

IBM Systems and Technology Group University 2005

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WebSphere Portal and Lotus Workplace collaboration on eServer i5

Course #:

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Abstract

The latest technical update on Lotus Workplace and Websphere Portal collaboration solutions on eServer i5. WebSphere Portal provides an environment where users can collaborate using portlets that rely on Lotus servers. Lotus Workplace provides a new infrastructure, built on WebSphere, which enables an integrated collaborative environment.

Objectives

- Describe the collaboration options available on eServer i5
- Compare and position the options and articulate benefits of each
- Be able to advise customers on the best alternative for their specific environment
- Explain why eServer i5 may be the best platform to deploy a collaboration solution





Agenda

- The Business Needs
- The Solution: IBM Workplace Strategy
- Product Family Positioning
- IBM WebSphere Portal
 - What is New
- Lotus Workplace
 - Workplace Client Technology
- Quiz
- Lotus Workplace iSeries / eServer i5 Implementation
- Collaboration Scenarios





The Business Need







The Business Need

- All organizations must perpetually strive to maximize their productivity, lower their costs, and be responsive to the needs of their customers and the marketplace. At the present stage of evolution in information technology, IT infrastructures aligned with these goals are moving towards creation of online work environments where:
- 1. People can communicate and collaborate from anywhere, at any time, across geographic and organizational divides
- Information relevant to the business at hand is immediately accessible
- 3. Business processes are linked to reduce redundancies and improve business efficiencies.







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IBM Workplace

Definition: The products and technologies from IBM that are focused on making people more productive.



Family of collaborative, Web-based products providing a single, role-based interface to the collaboration tools a user needs



Family of market leading messaging, collaborative application development and collaboration products that can be integrated into your business environment



Simplified, integrated access to information, applications and business processes from across the organization in a single role based interface



Provides people mobile access to and from the applications, information and the people they need to connect with throughout their day





IBM Workplace

Making More People More Productive in the Context of the Business They Do Every Day

FRONT-END INTEGRATION

BACK-END INTEGRATION

BUSINESS PROCESSES



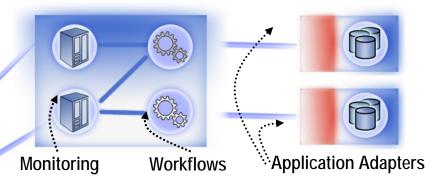
IBM WORKPLACE

Business Context & Activities

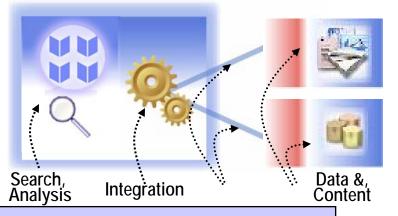
Collaboration Services

Interaction & Access Services

Managed Client Services



INFORMATION



The power of one architectural model, one programming model, one consistent tool set



Mobile Clients



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Lotus Product Families

Differentiating Roles between Lotus Workplace, Notes/Domino and WebSphere Portal

IBM Lotus Workplace

IBM Lotus
Notes / Domino

IBM WebSphere Portal

Family of integrated collaboration products

Family of individual collaboration products

Family of portal products providing integrated access

Differentiating Value...

Family of integrated collaborative products that include email, calendaring, real-time and team collaboration, document and Web content management, and e-learning used in a single user interface.

Differentiating Value...

Family of **individual**collaborative applications
that include email, calendaring,
real-time and team collaboration,
used with the Notes family of
clients which run on a common
Domino architecture.

Differentiating Value...

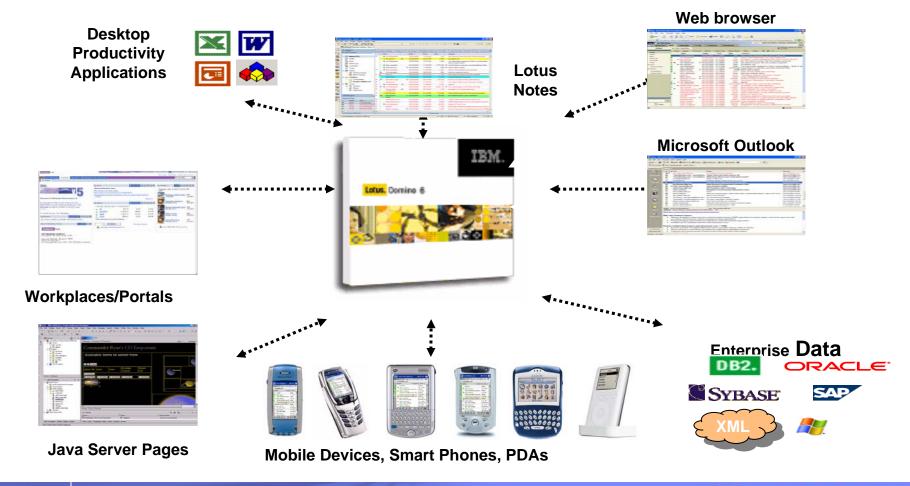
Provides users an **integrated**, **secure access point** to business processes, information, and 3rd party applications to develop B2B, B2E, B2C portals





Traditional Lotus Notes / Domino Solutions

- Leader in integrated collaborative application
- 3.5 Million Users in 1995 grown to 110 Million in 2004
- · Leader in business instant messaging
- 1500 customers migrating from competitive platforms in past 12 months







Value of Lotus Notes/Domino Solutions

#1

Enterprise Strength

- ✓ Unsurpassed reliability, availability, scalability with clustering
- ✓ Consistent architecture
- ✓ Remote administration
- ✓ Autonomic capabilities

Security

- ✓ Server, DB, View, Field access controls
- ✓ Integrated encyption
- ✓ Local data protection
- ✓ Execution Control Lists
- ✓ Smartcard support

Flexibility

- ✓ Multiple client choices
- ✓ Multiple server platforms
- ✓ Mobility and off line
- ✓ Fully customizable, change any template

Collaboration

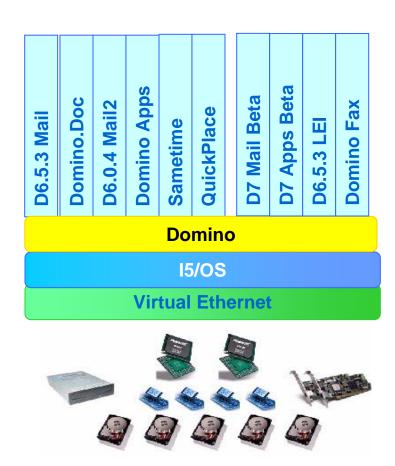
- ✓ Rapid development/deployment
- ✓ Open and integratable
- ✓ Evolving with, and leading the market in new technologies
- √ 1000s of partner solutions
- ✓ Packaged templates





Domino iSeries Architecture Delivers Additional Value

- Shared virtual resources
 - Automatic reallocation as needed
 - Non-disruptive growth
- Availability
 - Subsystem isolation
 - Automatic Domino recovery
- Ease of use / administration
 - iSeries Navigator
 - Domino multi-versioning support



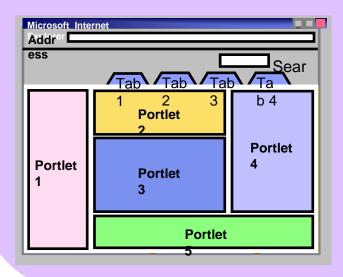


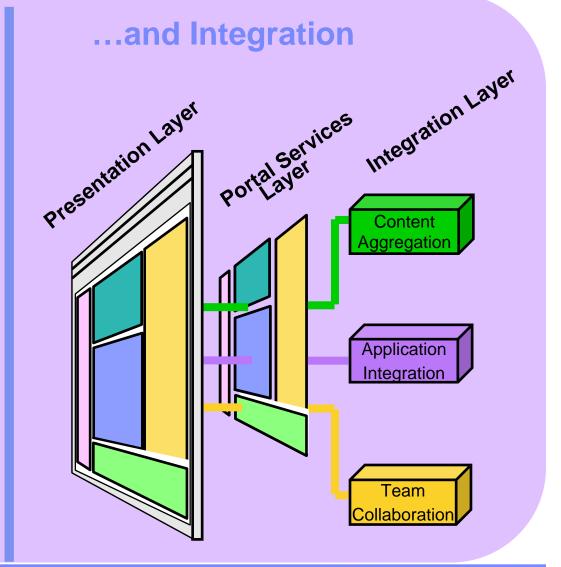


The Definition is Clear: Portal is...

A User interface...

- Primarily a UI framework for integrating "other" applications, content and processes.
- Includes several additional features which add value to this integrated environment, like search, Single Sign-on, etc.



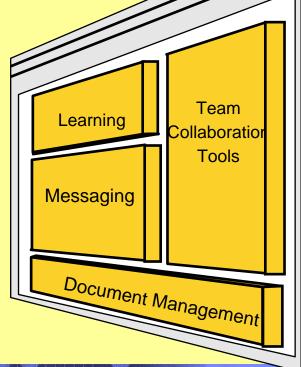




The Definition is Clear: Lotus Workplace is ...

Primarily a family of integrated collaboration products which help people do their jobs more productively. Includes capabilities like e-mail, instant messaging, web conferencing, elearning etc.

...and extending beyond the browser to a rich client experience in the 2.0 release



Four categories of workplace capabilities

Document Management

- Web Content Mgmt
- Enterprise Document Mgmt.

Learning

- Training development
- On-line training delivery
- Training Mgmt

Team Collaboration

- Instant Messaging and presence awareness
- Web conferencing
- Team spaces

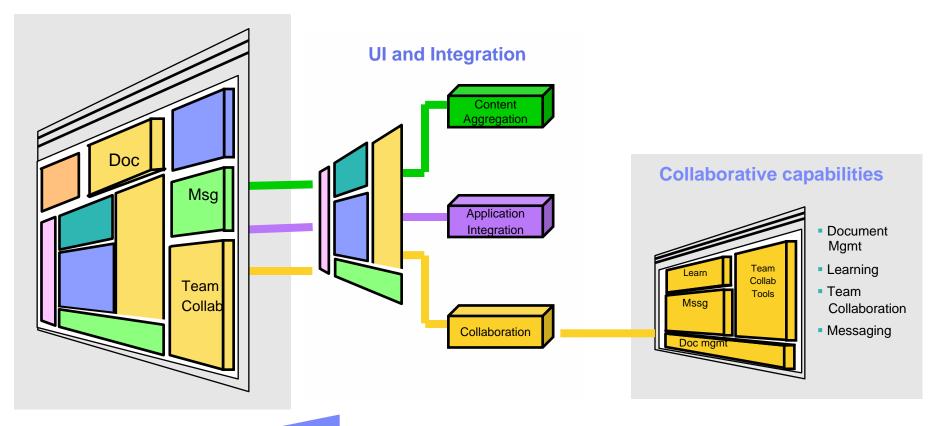
Messaging

- E-Mail
- Calendar
- Personal/Public address book



...and combining Portal and Lotus Workplace

they make up the software foundation of an On Demand Workplace



Integration / Shared Infrastructure





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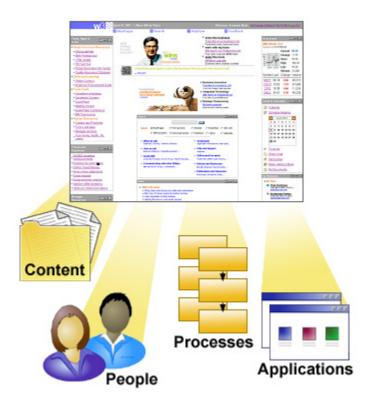


WebSphere Portal

Single Point of Personalized Interaction with Applications, Content, Processes and People

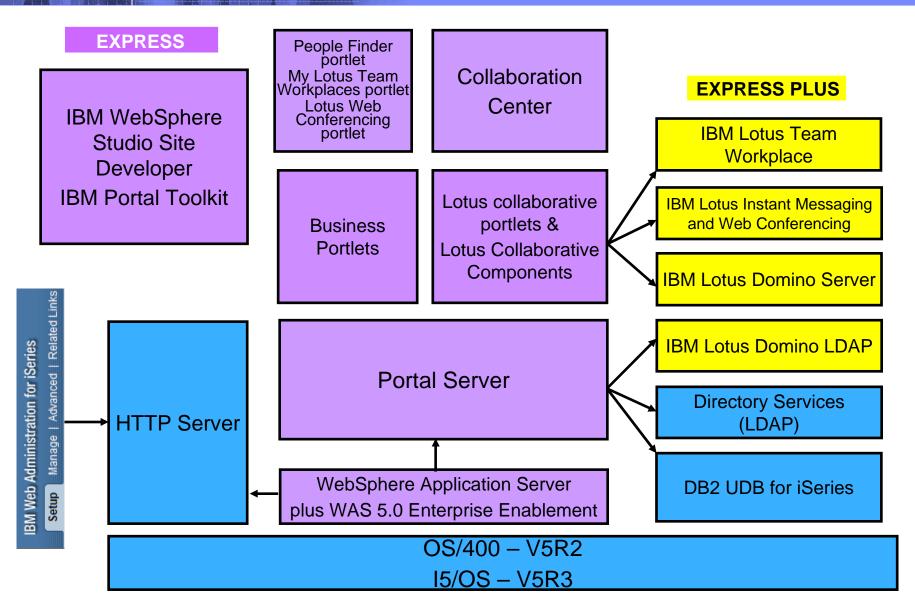
- By definition, a portal should provide
 - Single sign-on
 - Common presentation
 - Application and information integration
 - iSeries Access for Web Portlets
 - WebFacing Portlet
 - HATS Portlet
 - myQuery reports portlet
 - Collaborative capabilities
 - Personalization and customization
 - Themes, skins, aggregation
 - Role Based customization
 - Anonymous and authenticated users
 - In-line customizer
 - A framework for Web Services
 - Extension to pervasive devices













Collaboration and Single Sign On (SSO)

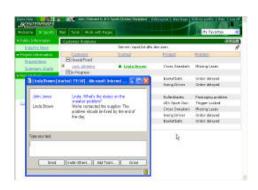
Out of the box collaboration portlets

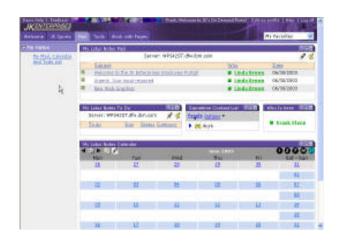
Lotus Domino Web Access

Mail, Calendar, To Do List, Contacts, and Notebook functions

Lotus Notes and Domino

My Lotus Notes Mail
My Lotus Notes Calendar
My Lotus Notes To Do
Lotus Notes Discussion
Lotus Teamroom
Lotus Instant Messaging
Lotus Team Workplace
More....





Collaboration portlets available with WebSphere Portal - Express

Lotus Domino, Lotus Instance Messaging, Lotus Team Workplace servers are required

WebSphere Portal – Express and Lotus Domino SSO

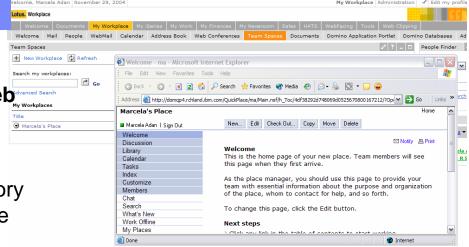




Advanced collaboration

Collaboration Center

- For enterprises that seek to extend web portal infrastructure with a pre-built collaboration solution.
- People Finder On-line company directory with built-in instant messaging and people awareness
- My eMeetings View, schedule and attend Sametime e-meetings
- My Quickplaces Display, search and launch QuickPlace project team rooms
- Who is here displays an inline list of people in the page with whom the user is able to chat





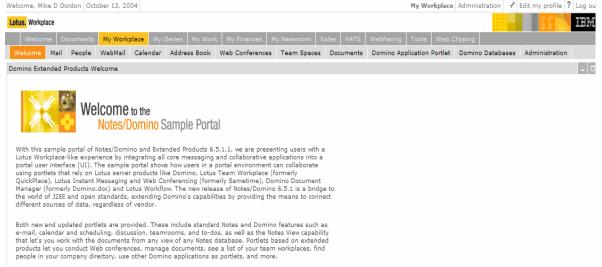




Adding Workplace principles to Domino and WebSphere Portal Product Line

- Domino and extended products are synchronized starting with 6.5.1
- WebSphere Portal 5.0.2.2 makes Collaboration Center available for all versions of Portal
- Lotus Notes Portlets and Extended Products 6.5.1 can be downloaded from the Portal catalog
- Demonstrates the continuing value and investment in Notes/Domino and the extended products

Appearance of portlets and default Collaboration Center environment consistent with Lotus
 Workplace | My Workplace | Administration | 4^r | Edit my profile | ? | Log ou

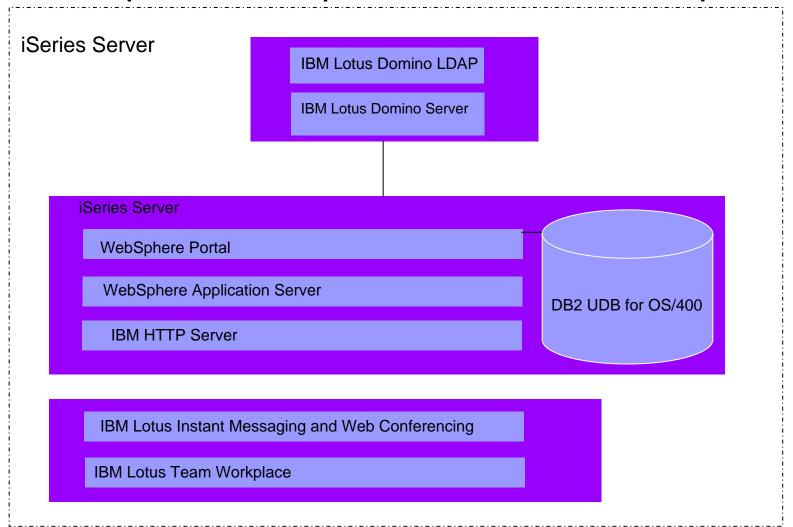






WebSphere Portal Configuration Wizard

WebSphere Portal – Express with Lotus Collaboration Options

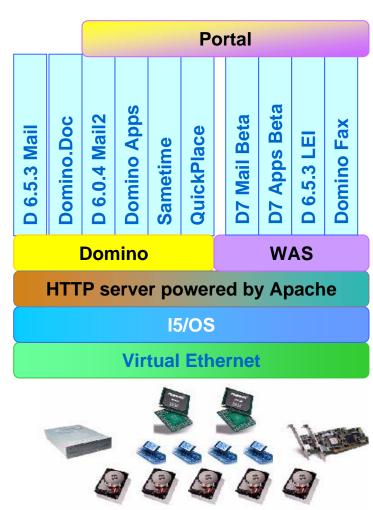






WebSphere Portal Collaboration on iSeries Architecture

- Integration
 - DB2
 - LDAP
 - HTTP server
 - WAS
- Shared virtual resources
 - Automatic reallocation as needed
 - Non-disruptive growth
- Availability
 - Subsystem isolation
 - Automatic Domino recovery
- Ease of use / administration
 - iSeries Navigator
 - Portal wizards
 - Domino multi-versioning support







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- What every customer should know
- Call to action





WebSphere Portal 5.1 Release Themes

On Demand (Time to Value)

- Speed of deployment to production
- Virtual Portals
- Enterprise app integration
- Security integration

Mission Critical

- Platform for building/running mission critical applications
- Modular deployment
- Reliability
- Change control/deployment
- Off-line content enablement
- z/OS platform support

Ease of Use

Portal administration

Ease of Installation and Configuration

- Installation in less than one hour
- Addition of post-install configuration GUI
- Improved performance in moving from Cloudscape to another DB

Total Cost of Ownership

- Support of sub-capacity and on demand pricing supported by ITLM
- Support of lower cost DB Microsoft SQL Server Standard

Improved Performance

Addition of a new high performing skin and theme

Improved Key Function

- Business Process Integration leverages workflow for business activities
- Fully integrated web content management

** iSeries SoD: WebSphere Portal Enable 5.1 support





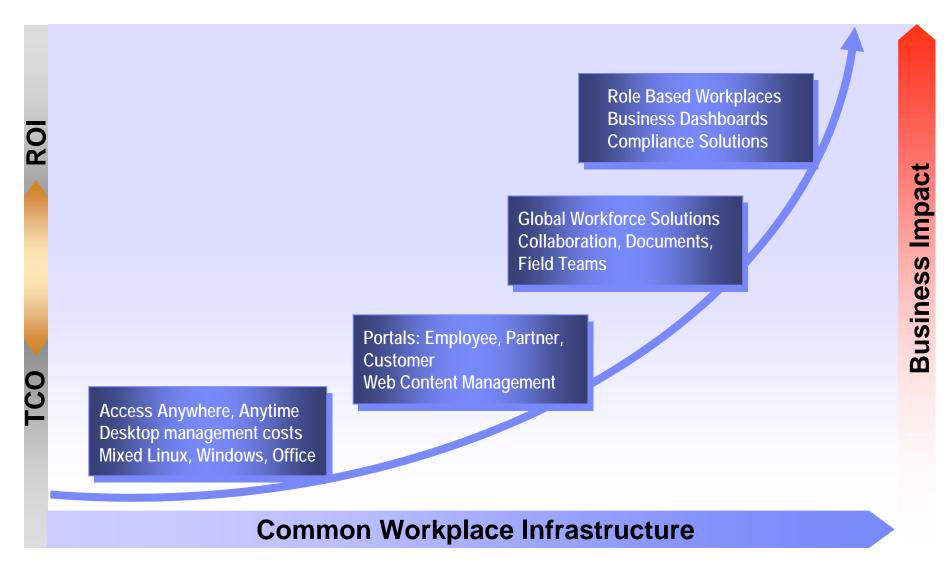
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Value of Workplace





What's the Value of Lotus Workplace?

- Increase productivity
 - Putting collaboration tools in the context of business process increases organizational productivity



- -Allow information sharing and reduce the amount of time employees spend looking for important documents
- Lower cost, simplified administration
 - A common platform for all collaborative capabilities reduces TCO
- Easier to integrate, broader application development capability
 - A standards based platform ensures flexibility and ease of integration









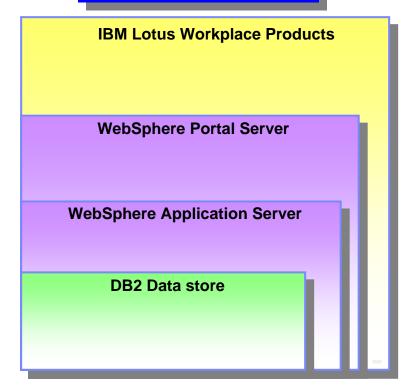
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The Software Stack

- Infrastructure Services across Lotus
 Workplace products
 - J2EE App Server
 - Common data store
 - Common Language support
 - Common client support
 - Shared Administration
 - Single Sign On / Authentication / LDAP
 - Allows single sign on across products
 - Search
 - Universal Search Learning, Team Spaces

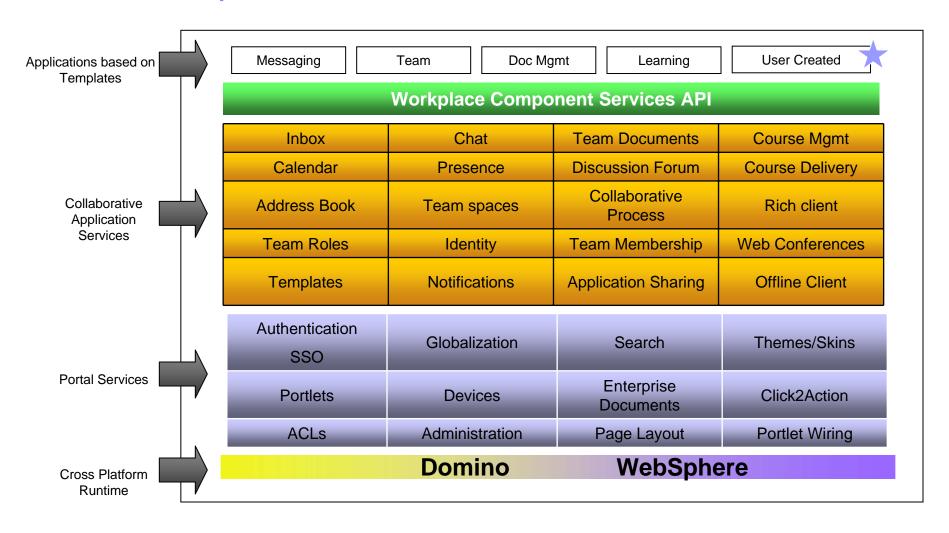
Built on proven IBM technologies







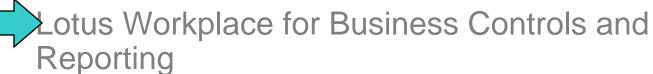
Lotus Workplace Platform Architecture





Lotus Workplace Products

- Lotus Workplace Messaging
- Lotus Workplace Team Collaboration
- Lotus Workplace Documents
- Lotus Workplace Collaborative Learning
- Lotus Workplace Web Content Publishing



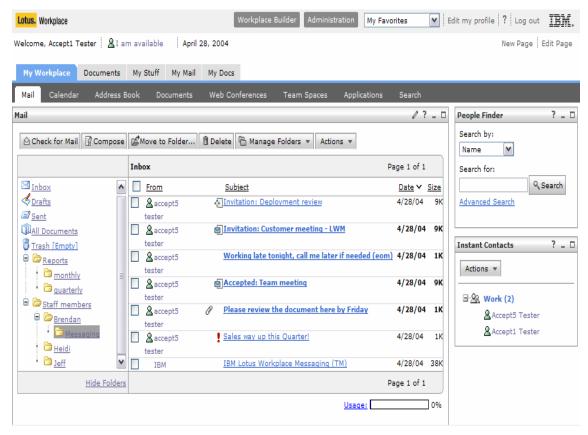
Not supported on eServer i5





Lotus Workplace Messaging

- Client options
 - Browser access to web portlets
 - POP3/IMAP clients
 - Rich Client
- By definition integrated
 - with other Workplace collaborative apps
- Reduced Administration
 - through unified management framework
- Account Auto-Provisioning
 - No more need for directory synchronization
- Key Enhancements
 - Group calendaring & scheduling
 - End User Productivity Tools
 - Nested folders

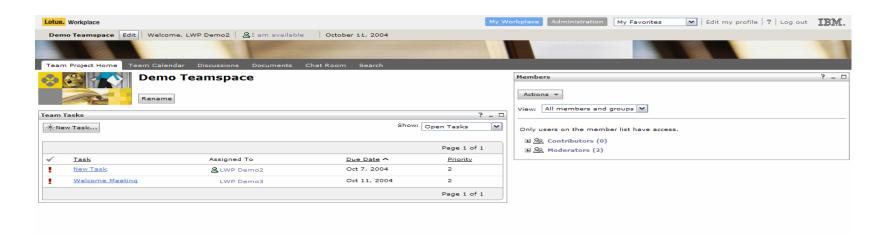






Lotus Workplace Team Collaboration Team Space – Task List / Members

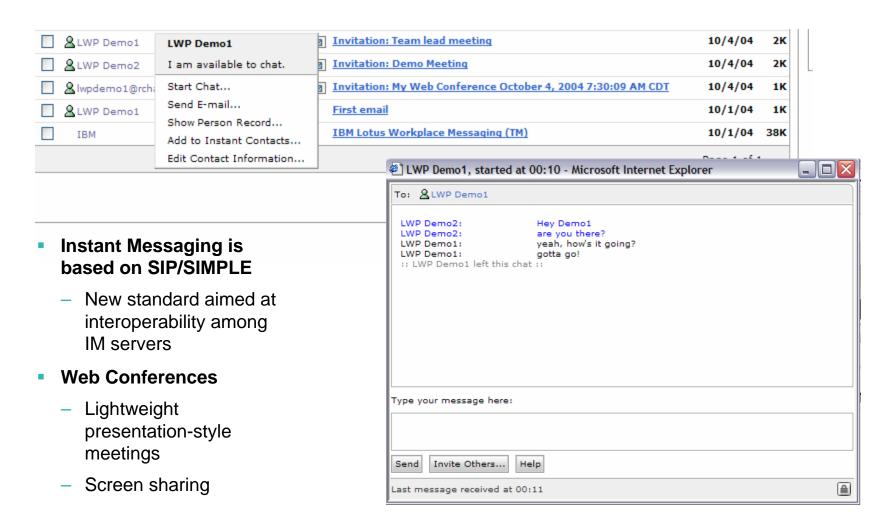
- Out-of-the-box collaborative applications, built from templates
- Fully customizable collections of portal pages and portlets, pre-wired to solve a particular business problem. For example:
 - meeting management, sales team, marketing activities, customer issues
- Includes tools like document libraries, chat rooms, lists
- Membership model of participation, with role-based security







Lotus Workplace Team Collaboration: Instant Messaging



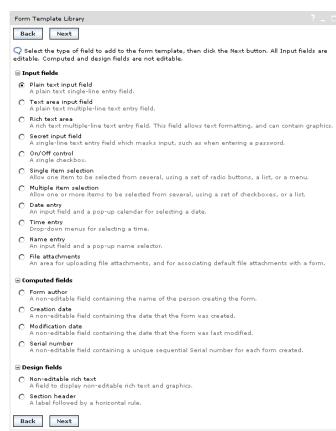
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Lotus Workplace Team Collaboration: Workplace Builder

- Self-service tool designed for business users to easily work with the Workplace templates included with a specific product,
 - Create an application from a template without coding
 - Customize workplace applications
 - Create and modify templates
- Benefits
 - Reduce costs for developing collaborative applications - can be built by business users with a browser
 - Reduce time to value templates may be reused and modified
 - Lower IT Costs self-service administration by the business owner for creation and access control
 - Ease the learning curve uses familiar portal tools by sharing a common layout with WebSphere Portal

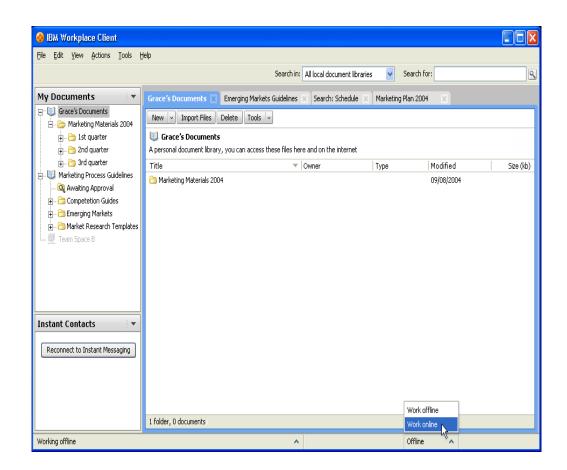






Lotus Workplace Documents

- Rich client experience includes:
 - Rich document editors (for word processing, spreadsheets, presentations)
 - Encrypted store and secure connection for offline use
- Browser experience includes:
 - Document management capability with access to Portal document libraries
 - Lightweight document editors
 - Integrated instant messaging and presence awareness with ability to save conversation
- Other unique features:
 - Personal document library: Check in / checkout / document locking / versioning; Document views, search and sorting; and more ...



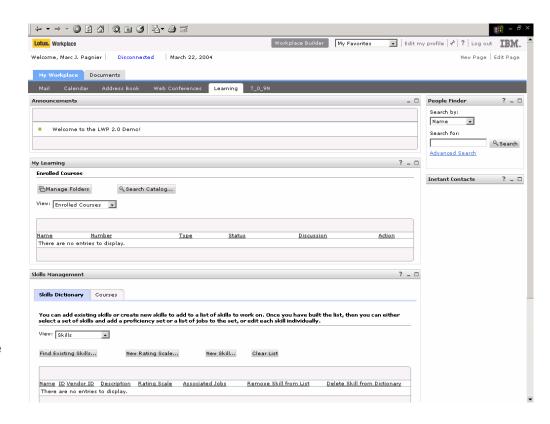


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Lotus Workplace Collaborative Learning

- Integrated skills management tools
 - Managers can identify skills gaps and create individualized training programs to meet employees' needs
 - Mapping skills & Jobs to users and courses
 - Individual Development Plan
- Tighter integration with Lotus Workplace Messaging, Calendaring and Collaboration
 - Use of Team Spaces for discussion threads
 - Send notifications to Lotus Workplace Messaging
 - Calendar integration with Lotus Workplace Messaging
 - Instant messaging and presence awareness within the context of online courses







Lotus Workplace Web Content Management 2.0

Business value summary

Productivity

Rapidly deploy Web content

Lotus Workplace Web
Content Management 2.0

Flexibility & Choice

- Intuitive for non-technical users
- Flexible versioning capabilities

Cost of Ownership

- DB2 Content Manager integration
- Enhanced scalability





Agenda

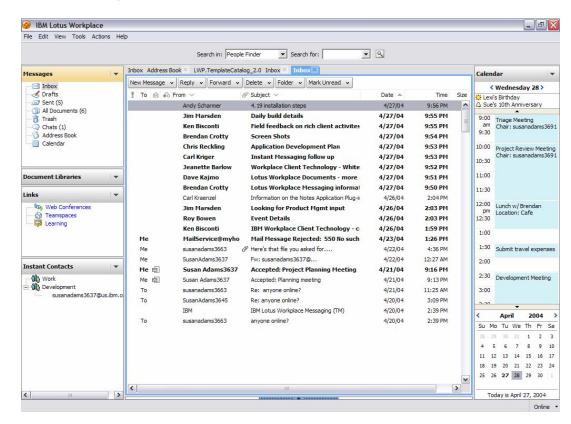
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Workplace Client Technology, Rich Edition

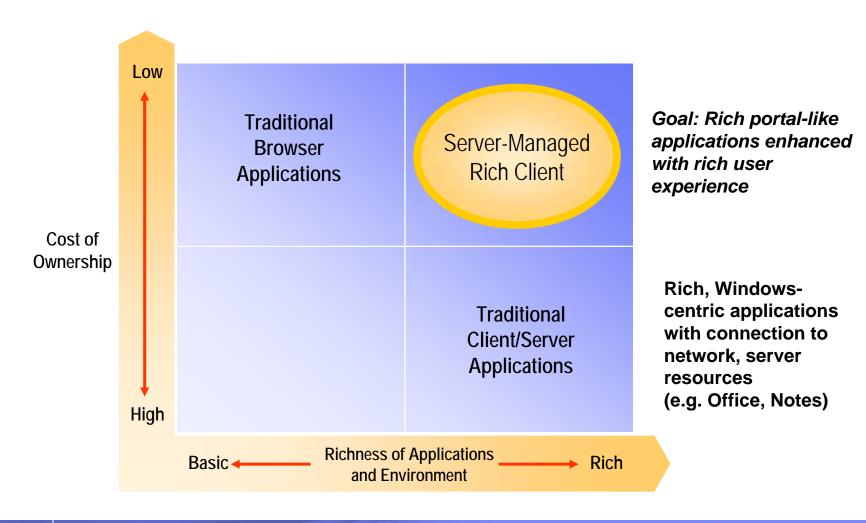
- Dynamic Rich Client Experience to Work Online or Offline
 - managed from the server with the TCO of a Browser
- Centralized administration, setup and client updates
 - With robust policy managed access and control
- Linux, Windows and MacOS (future) desktops







Goal ... Achieve rich client functionality at low total cost of ownership





Expediting Information to and from a Wide Variety of Devices

A client middleware framework which enables ISVs, device manufacturers, service providers and enterprises to develop, deploy and manage applications and services for a wide spectrum of devices.

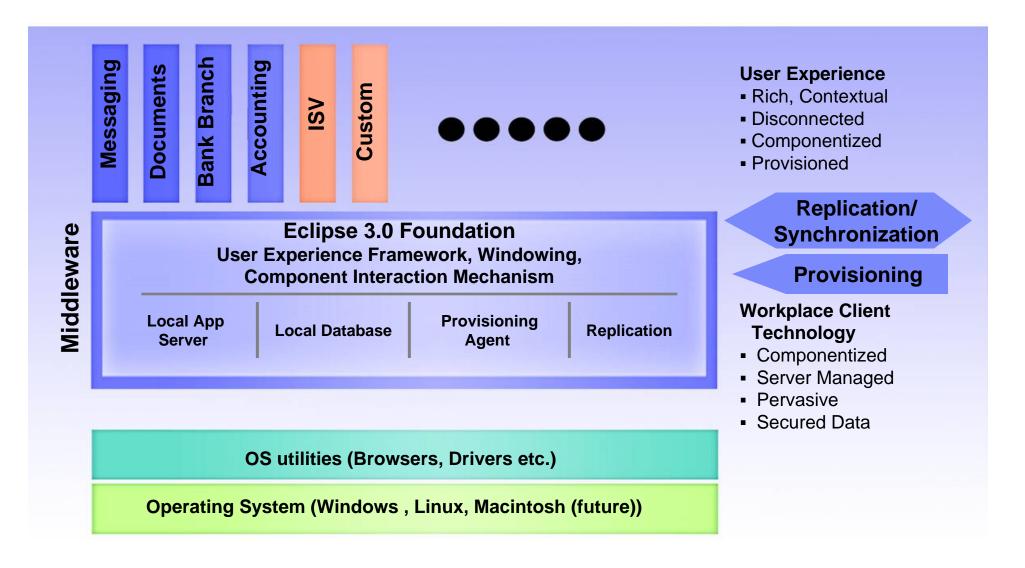
IBM Workplace Client Technology, Micro Edition

- Standards-based middleware can help ensure interoperability
- Can help leverage and extend many existing applications
- Bridge mismatch of application and device lifecycle
- Adapt to network conditions
- Extreme portability and configurability

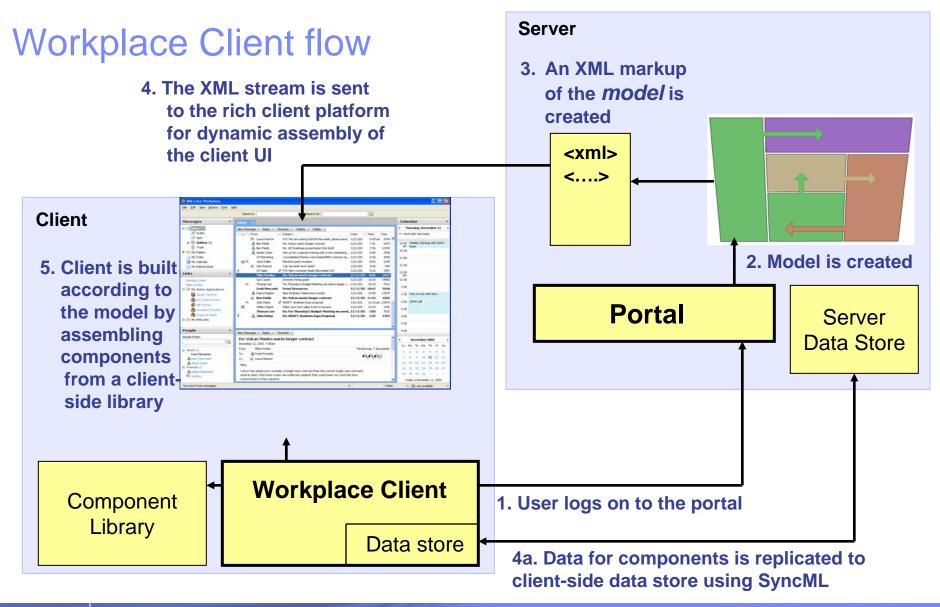




IBM Workplace Client Technology, Rich Edition









The Result is Simplification for Users and IT Management

Easier to use:

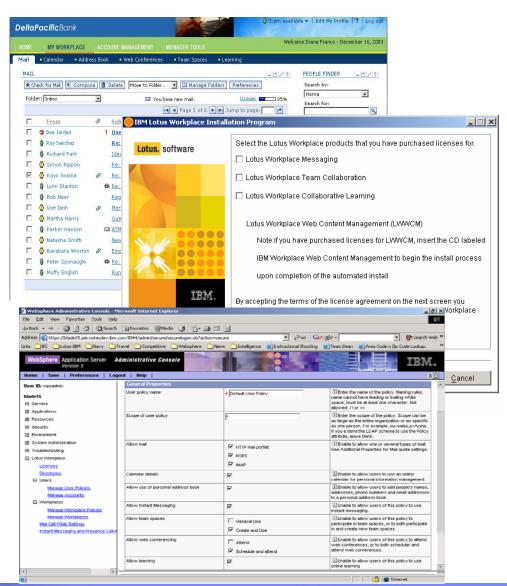
One interface for dynamic capabilities that all work together ...and now offering the choice of a rich client experience

Easier to buy:

License and deploy capabilities - on demand

Easier to deploy:

Common administration for faster deployments – *on demand*







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- Lotus Workplace is the latest product from Lotus Software
- False
- Lotus Workplace refers to both a family of products and the technical framework that is common across the products
 - The actual products are:
 - Lotus Workplace Messaging
 - Lotus Workplace Team Collaboration
 - Lotus Workplace Documents
 - Lotus Workplace Collaborative Learning
 - Lotus Workplace Web Content Publishing
 - Lotus Workplace for Business Controls and Reporting



- Lotus Workplace is a series of new portlets for Websphere Portal
- False
- Lotus Workplace is an application that builds upon Websphere Application Server and Websphere Portal
- Lotus Workplace utilizes WAS applications and Portal, along with Business Components, to build and deliver applications to end users
- Websphere Portal will continue to be packaged and sold as it is today. As with Notes/Domino there is some overlap in function but there are clear differences in the product.



- Lotus Workplace is the "NextGen" Lotus Notes and Domino
- False, sort of
- Many of the concepts around advanced collaboration are being delivered in the latest releases of both Lotus Notes/Domino and Lotus Workplace
- The complexities of implementing many of the concepts in the mature Notes/Domino code base constrains how some things can be done
- Starting from a fresh code base, and structured around industry standards, Lotus Workplace provides a more flexible framework for the implementation of new concepts



- Lotus Workplace and IBM Workplace are the same thing?
- False
- Lotus Workplace is one suite of products in the IBM Workplace family
- The IBM Workplace name is used to connect products that convey a common user experience across products and platforms



- Lotus Workplace, Lotus Notes/Domino, and Websphere Portal are standalone environments that are independent of one another
- True, however...
- All three products can be tightly integrated, and the real strength of the product portfolio is the ability to mix user experiences as required by the user population and applications
- All IBM products that have a user interface are being moved to Websphere and Portal for web based applications and IBM Rich Client technology for client based applications
- Lotus Workplace installs Websphere Portal as part of the underlying infrastructure



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Hardware Requirements

- Not yet determined for Workplace
- Since Workplace runs on a Websphere Portal 5.0.2.2 instance, here are the requirements for that product. Workplace will probably require more memory and may require more powerful processor to achieve adequate response times.
- WebSphere Portal Express for iSeries 5.0.2.2 Hardware requirements
 - Minimum hardware requirements:
 - iSeries Model 810 with processor feature 2465
 - 2 GB of memory
 - 1.5 GB of disk space for installation of WebSphere Portal and WebSphere Application Server V5.0 Enterprise Enablement
 - 2.5 GB of disk space for each WebSphere Application Server instance configured for use with WebSphere Portal

Notes:

- These minimum requirements are based on a non-cluster environment running a single WebSphere Application Server instance. To run multiple WebSphere Application Server instances at the same time, additional system resources are required.
- These requirements represent the recommended minimum requirements.
 Deployments which must support many users or require shorter response times might require additional resources.





Software Requirements

5722SS1 OS/400 V5R3

Host Servers 5722SS1 opt 12

5722SS1 opt 30 **QSHELL** Interpreter

5722SS1 opt 33 **PASE**

5733WS5 *BASE Websphere Application Server V5

5733WS5 opt 1 WAS V5 Client Development and Runtime

5733WS5 opt 2 WAS V5 Application Server Runtime

5733WS5 opt 10 WAS Enterprise Enablement

5722JV1 *BASE IBM Developer Kit for Java

5722JV1 opt 5 Dev Toolkit for Java (Version 1.3)

5722JV1 opt 6 Dev Toolkit for Java (Version 1.4)

5722AC3 Crypto Access Provider 128-bit

TCP/IP Utilities 5722TC1

IBM HTTP Server for iSeries 5722DG1

5799PTL iSeries Tools for Developers PRPQ

(requirements for released product may be different)



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Recommend the latest group PTFs

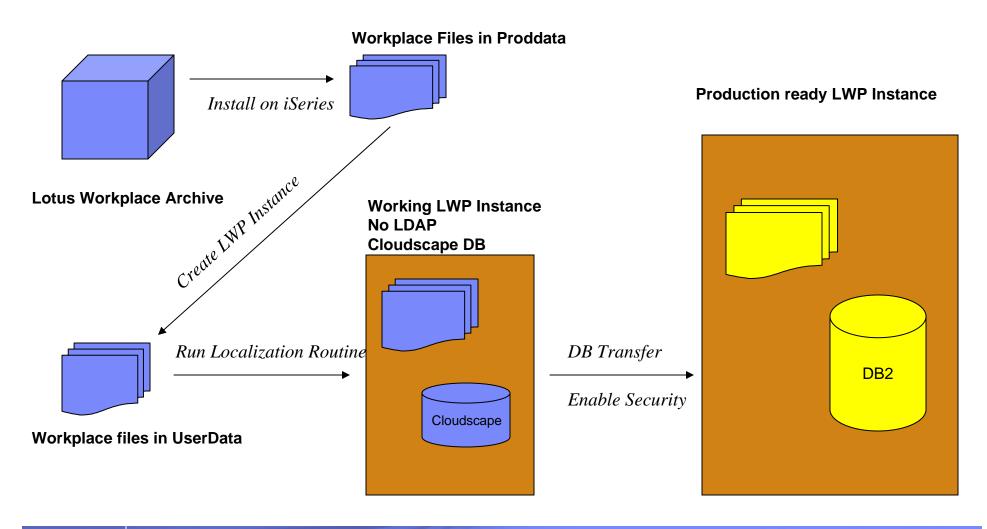
Group Number	Description	Minimu m Level
SF99530	Cumulative PTF package	4153
SF99287	WEBSPHERE APP SERVER V5.0 (BASE EDITION)	3
SF99503	DB2 UDB FOR ISERIES	1
SF99269	JAVA	2
SF99099	IBM HTTP SERVER FOR ISERIES	1
SF99282	WEBSPHERE PORTAL EXPRESS/EXPRESS PLUS SERVICE PACK	2



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Archive Install





Tips for a clean creation of a Workplace Instance

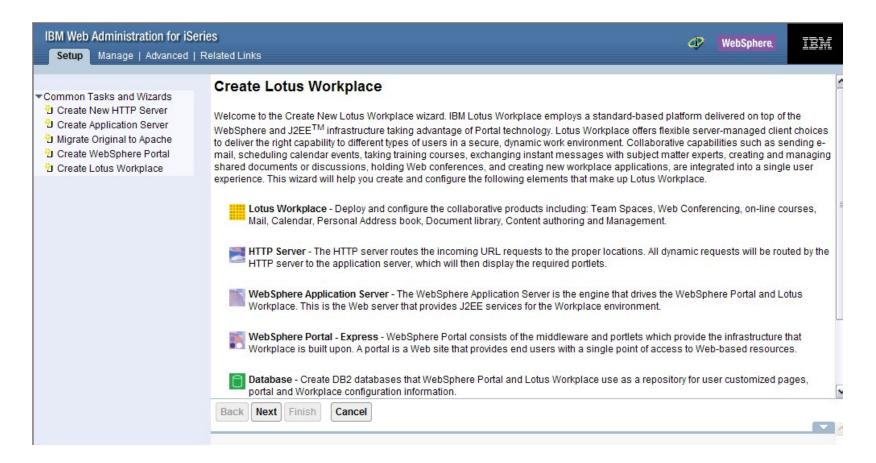
- Make sure the user profile used to setup Lotus Workplace has *ALLOBJ, *IOSYSCFG, and *JOBCTL
- Have a user profile with at least *USER authority that can be the owner of the workplace databases. If you have *SECADM special authority you can create the profile using the LWP HTTP Configuration Wizard
- Use a static IP address for the LWP server. Make sure the fully qualified hostname is listed in the DNS.
- Make sure the system time, date, and QUTCOFFSET are correct.





Lotus Workplace Configuration Wizard

Simplifies Deployment of creating LWP instance







Directory Consideration

- Supported LDAP Directories
 - IBM Directory Server
 - Domino Directory
 - Microsoft Active Directory 2000
 - Novell eDirectory
 - Sun ONE Directory Server





Required Steps if using Domino LDAP directory

- WMM attribute extld maps needs to map to a LDAP attribute that meets certain criteria
 - Unique value in directory
 - Value never changes
 - If entry is deleted, id is never reused
 - Fewer than 128 characters
 - Value does not contain commas
 - Value is not a DN
- By default Domino doesn't have an attribute that meets these criteria in it's schema, you need to add one



Required Steps if using Domino LDAP directory

- Modify the Domino Directory's Schema
 - Edit a copy of PUBNAMES.NTF
 - Add dominoUNID to Person, Group, Server\Certifier forms
 - "computed" field, @Text(@DocumentUniqueID)
 - Replace design of Domino Directory
- Load the new schema
 - tell Idap reloadschema
- Update Existing entries in the Domino Directory
 - Create an agent to populate the new field for all existing docs
 - Run the agent





Workplace Messaging Environment

- Configuration Options
 - Auto Provisioned Mail Accounts
 - Based on local mail domain setting and users email address
 - Customized Welcome message
 - SPAM filtering
 - Security settings
 - Relay Server
 - DNS name for mail service
 - Max size of outbound messages
 - Delete Orphaned accounts
 - Account Sizes
 - Quota Manager
 - Automatically archive deleted and expired messages





Integrating LWP into an existing messaging environment

- Smart host routing
 - Used when:
 - The recipient's e-mail address is in the local domain.
 - The recipient cannot be found in the local directory.
 - The recipient cannot be found in any directory used by a mail cell registered with the cell.
- Mail cell routing
 - Used when:
 - When there are two or more Lotus Workplace Messaging mail cells in the same domain.
 - When there are two or more mail systems in the same domain as Lotus Workplace Messaging and you want Lotus Workplace Messaging to route mail to users on other mail systems.
 - When registering a mail cell, you define the mail cell name, SMTP server in the cell, and how to look up users in the cell.
- With multiple mail cells, possible configuration scenario:
 - One cell the smart host for all other cells
 - The smart host has all mail cells defined
 - If one cell didn't know where to deliver the message, it is sent to the smart host which then routes the mail to it's final destination
 - This minimizes configuration setup and ensures local delivery in 2 hops from any of the mail cells.



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User Policy Configuration

- Policies can be scoped by
 - Policy Attribute
 - Distinguished Name (DN)
- Policy Attribute offers much more flexibility
 - Could be any WMM attribute
 - Users can be moved from one policy to another by changing this attribute (like a "Suspended Mail" policy)
- Distinguished Name scoping
 - Each policy must have a unique scope that defines the set of users to which it applies
 - Wild cards are not supported except in the special case of a default user policy



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Policy settings

- General options
 - Allowed Clients (browser, WCT)
 - Allow Mail
 - Allowed alternate mail clients
 - Allow Calendar
 - Allow personal address book
 - Max entries in personal address book
 - Allow document libraries
 - Allow IBM document editors
 - External Tools

- Allow import of files
- Allow export of files
- Allow Workplace applications
 Allow team spaces
- Allow users to create and edit
 Workplace templates
- Allow users to set Workplace template usage to all authenticated users
- Allow instant messaging
- Allow Web conferencing
- Allow learning





Policy Settings

Mail Options

- Send a Welcome message
- Maximum mail storage per user (MB)
- Percentage of disk space before warning
- When over quota, messages expire (days)
- Archive mail
- Automatically create mailboxes
- Allow users to create and send attachments
- Allow users to view and save attachments
- Allow users to save messages to the file system or document manager
- Allow the Chats folder (rich client)

Mail Export Options

- Allow export of mail files
- Send notification to
- Number of exports to keep
- Location of export files
- Export schedule to use

Rich client security options

- Signing options
- Signing options default
- Encryption options
- Encryption option default
- Options for credential creation
- Create separate signing and encryption credentials
- Submit credentials to a certificate authority
- Use self-signed credentials





Recommended way to setup policies

- Create a policy with no access
- Create your new policy
- Assign user to this new policy
- Get things working the way you want them with this policy
- Make the no access policy the default policy, and make sure your user is still working properly.
 - This makes sure the user is actually using the new policy
- The policy should be ready to use
- NOTE:
 - Caching of policy information is turned on by default for performance reasons
 - When debugging problems and setting up policies it is nice to have changes go into effect right away
 - Create a file workplace.properties in the /home directory of QEJBSVR and add the following properties
 - policy.cache.enable=false
 - workplace.softgroup.service.cache.enable=false
 - Restart servers after making these changes
 - Do not leave caching turned off. Turn caching back on when you are done setting things up





Workplace Rich Client Installation and Setup

- System requirements (may change)
 - WinXP
 - Win 2K SP2
 - Red Hat Enterprise Linux WS v3.0 Update1 Kernel: 2.4.21-9,
 Compiler: gcc 3.2, glibc: 2.3.2
- Server install
 - Server enterprise application
 - Client files on HTTP server.
- Client install
 - Download from Workplace Rich Client tab
 - Downloads to client and runs client installer
 - Connects back to server to be provisioned based on user policy settings





Agenda

- The Business Needs
- The Solution: IBM Workplace Strategy
- Product Family Positioning
- IBM WebSphere Portal
 - What is New
- Lotus Workplace
 - Workplace Client Technology
- Quiz
- Lotus Workplace iSeries / eServer i5 Implementation
- Collaboration Scenarios





Target customers for Lotus Workplace Products 2.5

- New customers that haven't purchased Collaboration, Learning, Web Content Management or Email for all users!
- New license sales to:
 - Customers committed to J2EE/open standards
 - WAS and/or Portal upsell
 - DB2 CM upsell (natural front end to CM)
 - Domino customers that <u>haven't</u> bought our advanced collaboration products
 - Microsoft customers disillusioned with vendor lock-in, hidden pricing and licensing costs
- 2.5 products are NOT targeted to migrate existing Notes, Sametime, Quickplace, Domino Document Manager etc customers

- CIO who has a vested interest in reducing costs across the multiple collaboration infrastructures in place today
 - Lotus Workplace DRAMATICALLY simplifies how IT organizations will manage collaboration in the future
 - Focus on integration and leverage of existing directories, databases, platforms, LDAP, Domino applications, WebSphere environment
- LOB executive that wants to reduce the complexity and hassles users have to go through to get the job done



The Path to Workplace You're Already On It!

Notes/Domino 6.5/.1

Single platform of core & extended products

New portlets & sample portal pages, incl. DAP portlet

Better integration (& support) with WPS

Integrated Sametime support

Domino as Workplace directory support

Notes/Domino

7.0

DB2 common data store

Notes plug-in for Workplace rich client

Support for end to end Linux environments

Common mail & PIM portlet support

Hosting of web services on Domino

Interop with Workplace IM

Notes/Domino

7.x

Workplace documents integration

Linux & Mac client support for WCT

Improved services interop (IM, C&S, Docs, admin)

Notes/Domino

8.0

Notes client on WCT - Blended client

Optional J2EE mail and C&S services on Domino

Admin and install integration

Future releases
of Lotus
Workplace and
Notes/Domino
continue

Portal is a key piece of this progression for every Notes/Domino customer





Recommend Domino Family Solutions For....

- Messaging Battles with competitors
 - Feature Domino Access for Microsoft Outlook as a way to move customers away from Exchange.
- Large Scale Deployments
 - Check product roadmaps to find out if customer deployment timeline maps to the product scalability roadmap
- Point Product Bids with Feature Checklist "Bake-Offs"
 - Sell the On Demand Workplace strategy and the IBM Workplace software story
 - Use Domino family solutions where feature checklists are the leading selection criteria.
- Customers of Notes Domino Product Family Seeking Deep Feature Parity
 - Sell more licenses of what they already like and use
 - Position On Demand strategy, IBM Workplace story for future growth
 - Sell Portal today
 - Don't set customer expectations to compare features.





Workplace Deployment Decision Tree



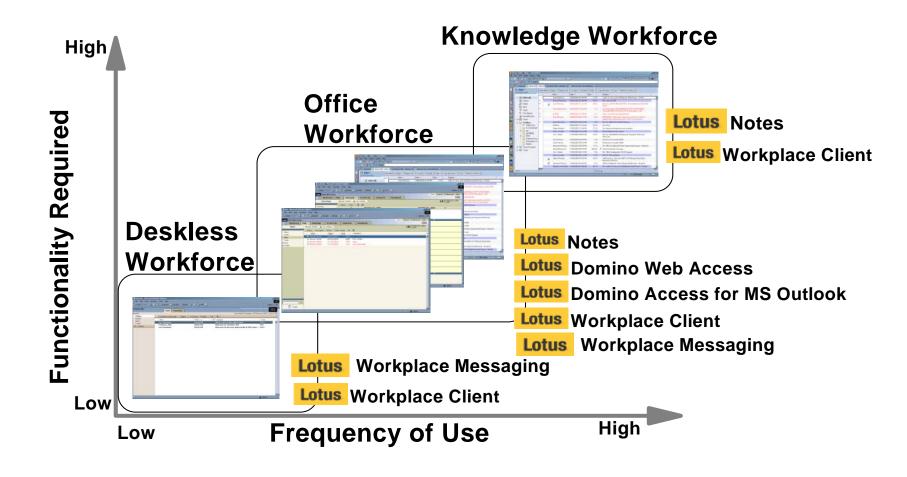
Determining Which Solution to Recommend

- Identify Functional Needs of User Communities
 - Examine product Roadmaps
 - Map to Workplace Deployment Roadmap or extend functionality through custom applications
- Determine IT Priorities for
 - Open Standards Protocols and J2EE Tooling
 - Relational Databases for Collaborative Content
 - Portal frameworks for Application aggregation, EIS integration and Web Services
 - Corporate LDAP directory
 - TCO Goals
 - Need to sustain Notes / Domino Applications





Messaging User Profiles





Recommendations for Notes IM Customers

- Continue with future releases of Notes/Domino
- Add Web Conferencing
 - Readily adds-on to existing Notes 6.5.1 IM / Presence Awareness deployments
- Add Portal into the organization for its integration benefits, and as path to Workplace
- Evaluate Workplace platform for advanced collaboration
 - Can coexist and interoperate with existing Notes / Domino based IMWC solution
- Consider Workplace for New Projects
 - Evaluate or retire underused Team Workplace
 - Replace with Lotus Workplace Team Collaboration





Recommendations for Existing Lotus Adv Collab Customers Instant Messaging & Web Conferencing (ST) and Team Workplace

- Continue with Existing Deployments
 - For robust advanced collaboration needs
 - For presence awareness integration in MS Office
 - Add WebSphere Portal to your environment
- Test Drive Lotus Workplace Team Collaboration
 - Use it to begin new projects
 - Prune and phase out underused Team Workplaces over time
- Leverage System Coexistence and Interoperability
 - New IMA gateway lets Workplace Team Collaboration 2.0 interoperate with Domino based IM solution





Recommendations for Non-Lotus Adv Collaboration Customers

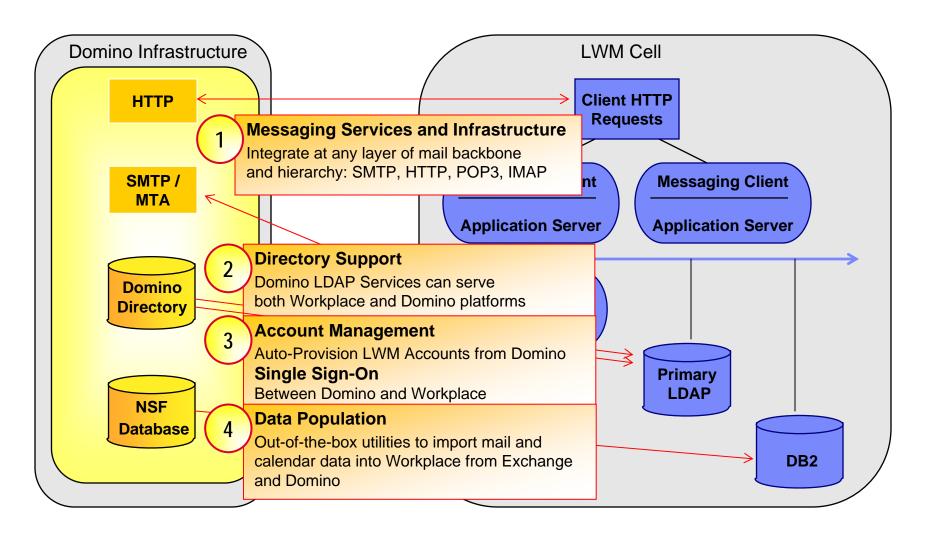
- For New, Initial Deployments
 - Start now with Lotus Workplace Team Collaboration 2.x
 - Provides customers with open standards-based solution for advanced collaboration
- For Large Scale Deployments
 - Deploy Lotus Instant Messaging and Web Conferencing 6.5.1 and Team Workplace 6.5.1
- For IM Integration with Microsoft Office Deployments
 - For presence awareness integration in Microsoft Office, continue to use Lotus Instant Messaging and Web Conferencing
- For Mixed Environments
 - Domino and Workplace Based Solutions can coexist
 - New IMA gateway lets Workplace Team Collaboration 2.0 interoperate with Domino based IM solution





Investment Protection

Domino and LWM Coexistence and Interoperability Scenarios





Recommendations for WebSphere Portal Users Requiring Team Collaboration

- Determine Feature Requirements
 - For Instant Messaging and Team Workspaces use WebSphere Portal Express Plus or Extend
 - For Web Conferencing: Use Domino or Workplace Collaboration
- For Immediate Large Deployments
 - Lotus Instant Messaging and Web Conferencing 6.5.1 and Team Workplace 6.5.1 for immediate collaboration needs
- For New Projects
 - Begin new projects in Lotus Workplace Team Collaboration
- For Compatibility with WebSphere Portal 5.1
 - Use Domino- based solution
 - Workplace 2.x pre-regs WPS 5.0.2.1
- Test in Coexistence Environment
 - Domino and Lotus Workplace-based solutions can deploy in a coexistence environment
 - Leverage IMA Gateway for IM interoperability





Application & App Dev Skills Planning

Do Now

- Analyze current application environment, inventory applications.
- Web enable key N/D applications in order to use Domino Application Portlet
- Plan for N/D 7 deployment
- Plan on piloting Notes client plug-in tech preview as part of N/D 7
- Begin to develop technical expertise in portal, J2EE, WSAD and DB2

Plan on doing shortly...

- Notes client applications use the Notes plug in (Windows(7.0) /Linux (7.01)/Mac(post 701)) for the Workplace Client.
- In the 2.5 timeframe the plug in will help w/ apps but the mail component of the WP client will not meet the needs of today's Notes user.
- In Notes 8 timeframe an option would be to have Notes mail UI and a Workplace Client mail UI
- Consider the tools and developer skill level in your organization, along with the most appropriate platform choice for the application.





3 Corner Stones

- Each cornerstone Lotus product fulfills distinct customer needs
 - Domino Established, well-known app development and messaging system
 - Portal Innovative way to integrate apps running on a variety of systems
 - Workplace Build vertically-integrated, collaborating apps on a portal base
- "Blended" Domino / Portal / Workplace apps will be very common
 - The appdev mix is based on a customer's specific business needs
 - Varies from customer to customer
 - Will vary over time
- Domino plays a long-term role in IBM's plans
 - Will be p enhancements, new tools, etc. for years and years to come
 - We are committed to preserving and enhancing your Domino investment





Lotus Workplace extends Notes/Domino investments

- Domino is a key content and application provider for Workplace
- Domino products co-exist and interoperate with Workplace
- Domino skills sets and license investments carry forward to Workplace
- Upcoming Domino product investments evolve customers to Workplace at their own pace





Additional Resources

The Campus for more education:

- BPs: http://www.ibm.com/partnerworld/sales/systems/education
 - Includes link to IBM PartnerWorld University (Web lectures for key topics)
 - http://www.ibmweblectureservices.ihost.com/pwu
- IBMers: w3.ibm.com/sales/systems/education
 - Includes links to the Online Universities for Cross-Brand and each Brand (Web lectures for key topics)
- Customers: www-1.ibm.com/servers/eserver/education.





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