



Business Unit or Product Name

IBM **e**server™ & TotalStorage™
UNIVERSITY 2003

'iSeries: Selling Domino 6 and Lotus Products in 2003

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Agenda

- Opportunity Areas for Domino for iSeries
- New iSeries for Domino Announcements
- What's new for Notes and Domino 6
- iSeries specifics for Domino 6
- What's new with Sametime
- What new with QuickPlace
- iSeries Value Proposition
- Opportunity Gameplans
- Questions and Answers
- Appendix - Resources

Opportunity Areas for Domino for iSeries

AREAS

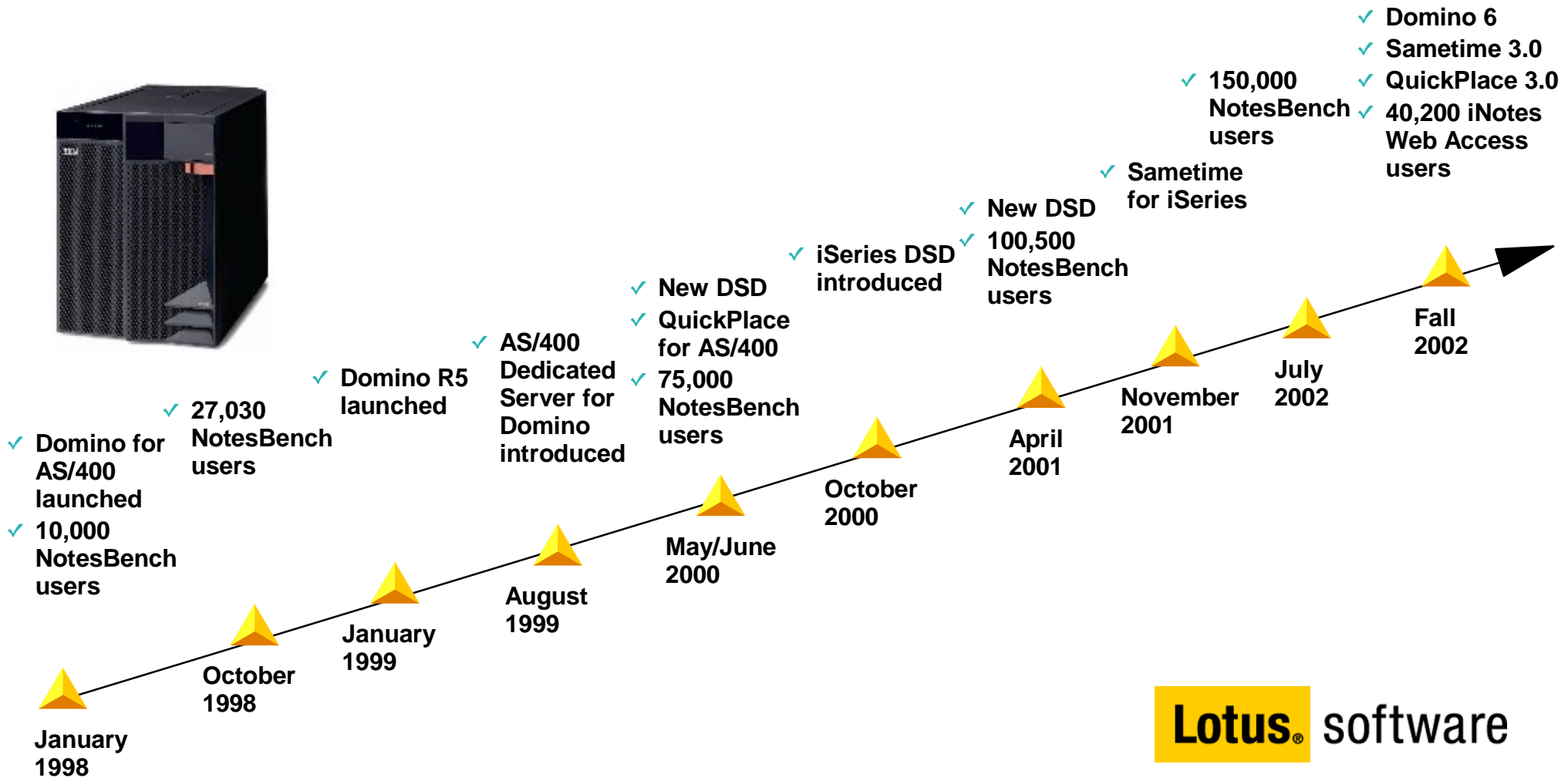
- Moving customers to ND6 who are on earlier versions of Domino and adding additional Lotus workloads
- Consolidating competitively installed Domino servers farms to iSeries
- Migrating competitively installed messaging customers to Domino
- Installing Sametime or QuickPlace (without messaging) into competitively installed accounts

SKILLS NEEDED

- Feature/Benefit highlights of what is new in Notes and Domino 6
- Basic knowledge of how these products play today on iSeries
- Conceptual understanding of product licensing and pricing / Partnering with Lotus
- Understanding of the features and benefits of Sametime and QuickPlace

New iSeries for Domino Announcements

iSeries & Lotus: 5 years of dedication, partnership, success



For NotesBench details, see ibm.com/eserver/iseries/domino/scalerecord.htm

Two New NotesBench Records for iSeries!

Benefit: iSeries commitment to Lotus

Two New scalability records:

Notes: 150,000 R5 Mail & Calendar users with Notes clients

- and also! -

iNotes: 40,200 iNotes Web Access clients and Domino 6 server

NotesBench Benchmark Official Audit

iSeries 32-way i890 Server DSD Plus was used for both of the benchmark records

High-end DSDs for server consolidation

DSDplus i890 -- configured for Notes clients RPQ 847163

DSDplus i890 -- configured for browser clients (iNotes) RPQ 847164



NotesBench Consortium

Rank	Vendor	Server	# of CPUs	R5 Mail Users	Resp time (sec)
1	IBM	iSeries 890	32	150,000	0.272
2	IBM	pSeries 680	24	108,000	0.584
3	IBM	iSeries 840	24	100,500	0.067
4	IBM	iSeries 840	24	75,000	0.267
5	IBM	RS/6000 S80	24	57,600	2.144
6	IBM	RS/6000 M80	8	28,032	1.424
7	SUN	Sunfire 4800	12	28,000	.175
8	Compaq	Compaq Proliant 8500	8	16,000	.316

Rank	Vendor	Server	# of CPUs	iNotes Web Access	Resp time (sec)
1	IBM	iSeries 890	32	40,200	0.074
2	SUN	SunFire V880	8	7,500	0.162
3	IBM	xSeries 360	4	6,750	1.502
4	SUN	SunFire V880	8	6,200	0.137
5	IBM	pSeries 620 Model 6F1	6	5,000	0.162

Source: <http://www.notesbench.org>

2003: iSeries & Lotus dedicated to the future

iSeries for Domino



Lotus® software

- Sametime & QuickPlace licenses each with 100 client CALS are included with Enterprise Package on i825, i870, i890
- Sametime integration with iSeries Navigator



iSeries for Domino: 5 offerings, configured and priced for Domino workloads

i810



1-way

- ◆ 3100 Mail-calendar users**
- ◆ Approximately \$30K (US)
- ◆ Price includes:
 - ▶ 1.5 GB memory
 - ▶ 105 GB disk
- ◆ Built-in 9% discount

1-way

- ◆ 4200 Mail-calendar users**
- ◆ Approximately \$52K (US)
- ◆ Price includes:
 - ▶ 3.5 GB memory
 - ▶ 315 GB disk
- ◆ Built-in 12% discount

2-way

- ◆ 7900 Mail-calendar users**
- ◆ Approximately \$100K (US)
- ◆ Price includes:
 - ▶ 5.6 GB memory
 - ▶ 525 GB disk
- ◆ Built-in 9% discount

i825



4-way

- ◆ 11,600 Mail-calendar users**
- ◆ Approximately \$195K (US)
- ◆ Price includes:
 - ▶ 7.2 GB memory
 - ▶ 560 GB disk
 - ▶ OS/400® & POD activations
- ◆ Built-in 21% discount

6-way

- ◆ 17,400 Mail-calendar users**
- ◆ Approximately \$354K (US)
- ◆ Price includes:
 - ▶ 11.3 GB memory
 - ▶ 945 GB disk
 - ▶ OS/400 & POD activations
- ◆ Built-in 17% discount

** Note: These performance numbers can not be achieved using the minimum configurations described above - additional hardware features are required

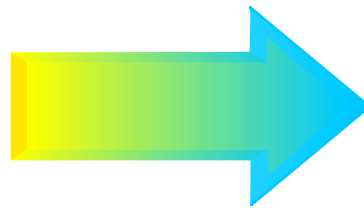
<http://www.ibm.com/eserver/series/domino/is4domino.html>

iSeries for Domino: DSD plus much more...

DSD



- ✓ Discount on processor
- ✓ Runs Java & WebSphere® with Domino
- ✓ Interactive limits
- ✓ Database limits
- ✓ Restricted upgrades



iSeries for Domino



- ✓ Discount on solution (processor, memory, disk)
- ✓ Runs Java, WebSphere, and Web-faced 5250 OLTP applications even when Domino is not active
- ✓ No database limits
- ✓ Upgrade to Enterprise Package available (including 5250 CPW)
- ✓ CUoD available on 4-way
- ✓ Unrestricted upgrades available for i825

iSeries for Domino: Dedicated to serving Lotus customers

- iSeries for Domino packages include memory and disk appropriate for Domino workloads
- To purchase iSeries for Domino, a customer must either purchase concurrently or already own Lotus software appropriate for the configuration

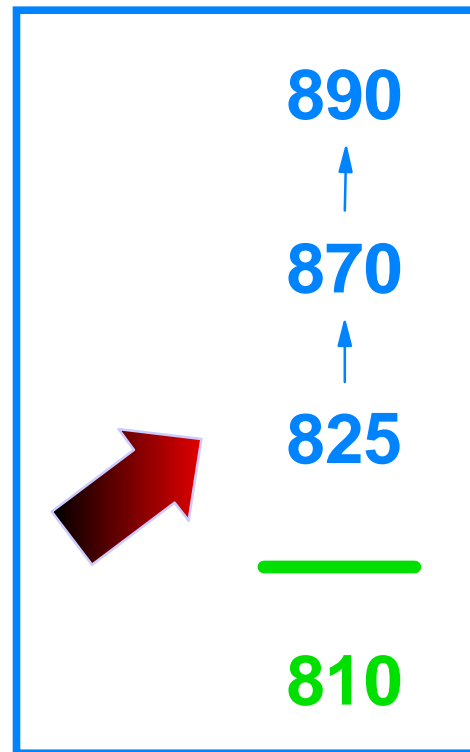
iSeries for Domino	Domino server licenses required	Notes or iNotes client licenses required
810 1-way (both configs)	1 server license	100 clients
810 2-way	2 server licenses	400 clients
825 4-way	4 server licenses	700 clients
825 6-way	6 server licenses	700 clients

For details on purchase requirements, see <http://www.ibm.com/eserver/series/domino/is4domino.html>

Upgrade options for DSD and iSeries for Domino



DSD-820



- iSeries for Domino customers can purchase upgrades
 - ◆ 825 ==> 870
 - ◆ 825 ==> 890
 - ◆ Standard to Enterprise Package
 - ◆ Standby processors can be activated on 825 4-way

- iSeries for Domino customers can order additional memory and disk
 - ◆ Normal prices apply

Autonomic: Sametime and iSeries Navigator

The screenshot displays two overlapping windows. The top window is a Lotus Sametime instant messaging window titled 'adave@us.ibm.com - Amit Dave/Rochest...'. It shows a message from 'Management Ce...' stating: 'Metric of CPU Utilization Percent Busy (Average) reached a value of 50% on system Tabasco on Wed Nov 20 15:44:15 CST 2002. You are the 1st admin (out of 2) contacted about this problem. Can you please handle it (*YES/*NO)?'. The response field contains '*YES'. The bottom window is a graph titled 'CPU Utilization (Average)'. The x-axis represents time from 3:40 to 3:45. The y-axis represents CPU utilization from 0 to 100. The graph shows a steady, low utilization level until approximately 3:44, where it spikes sharply to 50%.

- Integrates OS/400 monitoring with Sametime instant messaging
- Improves operator productivity with instant message response to system events
- Assures response with automatic event delegation through hierarchy of designated operators

IBM plans to make this available via Alphaworks on the Web

Move2Lotus™ for IBM eServer™: Extra Incentive

CEO Product Category	Bundle contents	Discount level 1*	Discount level 2**
Move2Lotus IBM Complete Enterprise Option (CEO) Product Category	CEO Communications + Sametime (per user); 250 user minimum	27%	40%
Move2Lotus IBM Enhanced CEO Product Category	CEO Communications + CEO Advanced Collaboration (Sametime + QuickPlace per user); 250 user minimum	27%	40%
Passport Advantage Product name			
Move2Lotus Domino w/ iNotes Collaboration Solution	Domino Application Server + 100 iNotes Collaboration licenses.	27%	40%
Move2Lotus Domino w/ Notes Collaboration Solution	Domino Application Server + 100 Notes Collaboration licenses.	27%	40%

- * 27% discount for customer already using eServer for their messaging infrastructure. **Requires purchase of new eServer in calendar year (xSeries™, pSeries™ or iSeries).**
- ** Deeper discount for customer moving from a qualifying competitive messaging infrastructure and a non-eServer messaging server - **Requires purchase of new eServer in calendar year (xSeries, pSeries or iSeries). Requires special bid for this discount level.**

<http://www.ibm.com/servers/solutions/collaboration/move2lotus>

Announcement Summary

- **2003 continues the strong partnership between Lotus and iSeries**
- **5 new iSeries for Domino configurations ==> DSD plus more**
 - ▶ **Processor + disk + memory**
 - ▶ **Run Domino + Java + WebSphere + DB2 + Webfaced OLTP**
 - ▶ **Upgrade support**
- **Sametime and QuickPlace included with iSeries Enterprise Package**
- **Sametime and iSeries Navigator**
 - ▶ **Sametime application integration in action**
- **Move2Lotus for IBM eServer: Lotus discount for new customers**

What's New in ND6

Domino and Notes (ND6) TCO - Doing More With LESS!

For end users

- Improved ease-of-use and productivity enhancements

For administrators

- Dramatically increased control of the infrastructure
- Less time to accomplish tasks

For decision-makers

- Savings in bandwidth
- Reduced disk storage
- Increased availability
- Improved security

■ For developers

- Rapid application development
- Open standards, code reuse, data integration

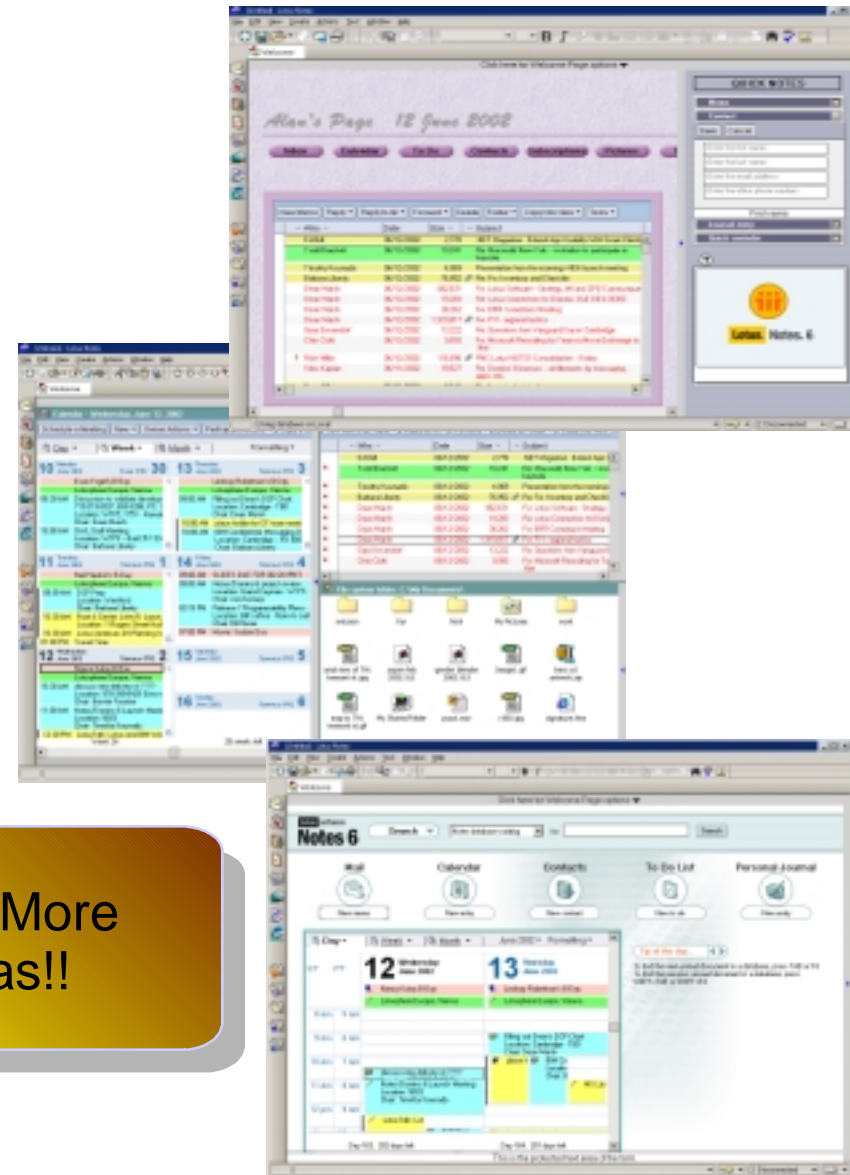
But if there is one thing it's ...

Total **C**ost of **O**wnership

End User Productivity Boosters

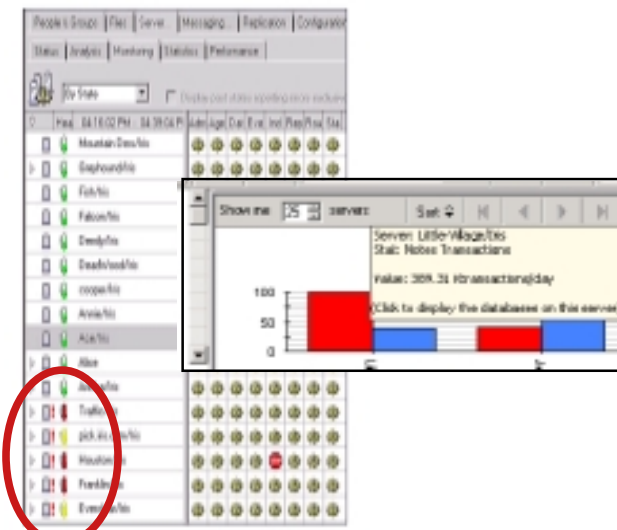
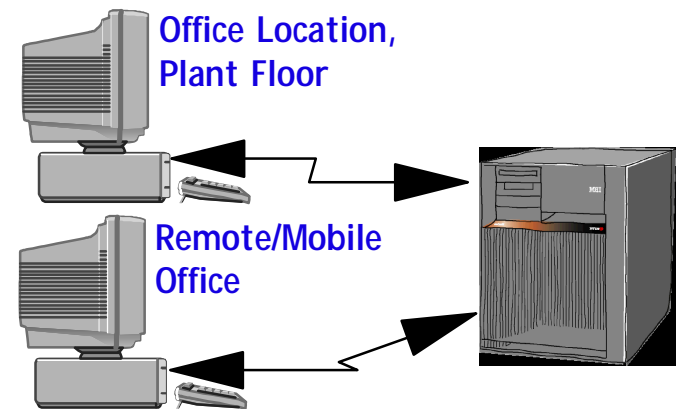
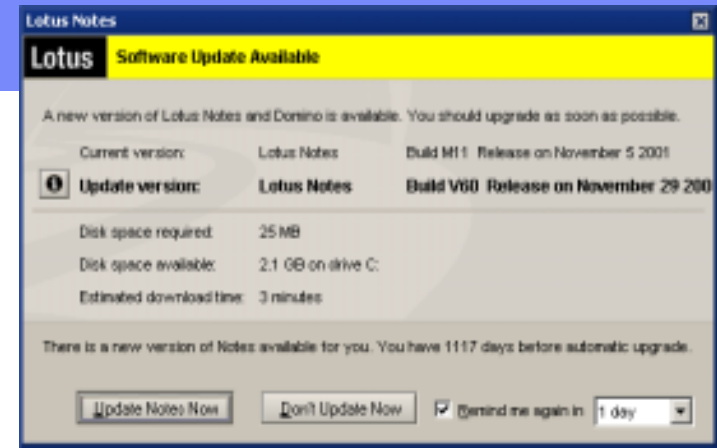
- Color coded inbox to more easily manage and prioritize correspondence
- Mail rules and Swift File to streamline and automate processes
- Unread in folder for organizing content
- Attachment handling (edit in place)
- Enhanced Calendaring & Scheduling:
 - Integration with Sametime
 - Drag & Drop Calendar entries
- Quick Notes for rapid document creation
- Drag and drop between desktop
- Copy view as table
- Background processing
- Enhanced and simplified replication

Many More Areas!!



Admired By Administrators

- **Smart Upgrade**
 - Drive down the cost of Notes client deployment
- **Multi-User Workstation Support**
 - Enables multiple users to access Notes on a shared PC (Windows specific)
- **Roaming User Support**
 - Enables a user to have their Notes information follow them no matter what PC they are using (all client platforms)
- **Policy Administration**
 - Tailor user settings to suit any subset of an organization
- **Transaction logging improvements**
- **Tivoli Analyzer (Server Health Monitor and Trend Analysis)**
 - Monitors, analyzes, and provides proactive notification of problem areas
 - Increase the number of servers an administrator can support



Many More Areas!!

Compelling to Corporate

■ Streaming replication and attachments

- Decrease replication time by 25%
- Users who replicate mail can start working before replication completes

■ Network compression

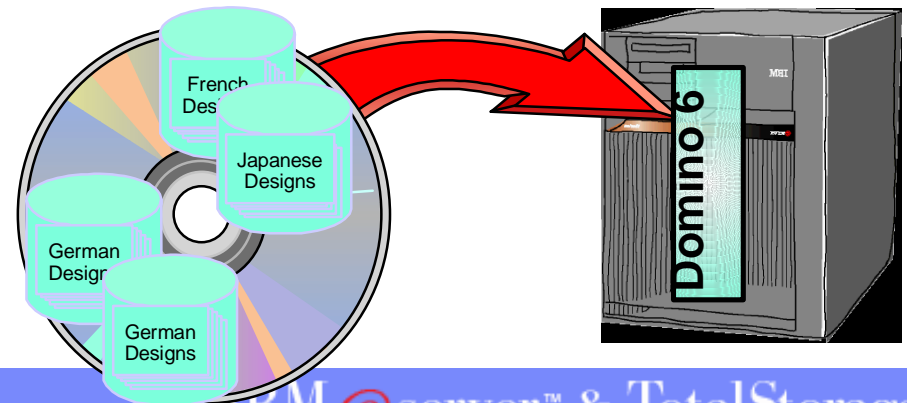
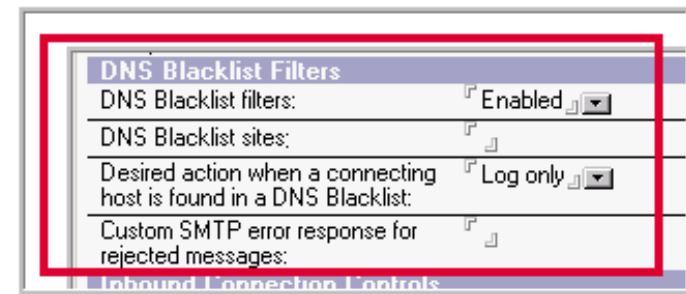
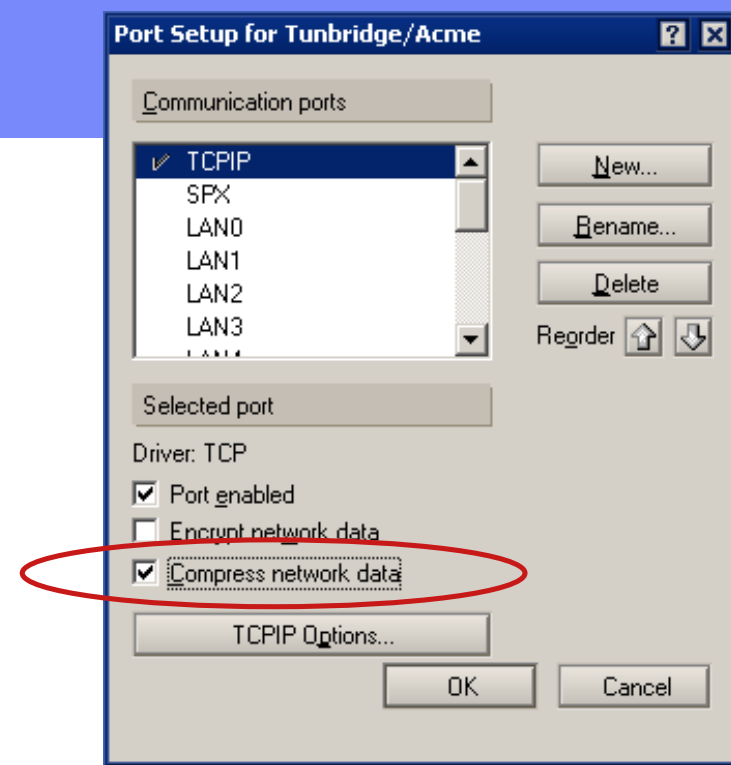
- 25% or higher saving of network bandwidth for uncompressed data
- Faster response time when opening mail on server
- Easy to implement

■ Anti-Spam Support

- Intercept and take action on mail from Blacklisted servers
 - New redbook: Lotus Domino 6 Spam Survival Guide for IBM eServer (SG24-6930)

■ Multiple language servers

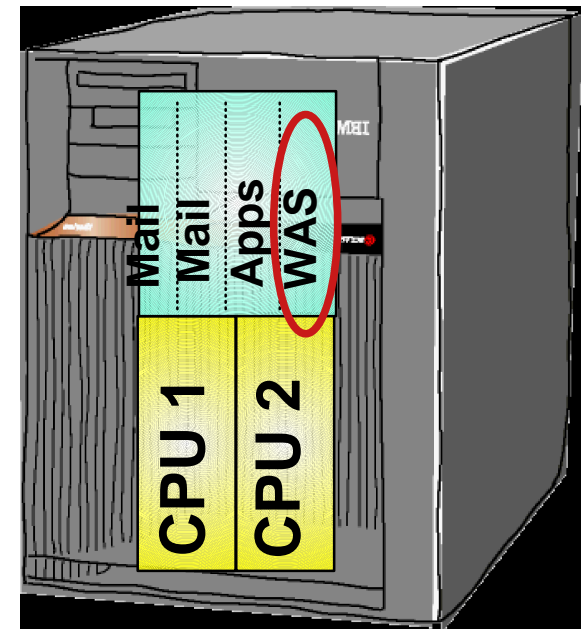
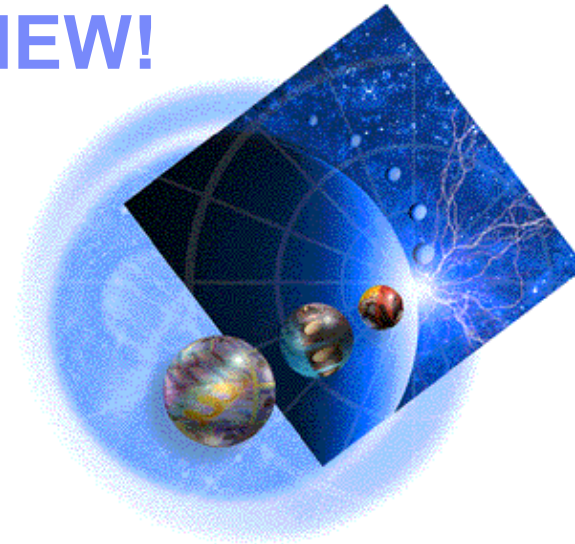
- Concurrently on a single Domino 6 partition



Many More
Areas!!

WebSphere is Bundled with Domino 6 - NEW!

- IBM WebSphere entitlement for purchasers of Domino Enterprise Server or Domino Utility Server
- IBM is including a limited license for WebSphere Application Server for use with Domino applications, to enable the use of
 - Servlets
 - Java Server Pages (JSPs)
 - Web services
- The WebSphere code will automatically be available to Domino purchasers from their personalized Passport Advantage site
- Special license terms require WebSphere to be used on the same physical machine as Domino, accessing Domino objects and data (no Java connector or external data access permitted)
- **Benefit - This promotes Lotus' NextGen movement to extend Domino applications into J2EE**
<http://www.lotus.com/passport>



Changes in Passport Packaging & Per-Processor Pricing

Before 01/10/2003		After 01/10/2003	
Mail Server	<ul style="list-style-type: none"> • \$894, 1-4 CPUs • Mail/C&S • 1 CAL/User 		Messaging Server <ul style="list-style-type: none"> • \$894 per CPU • Mail/C&S/ Partitioning • 1 CAL/User
Application Server	<ul style="list-style-type: none"> • \$2,308, 1-4 CPUs • Mail/C&S • Applications • 1 CAL/User 		Enterprise Server <ul style="list-style-type: none"> • \$2,308 per CPU • Mail/C&S/ Partitioning • Applications • 1 CAL/User • Clustering
Enterprise Server	<ul style="list-style-type: none"> • \$6,423, 5-8 CPUs • Mail/C&S • Applications • 1 CAL/User • Clustering 		Utility Server <ul style="list-style-type: none"> • \$11,750 per CPU • Applications/ Partitioning • 0 CAL/User • Clustering
Advanced Enterprise Server	<ul style="list-style-type: none"> • \$25,713, 9+ CPUs • Mail/C&S • Applications • 1 CAL/User • Clustering 		

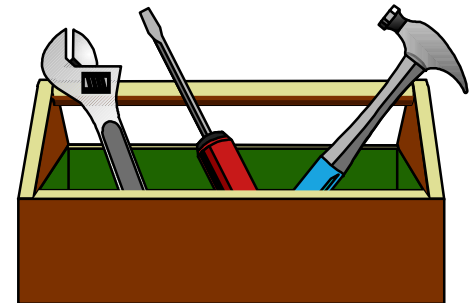
All prices Passport LVP Level A + NIM - Subject to change

Domino Utility Server - NEW!

- Allows access to Domino-based applications when mail is not required
 - Use of Domino Mail not allowed
 - Full application support, including partitioning and clustering
 - WebSphere bundle is included
- Customers using Domino applications don't need to purchase or track client licenses
 - Unlimited number of users either internal or external
 - Authenticated users or anonymous users
 - Notes/browser access
 - ▶ Does not include Notes client software
 - ▶ No charge for access, but the client still sold separately
 - ▶ No Notes discount because you don't exploit embedded CAL
- Announced with Domino 6 but applies to Domino R5 as well
- **Benefit - This enables a cost effective entry point into a non-Domino account. Also makes integration by ISVs easier to order/manage**

Roll Out

- ✓ CRM
- ✓ SFA
- ✓ Commerce, etc
with the Utility Serve

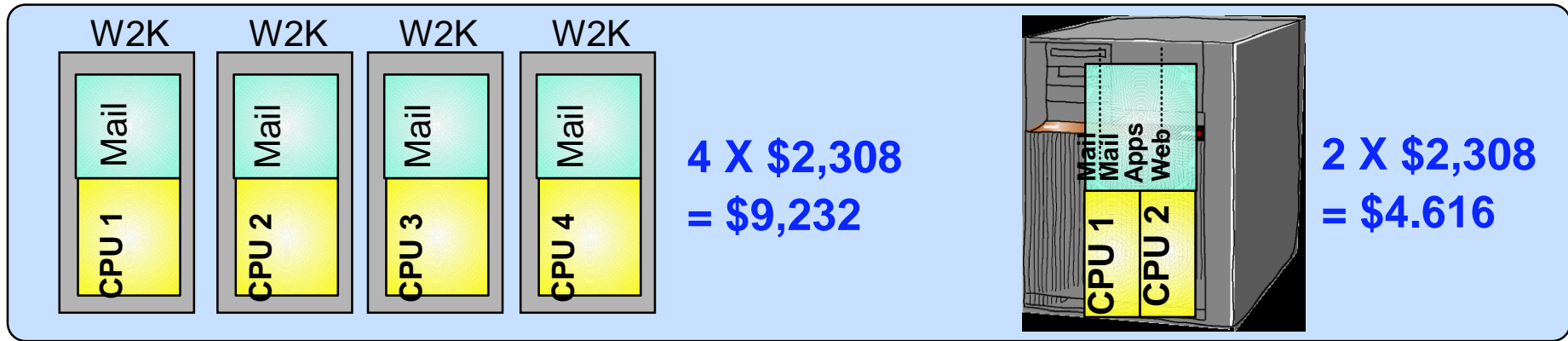


The Sweet Spot - Enterprise Server with 1-2 Processors

Multiple Partitions/Workloads - Mail, Applications, HTTP, Hub

Previous Enterprise Server	=	\$6,423
Today's Enterprise Server 1 CPU	=	\$2,308
Today's Enterprise Server 2 CPUs	=	\$4,616
Today's Enterprise Server 3 CPUs	=	\$6,924
Today's Enterprise Server 4 CPUs	=	\$9,232

**Break Even Between
2-3 Processors**



Remember....

- Currently no subcapacity pricing for Domino
- Customers must purchase Domino for all CPU processors on the server
- Use LPAR and Special Bid pricing where appropriate
- Also remember CEO pricing - which we will discuss in more detail later....

What's New Specifically for Domino for iSeries



Domino 6 for iSeries

- **Available Now!**
- **New product number: 5733-LD6 (for installation, not ordering)**
- **Requires**
 - ◆ OS/400 V5R1 or later
 - ◆ IBM Developer Kit for Java - JDK 1.3 (no-charge option)
- **New: Installshield Support**
 - ◆ **Uses ISMP 4.0 (Java-based) GUI interface**
 - More consistent with other platforms
 - ◆ **Allows installation with Domino CD in:**
 - iSeries server
 - Remote PC
 - ◆ **Setup is Invoked from:**
 - EZsetup
 - iSeries Navigator
 - Java application (setup.exe in root of Domino CD)

Domino 6 for iSeries - a few changes

- **Removed: Integration via AnyMail/MSF**
 - ◆ Instead: separate TCP/IP interfaces for Domino SMTP and OS/400 SMTP
- **Removed: Directory synchronization**
 - ◆ Function no longer supported in OS/400
- **Removed: Support for Domino under OS/400 HTTP server**
 - ◆ Instead: much improved Apache support
- **Green screens -- English only**
 - ◆ Instead: Use Operations Navigator
- **Locales not shipped with Domino**
 - ◆ Instead: Use OS/400 Locales
- **Domino 6 only available through Passport Advantage**
 - ◆ **Consistent ordering / maintenance for all Lotus products**
 - ◆ **Transition plan will be available for LPP customer under OS/400 Subscription**

OS/400 V5R2 Enhancements for Domino

- **Better management: Domino performance analysis / capacity planning**
 - ◆ Customers with Domino for iSeries infrastructures can use OS/400 collection services to gather Domino statistics (supported by Domino 6)

- **Better performance: OS/400 IFS memory management improvement**
 - ◆ New IFS attribute for managing the memory associated with each open IFS file
 - ◆ Improves overall memory "footprint" of Domino
 - ◆ Improves Domino performance

- **Better integration: IBM HTTP Server powered by Apache with Domino 6**
 - ◆ Domino can take advantage of Apache integration with
 - OS/400 Digital Certificate Manager
 - Cryptographic Co-Processor card
 - ◆ Domino and Apache server can run on same or different machine
 - ◆ Customer can still choose to use integrated Domino HTTP stack
 - Rewritten in Domino 6 for improved performance

Domino for iSeries release support

	OS/400 V4R5	OS/400 V5R1	OS/400 V5R2
Domino 5.0	X	not supported	not supported
Domino 5.0.1	X	not supported	not supported
Domino 5.0.2	X	not supported	not supported
Domino 5.0.3	X	not supported	not supported
Domino 5.0.4	X	not supported	not supported
Domino 5.0.5	X	(5.0.5.02)	not supported
Domino 5.0.6a	X	(5.0.6a.01)	not supported
Domino 5.0.7	X	X	not supported
Domino 5.0.8	X	X	See Note
Domino 5.0.9	X	X	X
Domino 5.0.9a	X	X	X
Domino 5.0.10	X	X	X
Domino 5.0.11	X	X	X
Domino 6	not supported	X	X

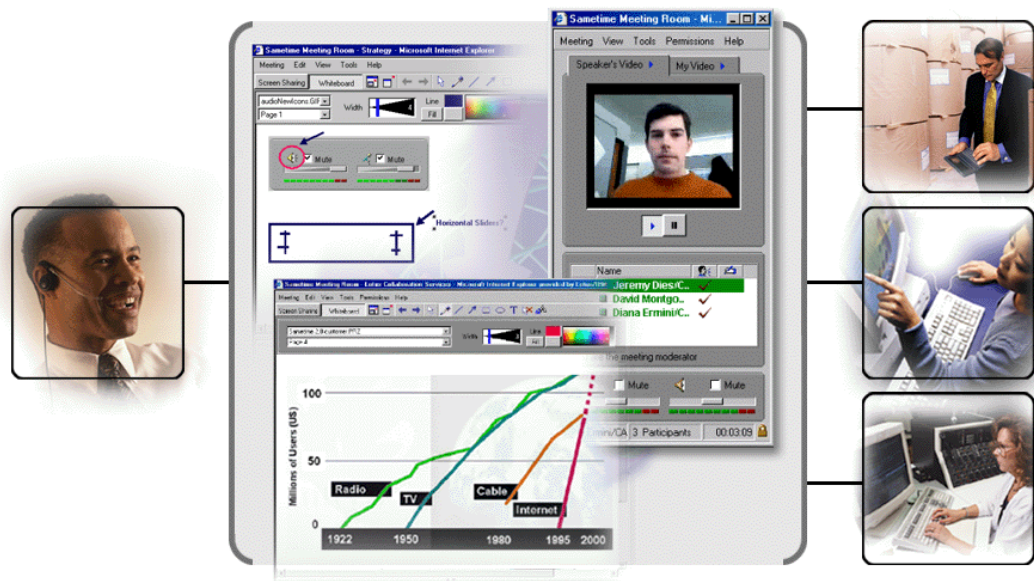
Note: V5R2 supports Domino 5.0.8. However, the minimum level to support the new i890 hardware is V5R2 and Domino 5.0.9.

We are trying to encourage our Domino for iSeries customers to stay current!!

The Transition from Licensed Program Product to Passport

- Domino Servers could be previously purchased via two sales channels
 - AAS (From IBM directly via the iSeries Configurator)
 - Passport Agreement
- At the end of 2002, we sunsetted the AAS channel
- Purchases of Domino made through Passport have benefits
 - Software upgrades/maintenance are automatically sent to customer
 - Accumulation of Passport points offers customers higher discounts
 - Simplicity of buying all Lotus software from a single source
- AAS Domino customers covered via OS/400 Subscription are being transitioned to Passport Agreements
 - Spirit of the transition is to help preserve customer's investment in software subscription as Domino is moved to a Passport Agreement
 - Detailed procedures will be defined later this year

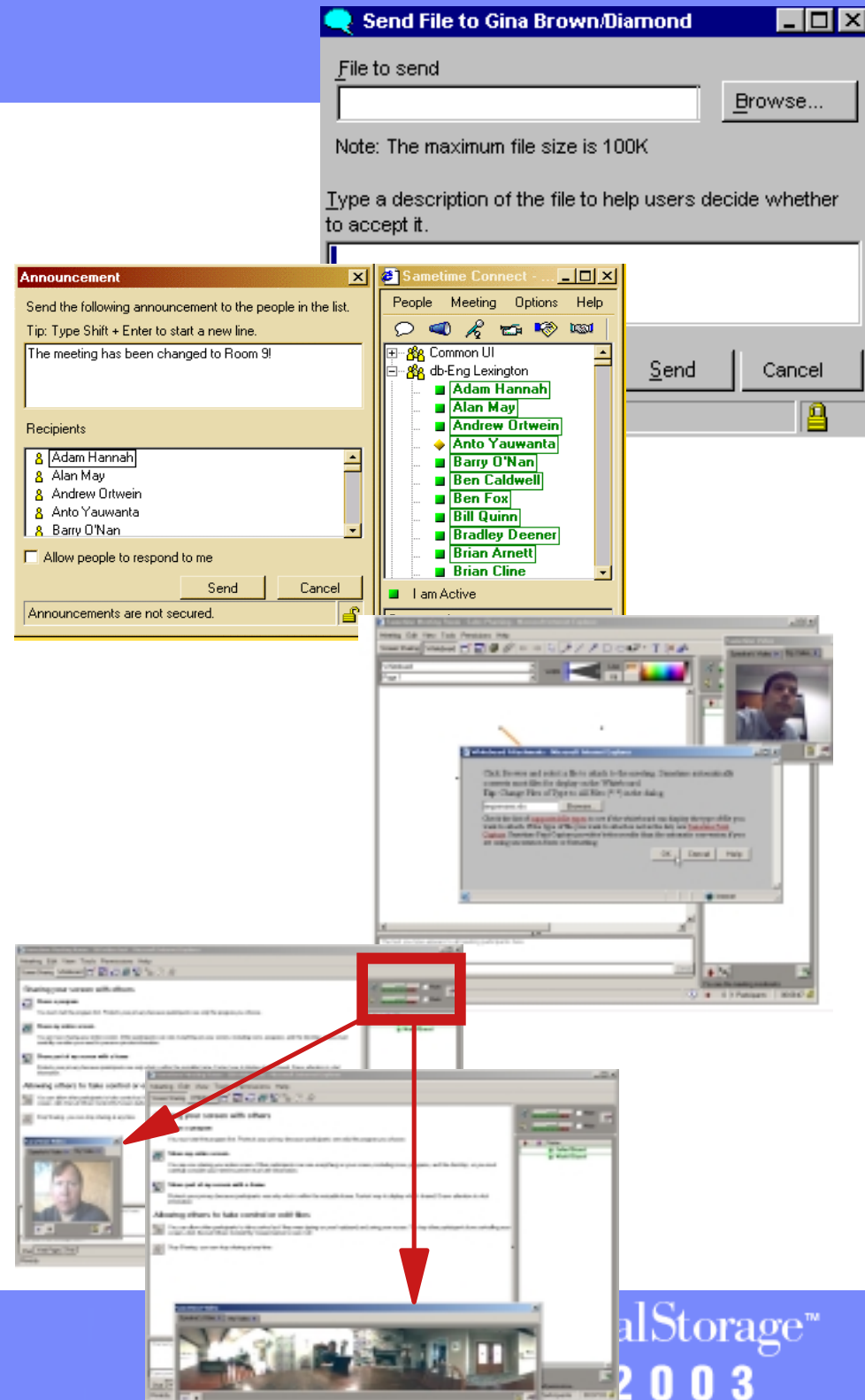
What's New with Sametime



Demo Site: <http://iseriesst1.dfw.ibm.com/>

What's New with Sametime 3.0

- Many end-user enhancements
 - ◆ Transfer a file in a chat session
 - ◆ One-way "broadcast" to one or many people
 - ◆ Attach a File During Meetings Started From the Meeting Center
 - ◆ Floating Video and 360-Degree Video
- Enhanced & easier system administration
- Improved monitoring and logging
- High Availability through clustering and failover
- Better interoperability through Single Sign On
- Community-to-Community connections via the new Session Initiation Protocol (SIP) Gateway



Sametime Compatibility

What works and what doesn't when Domino and Sametime are running in the same OS/400 LPAR:

	5.0.9	5.0.10	5.0.11	Domino 6
Sametime 2.5	Yes	Yes	Yes	No
Sametime 3.0	No	Yes	Yes	Yes*

*In February on iSeries, Domino 6.0.1 will support Sametime 3.0a

Sametime and OS/400 releases:

	V4R5	V5R1	V5R2
Sametime 2.5	Yes*	Yes	Yes
Sametime 3.0	No	Yes	Yes

*DSDs require V5R1 with enhanced DSD-Java support

Sametime Pricing

Sametime is licensed two ways:

- **Internal/External Users** - By user
 - Generally employees, contractors or part-time workers
 - Typically suppliers, customers, anonymous visitors
 - Licensed per user since that person is known within the company/organization
- **Unlimited Extranet Users** - By Server
 - Licensed as an unlimited group of users - single charge for unlimited users

Sametime Environment	License with Maintenance 1 Year	License with Maintenance 2 Years	Renewal Before License	Renewal After License
Intranet/Extranet - By User	\$38.42	\$48.72	\$11.45	\$24.53
Extranet - By Server	\$25,706	\$32,597	\$7,657	\$16,408

- You do not need to buy a Domino Server License
 - If Sametime is the only Domino-based application
 - Copy of Domino for iSeries is shipped with Sametime Media Pack

All prices Passport LVP Level A + NIM - Subject to change

What's New with QuickPlace

Spreadsheets

Calendar

Documents

Presentations

Project Tasks

Drawings

Weston Hospital and Cytex Labs
Clinical Trials for Allergex
Doctors, Hospitals, and Health Plans Working Together for You

Demo Site: <http://iseriesqp1.dfw.ibm.com/>

What's New with QuickPlace

- My QuickPlaces feature
- Enhanced Search Across QuickPlaces
- Calendar Integration with Notes and Office
- Better Integration with Sametime
- Improved Administrator tools
- More users supported per server

Advanced Search

Find pages in:

All places

This place

This room: Home

Folder:

Search for:

Text. Only include pages that contain these words or phrases:

Author. Name contains:

Date. Only include pages created or modified:

Analysis

■ Jeremy Dies | Sign Out

Welcome
 Discussion
 Library
 Q1 Planning
 Calendar
 Tasks
 Index
 Members
 Chat
 Search
 What's New
 Work Offline
 My Places

Discussion

Title	Author
My take on the pricing discussion	■ Stephen Londergan
Ideas for the new release	■ Chat
Customers have given us the following feedback: 1. Need to improve profile	■ View profile
Sample spreadsheet	■ Stephen Londergan

Pages 1 - 3 out of 3 (including hidden pages).

QuickPlace Compatibility

What works and what doesn't when Domino and QuickPlace are running in the same OS/400 LPAR:

	5.0.9	5.0.10	5.0.11	Domino 6
QuickPlace 2.0.8	Yes	Yes*	Yes*	No
QuickPlace 3.0	No	Yes	Yes*	No

*Currently available as a hotfix

If you are currently running both QuickPlace and Domino, stay with Domino 5 or implement LPAR before going to Domino 6

QuickPlace and OS/400 releases:

	V4R5	V5R1	V5R2
QuickPlace 2.0.8	Yes	Yes	Yes
QuickPlace 3.0	No	Yes	Yes

QuickPlace Pricing

QuickPlace is licensed two ways:

- **Internal Users** - By user
 - Generally employees, contractors or part-time workers
 - Licensed per user since that person is known within the company/organization
- **Extranet Users** - By Server
 - Typically suppliers, customers, anonymous visitors
 - Licensed as an unlimited group of users - single charge for unlimited users

QuickPlace Environment	License with Maintenance 1 Year	License with Maintenance 2 Years	Renewal Before License	Renewal After License
Intranet/Extranet - By User	\$39.28	\$49.81	\$11.70	\$25.07
Extranet - By Server	\$10,281	\$13,037	\$3,062	\$6,562

- You do not need to buy a Domino Server License
 - If QuickPlace is the only Domino-based application
 - Copy of Domino for iSeries is shipped with QuickPlace Media Pack

All prices Passport LVP Level A + NIM - Subject to change

Selling Strategy



Is Lotus Software a Good Investment for the Future? YES!



March 1: Domino will be re-engineered with a data store based on IBM's DB2 relational database... enabled through WebSphere and the native XML services of DB2.

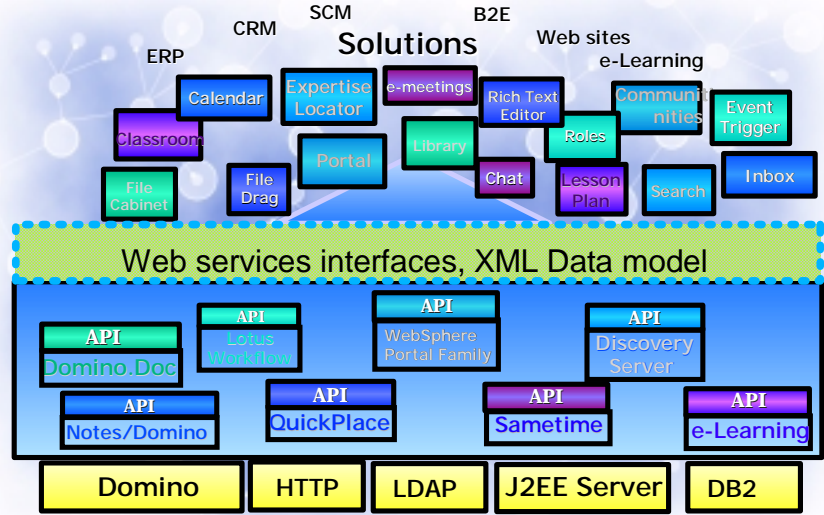
Steve Mills, senior VP and group executive for software



May 8: 2004 version of Domino will continue the integration of Domino and **DB2**. The **database will be an additive option, however, customers could still use the .NSF**. "We're going to try and do as much [integration] as possible in the next turn of the crank. At some point, the .NSF becomes a legacy store that we'll continue to support but in fact evolves beyond and lets us leverage the true capabilities of DB2." Versions of **Domino beyond 2004 will be based on NextGen** code. They'll likely use IBM products, for example, DB2 for the data store. For the first versions of NextGen, customers might install a separate Domino server next to their existing Domino server to take advantage of their existing applications and what will be the new, J2EE-based NextGen Domino

Al Zollar - General Manager Lotus Software (now iSeries General Manager)

NextGen Model



iSeries Value Proposition Domino Integrated Architecture

• Match between Domino and OS/400 architecture

- Subsystem - Domino partitions
 - Provides Domino availability and administrative ease without requiring LPAR
 - LPAR adds Domino flexibility (multiple releases, multiple languages, time zones)
- Full exploitation of SMP architecture to get maximum Domino scalability
 - OS/400 is the only operating system in the industry to allow Domino to fully utilize all available CPUs (Regatta 32)***

150,000 NotesBench Users

• iSeries unique Auto-restart

- 90% "auto-restart" rate in Rochester without operator intervention
 - 80% of Domino server outages are less than 15 minutes
- Reduced admin cost plus improved user perception of availability

• Non-disruptive growth

- Configure a new Domino server in minutes
- Single-level store virtually eliminates burdensome disk management
- "On the fly" reallocation of resources

• Integration with iSeries systems management tools

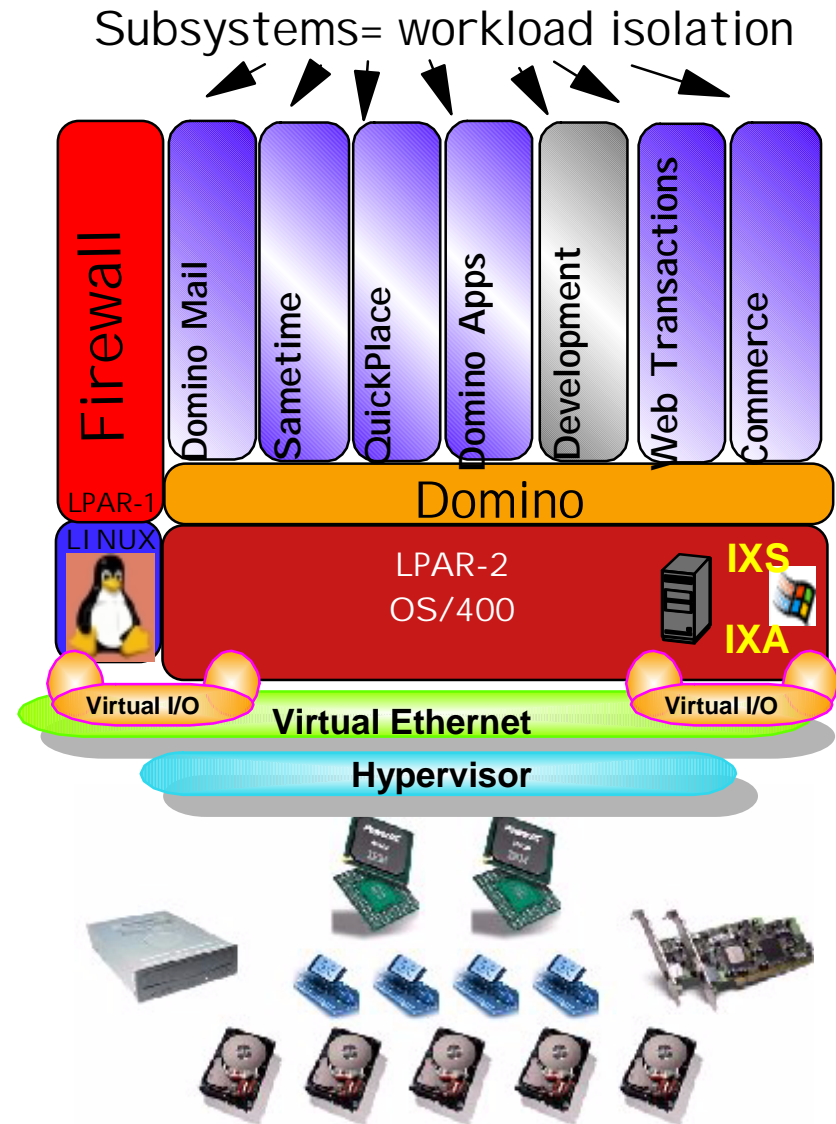
- Operations Navigator
- BRMS
- Single sign-on

• Lotus extension products

- Sametime, QuickPlace, LEI, Fax, Domino.Doc, Workflow, LearningSpace, others...

• Extend and complete your Domino infrastructure

- Linux firewall, DNS, File & Print, etc
- Exploit NT based applications using IXS/IXA



Opportunity Game Plans

- Selling upgrades to Domino 6
- Selling Domino server consolidation with TCO
- Selling Domino into Microsoft Exchange accounts
- Selling Lotus applications into competitive accounts



Selling: Domino Upgrade from R5 to ND6

- Strategy: Move customers from R5 to ND6
- **Customer Benefits:**
 - ◆ Lower TCO
 - ◆ Advantages across end user, administration, programmers, and corporate
 - ◆ Positioned for future with WebSphere
 - ◆ Better integration with other collaborative applications (e.g. Sametime, QuickPlace)
- **Your Benefits:**
 - ◆ Sell additional Lotus workloads
 - ▶ Applications
 - ▶ Collaboration Tools - Sametime, QuickPlace
 - ◆ Additional hardware to support workloads -- memory, disk, processor, LPAR
 - ◆ Propose implementation services
 - ▶ Domino upgrade
 - ▶ Additional workloads and applications
 - ▶ Upgrade to OS/400 V5 if required

Selling: Domino Upgrade R5 to ND6

Ferris Research Report - The Cost of Upgrading to Notes/Domino 6

- Typical direct cost of Notes 5 is about \$22 per user/month (costs of concern to the Notes support team)
- Notes 6 should help reduce that figure in the following ways:
 - Reduced network usage
 - More effective user administration
 - Improved server availability
 - Fewer servers to manage
 - Simpler future upgrades
 - Increased user productivity

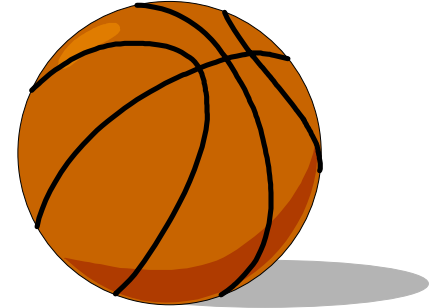
Area of Savings	TCO Saving Per Month	Savings Per User/Per Month	Number of Users	Potential Annual Saving
Save network bandwidth costs	\$8.00	\$5.00 - \$10.00	100	\$16,020
Less administration overhead with server consolidation	\$1.00	\$1.00	200	\$32,040
Lower end user support costs	\$.90	\$.90	500	\$80,100
Reduced future upgrade costs	\$.70	\$.70	1,000	\$160,200
Less downtime time with preventive failure monitoring	\$.25	\$.25 - \$1.00	2,000	\$320,400
Increased user productivity with UI enhancements	\$2.00	\$1.50 - \$2.50	5,000	\$801,000
Increased availability by improved fault recovery	\$.50	\$.50	10,000	\$1,602,000
Total savings per user/month	\$13.35			

Ferris Research "The Cost Savings of Upgrading to Notes/Domino 6" Oct 2002 www.ferris.com

Selling: Domino Upgrade from R5 to ND6

Gameplan:

1. Review ND6, ST and QP announcements with customer
2. Use Ferris report to show TCO benefits of moving to ND6
3. Transition customer's Domino LPP license to Passport if required
4. Include Sametime and/or QuickPlace in proposal
5. Run Work Load Estimator (WLE) to size for additional workloads
 - A. <http://www.ibm.com/eserver/iserries/support/estimator>
6. Run configurator to upgrade hardware as needed
7. Propose implementation services
8. Work with a Lotus partner where appropriate



Selling: Domino Server Consolidation with TCO

- Strategy: Move customers from Domino server farms to an iSeries Server(s)
- **Customer Benefits:**
 - Runs multiple workloads on a single or fewer servers
 - Easier to add clustering for high availability
 - Easier to manage - fewer OS and Domino images - takes less personnel resources
 - Maximizes hardware resources that would be idle in a server farm
 - Potential to reduce Lotus licensing costs (fewer processors, more efficient utilization)
 - Higher reliability and scalability across the iSeries family
- **Your Benefits:**
 - Sell new hardware or upgrade existing hardware to handle additional consolidated workloads
 - Additional hardware to support workloads - Memory, disk, processor, LPAR
 - ▶ Use DSDs and Special-bid high end processors as needed
 - Propose Implementation services
 - Domino migration and possible upgrade
 - Additional applications and workloads
 - Upgrade to OS/400 V5 if required

Selling: Domino Server Consolidation with TCO

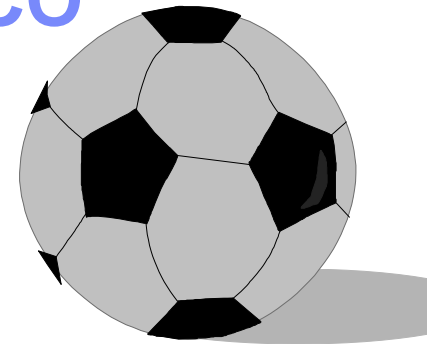
How should you break down a Total Cost of Ownership?

- It's not just the acquisition cost...
- Total Cost of Ownership should be over a 1-3 year period
- What should be considered:
 - Hardware Acquisition
 - Software Acquisition/Upgrade
 - Hardware Maintenance
 - Software Maintenance
 - Operations
 - Outages
 - ▶ Unscheduled downtime
 - ▶ Scheduled downtime
 - Floor Space

	HW and Maint	SW and Maint	Operations	Downtime	Flo_Space	Power	TCO
F	B	C	D	E	F	G	H
2	Summary Costs - ISeries						
3							
4	Description			Year 1	Year 2	Year 3	Total
5							
6	Hardware & Maintenance			\$1,425,000	\$0	\$0	\$1,425,000.00
7	Software & Maintenance			\$122,772	\$396	\$396	\$123,564.00
8	Operations Costs			\$925,000	\$971,250.00	\$1,019,812.50	\$2,916,062.50
9	Annual Raise	5.0%					
10	Downtime			\$3,281.04	\$3,281.04	\$3,281.04	\$9,843.12
11	Floor Space			\$475.17	\$475.17	\$475.17	\$1,425.52
12	Power						
13	Total			\$2,476,528.21	\$975,402.21	\$1,023,964.71	\$4,475,895.14
14							
15							
16							
17							
18	Summary Costs - Competitive						
19							
20	Description			Year 1	Year 2	Year 3	Total
21							
22	Hardware & Maintenance			\$0.00	\$0.00	\$0.00	\$0.00
23	Software & Maintenance			\$800	\$276	\$276	\$1,352.00
24	Operations Costs			\$1,225,000	\$1,323,000.00	\$1,323,000.00	\$3,871,000.00
25	Annual Raise	8.0%					
26	Downtime			\$61,122.60	\$61,122.60	\$61,122.60	\$183,367.80
27	Floor Space			\$720.00	\$720.00	\$720.00	\$2,160.00
28	Power						
29	Total			\$1,287,642.60	\$1,385,118.60	\$1,385,118.60	\$4,057,879.80
30							
31							

- **WARNING!** No two customers are likely to agree on the same criteria!!

Selling: Domino Server Consolidation with TCO Gameplan:



1. Review ND6, ST and QP Announcements with customer
2. Use Ferris report to show TCO benefits of moving to ND6
3. Use one page cheat sheet for iSeries Value Prop
4. Consider iSeries for Domino Servers for price competitive (you may have to special bid)
5. Propose one-step upgrade to ND6 along with server consolidation to iSeries
6. Build a TCO comparison WITH your Customer...not for them
 - A. Provide cost justification to consolidate by
 - a. Getting customer to look at Total Cost - not acquisition
 - b. Build vision for value of multiple workloads
 - c. Reducing the complexity of the environment
 - d. Maximizing utilization of hardware resources
 - e. Personnel to support the environment (Upgrades, Maint, Backup)
 - f. Disaster Recovery expenses
 - g. Environmentals (Floorspace, power, tape)
 - h. Extending the solution to include Linux (Firewalls, SMTP Gateways, File & Print)

Selling: Replacing Microsoft with Domino for iSeries

- Take advantage of an impending event:
 - ◆ Microsoft states that support for Exchange 5.5 will be withdrawn December 2003
 - ◆ According to Gartner, only 10% of Exchange 5.5 customers have upgraded to Exchange 2000
- Sympathize with the customer's pain:
 - ◆ E2K requires new, more powerful servers (and additional servers)
 - ◆ E2K software costs are higher
 - ◆ Migrating to Active Directory is required (and difficult)
 - ◆ E2K doesn't have compelling features to make migration attractive
 - ◆ Future of E2K is unclear (versus changing .NET story)
- Offer an alternative:
 - ◆ Radicati Group Report highlights Lotus advantages over Microsoft Exchange
 - ▶ Downtime costs for Exchange users are almost 200% higher
 - ▶ Microsoft Exchange installation and configuration costs per user are almost double
 - ▶ Source: "Messaging Total Cost of Ownership -- Lotus Domino R5.05 vs. MS Exchange 2002" (December 2002 www.radicati.com)
 - ◆ Move2Lotus for IBM eServer offers substantial discounts on Lotus software
 - ▶ Optionally, choose CEO bundles to increase capability and cost justification
 - ▶ www.ibm.com/servers/solutions/collaboration/move2lotus

New! Microsoft Outlook 2002 Connector

- Add-in that allows users to access an IBM Lotus Domino R5 server from Outlook 2002 for Messaging, Calendaring and Scheduling, Address Book and To Do (task) items
- Useful in environments with mixed e-mail infrastructures or where employees would like the option to use Outlook 2002/Office XP with a Domino server
- Obtain as a no-charge download from the Microsoft Office XP site
 - ▶ <http://www.microsoft.com/office/ork/xp/>
- Software Requirements
 - ▶ Server Software
 - Domino 5.0.1, 5.0.6, 5.0.8, 5.0.9, 5.0.10 or 5.0.11 (Domino 6.01 2Q 2003)
 - Microsoft Windows® 2000, Microsoft Windows NT®, Red Hat Linux, IBM AIX, Hewlett-Packard HP-UX, Solaris-Sparc, Sun Solaris (Intel Platform Edition)
 - ▶ Client Software
 - Operating System: Microsoft Windows XP (recommended), Microsoft Windows 2000, Microsoft Windows NT, Microsoft Windows Millennium Edition, Microsoft Windows 98
 - Outlook: Microsoft Office XP, Office XP with Service Pack 1 or later, Microsoft Outlook 2002, Outlook 2002 with Service Pack or later
 - Lotus Notes R5

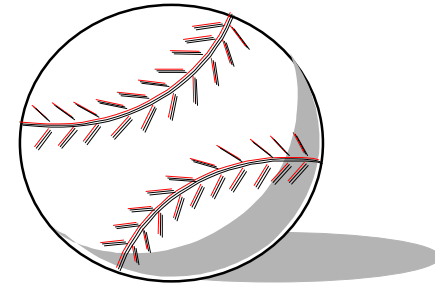


The [Outlook® 2002 Connector add-in](#) helps enable customers with IBM Lotus Domino Release 5 servers to use the rich functionality of Outlook 2002 to simplify e-mail communication, to streamline group planning and scheduling, and to provide easy access to information.

Selling: Replacing Microsoft with Domino for iSeries

Gameplan:

1. Find out why your customer has not yet migrated to E2K
2. Ask your customer if they have considered server consolidation
3. Use the Radicati and Ferris reports to show TCO benefits of moving to Domino
4. Ask your customer if they have considered lowering their costs by using a browser to access mail instead of a full client (Outlook)
5. Ask if they have wanted to implement high availability
6. Find out what their plan is for disaster recovery
7. Include Sametime and/or QuickPlace in proposal
8. Use the Move2Lotus Offer to lower software costs
9. Run Work Load Estimator (WLE) to size for additional workloads
 - A. <http://www.ibm.com/eserver/series/support/estimator>
10. Run configurator to determine hardware that is needed
11. Propose implementation and migration services



Move2Lotus™ IBM @server offer
(www.lotus.com/migration)

Selling: Lotus Applications in Competitive Accounts

- In some cases, customers are unwilling to change from their existing messaging system to Domino
- So what do you do? Sell applications instead of mail!
- Customers may still be open to using Domino solutions to fulfill application backlog requirements
 - ▶ Look for applications are niche applications or stand-alone applications that pose low risk for a new application development environment
 - ▶ Some applications needs might be satisfied with existing Domino ISV solutions (CRM, Sales Force Automation, Help Desk, Travel Claims, etc)
 - ▶ New Utility Server applications with browser access has low cost entry point and TCO
- Applications like Sametime and QuickPlace are also good candidates
 - ▶ Quick to implement
 - ▶ Typically fast ROI
 - ▶ Can coexist well with Microsoft environments

Best of Breed Domino Applications

CRM

Engage

GWI

Blueware

Cognicase

Emerging Technologies

JPH

NetASPx-Total Solutions Group

NSS

ParaResearch

Pavone AG

Presence On-Line

Relavis

teamwork

Tecla

TJGroup

Vikara

Content Management

Conet

EAS

Emerging Technologies

MAPICS

Help Desk

GWI

Notable Solutions Inc

SCM/Process

ETq

GEDYS Internet Product AG

NetASPx-Total Solutions Group

QSI srl

Unified Messaging/Mobile

Captaris

Mobile Airwaves

Commerce/Self Service

EZMerchant

Serviceport/400

OAG Worldwide

BI

InfoManager

ShowBusiness

Document Mgmt

Cobra

Ikon-Image Systems Solutions

RJS Software Systems

Tools

Accelaron

AKTion Associates

BMC Software

Inventive Designers

iOra

Lansa

Look Software

Stampede

Typex

Anti-Virus

Symantec

Trend Micro

Selling: Lotus Applications in Competitive Accounts

Gameplan:

1. Review the customer's backlog of applications
2. Determine which application areas are suitable for Domino
 - A. Applications that can be satisfied by existing ISV offerings
 - B. Applications that leverage the strengths of Domino
 - a. Rich Text Documents, workflow, off-line applications, forms-based applications, web-based deployment, etc.
3. Include Sametime and/or QuickPlace in proposal if appropriate because multiple workloads enhance the cost justification of iSeries
4. Run Work Load Estimator (WLE) to size for additional workloads
 - A. <http://www.ibm.com/eserver/series/support/estimator>
5. Run configurator to determine hardware that is needed
6. Propose implementation services



Many customers have selected iSeries for their Domino Platform

- **ABN AMRO** - 35K users (case study available)
 - 2 systems Chicago; 4 Netherlands; 2 Singapore
 - Fully clustered
- **Singapore Poly** - 22K users
 - 2 clustered systems with 18K Web Mail Users
- **HSBC** - 30K + users
 - Systems in Hong Kong, London, NY
- **Arcadia Group** - 8K users (extranet)
 - 2 Systems Clustered providing Collaboration and Websphere solutions
- **Abbott Laboratories** - 11K users
 - 1 system, not clustered
- **American General Finance** - 1300 distributed servers
 - Administered centrally by 3 people
- **Sears**
 - 70,000 iNotes Web Access



anything **Parker**
Possible.

gsf
golden state foods



HSBC 



Over 75 customer success stories on the Web
Strong customer satisfaction

<http://www.ibm.com/servers/eserver/series/domino/> Then click on "Case Studies" on the left

Call to Action

- Identify opportunities in the following areas:
 - Customers wanting to add additional applications, ST and QP
 - Drive hardware and services
 - Customers with Domino server farms to consolidate
 - Drive with TCO and customer references
 - Customers with Exchange 5.5 or even Groupwise
 - Use Move2Lotus pricing as incentive
 - Customers who need niche applications at a low entry cost
 - Use the Utility Server as a means to gain entry into the account
- Focus on the ROI of these solutions in their organization
- Business Partners have strong Domino practices - Use Them!
- Use the Custom Technology Center (CTC) for complex solutions
- Remember that the iSeries has the perfect architecture for Domino
- iSeries for Domino servers offer great price performance for Domino and Java (WebSphere)



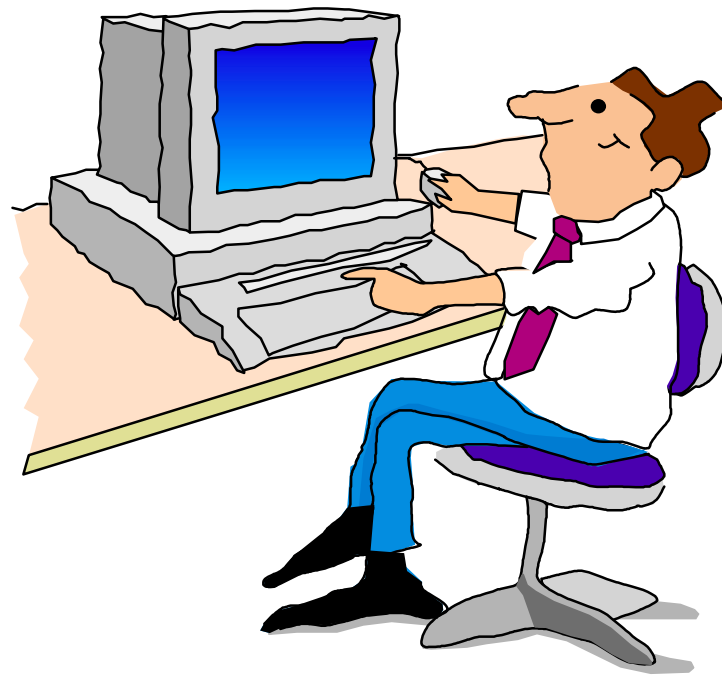
Appendix - Additional Resources



Table of Contents - Additional Resources

- **How to Demo Domino, Sametime and QuickPlace**
- **Where Do I Get Useful Information? (WebSites and Tools)**
- **Where Do I Go to Get Help?**
- **Where Do I Go to Get Services?**
- **Where Do I Go to Find Solutions?**

How can I demo to customers?





i can do it Video CD...SK3T-4118

ibm.com/servers/eserver/iseriess/domino/icandoit/

IBM Search

Home | Products & services | Support & downloads | My account

Products > Servers > Integrated application servers > Domino > i can do it

IBM @server iSeries **i can do it.**

"i can do it."

Our "i can do it" video tells the story of how one fictional company (xTeam Bikes) uses a set of integrated technology solutions on a [single iSeries server](#) to respond quickly to an exciting business opportunity and to win over a new customer (BigSports, a fictional sports retailer). On this Web page, you'll find a "behind-the-video," scene-by-scene guide to the technology solutions that we used to build our true-to-life fully-functional "i can do it" story. The players might be fictional; all these capabilities on a single integrated iSeries server are real.

See "i can do it" online!

["i can do it." in Real Audio format](#)

→ **Note:** You'll need Real Player 8 or the Real Player plug-in to see the video.

Make "i can do it" yours!

→ [Order the "i can do it" video.](#)

Quick links to video scene recaps

→ [Boss "augering" trash cans](#)

→ [Schedule a meeting...](#)

Domino

What's New

Products

Solutions

Case Studies

Reference library

Q & A's / Forums

Education

Service/Support

Developer Resources

Index A-Z

Related links:

Lotus home

How to buy

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Internet

Demoining Sametime - See basic instructions on next page

<http://iseriesst1.dfw.ibm.com/>

Address <http://iseriesst1.dfw.ibm.com/> Go Links

IBM IBM Computer Hardware ThinkPad eBusiness Servers B2B Search... Skins Web

Customize Search Messenger Bookmarks My Yahoo! Yahoo! Finance Yahoo! Mail News

IBM

Home | Products & services | Support & downloads | My account

Lotus software Sametime 2.5 on iSeries Demo System

iSeriesST1 Home

-- Setup Information --

- ▶ Register first!!
- Read Quick-Start Guide
- Download Connect Client

-- Demo this System --

- ▶ Launch Sametime Connect
- ▶ Attend a meeting
- Setup a new meeting

Frequently-Asked Questions

Contact Us

You are welcome to use this system to demonstrate the capabilities of Sametime 2.5 on an iSeries server. This system is to be used for business purposes only.

Using this demo system:

You will need to: [Register to use this system](#). This gives you a user name and password to use when using the functions on this system (and this system only). This server is not connected to any other demo system in IBM.

Once you have your user name and password, you can [Attend a meeting](#).

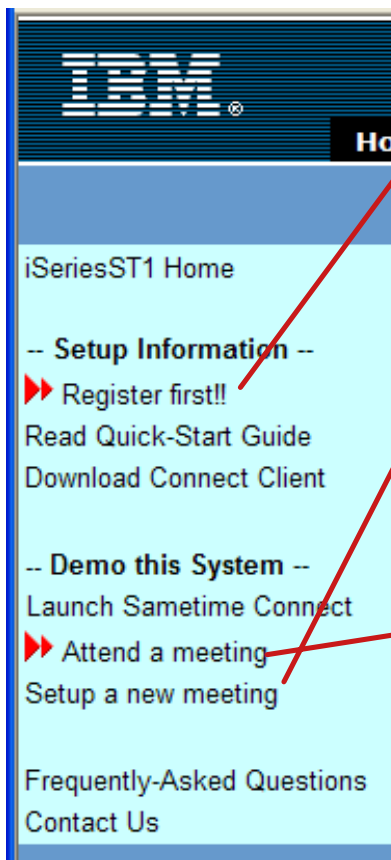
Cautions:

- This server is not to be used as a public and free e-meeting site. It is intended for those who are considering the purchase of Sametime.
- This server should never be used for confidential material, even in a demo scenario.
- This server is reset at times which purges all registered user names and scheduled meetings.

Using Sametime e-meetings <http://iseriesst1.dfw.ibm.com/>

This is a Demo-Site available to all Partners and Customers...

- Leverage e-meetings to present material, proposals, etc to customers
- Saves time and money and shows off eBusiness technology
- Remember, Sametime solutions are for everybody...(not just Domino shops)
- Additional sign up information <http://www-1.ibm.com/servers/eserver/iseries/domino/emtgp.html#join>



1. Register at site

2. Setup Meeting

- Select name and time
- attach file
 - must download print utility (similar to PDF)
- Save

3. Attend Meeting

- Have attendees pre-register
- Share application

Register to use Sametime

First name
 Middle initial (optional. If you
 Last name (required)
 Your User Name on the system must be the
 and last name exactly
 Company (required)
 Phone number (required)
 E-mail (required)
 Password (required)

New Meeting

Essentials Files Security Tools

Files to present on the Whiteboard (not available with NetMeeting)

SupportNet.fst

Attach a File...

Detailed meeting description

Attached is the presentation file to share with you

New Meeting		All Meetings	
Active	Scheduled	Date	Meeting
Active	Scheduled	7/17/2002	
Finished	Today	1:00 PM	A. J. Gallagher Support
Unlisted Meeting		7/29/2002	
		8:00 AM	q3 TRR & eTRS team meeting
		7/30/2002	
		2:10 PM	Test Meeting for Friday's Move to Lotus
		7/31/2002	
		3:30 PM	McKesson ST Presentation
		8/1/2002	
		10:26 AM	Test for Canadian eMeeting

Demoing QuickPlace- See basic instructions on next page

<http://iseriesqp1.dfw.ibm.com/>

The screenshot shows a web browser window with the address bar set to <http://iseriesqp1.dfw.ibm.com/>. The browser's toolbar includes various icons for IBM, Computer Hardware, ThinkPad, eBusiness, Servers, and B2B. Below the toolbar is a navigation menu with links for Home, Products & services, Support & downloads, and My account. The main content area features the IBM logo and a navigation sidebar on the left. The sidebar contains links for iSeriesQP1 Home, Demo System News, Register first !!, Set up a QuickPlace, Examples of Use, Other iSeries Demo Systems (Sametime, iNotes), Frequently Asked Questions, and Contact Us. The main content area is titled "Lotus software QuickPlace 2.0.8 on iSeries Demo System" and contains the following text:

You are welcome to use this system to demonstrate the capabilities of Lotus QuickPlace on an iSeries server. This system is to be used for business purposes only.

Using this demo system:

You will need to have a userid and password to use QuickPlace. This userid is shared with the Sametime iSeries demo server (<http://iseriesst1.dfw.ibm.com/>), so if you already have one there, please use it. Otherwise, [register for a userid first](#).

[Create a QuickPlace](#)

Use your QuickPlace: **<http://iseriesqp1.dfw.ibm.com/>**[put your QuickPlace name here](#)

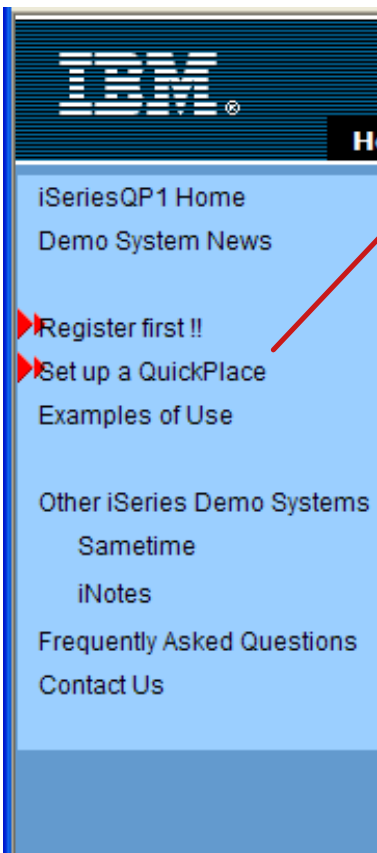
Cautions:

- This server should never be used for confidential material, even in a demo scenario.

Using QuickPlace to Collaborate <http://iseriesqp1.dfw.ibm.com/>

This is a Demo-Site available to all Partners and Customers...

- Leverage QuickPlace to Collaborate with Customers, partners, etc
- Saves time and money and shows off eBusiness technology
- Remember, QuickPlace solutions are for everybody...(not just Domino shops)



1. Create QuickPlace

- Select name
- Create user
- Save

2. Open QuickPlace

- <http://iseriesqp1.dfw.ibm.com/>
- [/dominodeepdive](#)
- user ID= Domino
- password = password
- Collaborate
 - ▶ Discussion database
 - ▶ Library database
 - ▶ Calendar
 - ▶ Tasks

Create A QuickPlace

1 Choose a name for your QuickPlace:

Internet address:

2 Enter a name and password (twice for verification) that you would like to use for this address.

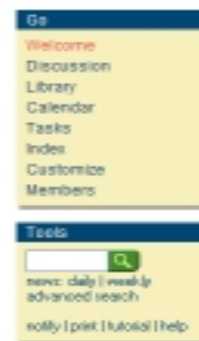
Name:

Password:

Re-enter password:

Email (optional):

SN_eBusiness_DeepDive



Published Version | Draft in Progress
Welcome to Your QuickPlace!

A QuickPlace is a secure place on the Web that you can use to communicate with your resources, and keep track of your project. To get started, click any of the links in the table left.

Instructions for Managers
As a manager, you have full control over the membership, organization, and content of this QuickPlace. You can set it up for your team:

- 1 **Add Content.**
Click the **New...** button at the top of this page to add pages to the QuickPlace.
- 2 **Customize.**
Click the **Customize** link in the table of contents on the left to choose an appearance and customize it in many other ways.
- 3 **Invite Members.**
Click the **Members** link in the table of contents to add members to this QuickPlace.

(Note: You can edit this Welcome page at any time by clicking the **Edit** button, above.)

Demoing iNotes Web Access

<http://iseriesin.dfw.ibm.com/>

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Lotus software **iNotes on iSeries Demo System**

iSeriesIN Home
Demo System News
Other iSeries Demo Systems
 Sametime
 QuickPlace
Frequently Asked Questions
Contact Us

You are welcome to use this system to demonstrate the capabilities of Lotus iNotes on an iSeries server. This system is to be used for business purposes only.

Using this demo system:

You will need to: [Reserve a demo userid to use this system](#). This gives you a user name and password to use for the next 48 hours on this system. You may request multiple userids if needed.

When you are assigned a user name, you will also receive a password and the full link for your demo. Write down/bookmark this link so you can go back to it as needed.

If you have misplaced that link, this is what you will use for your demo:
[http:// iseriesin.dfw.ibm.com/mail/the last name of your username.nsf](http://iseriesin.dfw.ibm.com/mail/the last name of your username.nsf)

Cautions:

- This server should never be used for confidential material, even in a demo scenario.
- The demo userids are reserved for your use for a set period of time. Please do not use them if they are not reserved for you as you may disrupt someone else's demo. Contact us

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Related Links
IBM Home
Lotus Products

Where do I get more information? (Useful Websites & Tools)



Newsletters

THE definitive source for up-to-the-minute news, happenings & nuggets of information

"iSeries Collaboration" Newsletter

- Approximately bi-weekly
- Marketing and Selling Domino for iSeries
- To enroll, send a note to Jan Heideberg
- jcheidel@us.ibm.com

"iSeries e-Business" Newsletter

- Approximately monthly
- Marketing and Selling Domino, Linux and WebSphere for iSeries
- To enroll, send a note to Robin Clark
- rjclark@us.ibm.com

Domino for iSeries Homepage

ibm.com/eserver/series/domino

The screenshot shows the IBM Lotus Domino for iSeries homepage. At the top left is the IBM logo. Below it is a navigation bar with links for Home, Products & services, Support & downloads, and My account. A search box is located at the top right. The main content area features the heading "Lotus Domino" and introductory text. A sidebar on the left contains a "Select a country" dropdown and a list of links including "Domino", "Products", "Solutions", "Case Studies", "Reference library", "Q & A's / Forums", "Education", "Service/Support", "Developer Resources", and "Index A-Z". A "Go" button is visible in the center. On the right side, there are promotional boxes for "Ready to buy" (Buy Domino Server for iSeries now), "Sales Education" (2-day "Deep Dive" classes), and "Hear the latest news!". A red arrow points to the URL in the top left, another red arrow points to the "Go" button, and a third red arrow points to the right sidebar area.

Remember This URL!

Burn it in Your Brain!

Workload Estimator

<http://www-912.ibm.com/servlet/EstimatorServlet>

IBM Workload Estimator

- File
- Edit
- Navigation
- Contact IBM
- Tutorials
- Help

IBM Workload Estimator for iSeries

an IBM server

Version: 2002.3.alpha.8
20-Sep-02
pippen2

Selected System

Consider Growth

Immediate Solution

Model/Feature: 270-2454 240/0

Processor CPW:	240
Interactive CPW:	0 (0% utilized)
CJW Rating:	840
Database Capacity:	2% utilized
N-Way:	2-way
CPU Utilization:	33.8 %
Software Pricing Tier:	P10
Memory (MB):	3,062 of 16,384
Disk Drives (arms):	14 of 24
Capacity (GB):	797 of 843
LPAR-able:	Shared

Growth Solution

[Growth Trends](#) can be changed [here](#).

Model/Feature: 820-2457 240/0

Processor CPW:	240
Interactive CPW:	0 (0% utilized)
CJW Rating:	840
Database Capacity:	2% utilized
N-Way:	2-way
CPU Utilization:	50.8 %
Software Pricing Tier:	P10
Memory (MB):	4,560 of 16,384
Disk Drives (arms):	20 of 237
Capacity (GB):	1,193 of 8,334
LPAR-able:	Shared

Special Notes

Redbooks and Redpieces

www.redbooks.ibm.com

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Use AND, OR, NOT to separate keywords

New search

Sort by Fuzzy search

[search tips](#)

75 results found in Redbooks, Redpieces and Redpapers

To learn more about Redbooks, Redpieces and Redpapers, [click here](#).

1. [Domino for iSeries Sizing and Performance Tuning](#), SG24-5162-01
Redbook, published April-4-2002, last updated April-11-2002
2. [Domino and WebSphere Integration on the IBM eServer iSeries Server](#), SG24-6223-00
Redbook, published March-28-2002, last updated April-2-2002
3. [New Enterprise Integration Functions for Lotus Domino for AS/400](#), SG24-6203-00
Redbook, published February-28-2001, last updated March-2-2001
4. [Exchange Migration and iNotes Implementation on the IBM eServer iSeries Server](#), SG24-6230-00
Redbook, published September-13-2001
5. [Lotus Domino for AS/400 R5: Implementation](#), SG24-5592-01
Redbook, published January-11-2001
6. [Lotus Domino for AS/400 Internet Mail and More](#), SG24-5990-00
Redbook, published October-20-2000
7. [iNotes Web Access on the IBM eServer iSeries Server](#), SG24-6553-00
Redbook, published February-11-2002
8. [Integrating WebSphere Commerce Suite with Domino Back-End Application: iSeries 400 Edition](#), REDP0141

Presentation Title | Presentation Subtitle | Confidential

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UNIVERSITY 2003

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Get the latest news and information on any Lotus software by choosing a product from the comprehensive listing to the right. Or scan the product families listed below and make a selection there.

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.domino [Domino](#)
 Integrated messaging and Web application software platform

notes [Notes](#)
 E-mail, calendaring, group scheduling, Web access and information management client

Knowledge Management [Knowledge Management](#)
 Knowledge Management, including K-station -- enterprise knowledge portal
 Discovery Server -- comprehensive knowledge server: taxonomy, metrics, advanced search, expertise location

LearningSpace [LearningSpace](#)
 Distance learning platform integrating live, asynchronous and self-paced content delivery

Sametime [Sametime](#)

Storage™
003

Lotus Developer Domain

<http://www.lotus.com/idd>

The screenshot shows the Lotus Developer Domain website. At the top, there is a navigation bar with links for IBM Home, IBM products & services, IBM support & downloads, and My IBM account. Below this is a yellow banner with the text 'The Technical Resource for Lotus software'. The main header area features the 'Lotus Developer Domain' logo and a 'New and Notable' section. A sidebar on the left contains a list of navigation links: Products, Forums, LDD Today, Downloads, Sandbox, Documentation Library, Events, About LDD, LDD Registration, LDD Feedback, and Related links (developerWorks, alphaWorks, Lotus.com, Lotus Support Services). The main content area is divided into several sections: 'Products' with a list of product links, 'Forums' with a list of forum links, 'LDD Today' with a technical journal link, 'Downloads', and 'Sandbox'. A 'Documentation Library' section is also present. The 'New and Notable' section highlights an update from October 1, 2002, regarding the release of Notes/Domino 6.

IBM Home | IBM products & services | IBM support & downloads | My IBM account

The Technical Resource for Lotus software

Lotus Developer Domain

Lotus Developer Domain

Products
Forums
LDD Today
Downloads
Sandbox
Documentation Library
Events
About LDD
LDD Registration
LDD Feedback

Related links:
developerWorks
alphaWorks
Lotus.com
Lotus Support Services

(New and Notable)

Updated Oct. 1, 2002

Site News: Please update your LDD registration by October 15.

Notes/Domino 6 has gone gold and is now available!

Read the special [Notes/Domino 6 issue](#) of *LDD Today*!

Cool new tool in the Sandbox -- search your Domino 6.0 templates with [DDSearch 2.0](#).

Products

Our [Product Pages](#) organize technical resources for all the Lotus software products:

- [Discovery Server](#)
- [Domino.Doc](#)
- [Enterprise Integration](#)
- [Extended Search](#)
- [LearningSpace](#)
- [Lotus Workflow](#)
- [Notes & Domino](#)
- [QuickPlace](#)
- [Sametime](#)
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Forums

Join the community in our technical [discussion forums](#) about Lotus software:

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- [Notes/Domino 4 and 5 Forum](#)
- [Domino.Doc Forum](#)
- [Enterprise Integration Forum](#)
- [Extended Search Forum](#)
- [Knowledge Discovery System Forum](#)
- [LearningSpace Forum](#)
- [Lotus Workflow Forum](#)
- [QuickPlace Forum](#)
- [Sametime Forum](#)
- [SmartSuite Forum](#)

LDD Today

LDD Today is the [technical journal](#) for Lotus software, and our [October 2002 issue](#) has a special focus on Notes/Domino 6.

Downloads

Sandbox

Documentation Library

In the [Documentation Library](#), browse or download all the official product documentation and release notes.

Where do I get help?



Lotus Business Partner Sales Specialists

Eastern U.S. Team

Manager

Lisa Leahy
lbleahy@us.ibm.com
410-332-2688

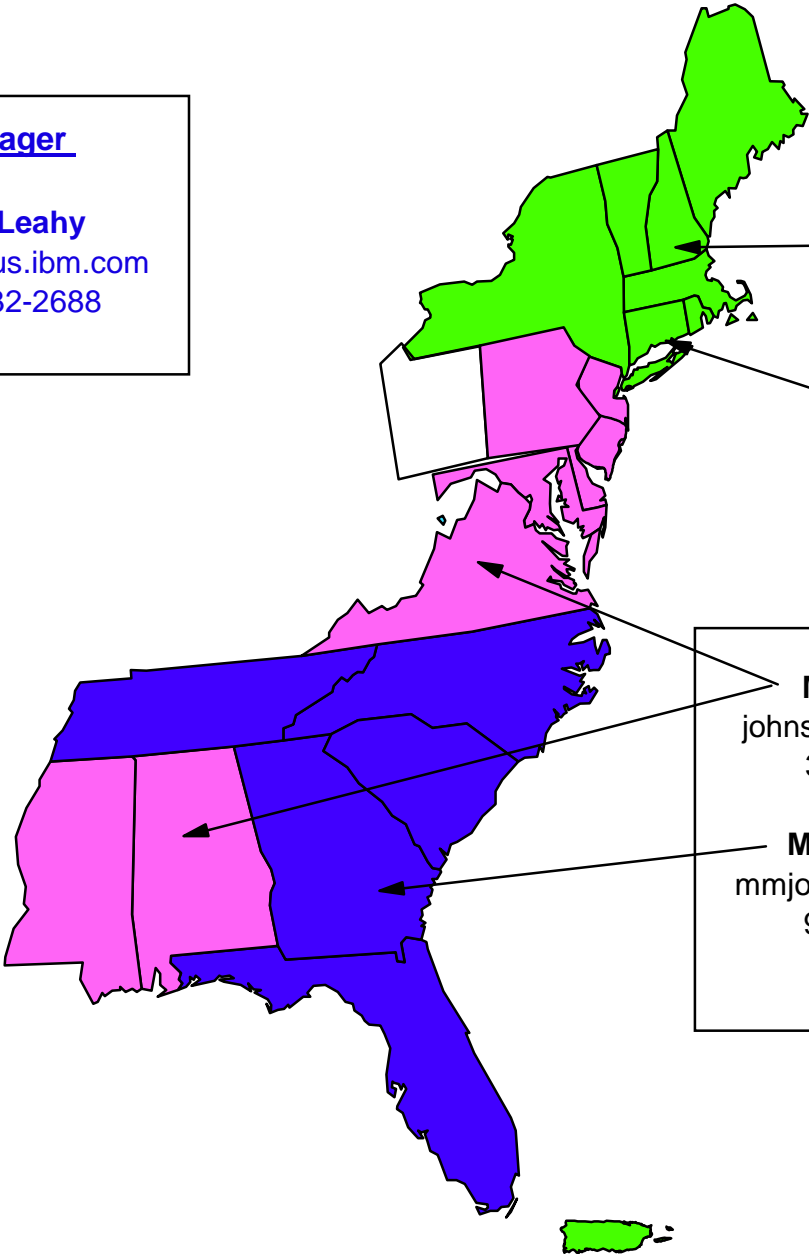
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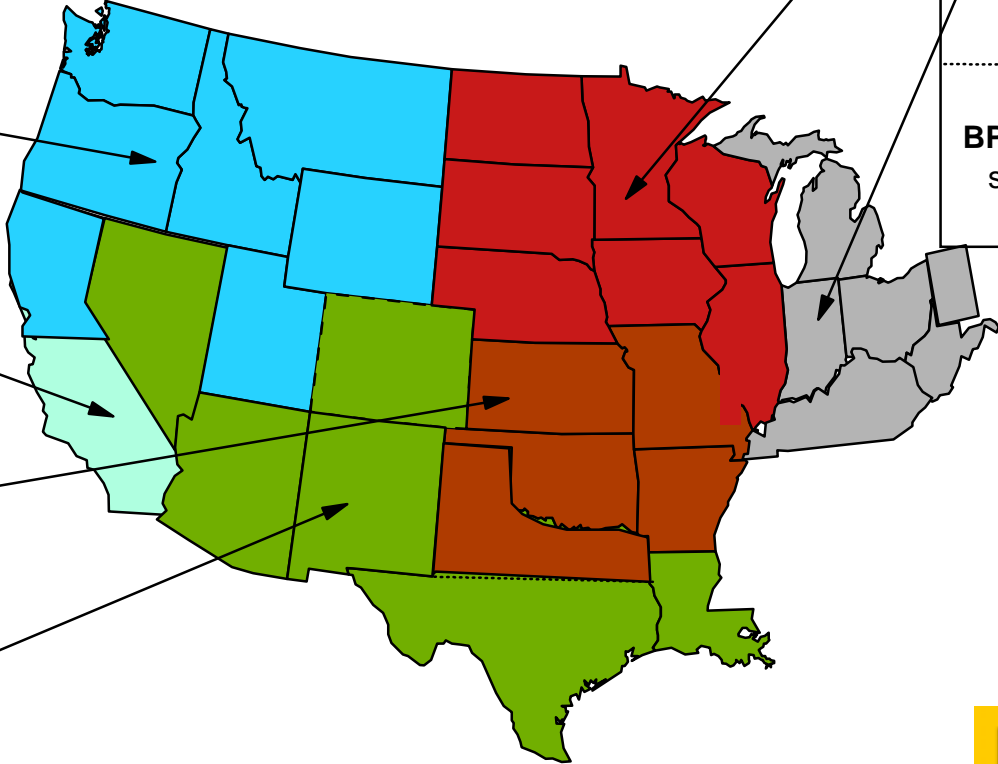
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512-473-8136



Where to get pre-sales support

This is how you get to the DCC

Call TechXpress*
877-707-2727
 (Single entry point into the Americas Technical Sales Support)

- An SPC Agent will take your information and submit a TechXpress request for you.
- Your request will be acknowledged within 4 hours.



When you need:

- Solution design and architecture assistance
- Product information
- Configuration & Pricing
- Subject matter experts for Solution Assurance Reviews
- Complex solution sales support
- Pre-sales customer calls
- Proofs of Concept
- Presentations
- Customized Demos
- Competitive sales assistance



Value to you:

- Access to world class technical resources in
 - Techline
 - Competeline
 - ATS (Advanced Technical Support)
- Quicker response times for you
- Increased time to spend with customers
- Improved customer sat and responsiveness



* Requesters will need to provide detailed information and OMSYS Numbers.

Where to get services...

iSeries Custom Technology Center (CTC)

- Custom Development Services for iSeries and WebSphere!
- Native e-business Solutions using WebSphere, Servlets, JSPs, CGIs, HTML
- Modernizing Legacy Applications to Take Advantage of e-business Technologies (B-to-B, B-to-C)
- Native Java Programming
- Native Domino Solutions
- WebSphere Commerce Suite Solutions
- Native MQ Series
- Application Port Assistance
- Client/Server Development including Network Station
- Database Applications
- TCP/IP and Sockets Application Development
- Advanced Technology Implementation
- RPG, COBOL, ILE C Programming

Contact: Mark Even 507-253-1313 even@us.ibm.com
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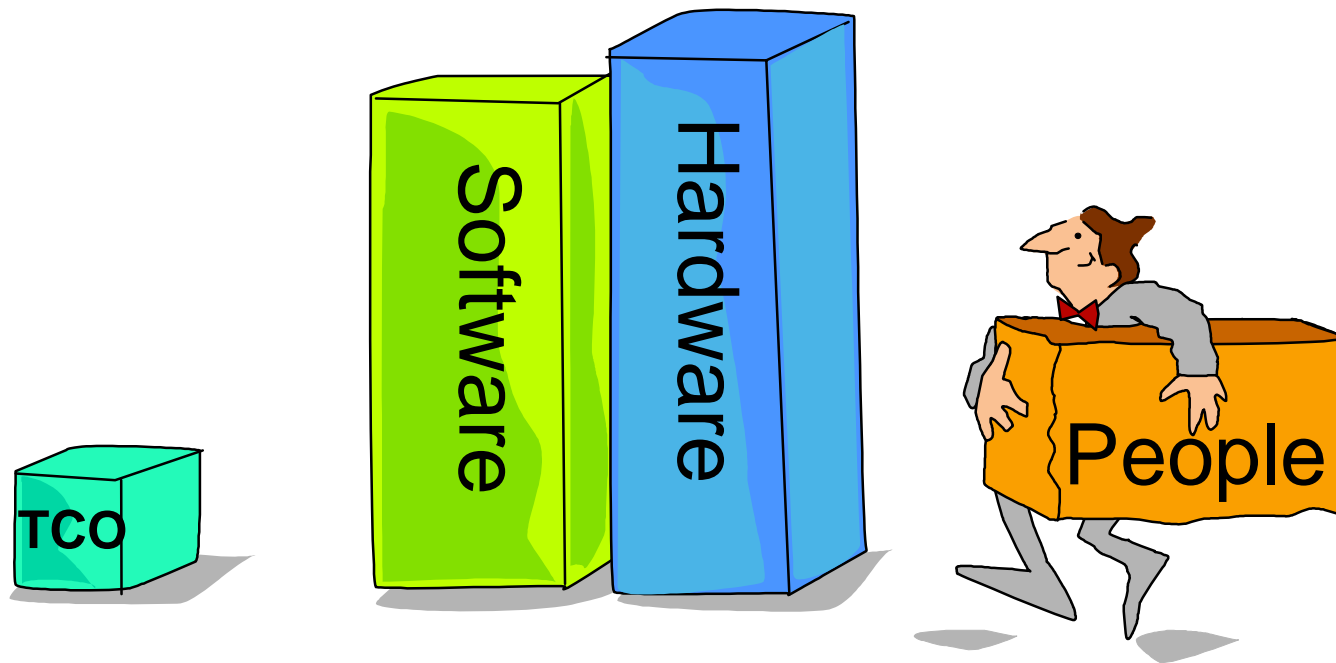
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Where do I go to find a solutions

<http://www.softscout.com>



TCO Justification



TCO - Hardware

How should you break down a Total Cost of Ownership?

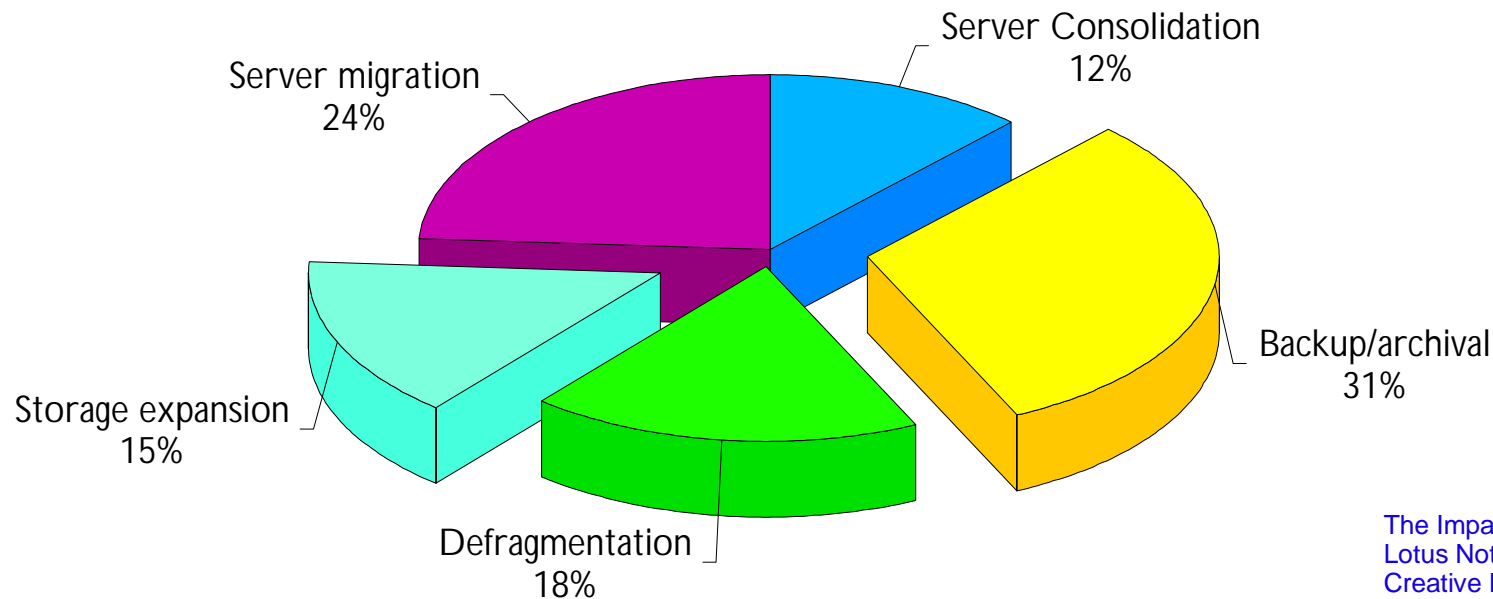
Architect and config Domino for iSeries Solution vs. competitive hardware solution (ask customer to help you with this)

****calculate in discounts and maintenance**

HW and Maint											
SW and Maint			Operations		Downtime		Flr_Space_Pwr		TCO		
	A	B	C	D	E	F	G	H	I	J	K
	iSeries HARDWARE & MAINT.										
	DESCRIPTION	TYPE / MODEL	QTY	LIST PRICE	DISCOUNT %	DISCOUNT PRICE	Monthly MAINT LIST EACH		TOTAL PRICE	TOTAL ANNUAL MAINT	
4	iSeries HARDWARE & MAINT.										
5	DESCRIPTION	TYPE / MODEL	QTY	LIST PRICE	DISCOUNT %	DISCOUNT PRICE	Monthly MAINT LIST EACH		TOTAL PRICE	TOTAL ANNUAL MAINT	
6	System Hardware										
9			0	\$0	0%	\$0	\$0		\$0	\$0	
10			0	\$0	0%	\$0	\$0		\$0	\$0	
11			0	\$0	0%	\$0	\$0		\$0	\$0	
12			0	\$0	0%	\$0	\$0		\$0	\$0	
13			0	\$0	0%	\$0	\$0		\$0	\$0	
14			0	\$0	0%	\$0	\$0		\$0	\$0	
15			0	\$0	0%	\$0	\$0		\$0	\$0	
16			0	\$0	0%	\$0	\$0		\$0	\$0	
17			0	\$0	0%	\$0	\$0		\$0	\$0	
18			0	\$0	0%	\$0	\$0		\$0	\$0	
19			0	\$0	0%	\$0	\$0		\$0	\$0	
20			0	\$0	0%	\$0	\$0		\$0	\$0	
21			0	\$0	0%	\$0	\$0		\$0	\$0	
22			0	\$0	0%	\$0	\$0		\$0	\$0	
23			0	\$0	0%	\$0	\$0		\$0	\$0	
24				Initial HW Costs (Discount price)						\$0	
25				Annual HW Maint (starting Year2)							\$0
26											
27											
28	competitive HARDWARE & MAINT.										
29	DESCRIPTION	TYPE / MODEL	QTY	LIST PRICE	DISCOUNT %	DISCOUNT PRICE	Monthly MAINT LIST EACH		TOTAL LIST \$\$	TOTAL ANNUAL MAINT	
30	System Hardware										
33			0		0%	\$0	\$0		\$0	\$0	
34			0		0%	\$0	\$0		\$0	\$0	
35			0		0%	\$0	\$0		\$0	\$0	
36			0		0%	\$0	\$0		\$0	\$0	
37			0		0%	\$0	\$0		\$0	\$0	
38			0		0%	\$0	\$0		\$0	\$0	
39			0		0%	\$0	\$0		\$0	\$0	
40			0		0%	\$0	\$0		\$0	\$0	

TCO breakdown...

Reasons for Scheduled, Planned Downtime



The Impact of Effective Storage Technology on Lotus Notes TCO
Creative Networks
By Michael Osterman February 2001
<http://www.sytel.com>

- **Backup/Archival**

- Domino On-line backup w/BRMS doesn't require scheduled downtime

- **Defragmentation**

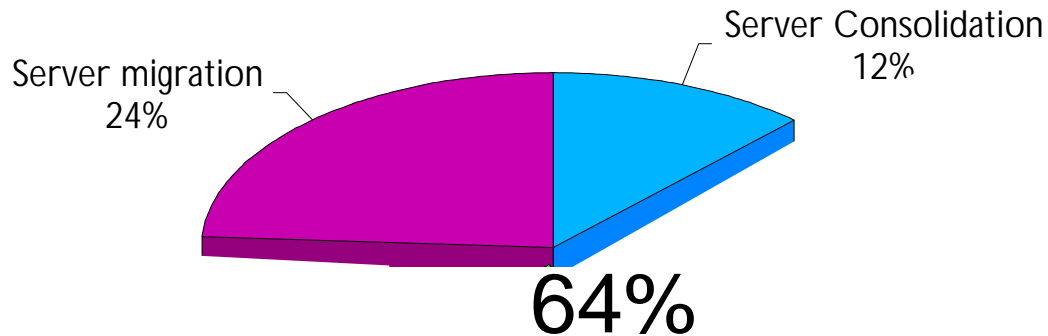
- iSeries IFS does not have to be defragged for maintenance

- **Storage Expansion**

- You can dynamically add disk to your iSeries server while your Domino servers are running

TCO breakdown...

Reasons for Scheduled, Planned Downtime



64%
reduced by
iSeries
Architecture

The Impact of Effective Storage Technology on
Lotus Notes TCO
Creative Networks
By Michael Osterman February 2001
<http://www.sytel.com>

- **Backup/Archival**

- Domino On-line backup w/BRMS doesn't require scheduled downtime

- **Defragmentation**

- iSeries IFS does not have to be defragged for maintenance

- **Storage Expansion**

- You can dynamically add disk to your iSeries server while your Domino servers are running

TCO: Unscheduled Downtime

- A TCO study by Creative Networks Inc. (Feb 2001) estimates a cost of for downtime for lost productivity and revenue.
 - ▶ **The Impact of Effective Storage Technology on Lotus Notes TCO**
 - ▶ Typical user spend 25% of his time in Notes
 - ▶ Avg Salary = \$50,000 (\$24.04/hour)

The Impact of Effective Storage Technology on Lotus Notes TCO
By Michael Osterman February 2001
<http://www.sytel.com>

NT Domino Downtime

- Typical unscheduled downtime on NT eBusiness solution = **94 min/month** or **1,128 min/yr** (99.1% uptime)
- 31.1% of user are impacted during an unscheduled downtime = **351 mins/yr**
- End user is 21.1% less productive during downtime = **75 mins/yr**
- 75 minutes (1.25 hours) * \$24.04 = **\$30.05 each year for each employee**
- Total Employees * Loss Productivity = Annual loss productivity

100	*	30.05	=	\$3,005
200	*	30.05	=	\$6,005
500	*	30.05	=	\$12,010

iSeries Domino Downtime

- Typical unscheduled downtime on iSeries eBusiness solution = **22 min/month** or **264 min/yr** (99.95% uptime)
- 31.1% of user are impacted during an unscheduled downtime = **82 mins/yr**
- End user is 21.1% less productive during downtime = **17 mins/yr**
- 17 minutes (.283 hours) * \$24.04 = **\$6.80 each year for each employee**
- Total Employees * Loss Productivity = Annual loss productivity

100	*	6.80	=	\$680
200	*	6.80	=	\$1,360
500	*	6.80	=	\$3,400

TCO: Staffing

■ System Operators/Administrators

● Fewer Systems to manage

- ▶ **Backup** (hours per server X # of servers X salary/mo X 24 or 36 months)
- ▶ **S/W upgrades** (hours per server X # of servers X salary/mo X 24 or 36 mos)
- ▶ **S/W maintenance** (hours per server X # of servers X salary/mo X 24 or 36 mos)

● Integrated OS means easier problem determination due to single vendor

■ Application Administrators

- **NT administrators spend more time managing resources** across all the physical Intel servers (CPU, DASD, Memory x # of servers)
- **iSeries does this management automatically** for CPU and memory and the disk is shared across all eBusiness workloads on the iSeries
- **Cost of future software upgrades in staff time, etc..**
 - ▶ Example: one large customer upgraded 11,000 users from Domino 4.6 to 5.0 within a day and the Notes Administrator was on site for only about an hour and monitored the database conversion remotely throughout the conversion (which would have taken several weekends for the NT environment)

TCO: Floorspace

● Operations

– Floorspace Calculation for PC Servers (Without service clearances)

- ▶ **78 PC Servers plus 4 Tape drive racks (Compaq) assumes all units are rack mounted**
- ▶ Calculate the amount of floorspace occupied by a single server or tape drive
 - Typical PC Rack = 22 inches wide X 35 inches deep = 770 square inches
- ▶ Convert "square inches" from step above into "square feet"
 - $770 / 144 = 5.347$ square feet per server
- ▶ Determine the total amount of square footage used by the servers
 - Multiple 5.347 times the number of servers to be consolidated (82 in this example)
 - $5.347 \times 82 = 438$ sq ft (not including clearances)
- ▶ Calculate the value of the floorspace by multiplying the square footage by the cost per square foot to rent per month times 24 months or 36 months: example \$10/sq ft
 - $53.47 \times \$10/\text{sq ft rental charge/month} \times 36 \text{ months} = \underline{\$157,680}$

– Floorspace Calculation for iSeries (Without server clearances)

- ▶ **Configuration example (2) 840 servers 9TB DASD each, 1 tape unit with 12 drives**
- ▶ $23,760 / 144 = 165$ sq ft
- ▶ $165 \text{ sq ft} \times \$10/\text{sq ft rental charge/mo} \times 36 \text{ months} = \underline{\$59,400}$

TCO: Disaster Recovery

• Disaster Recovery Costs: Example 1

– IBM Disaster Recovery Site Protection - PC servers

- ▶ Customer example: \$148K/month for 200 PC servers
- ▶ Approximate cost per server $\$150\text{K}/200 = \750 per month
- ▶ Total DR cost for PC servers = $78 \times \$750 = \$58,500$ per month
- ▶ 36 month comparison = $\$58,500 \times 36 = \$2,106,000$

– IBM Disaster Recovery Site Protection - iSeries consolidation

- ▶ Approximately \$40,000/month for (2) 840 servers, 9TB DASD each, tape library
- ▶ 36 month comparison = $\$40,000 \times 36 = \$1,440,000$

• Disaster Recovery Costs: Example 2

– Disaster Recovery Site Protection - PC servers

- ▶ For current 15 servers Disaster Recovery costs approximately 15,000/month
- ▶ 36 month comparison = $36 \times \$15,000 = \$540,000$

– For IBM iSeries Disaster Recovery, same level of current service

- ▶ 36 month comparison = $36 \times \$8,500 = \$306,000$



**CEO is
still a
great
option!**

Domino Server Pricing - Comparison

Before 01/10/2003

Client Description	Lic with Maint 1 Year	Lic with Maint 2 Years	Renewal Before Lic	Renewal After Lic.
Mail Server	\$894	\$1,134	\$266	\$570
Application Server	\$2,308	\$2,927	\$688	\$1,731
Enterprise Server	\$6,423	\$8,145	\$1,913	\$4,100
Advanced Enterprise Server	\$25,713	\$32,606	\$7,659	\$16,412

After 01/10/2003 - With Per CPU Pricing

Client Description	Lic with Maint 1 Year	Lic with Maint 2 Years	Renewal Before Lic	Renewal After Lic.
Messaging Server	\$894/CPU	\$1,134/CPU	\$266/CPU	\$570/CPU
Enterprise Server	\$2,308/CPU	\$2,927/CPU	\$688/CPU	\$1,473/CPU
Utility Server	\$11,750/CPU	\$14,900/CPU	\$3,500/CPU	\$7,500/CPU

All prices Passport LVP Level A + NIM - Subject to change

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AIX	IBM	Net.Data	WebSphere Standard Edition
DB2 UDB for AS/400	IBM Logo	PowerPC	
Application Development	e-business logo	PowerPC AS	
APPN	Payment Manager	VisualAge for RPG	
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AS/400e	e(logo) Server	Operating System/400	
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VisualAge for Java	iSeries		

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