



Lotus. Sametime

La solution pour la
Communication et la
Collaboration Unifiée, UCC

Philippe MATHIEU
Responsable Marketing Lotus
IBM France

UC²



Unified Communications and Collaboration

Software platform

- Open & Extensible
- Intelligent Integration
- Unified experience
- Multi-vendor support



Integration services

- Plan, Deploy, Manage
- Reduce Risk
- Faster Time to Value

Business Partners

- Broad ecosystem
- Customer Choice
- Leverage existing investments

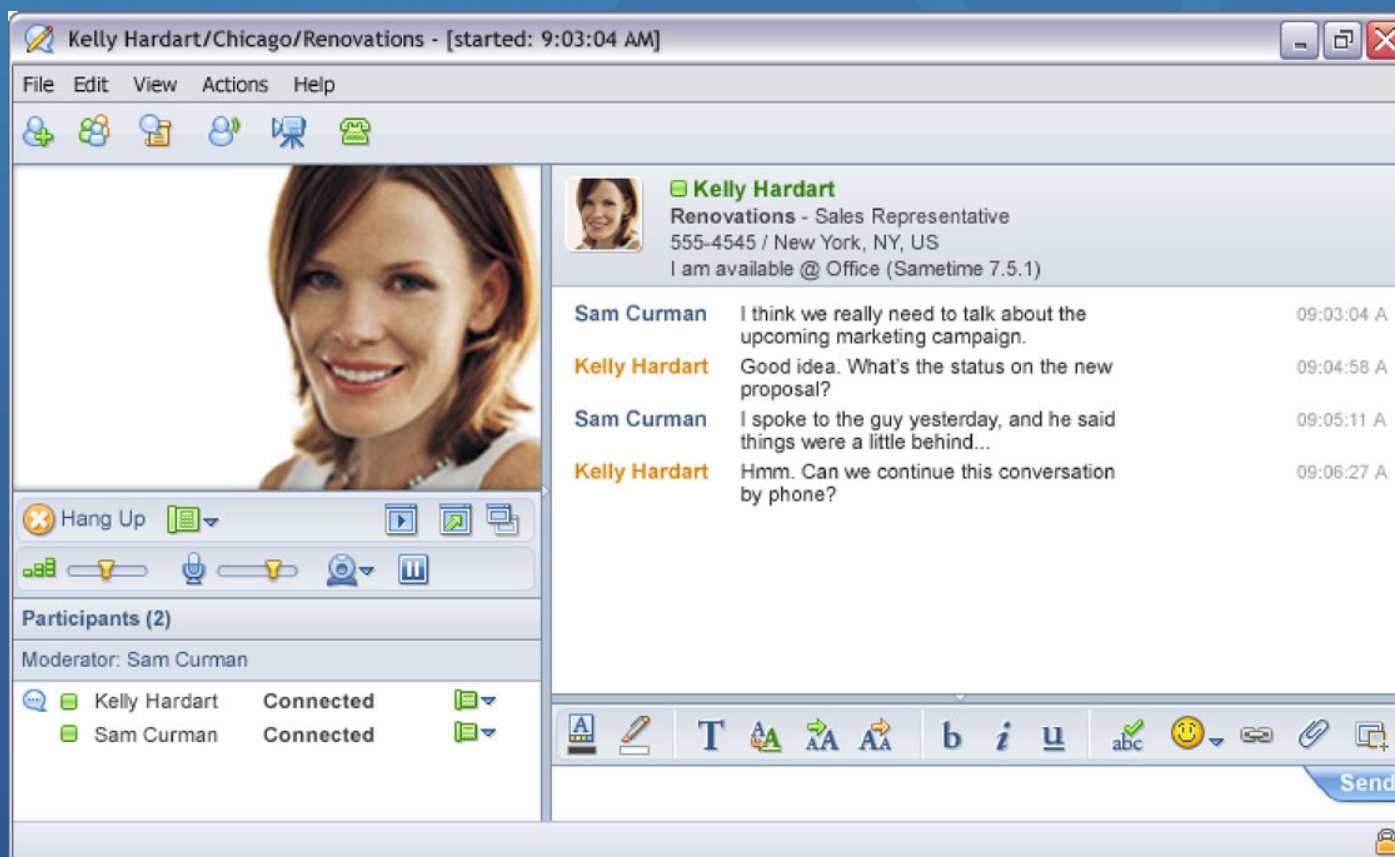
Industry expertise

- Business Process Optimization
- Responsiveness & Agility
- Competitive Advantage



Delivered through a Unified User Experience

...in a Lotus Sametime client



Delivered through a Unified User Experience ...in Lotus Notes

The screenshot displays the IBM Lotus Notes interface for user Samantha Daryn. The window title is "Samantha Daryn - Inbox - IBM Lotus Notes". The interface includes a menu bar (File, Edit, View, Create, Actions, Tools, Window, Help), a toolbar with icons for Open, Getting Started, Home, and Mail, and a search bar. The main area shows an email list with columns for Sender, Subject, Date, and Size. The selected email is from Heather Reeds with the subject "Re: Power Renovations Promotion Meeting". Below the list, the email content is displayed, including a "Follow Up" section and a "Sametime Connect" sidebar with a list of contacts.

Sender	Subject	Date	Size
Heather Reeds	Re: Power Renovations Promotion Meeting	04/26/2006 11:30 AM	13K
Pierre Dumont	Check out these new status tools	04/26/2006 10:15 AM	14K
George Bandini	Re: Thoughts on this quarter's results (8)	04/26/2006 9:47 AM	156K
Anna Bauer	What's the exit strategy for Elite line?	04/26/2006 9:15 AM	10K
Heather Reeds	Please review Proline collateral	04/26/2006 7:30 AM	1.2M
Gail Chao	Idea to boost customer satisfaction	04/25/2006 11:45 AM	15K
Amadou Alain	Re: Planning meeting	04/25/2006 7:12 AM	15K
Gail Chao	On vacation until next Monday	04/25/2006 6:34 AM	21K
Kristin MacGyver	Getting ready for meeting	04/25/2006 6:16 AM	23K
Amadou Alain	Presentation	04/25/2006 5:58 AM	1K
Amadou Alain	Lunch	04/25/2006 4:15 AM	30K
Gail Chao	Meeting for planning	04/25/2006 3:31 AM	1.2M
Heather Reeds	Finance strategy	04/25/2006 2:12 AM	45K
Kelly Hardart	Convention will be here soon	04/24/2006 5:50 PM	345K
Rebecca Gestner	Can you send the files for the strategy meeting...	04/24/2006 5:34 PM	10M
Misha Tompkin	Callin number	04/24/2006 5:27 PM	45K

Follow Up

Who	Subject
MM	Fonts and Sizes...
JL	Send me the pre...

Re: Power Renovations promotion
 4/26/06 11:30 AM
 cc: Amadou Alain, Gail Chao
[Show details](#)

Great suggestion, Amadou. Samantha, I think you should add Dan Misawa to this team. He's new to marketing, representing the ready-to-assemble line. Also, I want you to take a look at the chart below. These numbers are very interesting.

Sametime Connect

- Available
- Chicago...
- Type to find activities
- Sales Team
 - Monifa Shani
 - Kelly Hardart
 - Sam Curman
- Human Resources
 - Rebecca Gestner
 - Misha Tompkin
- Marketing Team
 - Heather Reeds
 - Mike Morrison
 - Dina Maroni
 - Dennis Mickles
 - Dan Misawa
 - Larry Moriarty
 - Mike Motler
 - Gradner Raynes
 - Paul Clemmons
 - Nora Shin
 - Paula Starky

Calendar

Feed Reader

Activities

You have new mail on Server17



Delivered through a Unified User Experience

...in Microsoft Exchange

The screenshot displays the Microsoft Outlook interface with the 'IBM Lotus Tools' menu open. The menu options include: Chat..., Voice Chat..., Call..., Video Call..., Instant Meeting..., and Sametime Help... The main window shows an email titled 'Axa Project Validation' from RonEspinosa@renovations.com, dated Tue 29/04/2008 4:31 PM. The email content reads: 'Hi Frank, I have modified the document on your Quicr Space. Could you check if you're OK ?' followed by a URL: <http://domino801.renovations.com/LotusQuicr/fOpenDocument>. The 'Lotus Task Pane' on the right shows a 'Quicr' section with a list of items including 'Danone on quicr', 'Sanofi on quicr', 'Sandbox Library on quicr', '8.1 Skills Transfer on quicr', 'UCC Presentations and UCC Solution Demos on quicr', 'IT Energy Task Force on quicr', 'Frank Adams on domino', 'Renovations on domino', and 'WPLC Technical Confer...'. The bottom status bar indicates '35 Items'.



Delivered through a Unified User Experience

...in business portals

Launch Workplace for Sales Manager > Home for Sales Manager >

Search: [All Sources] [Log Out]

Home for Sales Manager Opportunity Info Manager's Tool

Dashboard Filter Region: Northeast US Region, Office: All Offices

Opportunities By Regions 0312

Opportunities

- \$0 - \$999,99 K
- \$1 M - \$1.99 M
- \$2 M - \$2.99 M
- \$3 M - \$3.99 M
- \$4 M - \$4.99 M
- \$5 M - \$5.99 M
- \$6 M - \$6.99 M

Opportunity Status

Status Trend Details

Print

Below
On Track
Exceeds

Rep Performance

Top Performing Reps by Total Bookings

Name	Office	Product Revenue	Services Revenue	Total Bookings	Planned Sales
John Smith	Boston	\$957,036.32	\$214,823.34	\$1,171,859.66	\$500,000.00
Jose Perez	Boston	\$956,116.24	\$184,635.32	\$1,140,751.56	\$600,000.00
Bob Thomason	Boston	\$931,359.56	\$191,655.32	\$1,123,014.88	\$600,000.00
Tom Baker	Boston	\$923,835.29	\$198,145.12	\$1,121,980.41	\$700,000.00

My Alerts

Category	Priority	Text	Creation Date
MBE Example	Low	Order 007512 has not shipped; it is valued at 530.46.	02/01/2008 04:00 AM
MBE Example	Normal	Order 008207 has not shipped; it is valued at 791.16.	02/01/2008 04:00 AM



Delivered through a Unified User Experience

...in business processes

Claim information

Customer ID:	AA11IN23
Claim ID:	40947750_Dan
Status:	Submitted
Adjuster:	Dan Misawa
Date created:	2007-10-25

Customer policy

Customer:	Aaron Tobin
Phone:	555 1212
Policy:	JK All-Terrain SUV 3.3
Loaner:	Yes

Damages

Repairs:	SPU0BSE4(\$125);
Replacements:	GRL09234(\$195); AX98G321 (\$100);
Damage:	\$420
Claim value:	\$220

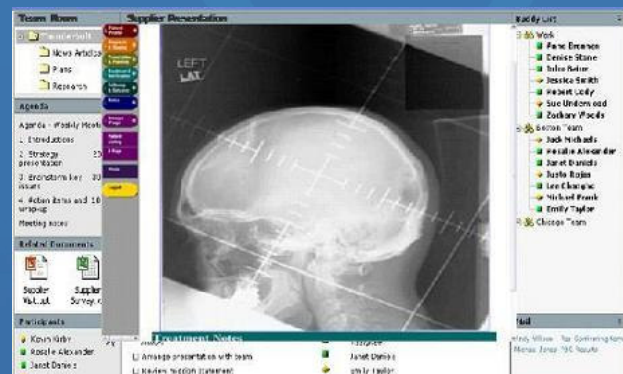
Notes and photo

[No comments]



Délivré à travers une expérience utilisateur unifiée

...in LOB Applications



Carestream 
HEALTH



IBM® Lotus® Sametime® Product Family



Persistent Chat Rooms
 Social Networking Tools
 Instant Screen Share
 Location Services

VoIP chat, Video
 Telephony Integration
 File Transfer, Screen Capture
 Web Conferencing
 Mobile Clients
 Enterprise & Public IM Federation
 Extensible Eclipse client & SDKs

Presence Awareness
 Secure IM with Rich text, emoticons
 Integration with Office



Partner audio/ video integration

PBX integration
via APIs/SPIs to Lotus Sametime
Partner written



Lotus® Sametime®

Widest and largest enterprise deployments

- 10 Years in market
- over 140M+ entitled users
- 25 customers with over 100K users
- 2 customers with over 350K users
- IBM supports 400K users with 5 servers

**Scalable
Secure
Proven**

Used by...

- 29 of the Global Fortune 50
- 12 out of the top 15 worldwide banks
- 8 out of the top 10 worldwide pharmaceutical firms
- 4 of the 5 most profitable companies in the world

