



TENDANCES LOGICIELLES 2008
Mardi 25 mars 2008 – Hilton Arc de Triomphe



Lotus, Stratégie et Nouveautés 2008



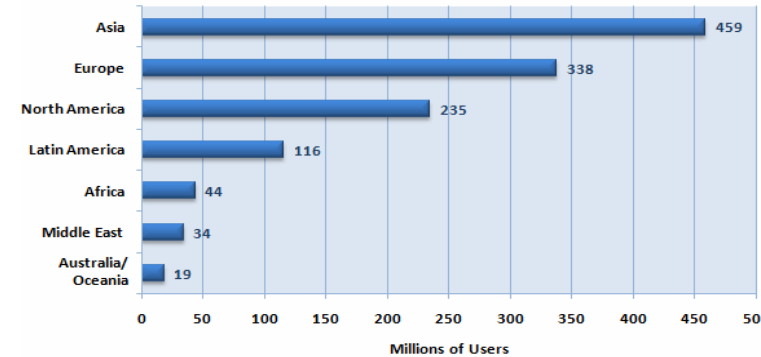
Philippe MATHIEU
Responsable Marketing Lotus – IBM France

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Tel: +33 (0)6 72 87 47 01

Un environnement en évolution

- **Internet** : 1 400 000 000 Internaute
- **Les Blogs** : 75 millions en décembre 2007
- **Les Tags** : La connaissance s'organise
- **Les Communautés** : Une autre façon d'utiliser internet, de rechercher, ...
- **Une Mobilité** accrue : Télétravail, Nomadisme, ...
- **Un besoin de Temps Réel**: IM, Push Mail,

Internet Usage by World Region



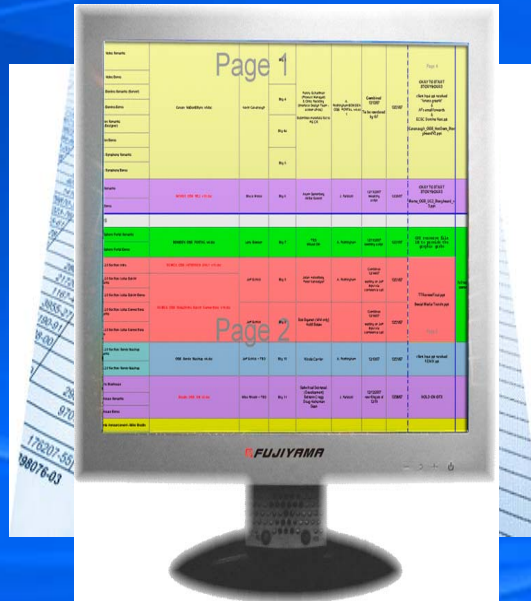
Copyright © 2007, www.internetworldstats.com



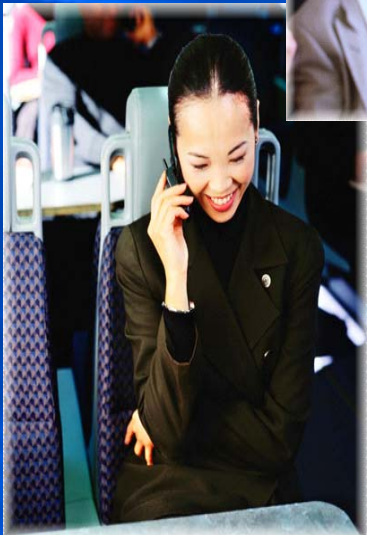
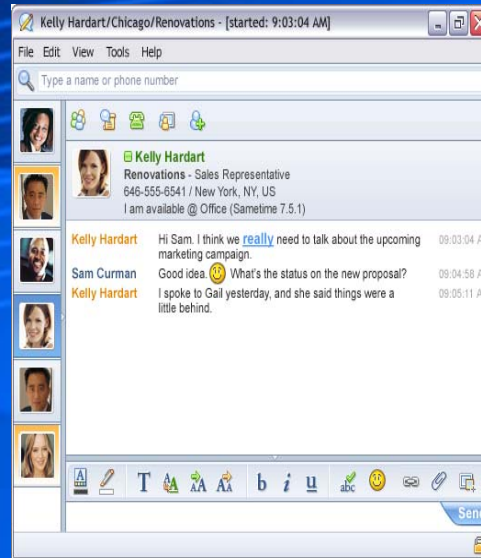


COLLABORATION

3 générations



Collaboration
centrée sur le document



Collaboration
centrée sur les individus



**Collaboration
centrée sur les communautés**

Lotus, une stratégie axée sur les utilisateurs

Les solutions Lotus améliorent l'**agilité** de l'entreprise, facilitent l'**innovation** par la **collaboration** et renforcent la capacité des individus à être plus **efficace** dans leur **contexte** de travail.



Lotus. software



Synthèse du portfolio Lotus

Lotus Notes

Mail, Agenda et Applications Collaboratives

Lotus Sametime

Communication et Collaboration Unifiée, UC²

Lotus Quickr

Contenu collaboratif et travail en équipe

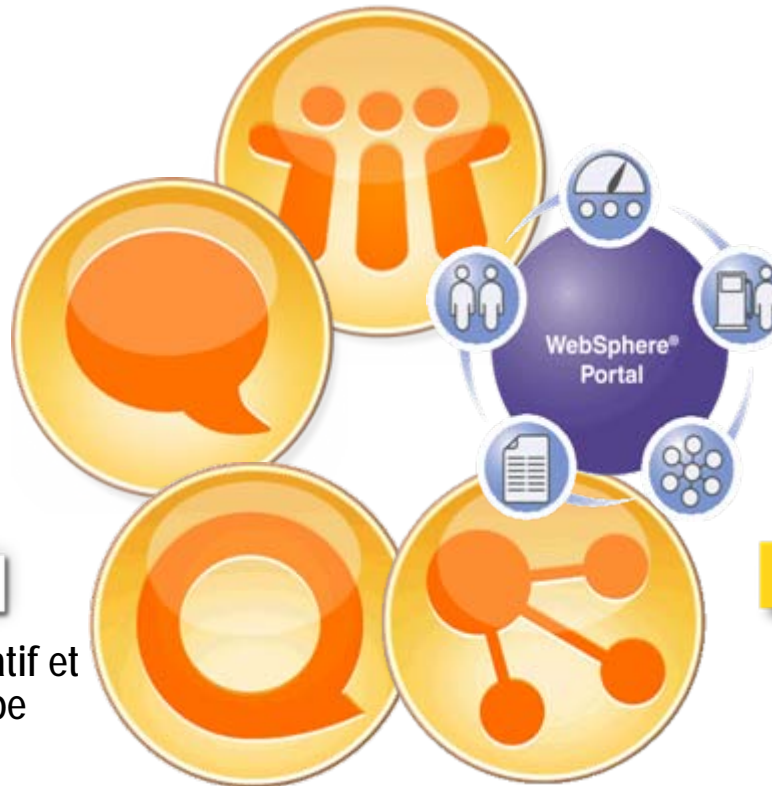
Lotus Connections

Réseaux sociaux pour entreprise

Lotus Expeditor

WebSphere Portal

Application Composite et intégration de services



Lotus. Notes**Lotus.** Domino

Le poste de travail du futur, maintenant !

- Un environnement de travail unique et personnalisé
- Diminution du TCO
- Un usage intuitif
- Collaboration contextuelle
- Suite bureautique embarquée
- Applications métiers intégrables
- Que cela soit pour

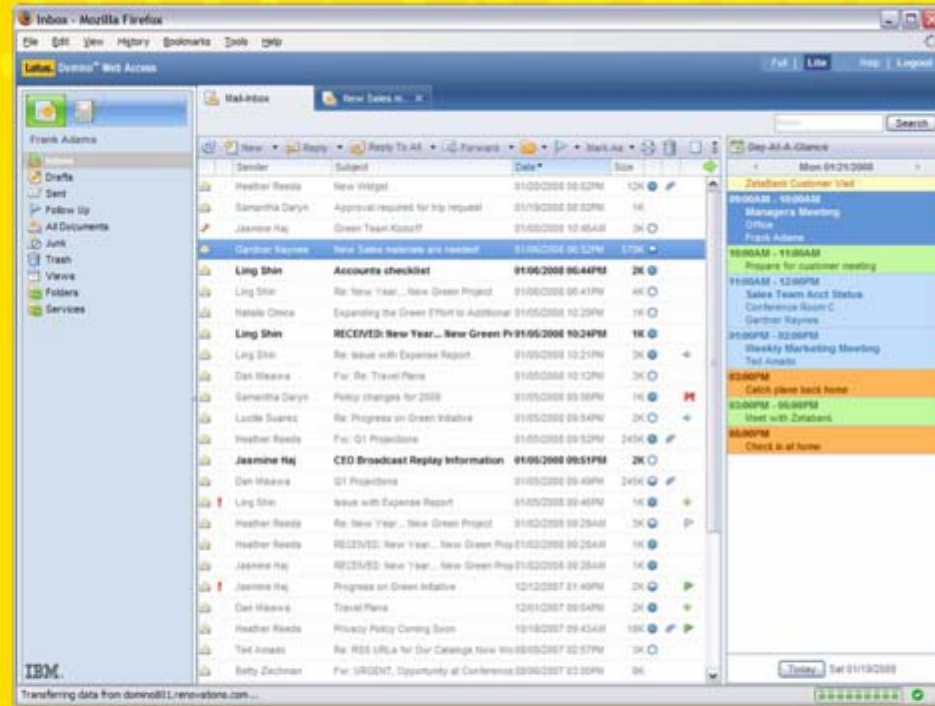
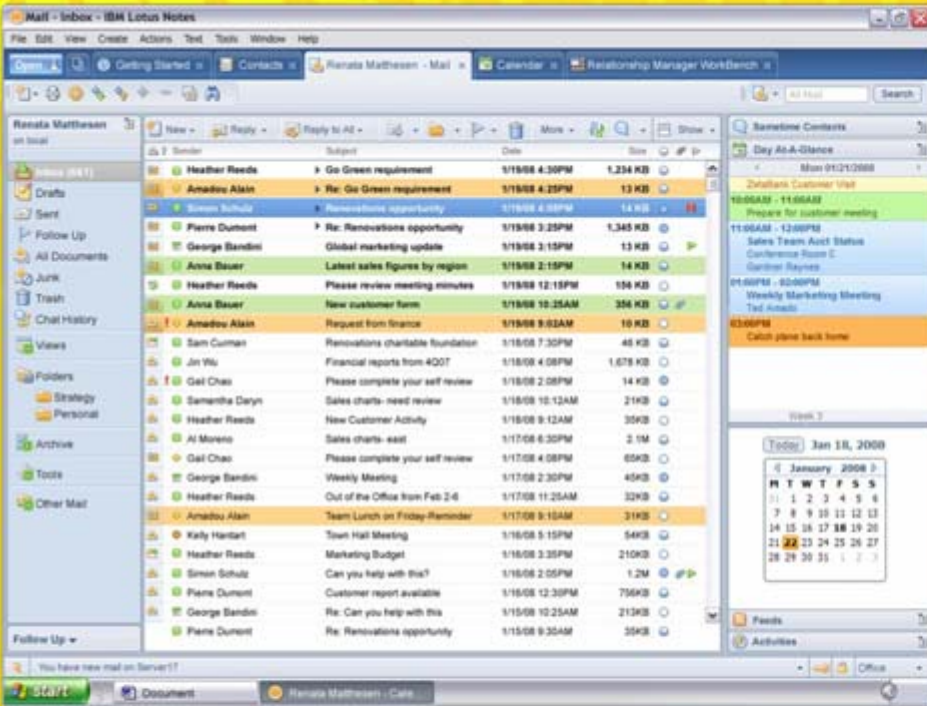


The screenshot displays the Lotus Traveler mobile application interface. At the top, there's a 'Calendar' window for 'Jan 18, 08' with a status bar showing '2:22'. Below it, an 'Inbox' window shows several email entries from 'Anna Bauer', 'Amadou Alain', 'Simon Schulz', 'Pierre Dumont', 'George Bandini', 'Anna Bauer', 'Kelly Hardardt', and 'Gail Chao'. A 'Presentation for Friday' window is also visible, showing a message from 'Kelly Hardardt' to 'Hi Sam'. At the bottom, a 'Start' screen displays the date 'Tuesday, January 15, 2008' and various notifications: '12 unread messages', '4 tasks', and '3 upcoming appointments'. Navigation buttons for 'New', 'Reply', 'Notification', and 'Contacts' are visible at the bottom of the interface.

Lotus® Traveler

NOKIA
Connecting People





Lotus Notes®

Lotus Domino® Web Access



Lotus Symphony



DATAMATION®	
Images Events Jobs Premium Services Media Kit Network Map E-mail Offers Vendor Solutions Webcasts	
SUBJECTS:	IT Management Enterprise Applications IBM Lotus Symphony Upsets Well-Known Rivals
Career/Staffing	
Corporate Technology News	Whitepaper: Boosting Productivity and Profitability with Web Conferencing. Web conferencing isn't just for large-scale corporations who can afford sophisticated and expensive services. Learn more.
DRM	
Enterprise Applications	IBM Lotus Symphony Upsets Well-Known Rivals March 5, 2008 By Cynthia Harvey
Enterprise Resource Planning	
Mobile/Wireless	
Network & Systems Management	Perhaps it shouldn't be a surprise that the company that coined the term "word processor" created this year's Datamation Product of the Year winner in the office productivity suite category. But the brand new IBM Lotus Symphony suite was the undisputed underdog in a race against more mature and well-known rivals, including Microsoft Office and OpenOffice.
Open Source Software	
Network Security	So what set Symphony apart from the competition? Customers, reviewers, and IBM executives each offer distinct opinions on what makes Symphony worth using.
Data Storage	
FEATURES:	The User Base To date, 400,000 people have downloaded the English version of Symphony directly from the IBM Web site, with 100,000 doing so in the first week the beta was available. But according to IBM, that number only tells part of the story. Thousands more have downloaded Symphony in one of the 23 other languages available, are using Symphony within Lotus Notes or another product, have downloaded the software from a non-IBM Web site, or are one of the many IBM employees using Symphony on the job. Still, the total user base falls far short of the estimated 500 million people who use Microsoft Office.
Columns	
Executive Tech	
Definitions	
Forums	
Products	
IT Management Trends	In general, Symphony users seem attracted to the product because it offers a free alternative to the \$400+ Microsoft Office Suite, because it carries the well-respected IBM name, and because it complies with open document standards.
IT Management Editorial Staff	
IT Management Blog	"Providing productivity options to our employees is good on multiple levels," says Darren Creely of Prudential Insurance. "The tools comprising Symphony that we plan to use within Lotus Notes 8 represent an open alternative for the things we all use the most—word processing, spreadsheets, presentations—that will interoperate with other software, making it very versatile and useful."
Technology Jobs	
IT Management Webcasts:	
The Role of Security in IT Service Management	The Early Reviews

**Suite Bureautique
Gratuite
Déjà 500 000 Téléchargements
symphony.lotus.com**

Office Productivity Software

When it comes to total numbers of users, there's no question that Microsoft Office is the 800-pound gorilla of this category. The deeply entrenched Office makes the corporate world go 'round. Given Office's status, it's a major eyebrow raiser that this category was won by relative newcomer [IBM Lotus Symphony](#). Perhaps it's because Big Blue's product is free (that always helps), or because IBM is itself such an established vendor. Whatever the case, consider this vote as a huge upset.

Besides Office, the other nominees were OpenOffice 2.3.1 and Thinkfree Office.

<http://itmanagement.earthweb.com/entdev/article.php/3732321>





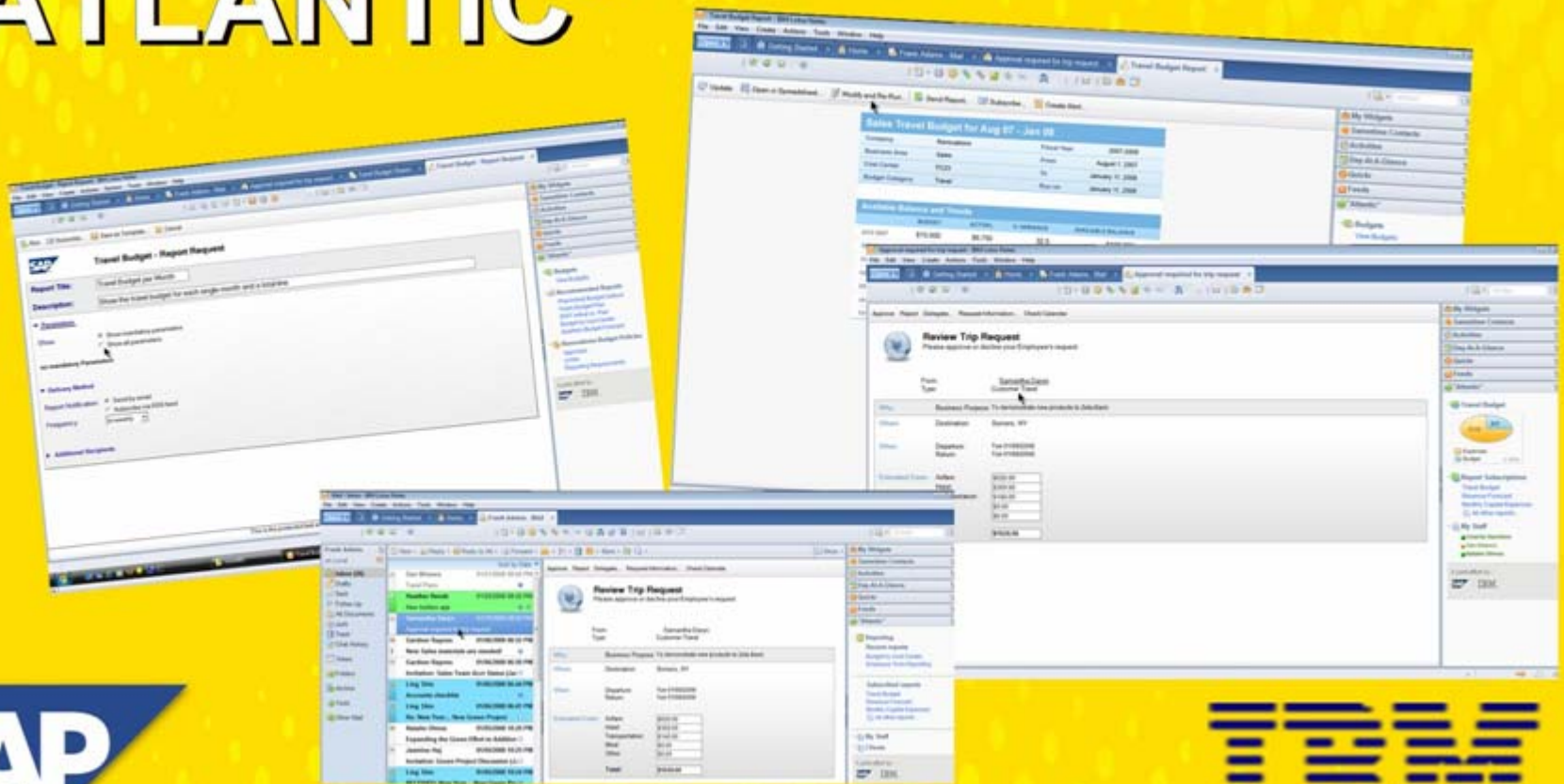
Internet Security Systems™

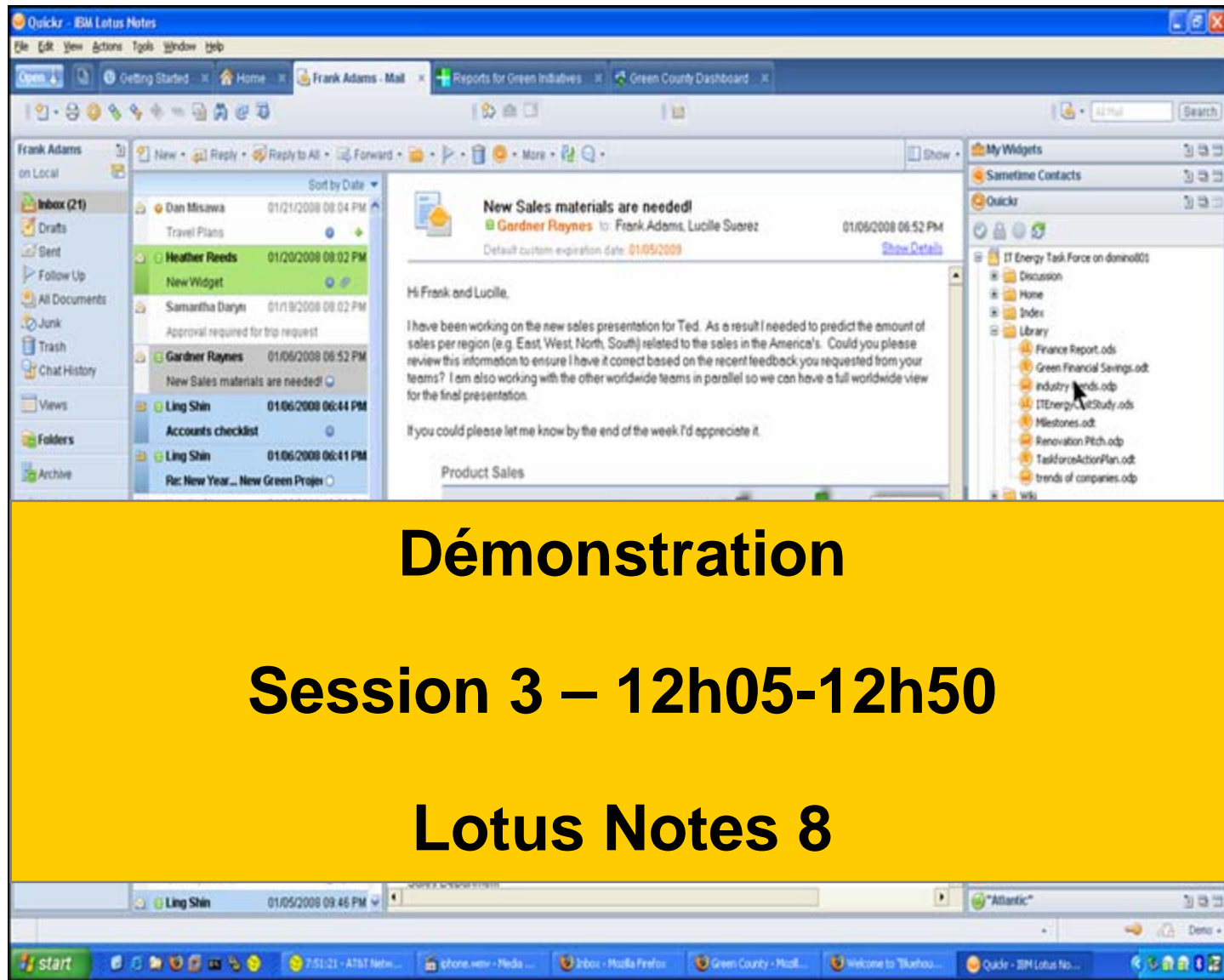
Nouveau
Produit
2008

Lotus Protector for E-mail Security



“ATLANTIC”





Démonstration

Session 3 – 12h05-12h50

Lotus Notes 8



Lotus Sametime

Communication et Collaboration Unifiée, UC²

- Etre joignable et réactif immédiatement
- Organiser une réunion Web en 30 secondes
- Savoir si je peux ou non déranger une personne
- Diminuer ses coûts et utiliser la VOIP
- Intégrer la vidéo dans une conférence
- Avoir immédiatement la carte de visite de mon contact
- Intégrée avec de nombreux partenaires

**AVAYA****BlackBerry****NORTEL** ...

Clear Choice award for Enterprise IM

– NetworkWorld, 2007



“IBM Leads Enterprise Instant Messaging with Robust Functionality and Market Presence”

– The Forrester Wave™ Vendor Summary, Q4 2007



Lotus Sametime®

#1 most used Enterprise IM solution

– Osterman, August 2007



North American Unified Communications Global Excellence Award

– Frost & Sullivan, 2007



Over 100 million entitled users



Lotus Sametime



Video, VoIP

Telephony Integration

File Transfer, Screen Capture

Web Conferencing

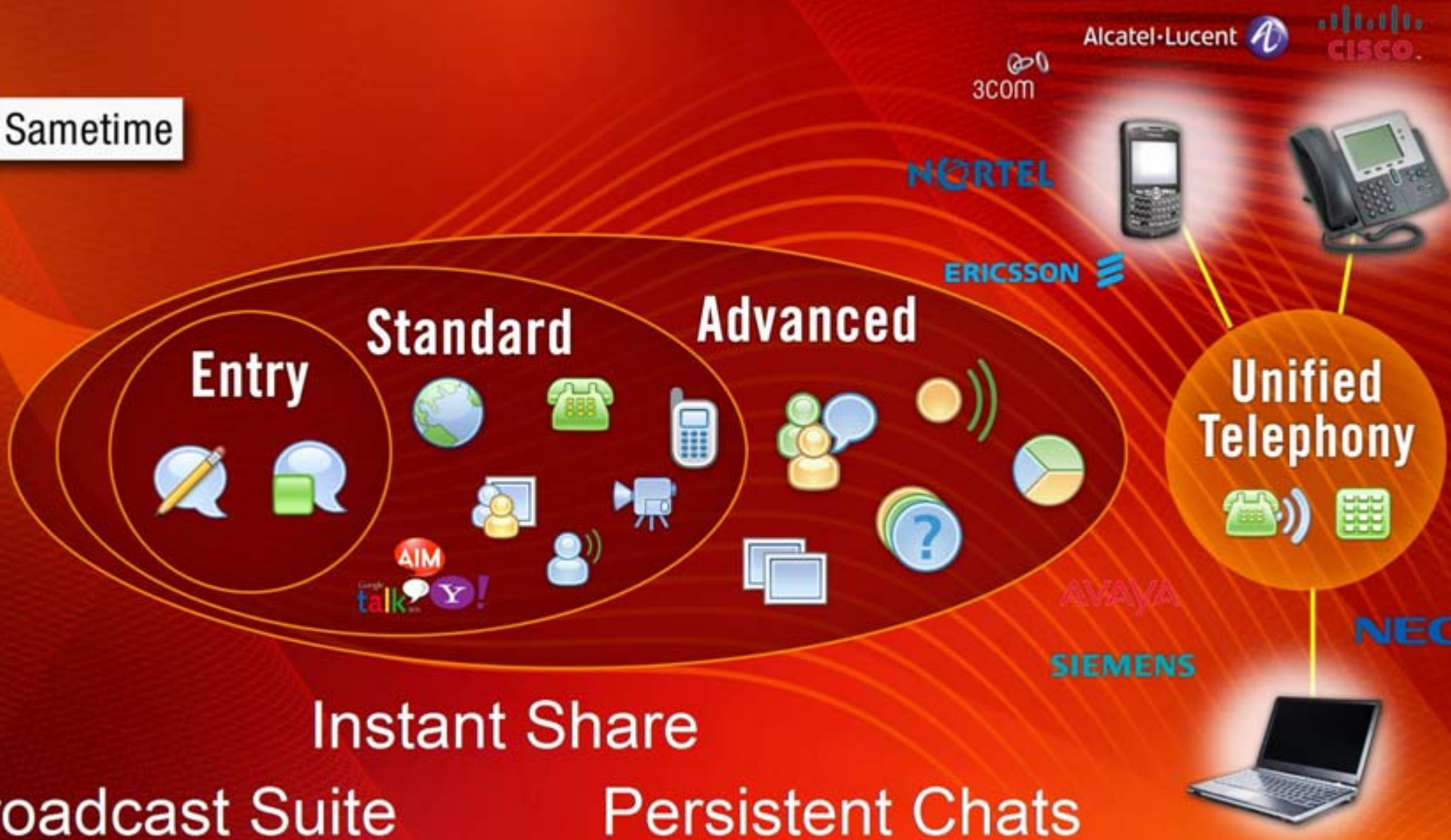
Mobile Clients

Public IM Federation

Geographic Location



Lotus Sametime



Instant Share
 Broadcast Suite Persistent Chats



IBM Lotus Sametime Named Product of the Year by Unified Communications Magazine

March 18, 2008: 02:00 PM EST



Today at [VoiceCon](#), IBM (NYSE: IBM) announced that Lotus Sametime software has been named the 2007 Product of the Year by Unified Communications magazine. The award honors companies that brought ground-breaking advancement to UC technologies within 2007.

IBM's strategy combines unified communications -- the convergence of information technology and telecommunications -- with collaboration to enable a wide range of innovations that can change the way people work together. IBM combines software, services, hardware and a host of third party solutions to offer businesses of all sizes advanced unified communication and collaboration (UC2) solutions.

"With IBM's approach to unified communications, based on who you are and what tools you use -- your communication and collaboration experience is unified, intuitive, relevant and consistent," said Michael Rhodin general manager of IBM Lotus Software and keynote speaker at VoiceCon. "By allowing businesses to easily mashup communication and collaboration services with everyday business applications, Lotus Sametime software has transformed into the gold standard for business unified communications."

The latest piece of IBM's unified communications and collaboration portfolio is the Lotus Sametime Advanced offering. Currently scheduled for availability later this month, Lotus Sametime Advanced software will feature the industry's first suite of real-time community tools that make it easier to find information and share expertise in real time with groups of people. Now, instead of spending time trying to figure out who can help solve a problem, users can reach out to a community of people instantly. By unlocking the constraints of a user's contact list, Lotus Sametime Advanced software will help people create new communities and contacts.

Sponsored Links

Options Investing Simplified

\$9.95/Option Trade, \$0/Contract Flat Rate Pricing. Get 50 free trades!

Alternative to Open Back Surgery

The World Leader of Arthroscopic...

Notre Dame Certificates

Earn an Executive Certificate from Notre Dame. [Click Here to Learn More](#)

<http://money.cnn.com/news/newsfeeds/articles/marketwire/0376623.htm>



	A	B	C	D	E	F	G
6	Electricity	3000	3150	3308	3473	3647	
7	Capital Expense	5000	5250	5513	5788	6078	
8	Real Estate	2000	2100	2205	2315	2431	
9	Transportation	1500	1575	1654	1736	1823	

Démonstration

Session 7 – 11h15-12h00

UC² avec Lotus Sametime



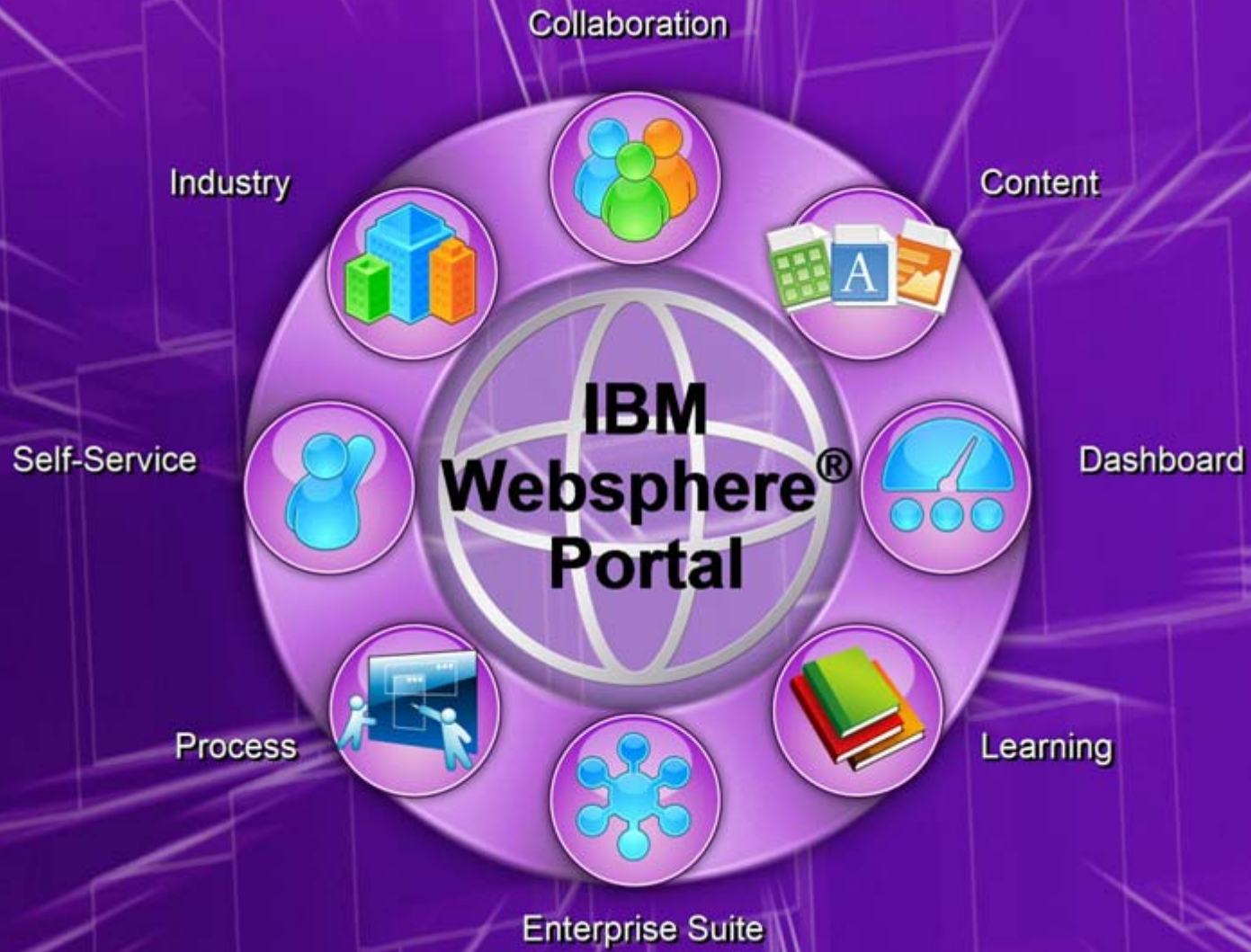
WebSphere® Portal

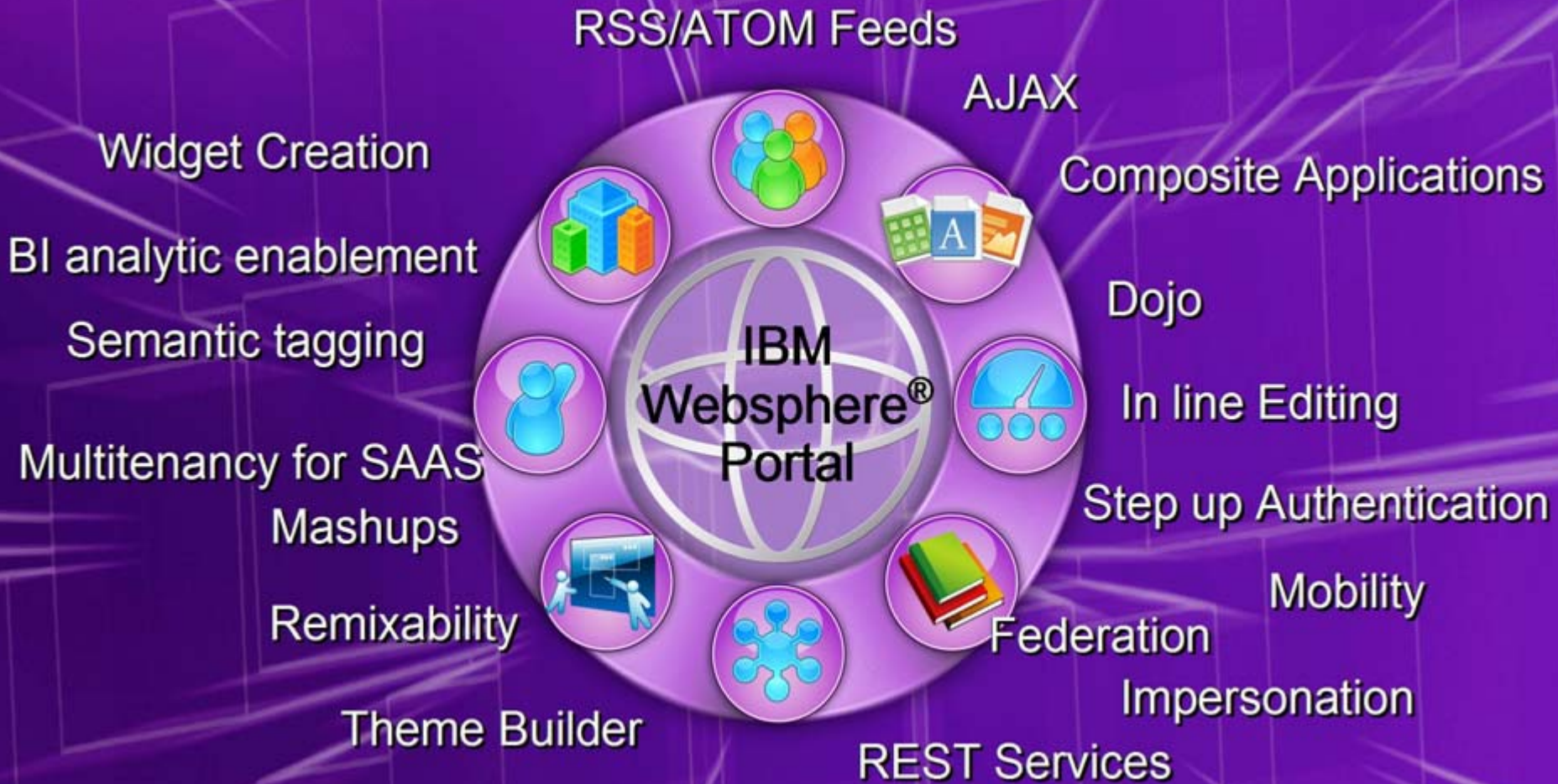


Le leader du portail d'entreprise

- Point d'accès unique, sécurisé et personnalisé au Système d'Information
- Améliore la communication et la mise en place de sites Web ciblés
- Facilite la collaboration dans le contexte de l'utilisateur
- Accroît la prise de décision avec des tableaux de bords opérationnels
- Augmente la productivité avec les applications composites
- Permet de disposer d'un espace de travail adapté au rôle de l'utilisateur







IBM WebSphere Portal CSA - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://localhost:10038/wps/myportal/!ut/p/c0/04_Sj800KSmwUjvQNSgvL9fLTMrVS87PVTWoyM3JK1Y

WebSphere Portal Search: All Sources Log Out: wpsadmin

Home > Welcome > Portlets People Help Bookmark!

Page Carousel Navigator

Choose a page to navigate to:

Web 2.0 Portlets

Product Links

customizable and provide one-click access to major areas of the site.

Quickly rearrange page content. Just drag and drop a portlet to a new location.

Done

Démonstration

Session 17 – 11h15-12h00

WebSphere Portal



Lotus. Quickr



Lotus. Connections



Lotus Quickr

Partager rapidement du contenu avec votre équipe

- Créer un espace collaboratif en 30s
- Utiliser sa messagerie autrement
- Echanger avec des personnes dispersées géographiquement
- Disposer des bonnes versions des bons documents
- Coordonner son équipe
- Accès aux documents collaboratifs à partir de:



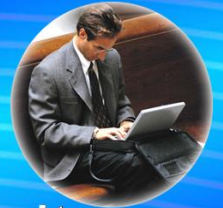
record management



easy-to-use



integrated storage



Lotus Quickr

integrated suite



compliance



Lotus Quickr | Media Library | Files | Teams | S. Navti | Help | Login

Media Library | Home | Browse Media | My Media | Preferences | Search All

▼ Tags
Find tags


Agile ajax blackberry bonsai cattail Connections connectors Content-Integrator customer demo fun functional icon integrator lotus lotosphere Lotusphere_2008 PFS planning portal presentation promotion quickr REST soa strategy test te st2 UX web2.0

Statistics
Total downloads 3 732

Home

Featured selections


Media profiling and recommendations



Demonstration of how profiling and recommendations function. This includes short pauses, but not long enough to speak to, but can be paused.

Download


Web Apps (Quickr Bonsai 2.0)



Overview for Quickr Bonsai sharing approach.

Download

Lotus Quickr and Portal FAQ



Download

Démonstration

Session 14 – 14h30 -15h15

Du collaboratif a l'ECM

Thomas Schaeck	22
Petr Kunc	20
Duy Nguyen	18
Documents Admin	15



Lotus Connections



La solution de réseaux sociaux pour entreprise

- Classer et retrouver une information pertinente
- Identifier une personne que l'on ne connaît pas encore
- Créer son réseau professionnel
- Echanger et partager avec d'autres
- Trouver le bon expert
- Accélérer l'innovation
- De nouvelles formes de collaboration

Profiles



Blogs



Activities

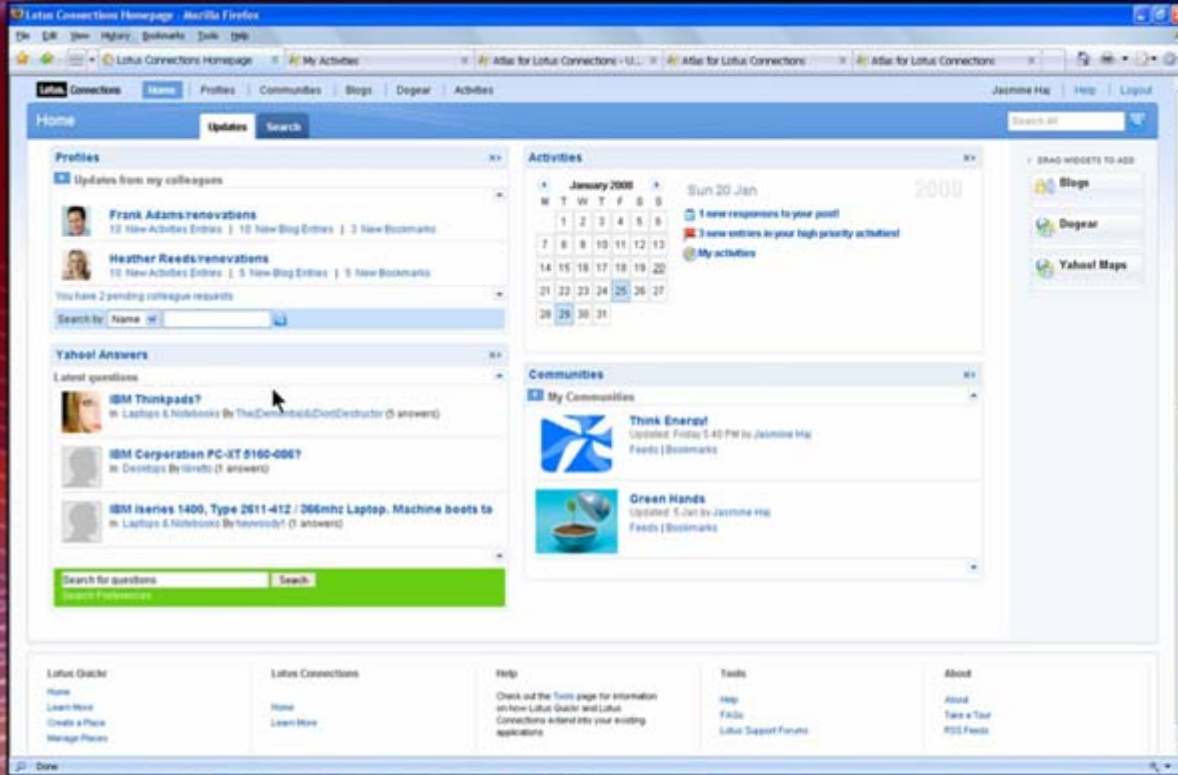


Communities



Dogear





Profiles



Communities



Blogs



Dogear



Activities



Lotus. Connections



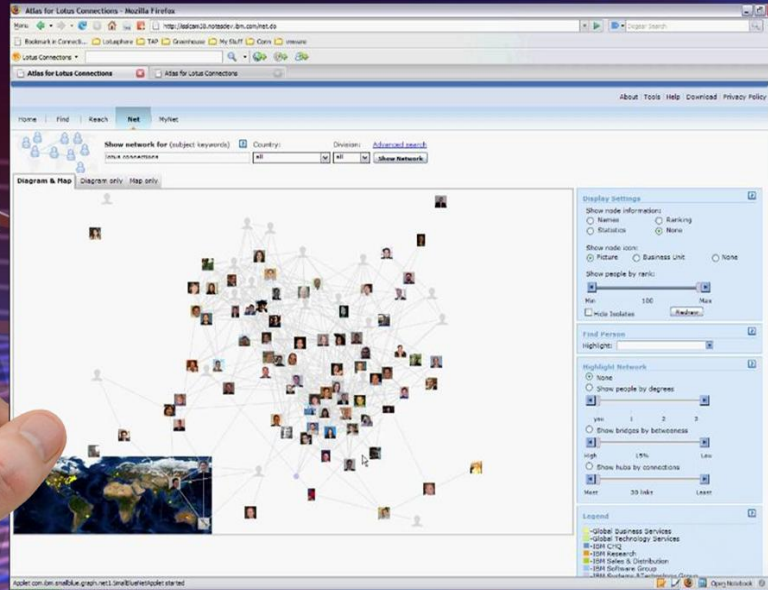
Tap the power of your network from the tools you already use



YAHOO! ANSWERS

 **Socialtext**





Atlas for Lotus Connections



Démonstration

Session 2 – 11h15 -12h00

Lotus Connections 2.0



Lotus® Mashups

Simplifier le développement d'applications composites

- Permettre la création rapide de nouvelles applications Web en libérant la productivité des fonctionnels/IT.
- Accélérez le développement et réduire les coûts à travers une intégration facilité, une réutilisation et un partage.
- Répondre rapidement à des besoins métiers en assemblant et intégrant l'information de multiples sources.
- Mieux aligner l'IT et le métier lors de prototypes.
- Faciliter l'évolution de SOA pour des usages métiers and améliorant la réutilisation des services.







Démonstration

Session 19 – 12h05 -12h50

Lotus Mashups



Lotus® Foundations



Solutions intuitives de Collaboration pour TPE et PME

- **Simple:** déploiement, administration et maintenance facilitées
- **Complète:** solution globale intégrant tous les besoins autour de la collaboration
- **Efficace:** ensemble intégré et sécurisé reposant sur Linux
- **Abordable:** coût adapté au marché ciblé avec une tarification à l'utilisateur



Lotus® Foundations

Marketplace

Home Mail Profiles Share Places More

Settings Jonathan Ferrick

Marketplace Home

Shopping Cart

Browse by Category

- Security
- Utilities
- Business Software
- Productivity Software
- Developer Tools
- Educational Software
- General
- Networking Software
- Chat, VoIP & Email
- View All

More Options

Today's Deals
Recently Added
Most Popular
Recommend for You

Recently Viewed

Easy CRM
Super Profile Plugin
Executive Dashboard

What's New Search

THIS WEEK'S FEATURED APPLICATION

Expense Tracker
Developer: [InsuCo, Inc.](#)
Overview: Expense Tracker provides you with a quick and intuitive way to manage and track your company's spending. Users can create expense envelopes and submit them for approval in a few easy clicks, and the powerful approval cycle mechanism lets you customize how your company controls your expenses. [Learn More](#)

[Install Free Trial Now \(30 day full license\)](#)
[Purchase and Install Full Version - \\$5.99 per month](#)

Top Rated

- Open Application Plugin**
Open Source features for Lotus Foundations.
- Business App Professional**
Create Cost Business flow charts and other tools to promote your company.
- Superstar Accounting Pro**
Be a superstar accountant. Impress your friend by doing their taxes in 10 minutes.
- Foundations Spectacular**
Work with your documents, webs and more.
- Basic Forms**
Create simple forms for all of your web applications.

[View All Top Rated](#)

Most Downloaded

- SuperFax**
Keep in touch with your clients at all times by email and fax.
- CRM Suite Pro**
Manage your customers in one easy UI.
- Basic Forms**
Create simple and easy to understand forms for all of your web applications.
- eSales Tracking**
Feature-rich tracking service for your online business.
- Purchase Request Basic**
An easy to use purchase request tool.

[View Top 25 Downloaded](#)

More for you

Open Application Plugin
Open Source features for Lotus Foundations. Plugs into your existing set of applications allowing you to access and use your own features and options.



Lotus® Foundations

**VARBusiness Magazine:
Linux, Heal Thyself**

"Nitix, a new package from Net Integration Technologies" is billed as a self-healing Linux distribution. And it is! It could very well set a record for the fastest time to set up a Linux server, about 10 minutes."



Net Integration Technologies Inc.

Leading Analyst:

"NITIX is like the AS400 for SMB"

Lotus® Domino®

PC Magazine: "The (Nitix Blue) simplicity contrasts strongly with the complexity of Microsoft SBS R2."



Lotus Foundations

“bluehouse”



Welcome to "Bluehouse"! - Mozilla Firefox: IBM Edition


File Edit View History Bookmarks Tools Help

https://bluehouse.lotus.com/front/webfront

lotus foundations

"Bluehouse" My Home Store & Share Contacts Meetings More

Welcome, Philippe MATHIEU My Account Sign Out



"Bluehouse"


Share. Meet. Collaborate. Quickly and Easily.

"Bluehouse" is currently under development. See [What's New](#) in this release and [Known Issues](#).

"Bluehouse" Get Connected, Work Together


"Bluehouse" is an innovative and powerfully intuitive set of business applications designed to meet the essential needs of your business, no matter the size.

→ Watch "Bluehouse" Apps in Action.




Store & Share

Upload and store your files with world-class security features. Use a web browser to access your files from anywhere. Share and collaborate with others on any type of file. [Learn More](#)




Contacts

Keep track of your clients and customers, important dates and events. Connect with others to share contact information. [Learn More](#)




Meetings

Need a web meeting? How about a personalized, always ready on-demand meeting room instead? Use it for customer presentations or collaboration sessions. [Learn More](#)




Activities

Break out of your inbox and into "Bluehouse" Activities to streamline your work with others. [Learn More](#)



Chat

Use instant messaging to chat with "Bluehouse" users. [Learn More](#)



Live Charts

Visualize your data through different types of charts, graphs, diagrams, and maps. Live Charts are visually compelling - so when you create one, you and your colleagues can easily explore the meaning within the data. [Learn More](#)

Join the "Bluehouse" Business Network.

The "Bluehouse" Business network is tuned to help you easily connect with your customers, partners and colleagues. Build your own social network to get in touch, stay in touch and ensure you always have the latest contact information, without all the work.

→ Find colleagues in the "Bluehouse" Network

We want to hear from you!

The "Bluehouse" Team wants your feedback. Please visit the user forum and tell us what you think.

→ Visit the "Bluehouse" Forum

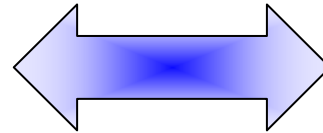
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Solutions intuitives de Collaboration pour TPE et PME

Lotus Foundations



IBM Lotus Bluehouse

Famille de serveurs On Premise

Services Collaboratifs en ligne



Lotus Foundations collaboration server
 ✓ Domino mail and collaboration, file management, directory services, firewall, backup and recovery, and office productivity tools

"Bluehouse" Share. Meet. Collaborate. Quickly and Easily.

Want to give "Bluehouse" a try? [Register](#)

"Bluehouse" is currently under development. Please [register](#) your interest in participating in the future public beta.

"Bluehouse" Get Connected. Work Together

"Bluehouse" is an innovative and powerfully intuitive set of business applications designed to meet the essential needs of your business, no matter the size.

- Watch "Bluehouse" Apps in Action.

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 Break out of your inbox and into "Bluehouse" Activities to streamline your work with others. [Learn More](#)

Sign in
 Username:
 Password:
[Sign In](#)
[Forgot Password?](#) [Recover it.](#)

Join the "Bluehouse" Business Network.
 The "Bluehouse" Business network is tuned to help you easily connect with your customers, partners and colleagues. Build your own social network to get in touch, stay in touch and ensure you always have the latest contact information, without all the work.



Stratégie IBM Lotus

Rich Clients



Browser



Portal



Mobile



Content Feeds



Task Specific Applications



Interaction and client services (online or offline)

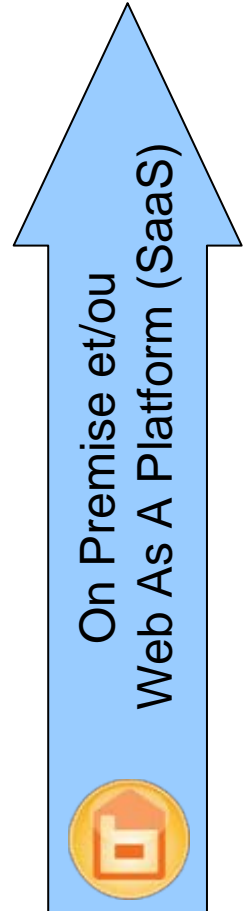
Collaboration & Content Management



Communications & Social Software



Applications & Integration



Business process

Information





Lotus software