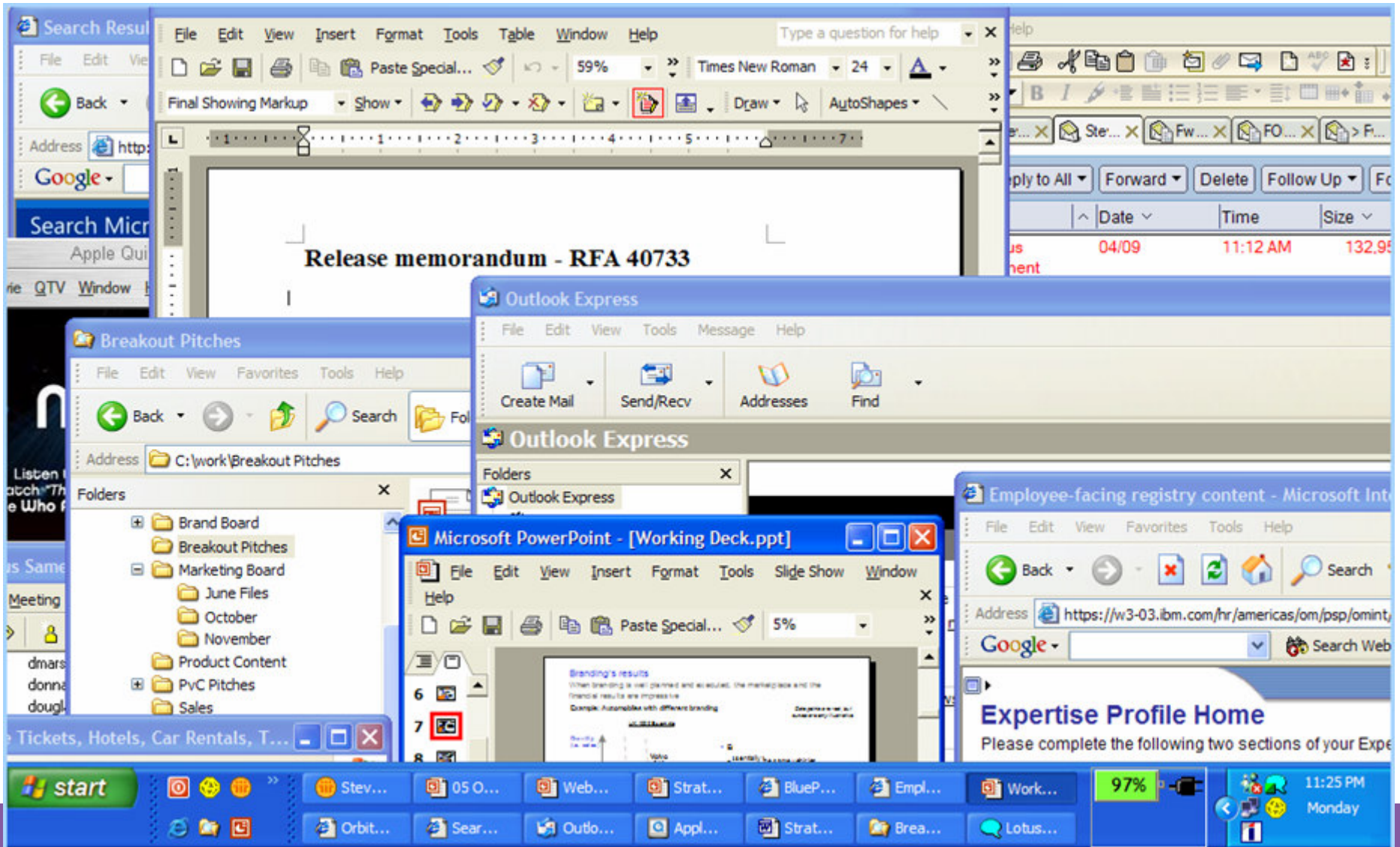
Portal Portfolio – Visual Summary



Summary

- **WebSphere Portal Express Version 6.0:**
 - **Save time and money:** pre-built intranet and extranet experience out of the box for immediate use
 - **Increase employee productivity:** integrated portal, document management, web content management and collaboration
 - **Simplify IT management:** installs quickly, in a single package, flexible pricing options

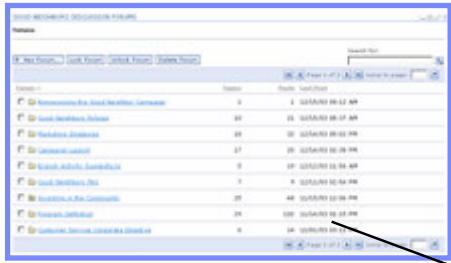
Without Portal – this is your desktop ...



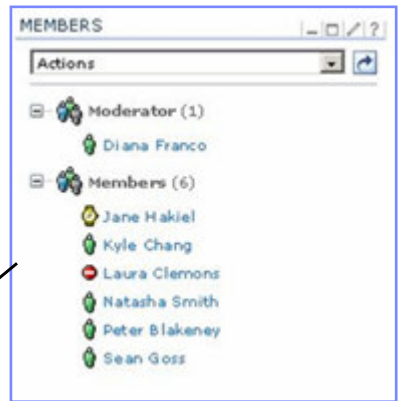
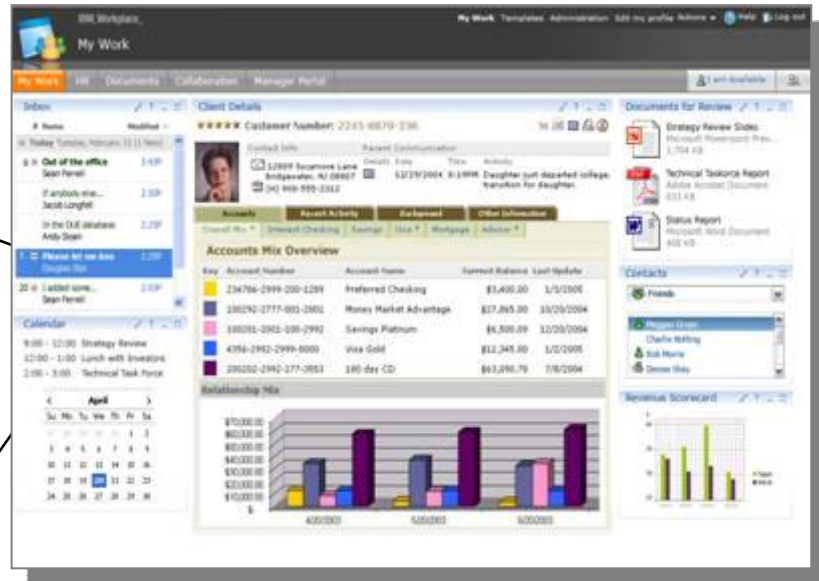


With Portal

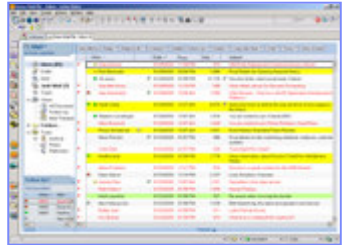
Providing role-based composite views delivered for contextual collaboration



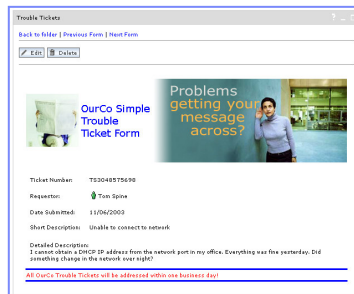
Discussion Component



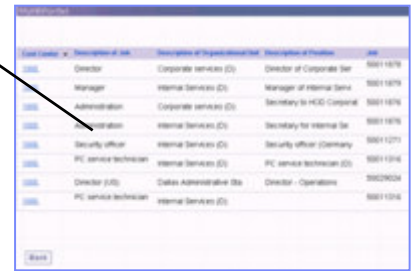
My Team



Lotus Domino app



Custom forms, workflow



Enterprise Content

IBM Leadership

Market Share Leadership

- #1 in Enterprise Portal Software Market Share (*Gartner May 2006*)
- Worldwide leader in the enterprise portal software market four years running, with double digit growth from 2004 to 2005 (*IDC July 2006*)
- Over 4000 Customers



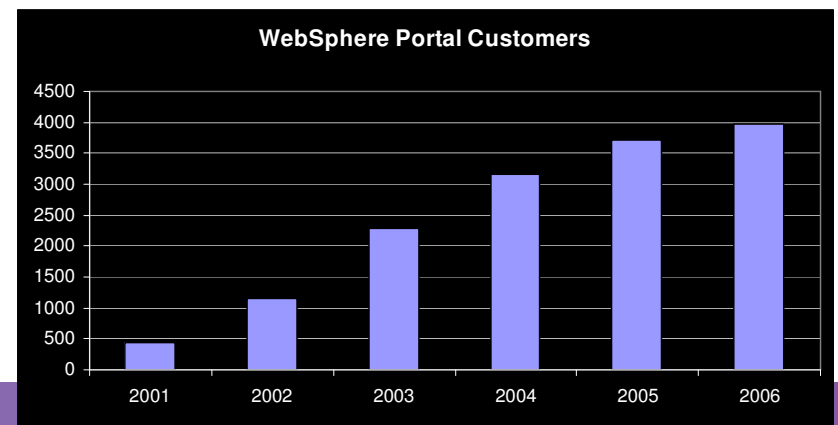
Award Leadership

- Recognized leader by Gartner, Meta, Seybold...
- Intelligent Enterprise Readers' Choice Award winner
- InfoWorld Readers' Choice Award winner
- eWeek's Excellence Award winner
- XML Journal Readers' Choice Award winner
- JavaPro: Best Java Enterprise Portal



Partner Leadership

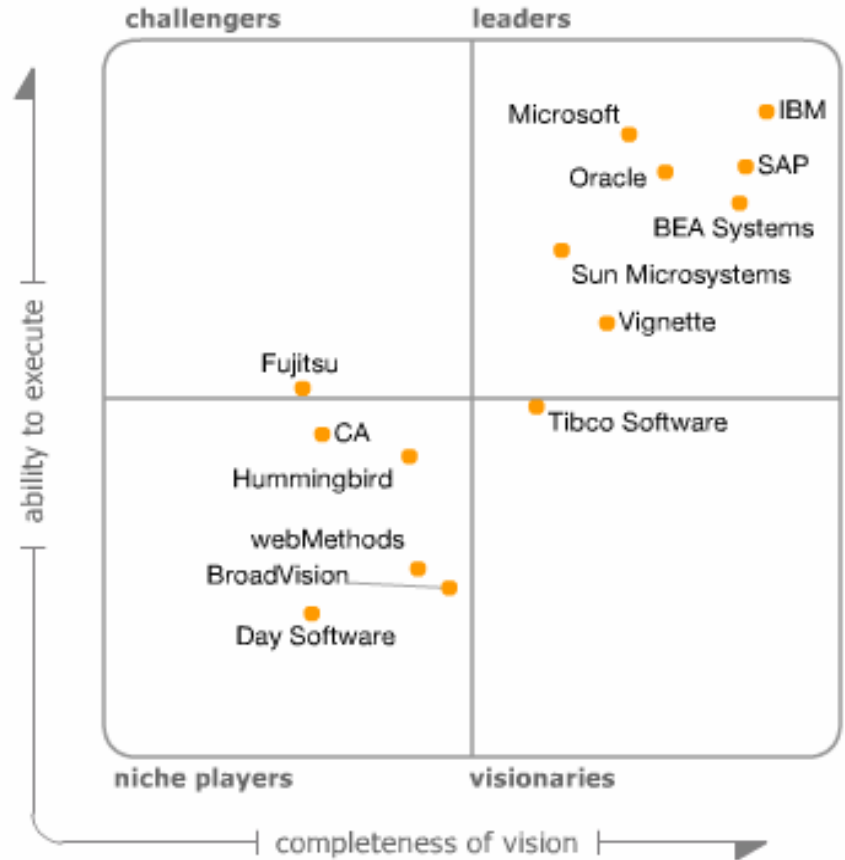
- Over 600 IBM Business Partner solutions in the Portal Catalog
- 198 new partner solutions in 2005
- 30 ISVs have OEM'd WebSphere Portal including and SSA
- Computer Reseller News Channel Champions



Magic Quadrant for Horizontal Portal Products, 2006

May 16 2006

by Gene Phifer, Ray Valdes, David Gootzit,



As of May 2006

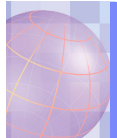
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Additional information...

Visit us on the IBM website:



ibm.com/websphere/portalexpress6



ibm.com/lotus/smb

धन्यवाद

Hindi

多謝

Traditional Chinese

ขอบพระคุณ

Thai

Спасибо

Russian

Köszönöm

Hungarian

Gracias

Spanish

Dziękuję

Polish

Thank You

English

شكراً

Arabic

Obrigado

Brazilian Portuguese

多谢

Simplified Chinese

Danke

German

Grazie

Italian

Merci

French

நன்றி

Tamil

ありがとうございました

Japanese

감사합니다

Korean

Portal services



Presentation Services

Management Services

notification, subscription, administration, registration, logging, workspace,

Access and integration services

Categorization

Metadata

Device support

Workflow, Messaging, App. Integration

Personalization

Security/ Network

Content integration

Information Services

Aggregation Services

Search

Mining

Doc Management

Application Services

Application Access

Application hosting

Collaboration Services

Collaboration

Expertise

Pricing

- Flexible licensing options
 - \$2,300 USD per 20-user pack, limited to 1,000 users
 - \$39,000 USD per processor (100 processor value units)
 - Purchase either user or processor licenses – not both

USA SRP, prices may vary by geography