

Software Group

IBM Workplace :

L'innovation au service de la
productivité des personnes

Jean-Marc Favennec

Vice President, Lotus Marketing and Partners

Vers l'entreprise "on demand"

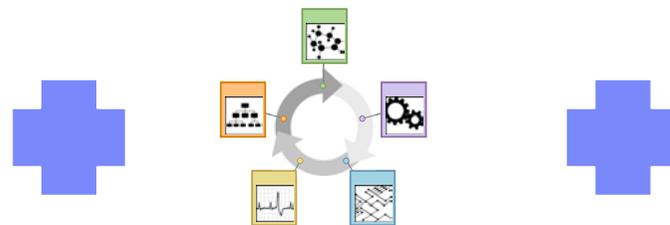
*Une entreprise "on demand" :
une entreprise dont les **processus métier**
peuvent **réagir en temps réel.***

Vers l'entreprise "on demand"

*Une entreprise "on demand" :
une entreprise dont les **processus métier**
peuvent **réagir en temps réel.***



Utilisateurs



Processus



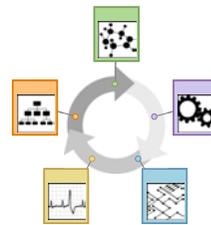
Information

La Mission de Lotus



Utilisateurs

- Environnements adaptables dynamiquement
- Utilisation Simplifiée
- Interaction Sécurisée
- Accès n'importe où, n'importe quand
- Vue globale "Peripheral"



Processus

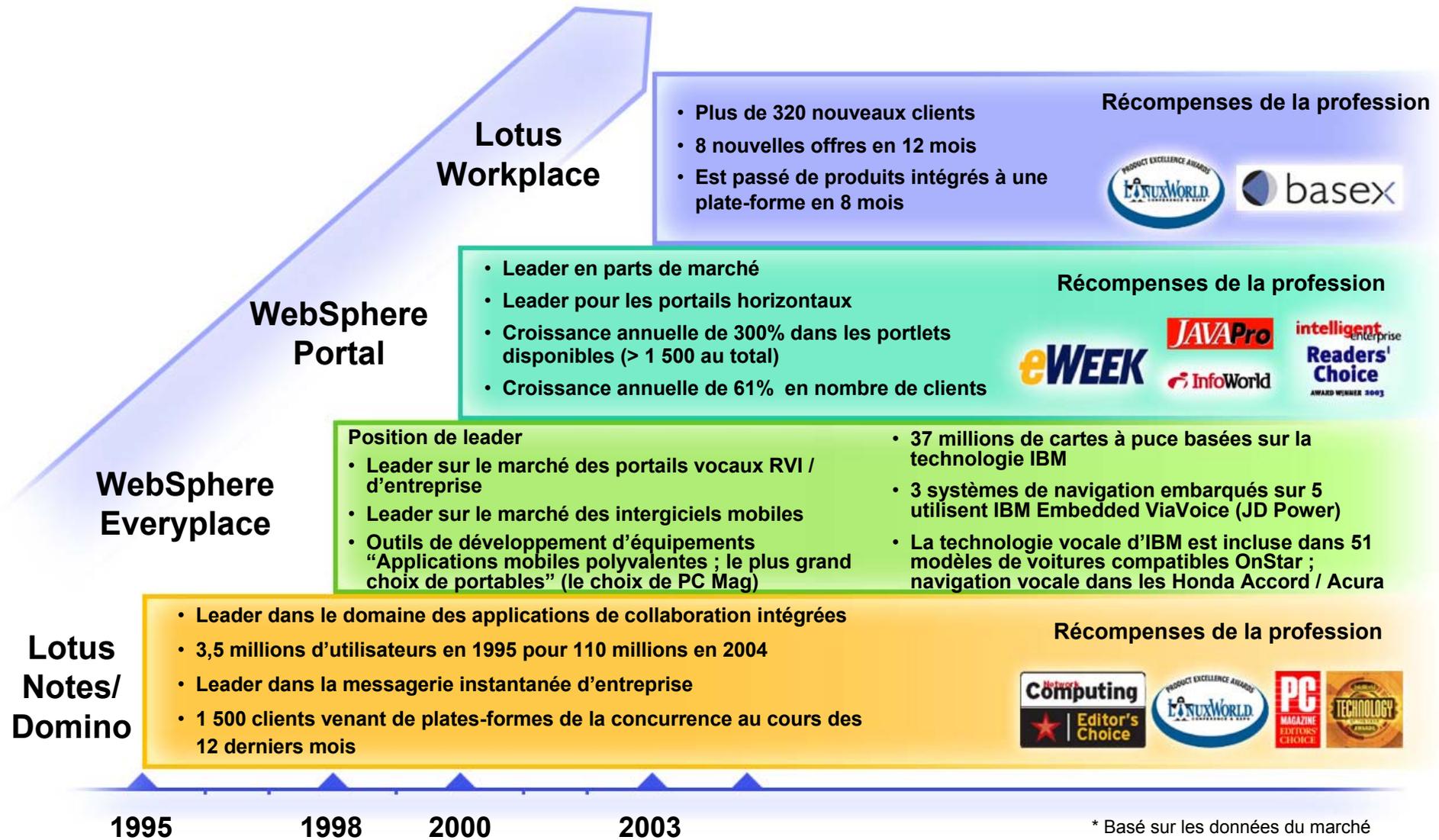


Information

La Réponse d'IBM à la demande de productivité des entreprises



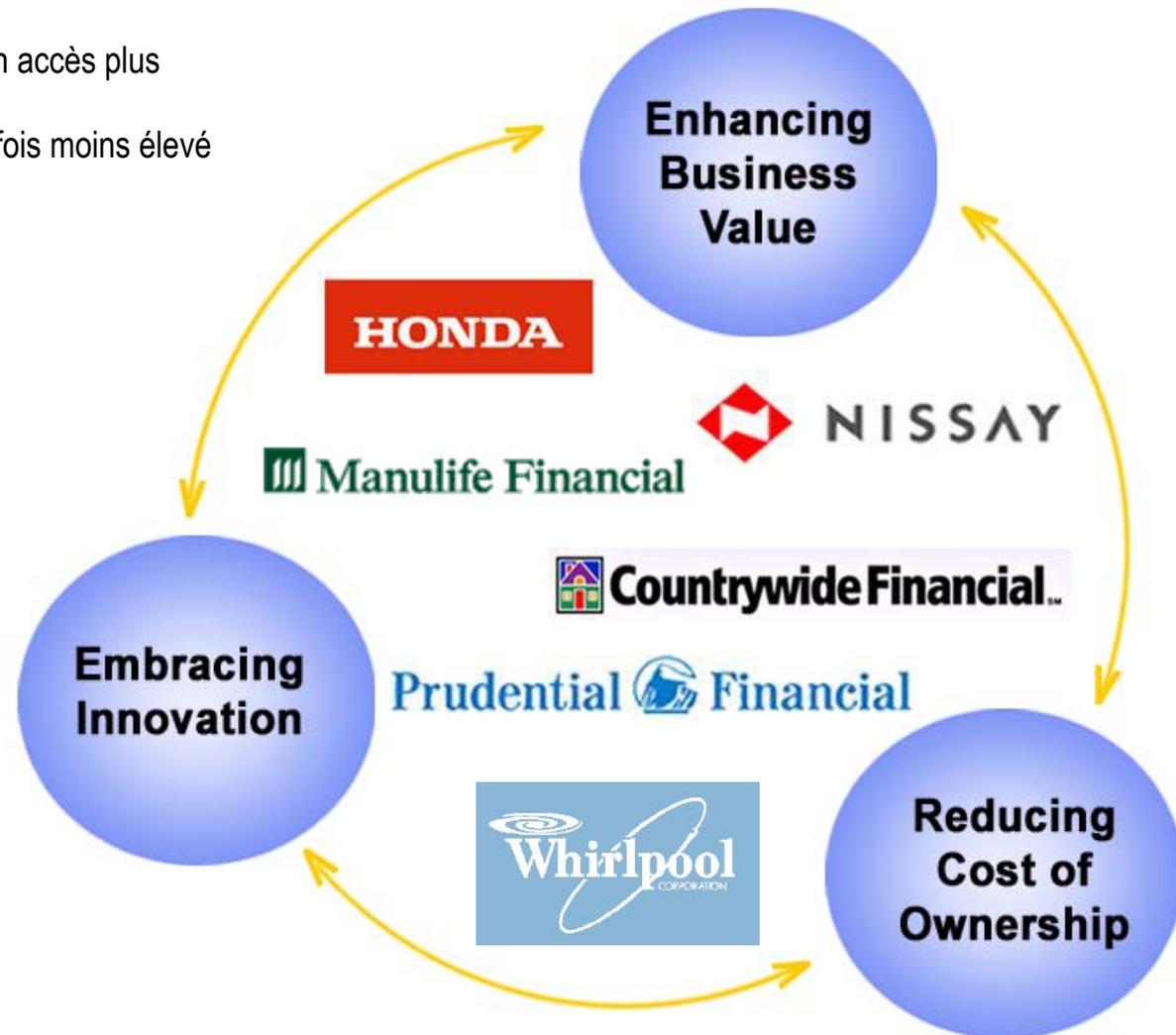
Positionnement de la famille IBM Workplace



Réponse d'IBM en matière de travail collaboratif :

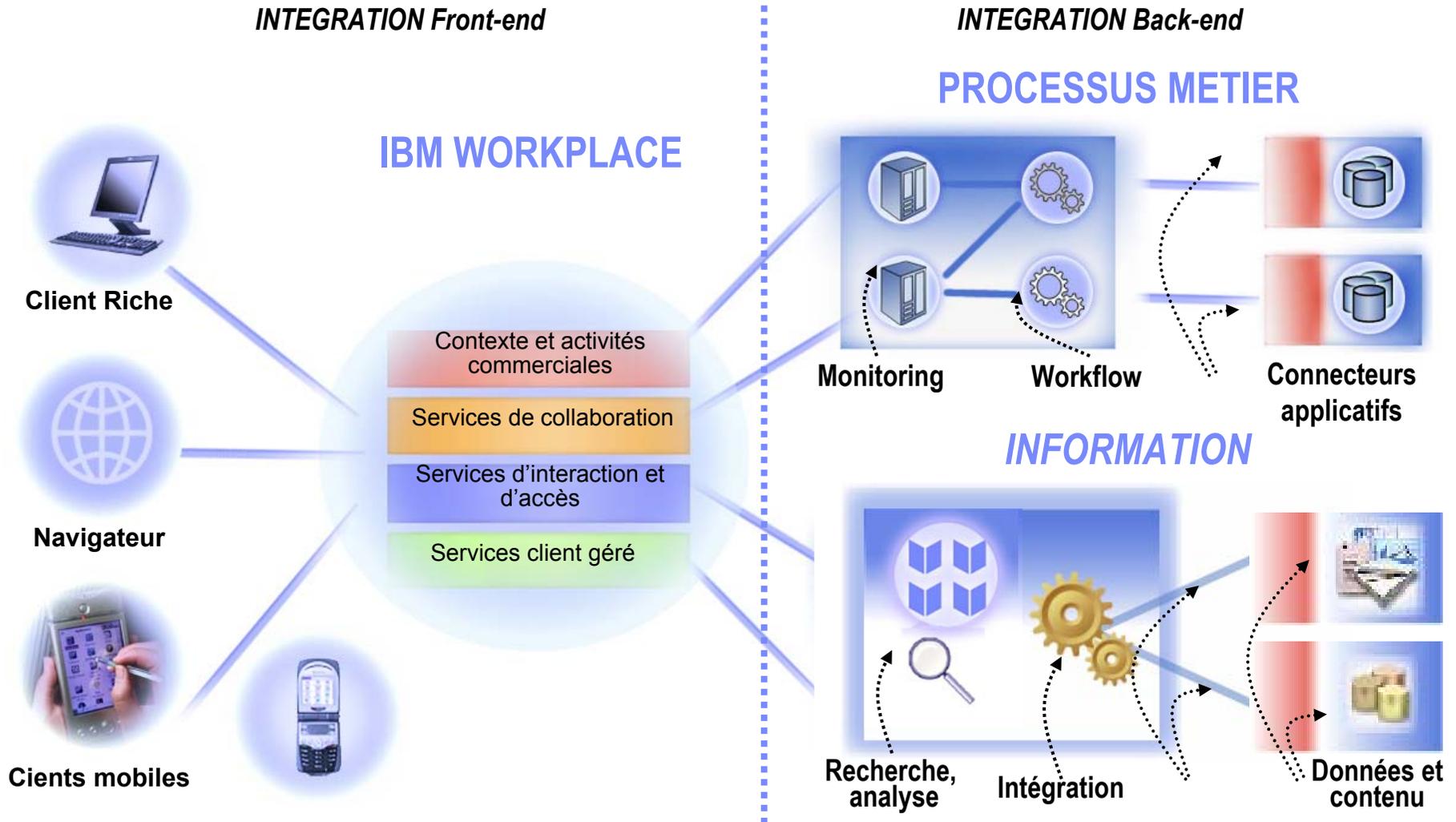
Manulife Japan

- Déploiement de la messagerie auprès de 3,600 agents en 6 semaines
- Meilleure productivité des agents grâce à un accès plus rapide aux données critiques
- Le TCO sur une base de coûts/agent est 2 fois moins élevé que celui du concurrent direct



Vers un nouveau modèle informatique

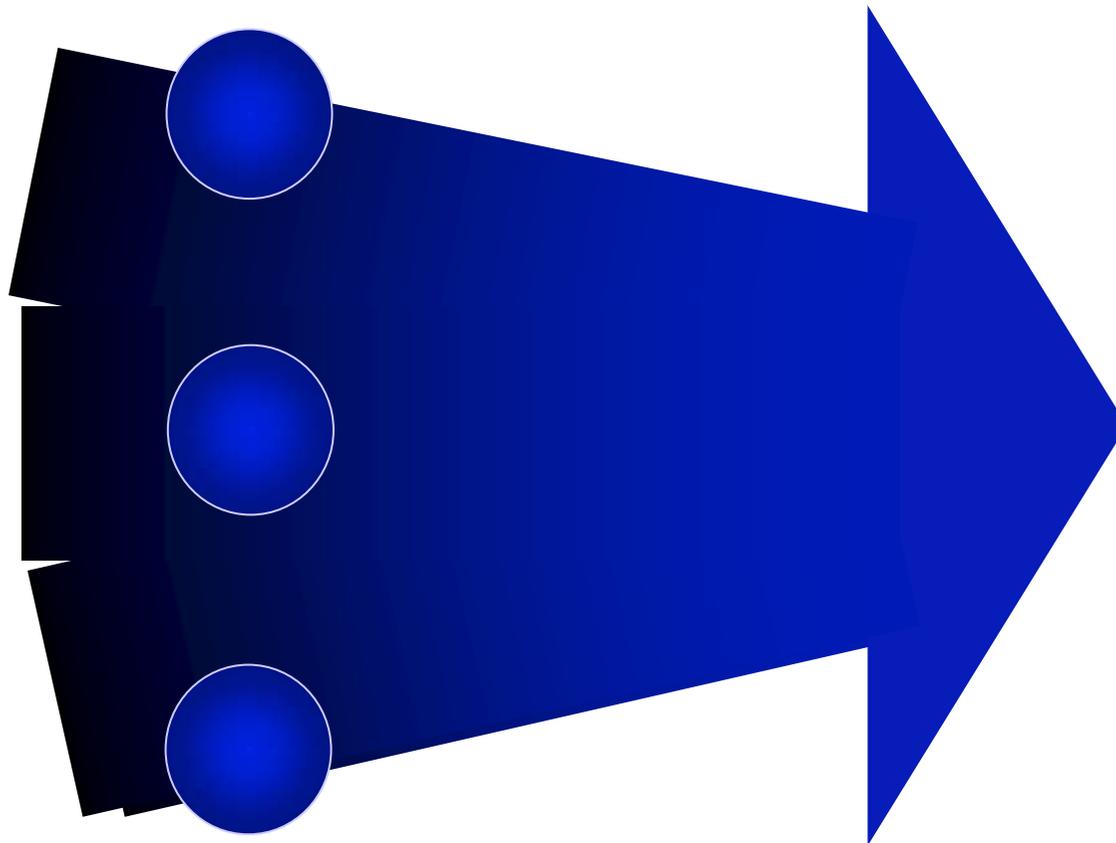
Rendre les gens plus productifs dans le cadre de leurs missions quotidiennes



La puissance d'un seul modèle d'architecture, modèle de programmation et ensemble d'outils homogène

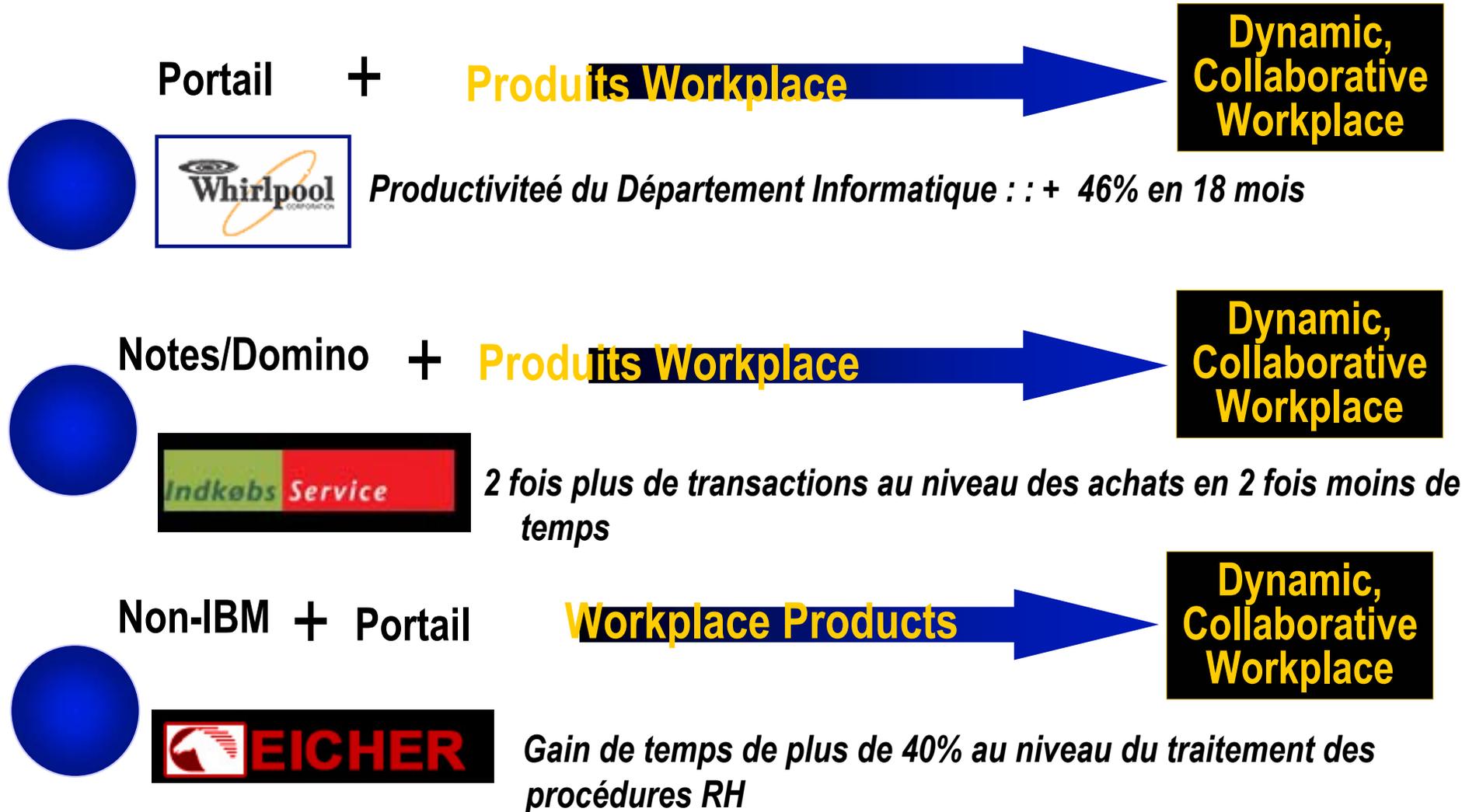
Notre Strategie : une évolution progressive

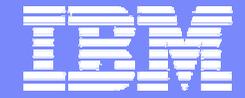
Differents Environnements de départ



**Workplace
(Plate-forme
intégrée pour le
travail colaboratif)**

Les chemins d'évolution vers l'environnement Workplace





Software Group

Actualités et annonces



Les Annonces: Technologies et Produits

■ TECHNOLOGIE

Nouveau IBM Workplace Client Technology, Micro Edition

Nouveau IBM Workplace Client Technology, Rich Edition

■ PRODUITS

Version 2.0 des 6 produits de la gamme IBM Lotus Workplace

Dont 2 Produits utilisant le nouveau client IBM Workplace

IBM Lotus Workplace Messaging

IBM Lotus Workplace Documents *Nouveau*

Notes/ Domino 6.5.1

WebSphere Portal 5.0.2

WebSphere Everyplace v4.3



La Technologie: Workplace Client Technology

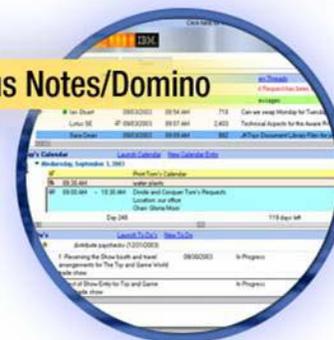
Lotus Workplace



Websphere Everyplace



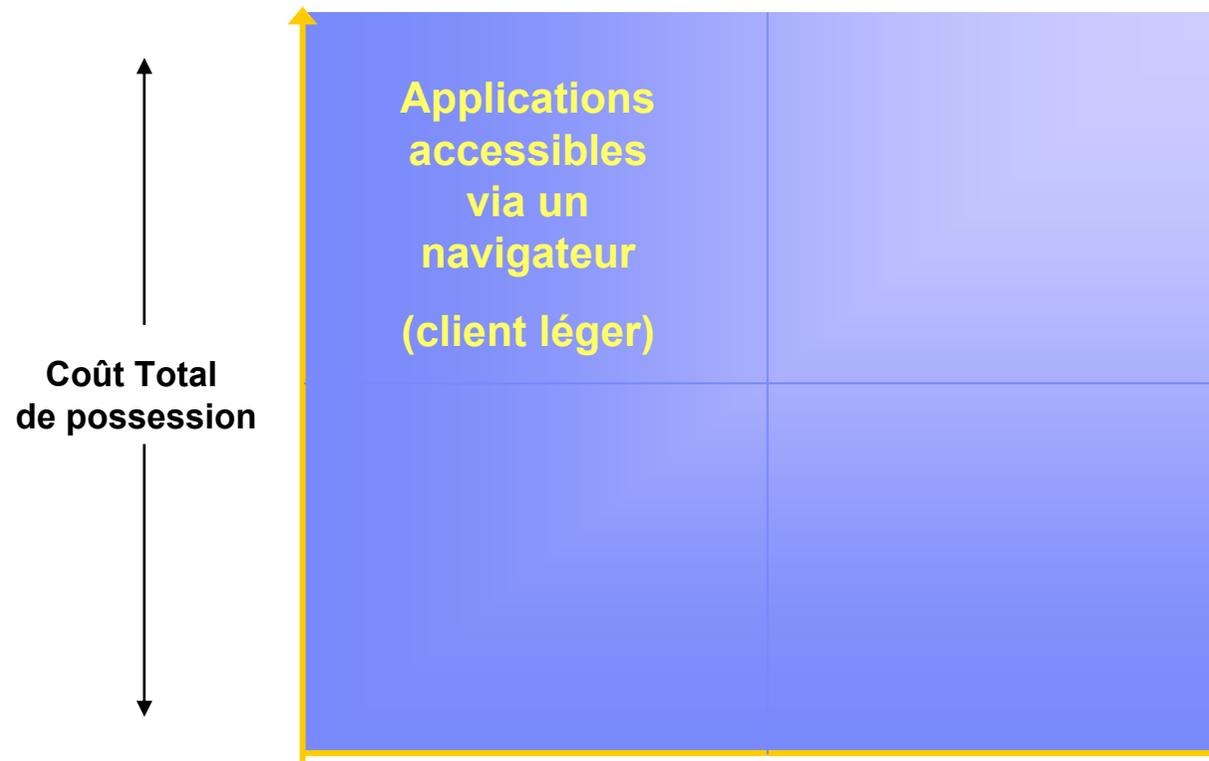
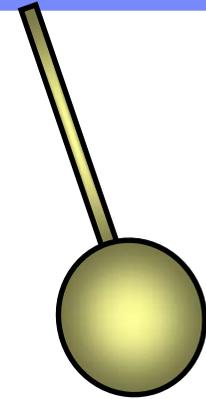
Lotus Notes/Domino



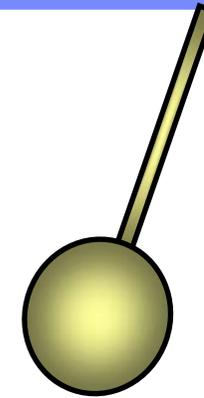
Websphere Portal



Richesse fonctionnelle

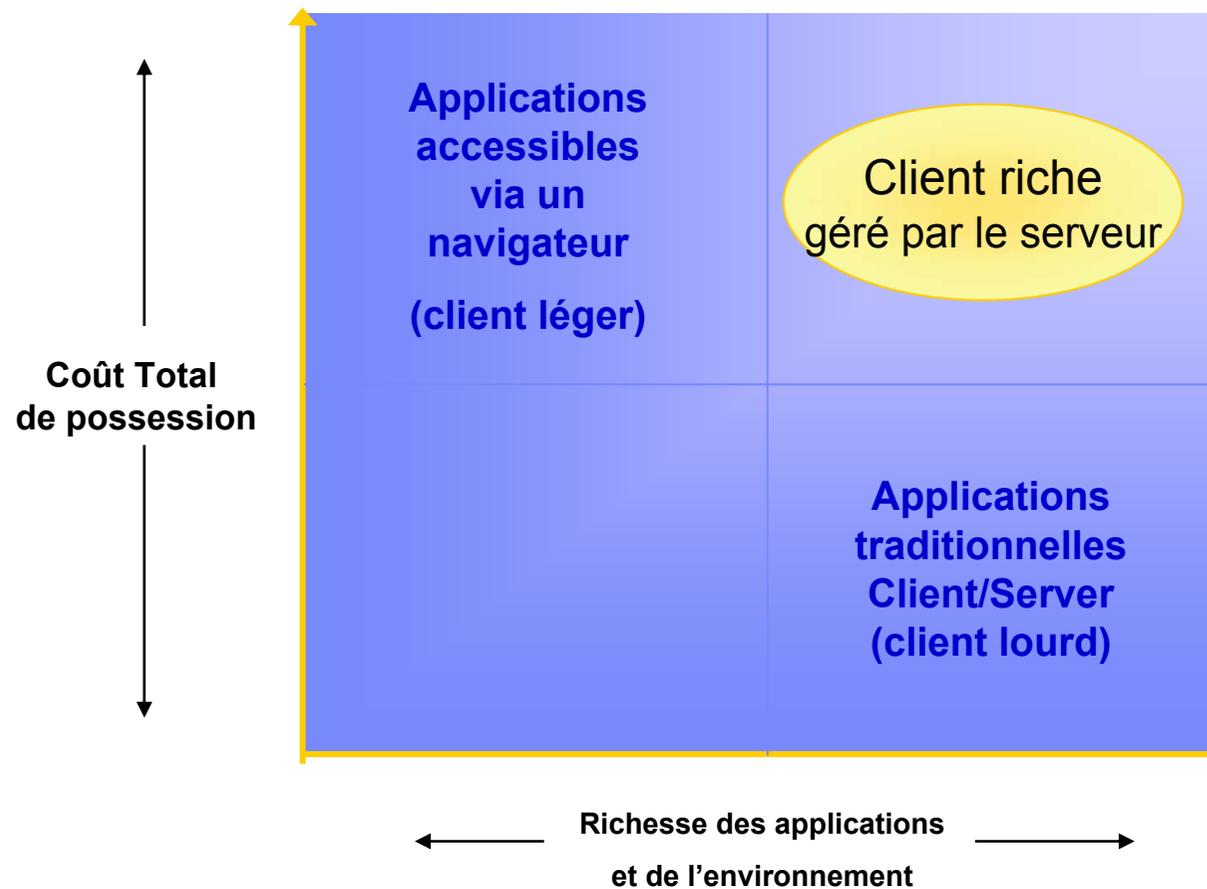
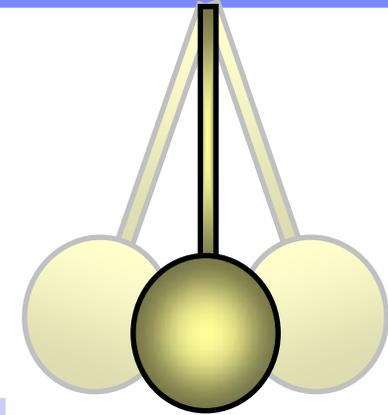


Maîtrise des coûts



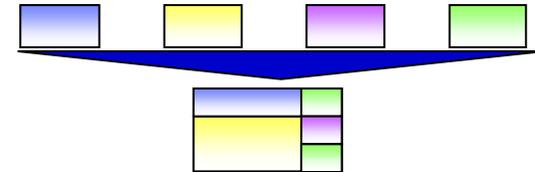
← Richesse des applications et de l'environnement →

Le meilleur des 2 mondes



Une technologie : *IBM Workplace Client*

Une révolution technologique
dynamique, performante, ouverte



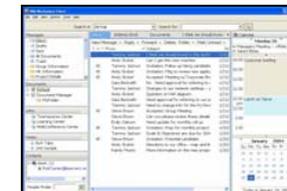
Extension du Middleware au poste de travail
fiabilité, TCO, ROI, sécurité, indépendance



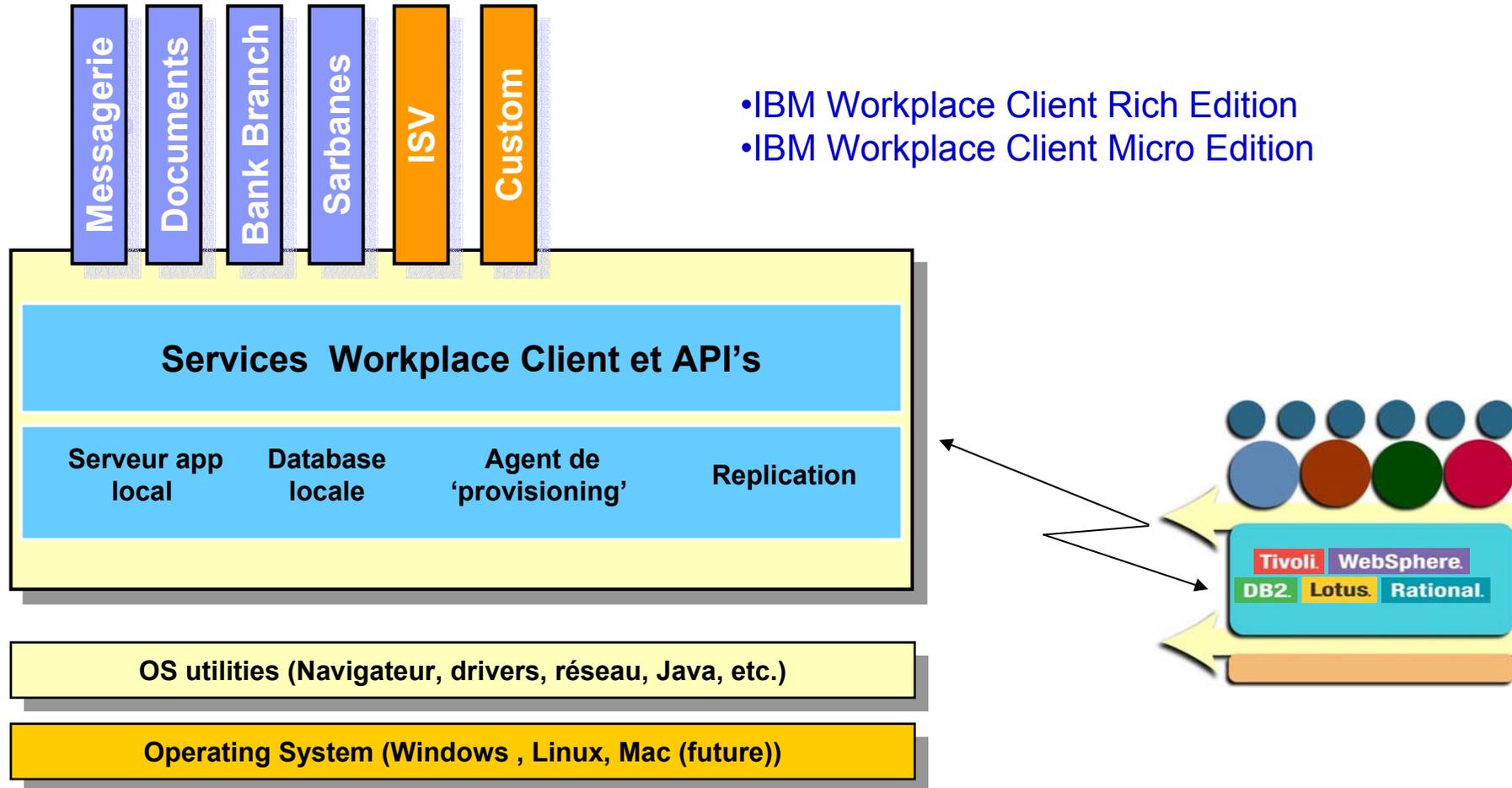
Un nouveau modèle client pour l'industrie
pour les produits Lotus Workplace pour
l'ensemble des logiciels IBM et pour les
solutions partenaires

Messagerie Gestion de contenu Web
Learning Espaces collaboratifs
Portail Gestion des documents
Bien plus encore....

Nouvelles applications
Lotus Workplace Messaging
Lotus Workplace Documents



IBM Workplace Client Technology



- IBM Workplace Client Rich Edition
- IBM Workplace Client Micro Edition

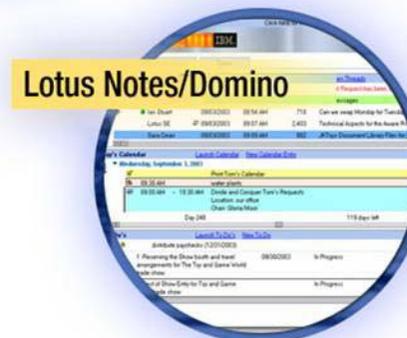
Premiers partenaires à avoir adopté la technologie *IBM Workplace Client*



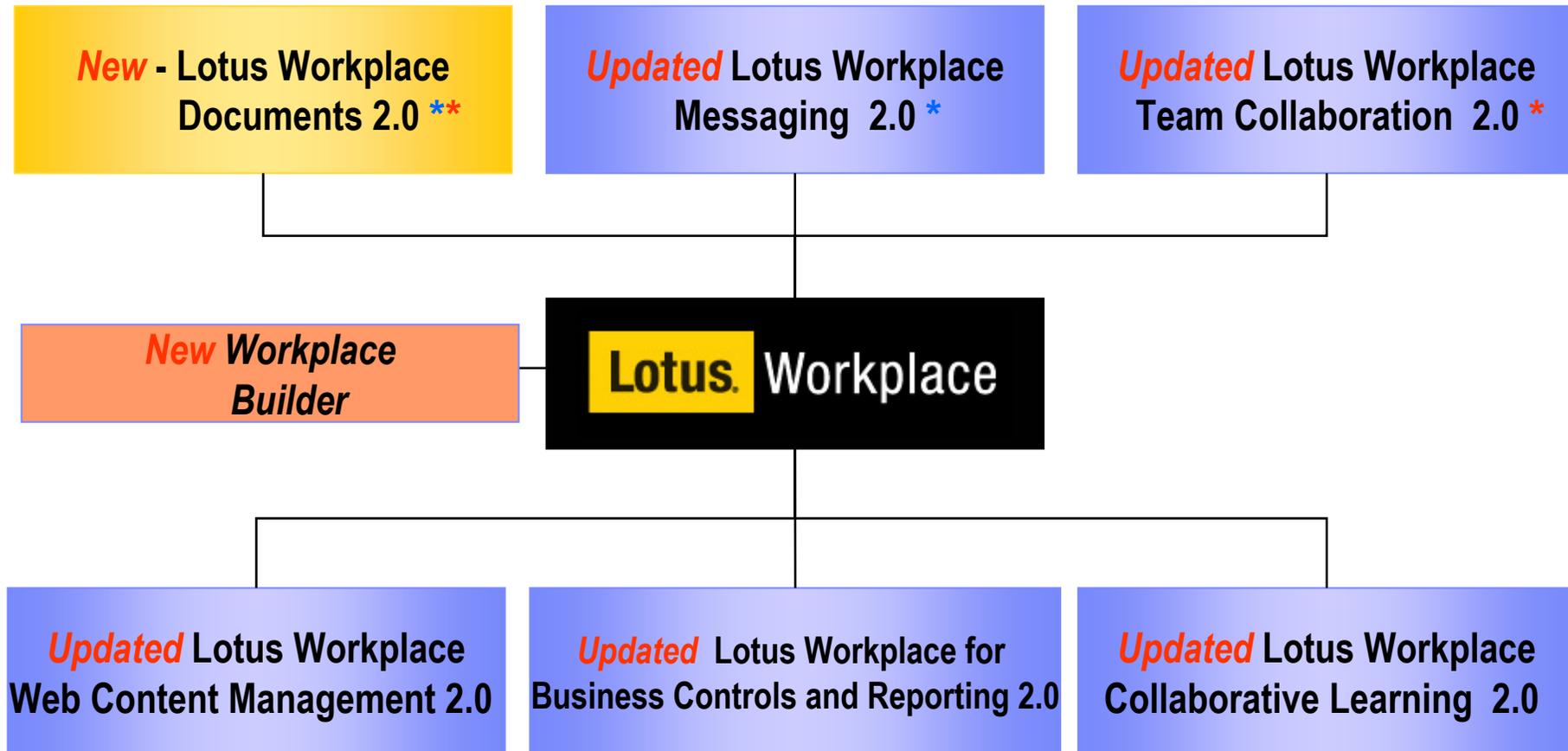
Les Produits de la famille IBM Workplace

IBM Workplace: une famille de solutions collaboratives pour l'utilisateur final

- Lotus Workplace



IBM Lotus Workplace :
une famille de produits collaboratifs intégrés



**Utilizing IBM Workplace Client Technology*

** Includes the new Workplace Builder*

Nouvelles caractéristiques de la Famille Lotus Workplace

Delivering
Rich User
Experiences

Tooling Power
Through
Workplace Builder

Interoperability with
Notes/Domino

Expanded
Support for
Linux

Database/Directory
Flexibility

Enhanced
Horizontal
Integration

My Documents

IBM Workplace Client

My Computer

My Network Places

Recycle Bin

Internet Explorer

HelpNow

Lock Computer

IBM Lotus Workplace

Lotus Workplace

To log into the IBM Lotus Workplace client, type your username and password.
If you do not know them, contact your system administrator.

User Name:

Password:

Work status: ▼

Startup status: ▼

Workplace Messaging

The screenshot displays the IBM Lotus Workplace application window. The title bar reads "IBM Lotus Workplace" and includes standard window controls. The menu bar contains "File", "Edit", "View", "Tools", "Actions", and "Help".

At the top, there is a search bar with "Selected Mail Folder" selected and a search input field. Below this, the interface is divided into several panes:

- Messages:** A tree view on the left showing folders like "Inbox (1)", "Drafts", "Sent (1)", "All Documents (2)", "Trash", "My Chats", "My Address", and "My Calendar".
- Documents:** A tree view showing folders like "LWP", "Team Project", "META", "templates", "theme", and "WEB".
- Links:** A list of links including "Web Conferences", "Teamspaces", and "Learning".
- Instant Contacts:** A list of contacts under "Work (1)", including "Andy Admin" and "Susan Adams".

The main content area shows an email message selected in the "Inbox" pane. The message header includes:

- From: IBM
- Subject: IBM Lotus Workplace Messaging (TM)
- Date: 5/3/05
- Time: 2:48 PM
- Size: 39 K

Below the header, the message body contains a welcome message:

IBM Lotus Workplace Messaging (TM)
 Date: Mon, 5/3/04 2:04 PM
 From: IBM
 To: Susan Adams

Welcome to IBM Lotus Workplace Messaging™!

Your account is now active, and you can send and receive messages immediately. Workplace Messaging makes it simple to share information with your colleagues.

- Send and receive messages
- Create folders to organize your mail
- Store e-mail addresses and other personal information for your contacts in the Address

Check Help to learn more about how to use IBM Lotus Workplace Messaging.

At the bottom of the window, it indicates "1 object(s) selected" and provides buttons for "Synchronize Now" and "Online".

IBM Workplace Client -

File Edit View Actions Tools Help

Messages

- Inbox
- Drafts
- Sent
- All Documents
- Trash
- Group Information
- HR Information
- Project Details
- Customer information

Documents

- Default

Links

- Webconference center

Notes

- Rich Tabs
- 2nd Sample

Contacts

- Work (1)
 - RobTurner@lsserver1.w...

People Finder:

Address Book Documents I think we should invest i... x

New Message Reply Forward Delete Folder Find Related Documenten >>

Including everyone in the on demand enterprise

5 November 03

It's a question almost as old as e-mail itself: How can a company cost-effectively extend messaging to its deskless workers — manufacturing and retail floor workers, distribution drivers, and other employees who don't have their own PCs, and who don't use e-mail often enough to justify the cost of a full-blown messaging program and the hardware needed to run it?



The answer is Lotus Workplace Messaging, a standards-based, secure, scalable and easy-to-deploy solution that lets a company extend it's existing messaging infrastructure to previously "unserved" users — for a remarkably low cost.

"The shop floor

"Figuring in service and administration costs, we expect the TCO for Lotus Workplace

Calendar

Monday 26

- Managers Meeting -- offsite
- Sara's BDay

am

9:00

9:30

10:00 Customer briefing

10:30

11:00

11:30

12:00 Lunch w/ Steve

pm

12:30

1:00

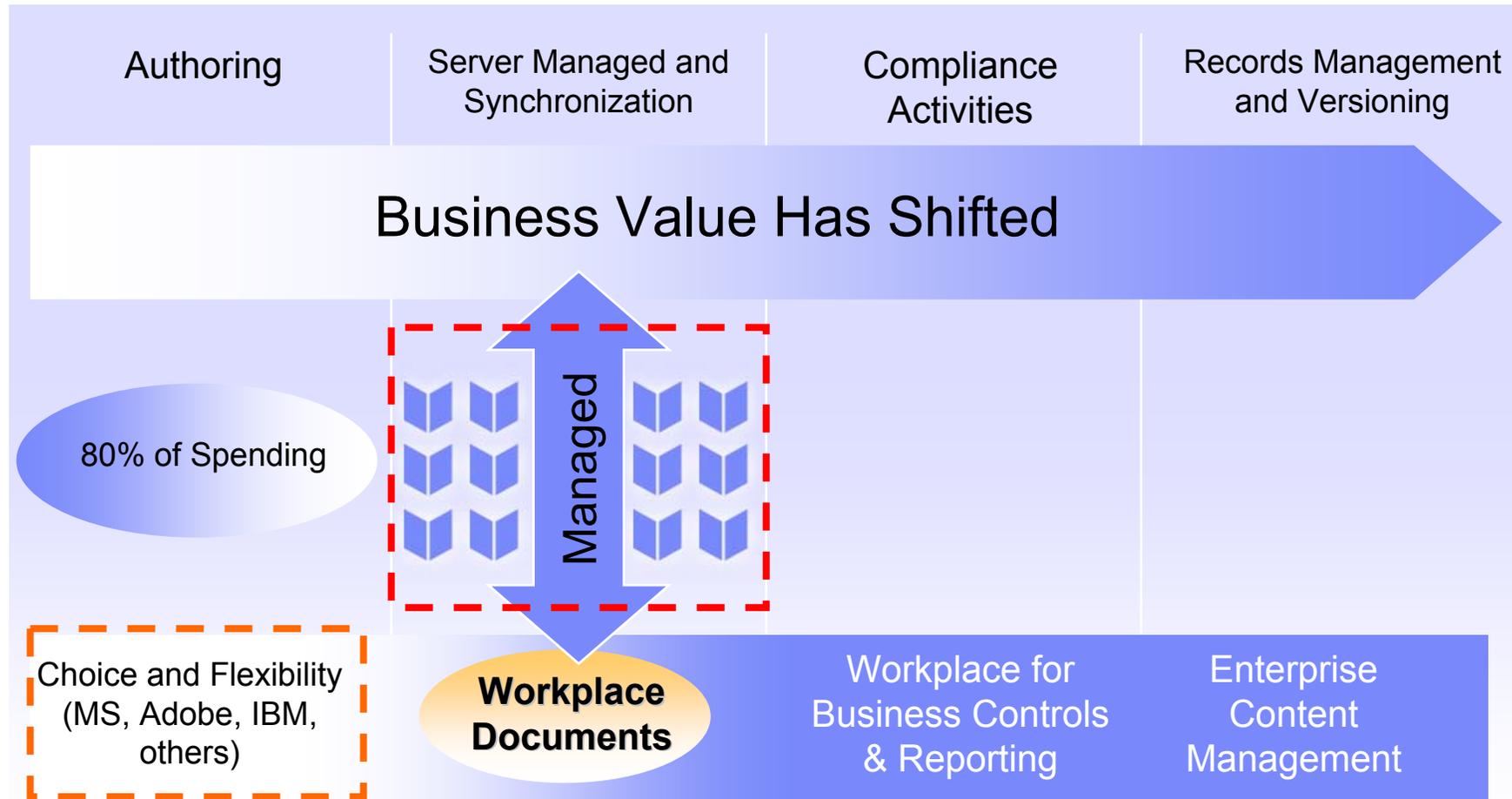
January 2004

Su	Mo	Tu	We	Th	Fr	Sa
28	29	30	31	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Today is January 24, 2004

Exemple de mail en texte riche

Lotus Workplace Documents : une réponse aux nouveaux besoins en matière de gestion des documents



Workplace Documents

IBM Lotus Workplace

File Edit View Tools Actions Help

Search in: Selected Mail Folder Search for:

Messages

- Inbox
- Drafts
- Sent
- All Documents
- Trash
- Chats
- Address Book
- Calendar

Document Libraries

- Document Manager
 - new library folder
 - Project information
 - smki 428
 - Templates
 - test folder

Links

- Web Conferences
- Teamspaces
- Learning

Instant Contacts

1 object(s) selected

Inbox Address Book Document Manager **Business Planning Template**

Save Save and Close Cancel

Business Planning Template

Title: Business Planning Template

Description: Guidelines and plans for business plans

File Name: bplanning.sxw

File Type: Open Office Word Processor

Default TimesNewRoman 12 b i u

Background to Equity Funding

Equity funding is very important for new ventures and for high-technology ventures in particular. Debt funding will not usually be accessible for such ventures due to their lack of a secure cash flow and credit history. There are several potential sources of equity funding. These include corporate funding, business angels and venture capital funds. These sources can operate at several stages of opportunity development, outlined in Figure 1. The terminology and boundaries of each stage can vary between equity suppliers and there is often considerable overlap between the stages at which funders will consider investment.

Revenue

Business Angels Founders	Venture Capital Strategic Investors	Public Markets Funders
Seed Capital	Early Stage	Later Stage
		IPO
		Secondary Offerings

Page 1 / 1 Default 100% INSR STD HYP *

Calendar

Monday 3

9:00 am

9:30

10:00

10:30

11:00

11:30

12:00 pm

12:30

1:00

1:30

2:00

2:30

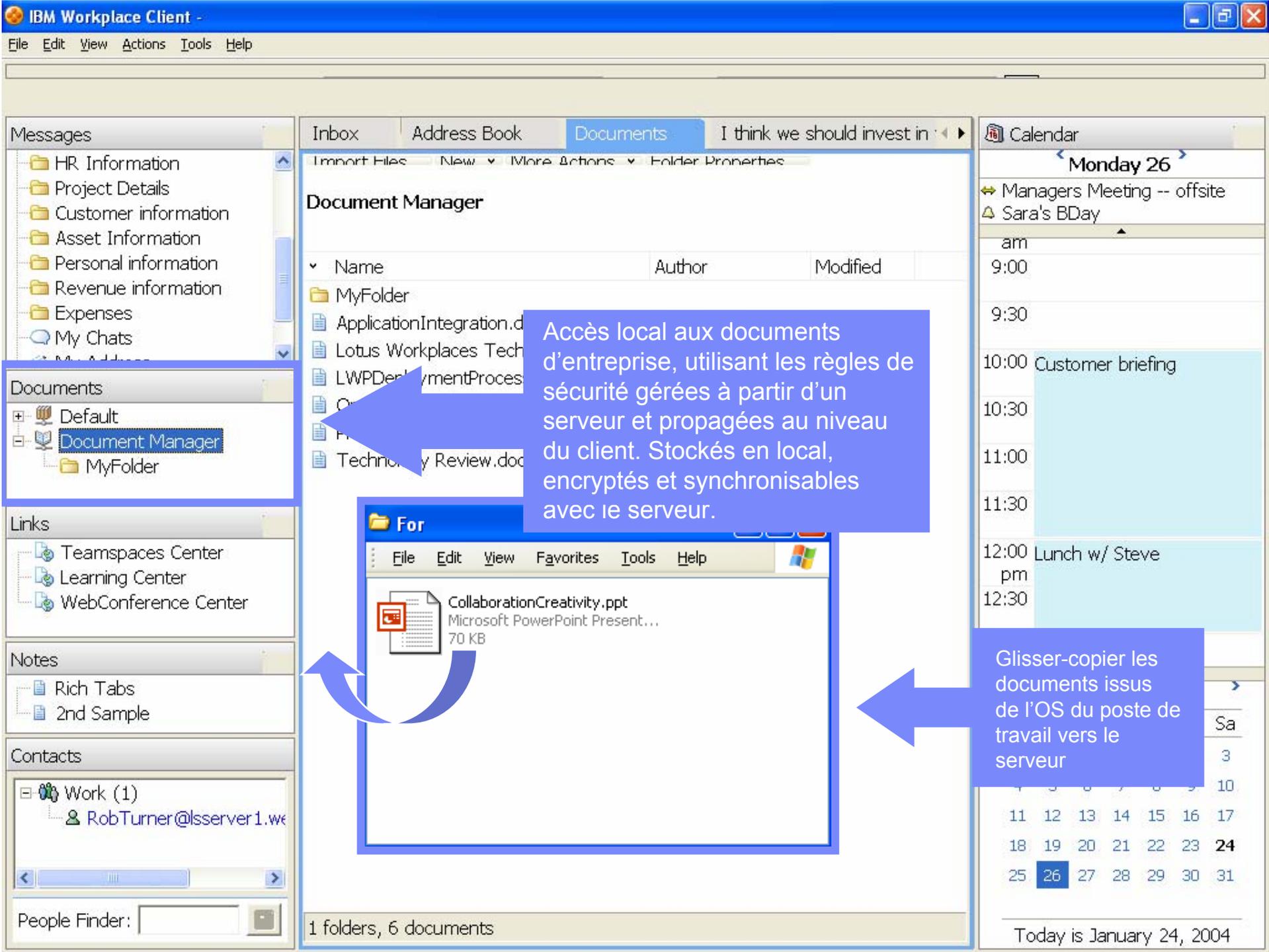
3:00

May 2004

Su	Mo	Tu	We	Th	Fr	Sa
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

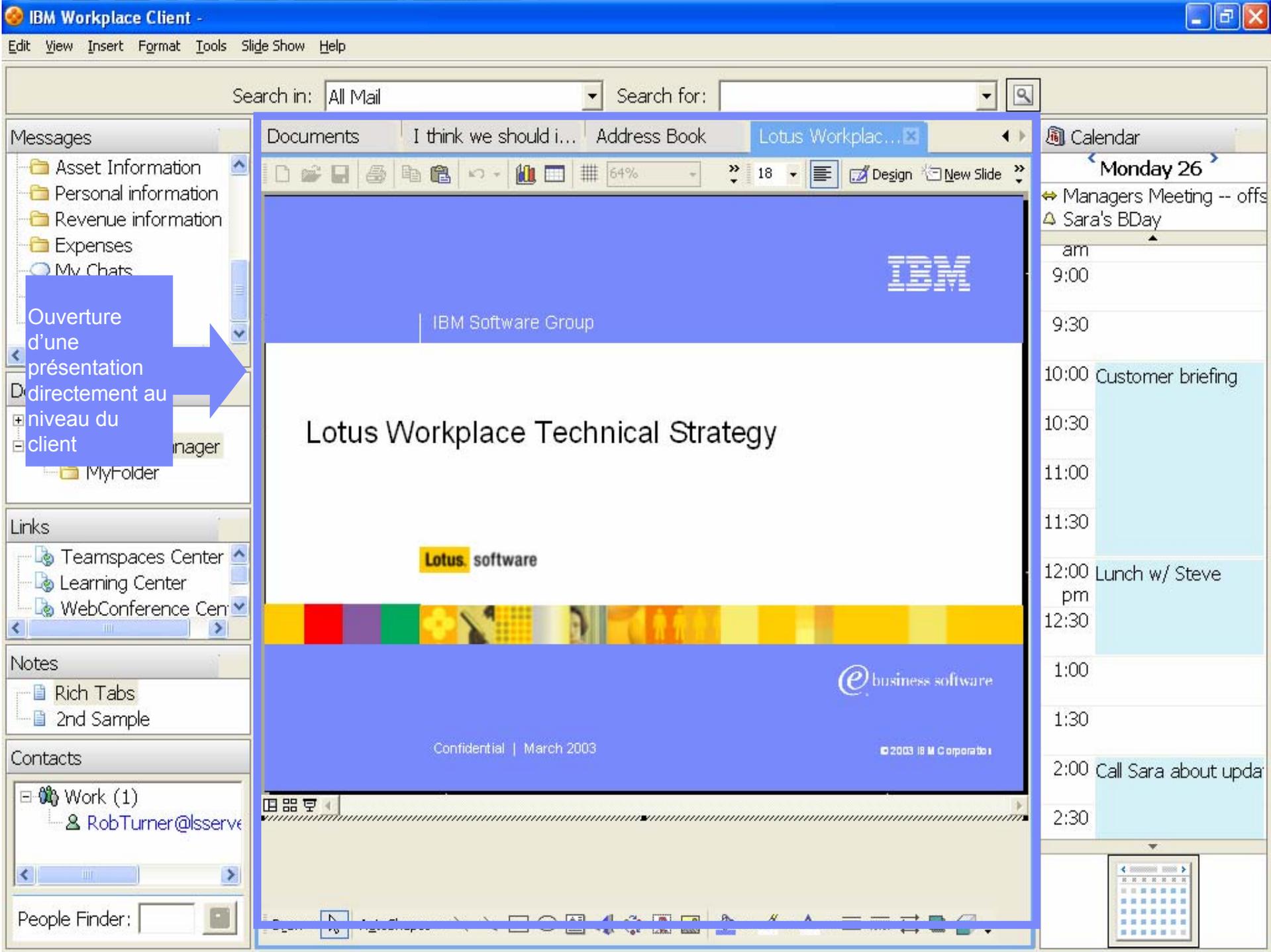
Today is May 3, 2004

Online



Accès local aux documents d'entreprise, utilisant les règles de sécurité gérées à partir d'un serveur et propagées au niveau du client. Stockés en local, encryptés et synchronisables avec le serveur.

Glisser-copier les documents issus de l'OS du poste de travail vers le serveur



Ouverture d'une présentation directement au niveau du client

IBM Workplace Client - File Edit View Actions Tools Help

Search in: All Mail Search for:

Messages: Inbox, Drafts, Sent, All Documents, Trash, Group Information, HR Information, Project Details

Documents: Default, Document Manager, MyFolder

Links: Teamspaces Center, Learning Center, WebConference Center

Notes: Customer Care, Notes Discussion

Contacts: Work (1), RobTurner@lsserver1.w

People Finder:

Inbox Documents I think we sh... Calendar View Customer ...

Calendar: Monday 26
Managers Meeting -- offsite
Sara's BDay

Application métier directement intégrée

Customer Care **Delta Pacific Bank**
 Contact: **Tammy Jackson**
 Category: Finance
 Priority: High
 01/18 04:18 PM

Contact Information for Delta Pacific Bank

Name		Phones	
First name:	Tammy	Office:	786.223.1212
Middle name:		Mobile:	786.397.3858
Last name:	Jackson	Fax:	
Title:	Miss	Primary Backup:	
Suffix:			

Current Issue

Delta Pacific Bank is having a problem with their monthly financial reporting tool. They have set the end business day for the month to the 28th on all months, but the tool resets to the calendar last day. They would like to evaluate new solutions for this problem.

Issue History

July 10, 2003 | August 22, 2003 | December 9, 2003 | January 5, 2004 |

Delta Pacific Bank is experiencing data corruption problems when creating

Calendar: am
9:00
10:00
10:30
11:00
11:30
12:00 Lunch w/ Steve
pm
12:30

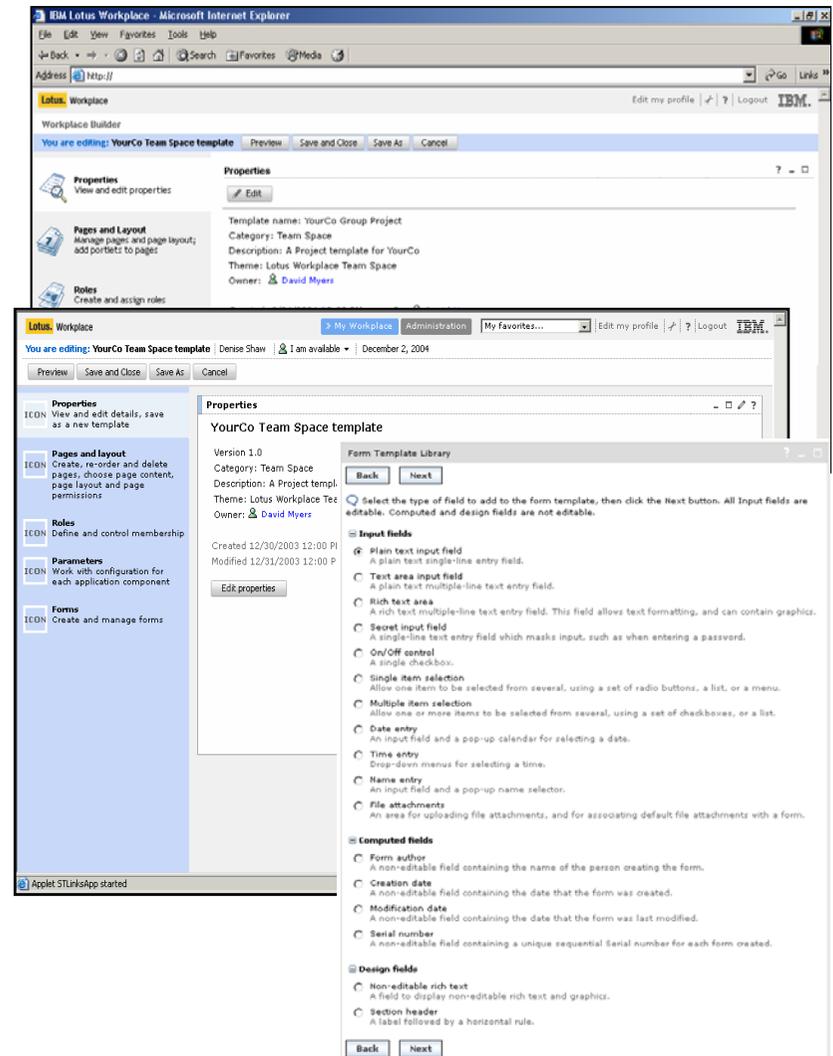
January 2004

Su	Mo	Tu	We	Th	Fr	Sa
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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Today is January 25, 2004

Lotus Workplace builder – un outil de création d'applications collaboratives pour l'utilisateur

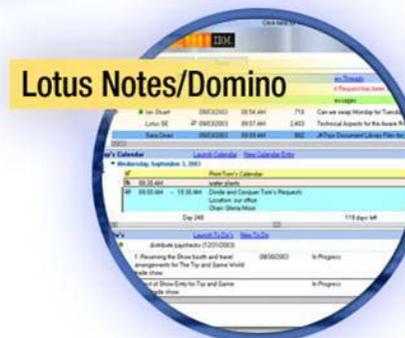
- Outil “Self-service” pour les utilisateurs
 - Création d'applications à partir de modèles sans ‘coding’
 - Personnalisation d'espaces de travail (Workplace)
 - Création et modification de modèles
 - Gestion des règles d'accès
- Disponible dans Lotus Workplace Team Collaboration
- Disponible dans Lotus Workplace Documents
- Bientôt disponible pour le reste du portfolio



Les Produits de la famille IBM Workplace

IBM Workplace: une famille de solutions collaboratives pour l'utilisateur final

- Lotus Notes/ Domino



IBM Lotus Notes/Domino 6.5.1 – homogénéisation des versions

- Tous les Produits sont compatibles avec la Plate-forme Domino 6.5.1 et WebSphere Portal 5.02
- Intégration des fonctionnalités de chat + présentiel au niveau de la messagerie (Lotus Notes, Domino Web Access, Domino Express, et CEO bundles)

Produits de base de la Famille Notes/Domino

- Lotus Notes
- Lotus Domino
- Lotus Domino Web Access (iNotes)
- Lotus Domino Access for Outlook
- Lotus Domino Designer
- Lotus Enterprise Integrator
- Lotus Domino Toolkit for WebSphere Studio

Produits Complémentaires

- Lotus Instant Messaging and Web Conferencing (Sametime)
- Lotus Team Workplace (QuickPlace)
- Lotus Domino Document Manager (Domino.Doc)
- Lotus Workflow
- Lotus Workplace Web Content Management

- Sample pages for Domino based products deliver a dynamic collaborative Workplace within WebSphere Portal

Lotus Notes / Domino: la reconnaissance du marché



- **InfoWorld**
Notes / Domino 6.5: **Best Enterprise Collaborative Platform**
Janvier 2004



- **Network Computing**
Editor's Choice Award, Enterprise Groupware
"Lotus Domino 6.5 'topples the competition' for enterprise groupware"
Avril 2004

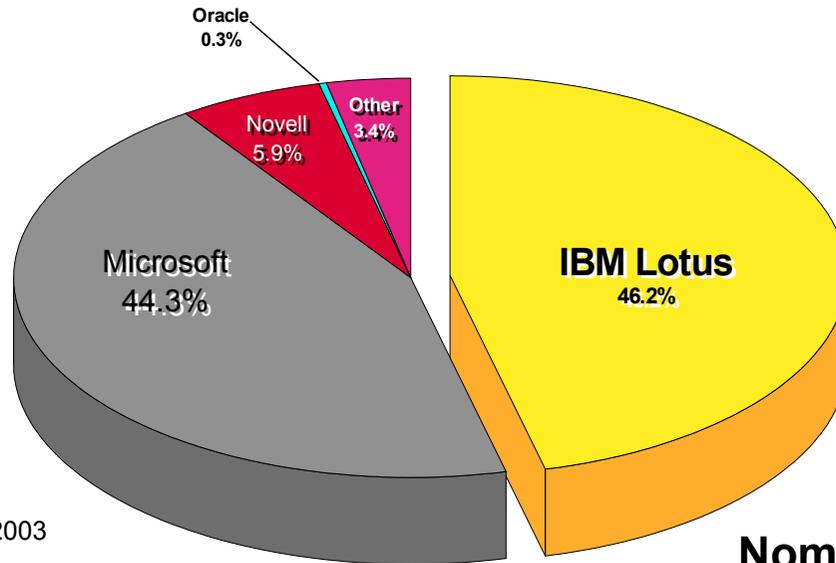


- **LinuxWorld**
Domino Web Access 6.5 remporte "**Best In Show**", plus importante recompense a LinuxWorld
Janvier 2004



- **PC Magazine**
Editor's Choice Award
Fevrier 2004

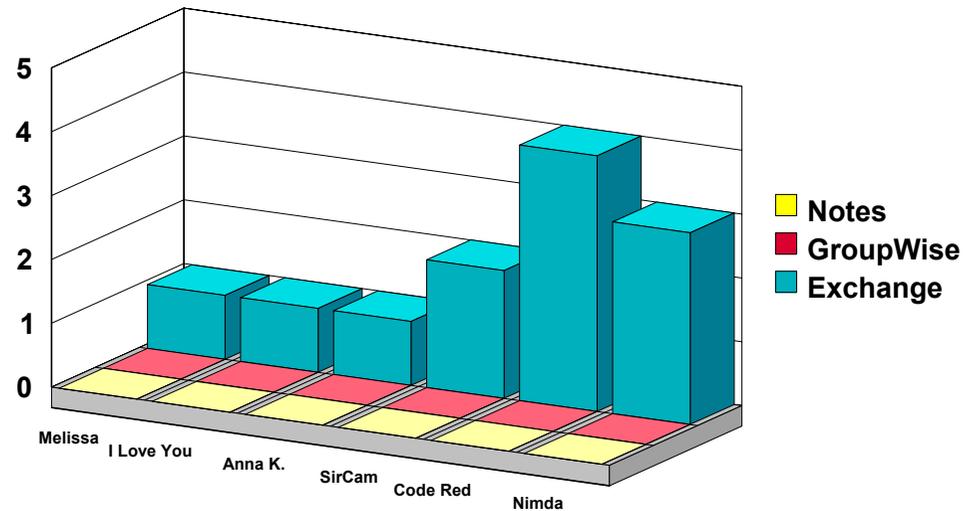
Leadership d'IBM Lotus en matière de solutions de messagerie



Parts de marché messagerie 2003 au niveau mondial

Source: IDC, Juin, 2003

Nombre de jours moyens d'arrêt par virus



La sécurité devient un critère incontournable dans le choix des outils de messagerie

Source : Viable Solutions 2001
© 2004 IBM Corporation

IBM Lotus Notes 6.5.1



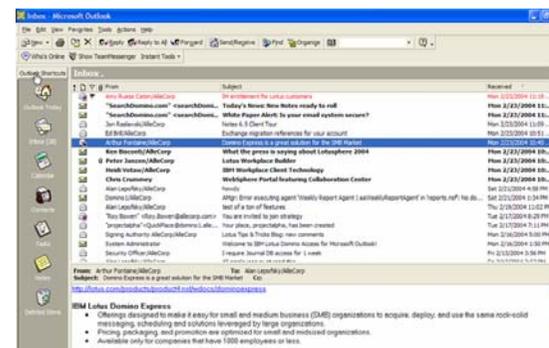
- Smart Upgrade
- Improved Productivity
- Integrated Awareness and Chat Capabilities
- SPAM control
- Follow up
- Compelling TCO
- Calendaring Enhancements
- ...

The screenshot shows the Lotus Notes 6.5.1 interface for user Edith Monroe. The main window displays an email inbox with columns for Who, Date, Time, and Size. A context menu is open over an email, showing options like 'Block Mail from Sender...'. Several yellow callout boxes highlight specific features: 'Prevent SPAM' points to the 'Block Mail from Sender...' menu item; 'Integrated Chat' points to the 'Who' column header; 'Prioritize messages' points to a message with a star icon; 'Reply/Forward' points to the 'Reply' and 'Forward' buttons; 'Color coded messages' points to a message with a yellow background; 'Follow Up' points to the 'Follow Up' button; and 'Online Awareness' points to the status bar at the bottom showing 'I Am Active'.

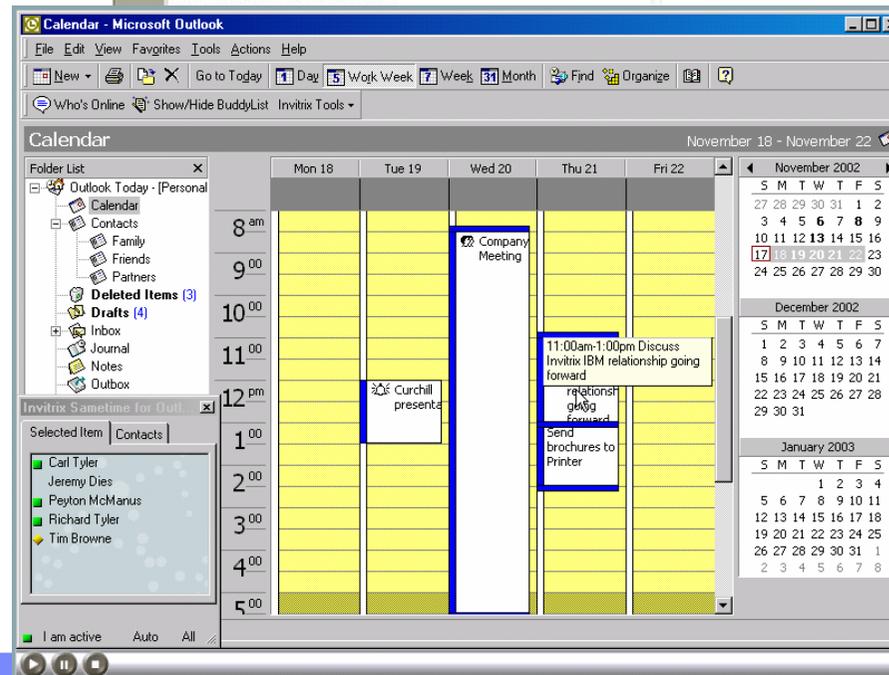
Who	Date	Time	Size
	09/03/2003	08:49 AM	1,520
	09/03/2003	08:52 AM	506
	09/03/2003	08:54 AM	710
Lotus SE	09/03/2003	09:07 AM	2,403
Sara Dean	09/03/2003	09:09 AM	882
Sara Dean	09/03/2003	09:11 AM	2,407
Gloria Moor	09/03/2003	09:14 AM	747
	09/03/2003	09:16 AM	2,290
	09/03/2003	09:16 AM	549
Lotus SE	09/03/2003	09:30 AM	1,993
Ian Stuart	09/03/2003	09:30 AM	3,489
Lotus SE	09/03/2003	09:31 AM	5,516
Ewa Nowak	09/03/2003	09:33 AM	544
John Conrad	09/03/2003	09:34 AM	4,621
Ian Stuart	09/03/2003	09:35 AM	2,890
Sara Dean	09/03/2003	09:36 AM	530

Domino Access pour Microsoft Outlook

- Disponible depuis Notes/Domino 6.0.2
 - Performance et utilisation des ressources améliorée
 - Fichier local PST (format Outlook)
 - Utilisation de iCAL pour l'agenda
 - Support de Outlook 2000 et 2002
 - Fonctions PIM (Personal Information Management)
 - Pocket PC, PALM OS



- Fonctionnalités
 - Mode déconnecté
 - Accès à l'annuaire du serveur
 - Délégation de la messagerie
 - Agent d'absence
 - Gestion du mot de passe



Les Produits de la famille IBM Workplace

IBM Workplace: une famille de solutions collaboratives pour l'utilisateur final

- WebSphere Portal



WebSphere Portal



- **eWeek**
Excellence Award for Portals and Knowledge Management
April 2004



- **InfoWorld**
Technology of the Year Award
December 2003



- **Intelligent Enterprise 2003 Readers' Choice Awards**
Enterprise Information Integration Platforms & Portals
November 2003



- **Java Technology Achievement Awards**
Best Java Enterprise Portal Technology – WebSphere Portal
June 2003

Portals will be strong consumers of collaboration services. **IBM totally outclasses Microsoft** in this space and will continue its significant lead through at least 2004.

March 2003 , Matt Cain, Meta Group

The product (WebSphere Portal) with the available options is **about as comprehensive as one can get**.... Butler Group regards **WebSphere Portal as the 'best of breed'** in Enterprise Portals.

Feb 2004, Mike Davis, Butler Group

Fournir un point d'accès unique (Web), personnalisé et sécurisé à l'ensemble des ressources de l'entreprise : personnes, contenus, applications et processus

Le portail permet de démarrer rapidement une stratégie de poste de travail unifié

- Mot de passe unique (Single Sign On)
- Connecteurs à la messagerie et à différentes sources de contenus / applications
- Outils collaboratifs intégrés : espaces de travail partagés, présentiel, conférence web, forums de discussion, gestion de projet
- Gestion électronique des documents (gestion des versions, classification...)
- Suite bureautique Web compatible avec les principales suites du marché
- Rapidité d'intégration de l'existant grâce aux portlets (connecteurs)
- Simplification de la gestion des droits et du déploiement de nouveaux services pour les PME-PMI : simplicité d'administration, de paramétrage et de gestion courante
- Optimisation de la productivité des personnes grâce à une interface intuitive, conviviale, personnalisée (et personnalisable en fonction de ses droits) et sécurisée
- Support de nombreuses plate-formes dont Linux, i-series, Windows...
- Solution de portail n°1 du marché (Gartner Group, Meta...)





Simplifier l'accès aux bases Notes et aux applications

- masquer la complexité du SI
- limiter le nombre de représentations (regrouper par métier / profil)
- 1 seul outil pour tous
- single sign on

Accélérer l'accès aux informations

- moteurs de recherche des connaissances et des experts
- spécialiser par métier / profil (applis, **formulaires**...).

Fédérer

- les outils de travail collaboratif (synchrones et asynch.)
- l'ensemble des applications

The screenshot shows the IBM Websphere Portal interface. The main content area is divided into several sections:

- Mes interventions Helpdesk:** A table with columns for 'N° Demande', 'Demandeur', 'Type demande', 'Description', and 'Dernier Commentaire'. It shows a status of 'EN CREATION' and 'A TRAITER (3)'.
- Mon courrier Lotus Notes:** A table with columns for 'Objet', 'Date', and 'Statut'. It lists several messages, including 'Livraison Change Agents at 11/09/2002' and 'Message téléphonique de M. Debressing'.
- Mes tâches GED:** A table with columns for 'Description', 'Date', 'Statut', and 'Instance'. It shows tasks for '33 PORTES ET FENÊTRES SARL' and '33 PORTES ET FENÊTRES SARL - test DWE'.
- Non agenda Lotus Notes:** A calendar view for September 2003, showing a meeting on the 11th.
- Lotus Sametime Connect:** A section for instant messaging, featuring the Lotus Sametime logo.

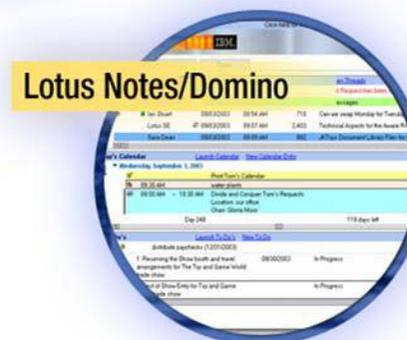
The screenshot shows the 'Création Demande d'évolution' (Create Request for Change) form. The form includes the following fields and sections:

- Buttons:** 'Retour', 'Enregistrer brouillon', 'Envoyer la demande'.
- Sub Actions:** 'Autre demande'.
- Metadata:** 'Créé le : 11/09/2003 11:55', 'Etat : EN CREATION', 'N° Demande : 110903DWE1'.
- Form Fields:**
 - Auteur: Didier WEISS
 - Site: SCHWEIGHOUSE
 - Entité: R000 Direction Générale
 - Société: ATWIN SARL
 - Budget: [Field]
 - GED: [Field]
 - Helpdesk: [Field]
 - Parc: [Field]
 - Transfert: [Field]
 - VNC: [Field]
 - Ordre: [Menu: Faible]
 - Résolution souhaitée pour: [Field]
 - Date: [Field]
 - Heure: [Field]
- Information:** Application concernée: [Field]

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WebSphere Everyplace

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Productivity Services

Extended Mobile Applications & Services

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- Mobile CRM offering
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- Enterprise Mobility Solutions
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- IBM Embedded ViaVoice
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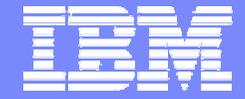


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Merci !

