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Alternativen zu Microsoft IBM Open Collaboration



CIO eines deutschen Konzerns

kompletter Microsoft Desktop im Einsatz

Wenn wir Windows7 einführen und die 2010 Reihe von Office, Exchange und Sharepoint – dann gehört ihnen unsere IT

Wenn wir Office Communication Server einführen – dann gehört ihnen meine Telefonie

Als Verantwortlicher für IT und Kommunikation habe ich große Bedenken, wenn Microsoft meine PCs und auch meine Telefonie kontrolliert



IBM Open Client Strategie

- ❖ Lotus verantwortet das IBM Front End, ist nicht nur email System
- ❖ Kunden kombinieren IBM Lotus Software und Open Source über Standards um auf Änderungen flexibel und mit Wahlmöglichkeit agieren zu können
- ❖ IBM Lotus Software ist für Windows, Linux oder Macintosh verfügbar

Der Kunde entscheidet die Plattform, nicht der Verkäufer

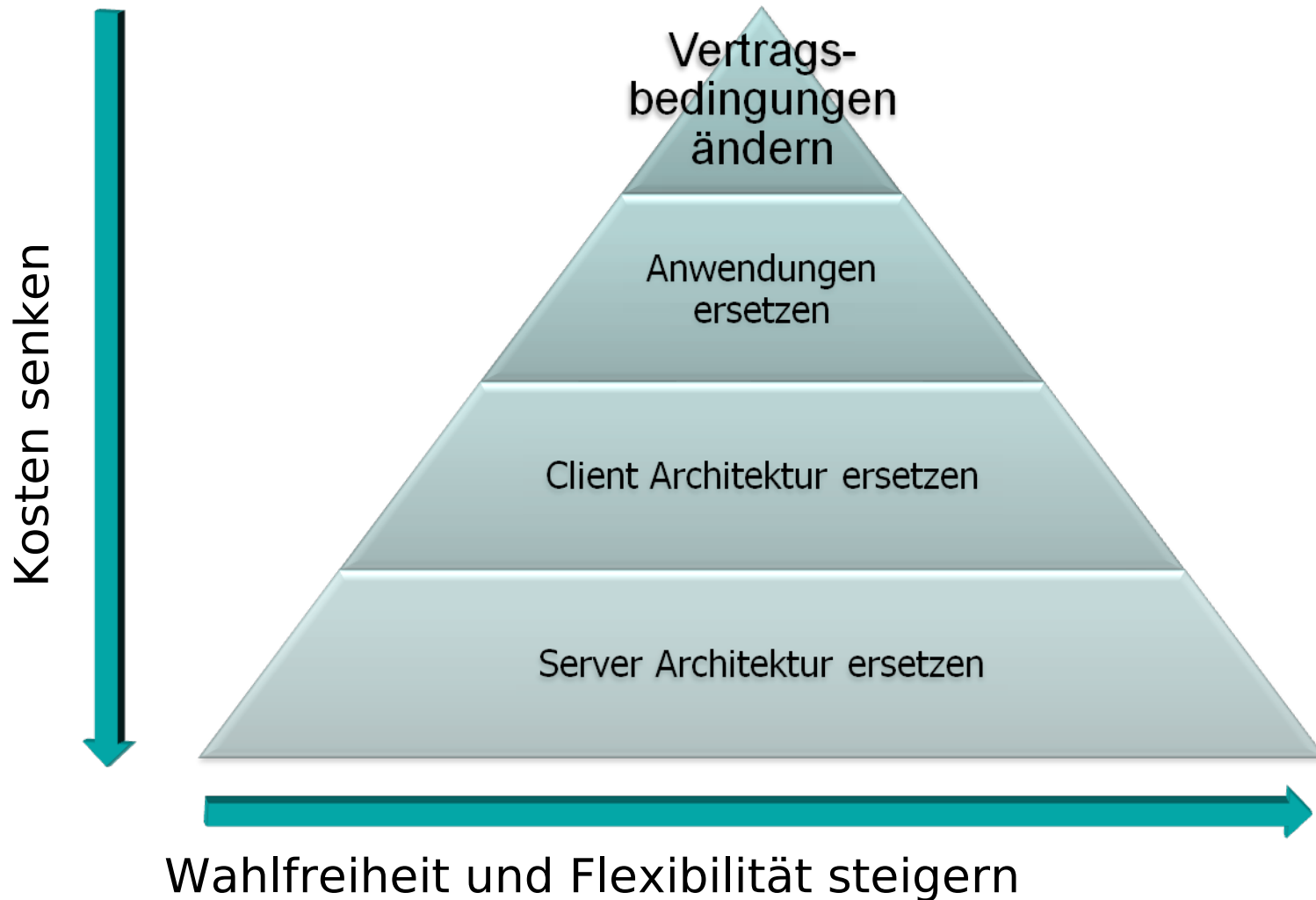
- ❖ Open Client, IBM Open Collaboration Client Solution (OCCS), IBM Client for Smart Work (ICSW)
- ❖ Lösungen aus IBM Geschäftssoftware, OpenSource und 3rd Party Lösungen, plattformunabhängig über verschieden Client Architekturen



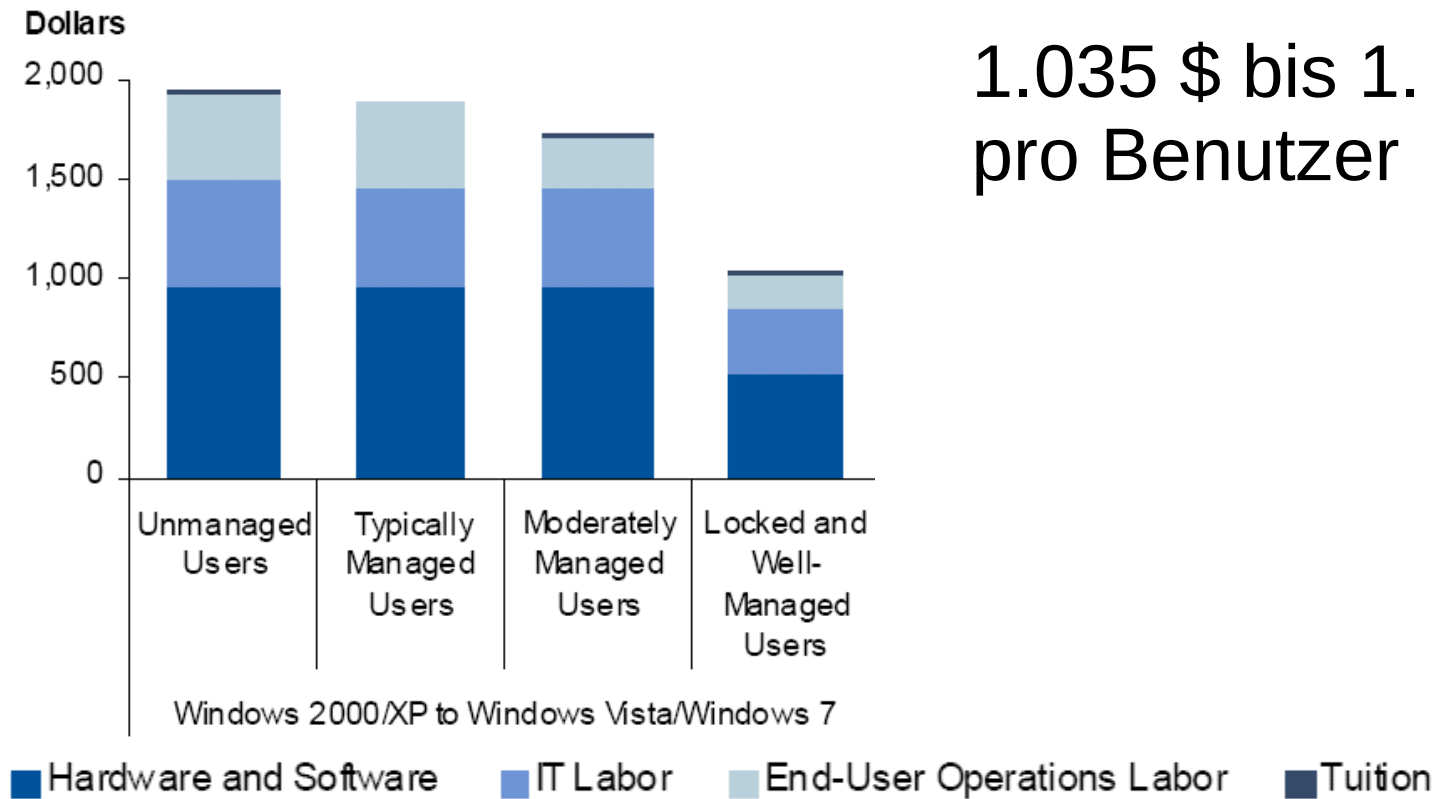
CeBIT 2010



In vier Schritten zum MS freien Unternehmen



Migrationskosten: Windows XP zu Windows 7



1.035 \$ bis 1.930 \$
pro Benutzer

Mehrwert?



“However, as Windows has matured, it has become **increasingly difficult** for Microsoft to innovate or **introduce sufficient new features** so that organizations can truly **see a return on investment** for the money spent on the migration to a new OS.”

“For the most part, users want to run applications, not OSs. As long as the client OS is secure, stable and manageable, provides efficient access to the resources and runs their applications, **users don't care that much what the OS is.**”

Mehrwert?

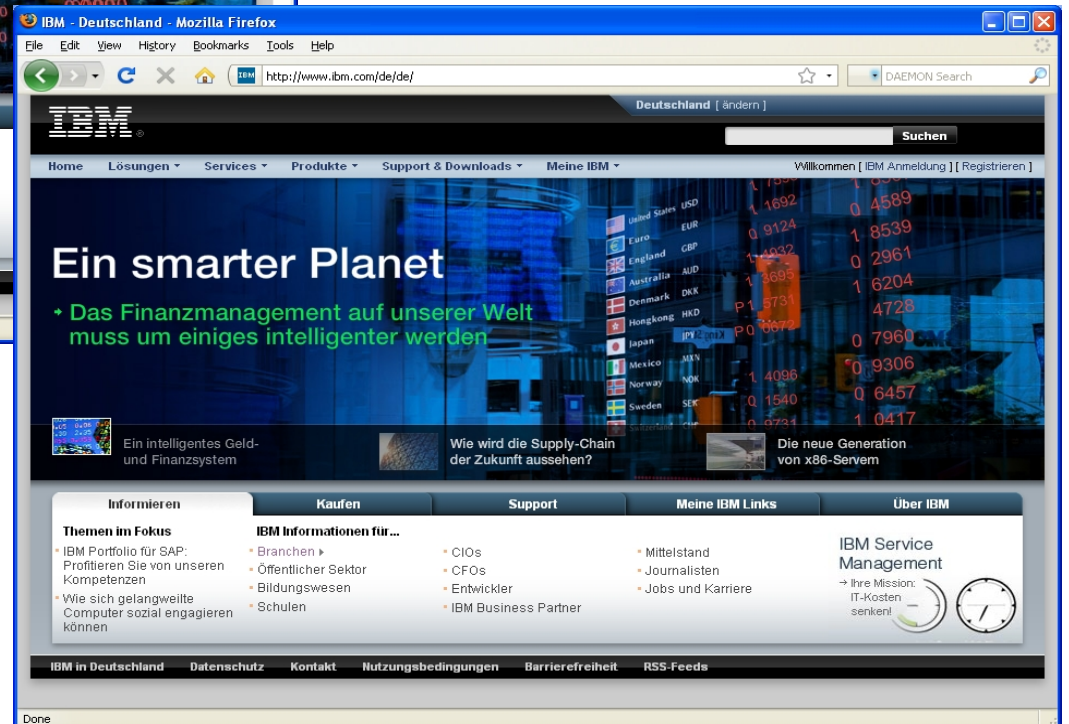
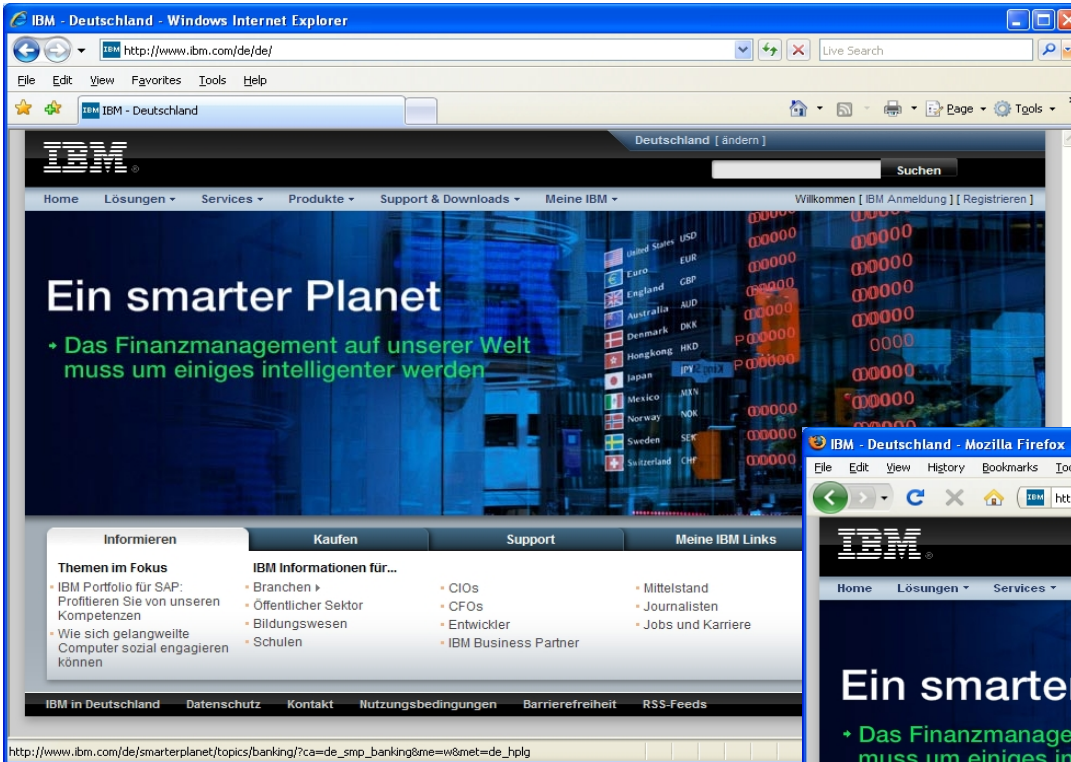
Der **Fokus** liegt auf **Anwendungen**, nicht auf dem Betriebssystem!

Solange die Anwendungen in gewohnter Weise funktionieren, ist für Benutzer das Betriebssystem nicht im Focus.

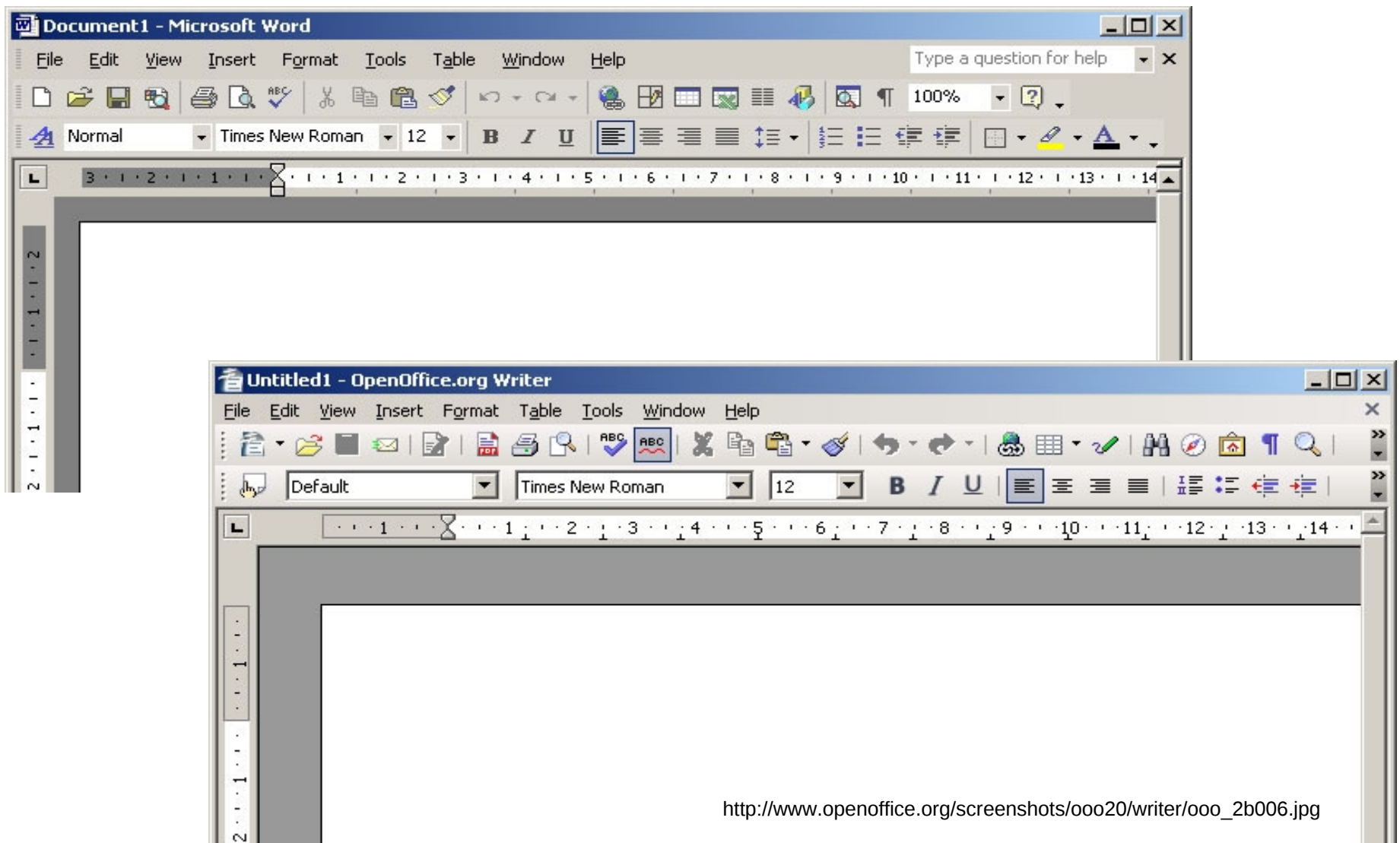
..... aber kommen die Anwender mit einem
Linux System zurecht?

Überfordere ich die Mitarbeiter mit einem
offenen Client?

Browser



Office Editoren



http://www.openoffice.org/screenshots/ooo20/writer/ooo_2b006.jpg

Office Editoren

Organizational Realignment.docx - Microsoft Word

Home Insert Page Layout References Mailings Review View Add-Ins

Clipboard Paste Font Paragraph

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Main Hea... ¶ Normal ¶ Normal L... Heading 3

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November 2006

Fabrikam Journal

Organizational Realignment

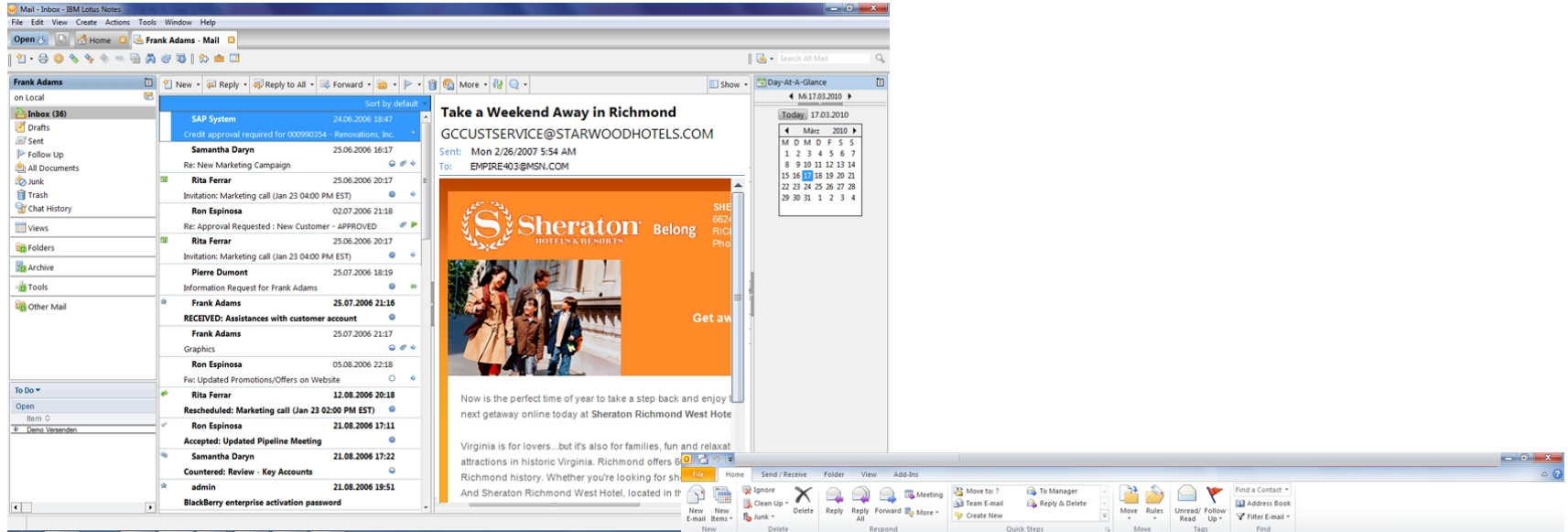
In order to meet our growing sales demands, and to optimize the supply chain throughout our worldwide operations, Fabrikam is pleased to announce the realignment of our sales and manufacturing workforce world-wide. The new executive leadership team outlined in the table below will streamline each of our regional operations to maximize profit in the way that best suits the capabilities of their region. We can maximize our sales targets in each region, and engage our customers on familiar ground with our new structure. This will allow our global enterprise to optimize our inventory, sales management and capital investments to grow the business. This is part of the ongoing effort of the Fabrikam corporation to demonstrate leadership, flexibility and prowess in the widget industry.

Region	Vice President	Office Location
North America	Katie Jordan	Dallas, TX
Canada	April Reagan	Vancouver, BC
Japan	Shu Ito	Kyoto
Germany	Jonathan Haas	Hanover
Italy	Mor Hezi	Milan
Ireland	Robert O'Hara	Galway

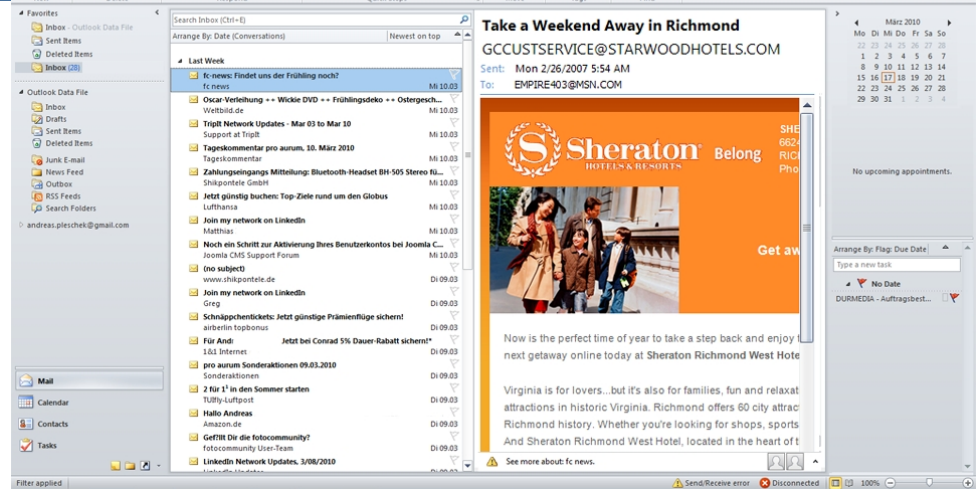
Corporate-wide upgrade to Office 2007

Page: 1 of 2 Words: 554 100%

Email und Kalender



Lotus Notes 8.51



Outlook 2010

Demo



Spot on:

IBM Open Client Ubuntu

IBM Open Client Linux

The screenshot displays the IBM Open Client Linux desktop environment. The main window is a mail client titled "Frank Adams - Mail". The interface includes a menu bar (File, Edit, View, Create, Actions, Tools, Window, Help), a toolbar, and a search bar for "Search All Mail".

The mail client shows a list of messages in the left pane, sorted by default. The selected message is from Pierre Dumont to Frank Adams, dated 07/25/2006 06:19 PM, with the subject "Information Request for Frank Adams". The message body contains the following text:

Default custom expiration date: 03/16/2008 [Show Details](#)

History: This message has been replied to and forwarded.

Hallo Frank,

bitte sende mir noch den neusten Projektstatus zu.

Vielen Dank
Pierre

The right pane shows a "Sametime Contacts" list with groups like "cebit (0/1)", "europe ne (2/5)", "europe ne (0/2)", and "friends (0/9)".

The desktop background is green with a globe icon. A system tray at the bottom right shows a clock, a calendar for February 2010, and various system icons. The taskbar at the bottom includes the "Sametime Contacts" application icon.

IBM Open Client Linux



Vorgehensweisen



- 1 Migration von Word und Powerpoint nach OpenOffice, Windows Plattform
- 2 IBM Open Client auf Windows, Optional Migration Outlook / Communicator
- 3 Wechsel zu Linux / Macintosh Client
- 4 Wechsel auf Linux / alternative Server Systeme

Client Collaboration: LVM Insurance Group

Challenge

- Deploy Single Platform Strategy
- Application Development independent of platforms
- Centralized data management
- Reduce deployment cost by having centralized deployment management

Key Benefits

- Open Source/Object Orientation/JAVA/J2EE
- Access to existing Notes Domino applications from any desktop (Linux, Windows) including thin clients

Solution

- IBM Lotus Notes 8 for Linux running on RedHat Enterprise Linux Desktop 5.0
- Development and Deployment of One consistent Platform for Collaboration
- Integration of existing LVM Systems, Interfaces and Process



Stuttgarter Versicherung

die Stuttgarter

Alles Gute für die Zukunft

Drivers

- All 650 workstations needed to be replaced with a new application stack and Office Suite in 2000
- Year 2000 „problem“ made the evaluation of applications necessary anyway

Challenge

- Microsoft stack was considered as too expensive and insufficient secure
- Integration of legacy applications and host systems
- Linux and Open Source would be early adaptor (1999)
- Use of current hardware wherever possible

Status

- Completely migrated to Linux based applications including SAP and host emulation
- Use IBM Client for Smart Work, Open Office as Office Suite and open document file format
- Citrix Terminal server for a few users and selected applications
- Today 1100 user workstations and IBM as service provider for Open Computing environment



Client Collaboration: PSA Peugeot Citroën

Challenge

- Peugeot has ~75,000 Windows 2000 Professional clients
- To provide **a lower expenses and easier alternative** for people who only need standard functionality
- Keep Microsoft **licenses within optimal range**

Key Benefits

- Enabled **alternative while reducing costs**
- **Access** to existing **Notes Domino applications** from **any desktop** (Linux, Windows) including thin clients



Solution

- IBM Lotus Notes 7 for Linux , Lotus Sametime 7.5 running on Novell SLED 10 Linux
- Started with 10 desktops, expanded to 80, and now deploying 300
- By year-end, will be growing to 3500 and by end of 2008 to 20,000

Reference: Jenoptik (Optoelectronics, Mechtronics and Laser Technologies)

Driver

- Migrating the messaging and collaboration systems from all 12 sites to the same product and release. Consolidate smaller sites IT systems.
- Save costs on operating the systems as well as user client costs

Challenges

- All sites use different versions of Microsoft Office and Microsoft Exchange with an own Active Directory.
- Finding a selective Microsoft licensing model to not explode the costs of the contract and Microsoft Software Assurance. Enterprise Agreement was not an option.

Status

- It turned out to be less expensive to migrate to Lotus Notes/Domino than to a newer Version of Exchange.
- the Total Cost of Ownership was calculated as much less with Lotus Domino
- In addition Lotus Symphony saves Jenoptik the costs of buying Microsoft Office licenses.
- ROI in less than one year. Good user acceptance for and Symphony.
- Migration to Linux Clients planned for H2 2010





Spot on:

Clients der Zukunft

Clients der Zukunft



Geschäftssoftware für den Mac

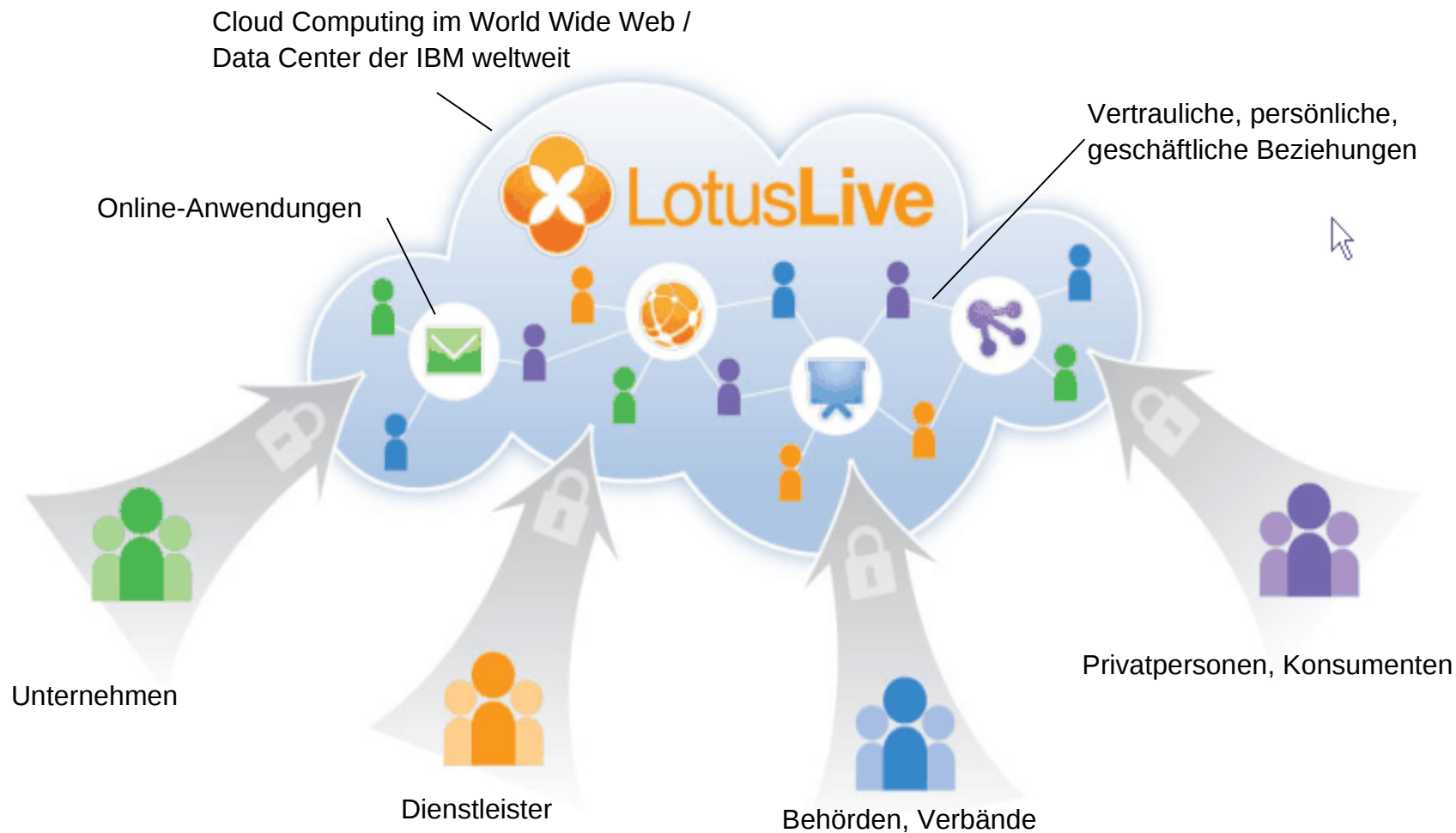
- ❖ IBM Lotus Notes
- ❖ Lotus Symphony
- ❖ IBM Lotus Sametime
- ❖ IBM Lotus iNotes
- ❖ Lotus Connections
- ❖ Lotus Quickr
- ❖ Lotus Sametime Unyte
- ❖ Lotus Mobile Connect



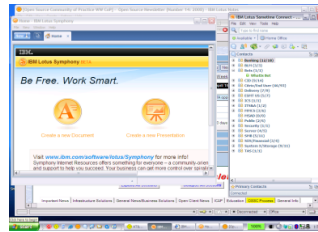
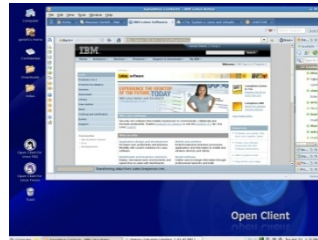
Netbooks



LotusLive : Die SaaS-Lösung für Web Collaboration.



IBM Client for Smart Work in der Cloud - Virtuelle Desktop Infrastruktur, VDI



- ❖ Anschaffung Client Hardware
- ❖ Hardware Zyklus 7 Jahre
- ❖ Energieverbrauch

- ❖ Linux & Win Images
- ❖ OpenSource Apps
- ❖ Keine VECD Lizenz für virt. Linux User

- ❖ Virtualisierung
- ❖ Zentrale Haltung

3 fach Kosten einsparen

IBM Client für Smart Work / Open Client USB

- ❖ 8 GByte, Sony Micro Vault Tiny, ~ 25€
- ❖ Systempartition mit Ubuntu Linux 8.x
- ❖ IBM, OpenSource und 3rd Party Anwendungen
- ❖ Lokale Daten Partition 2,5 GByte
- ❖ Security:
 - ❖ Dial in via Lotus Mobile Connect oder anderen VPN Client
 - ❖ Benutzer ID File, Zugriffskontroll Listen, lokale Verschlüsselung



Ausführlicher? Mit Demo und Experten?

- IBM Open Company Center @ IBM Ehningen



- * IBM Open Client for smarter Work
- * IBM Client Optionen und Plattformen
- * Lösungen zur Clientvirtualisierung
- * Anwendungen und Desktops aus der Cloud



Vielen Dank!



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