



Il Mondo dei Partner **2007**

L'INTEGRAZIONE DEL NOSTRO VALORE

Parma, 1-2 febbraio



Notes/Domino 8 update

Roberto Boccadoro

Lotus Notes and Domino Business Highlights

■ Strong Financial Performance



- ▶ Double-digit growth in revenue for *2005 and 2006*
- ▶ Year-over-year revenue growth for the past 9 consecutive quarters

■ Growing Customer Base



- ▶ 127M+ seats of IBM Lotus Notes® and Domino® licensed
- ▶ 913 competitive wins in 2006
- ▶ 400 companies and thousands of clients using Lotus Notes Access for SAP solutions Feature

■ On-time Product Delivery



- ✓ Q1: IBM Lotus Notes 7.0.1 on Linux®
- ✓ Q2: IBM Lotus Notes Access for SAP solutions Feature
- ✓ Q3: IBM Lotus Notes 7.0.2 on Linux, Microsoft® Windows® and Mac (Q4)
- ✓ Q3: IBM Lotus Domino 7.0.2 on Microsoft Windows, Linux, IBM AIX®, Sun Solaris, IBM i5/OS®, IBM zOS®
- ✓ Q3: IBM Lotus Domino Web Access 7.0.2 on Microsoft Windows, Linux and **Mac (new!)**

The Future of Lotus Notes & Domino is...



Lotus Notes/Domino is the 'one and only' strategic e-mail platform for IBM

What's New in IBM Lotus Notes 8

A HECK OF A LOT!

Lotus Notes 8 – Four Guiding Principles

- UI and Design Excellence
- Leadership in Application Development
- Innovation in Collaboration
- TCO and Time to Value

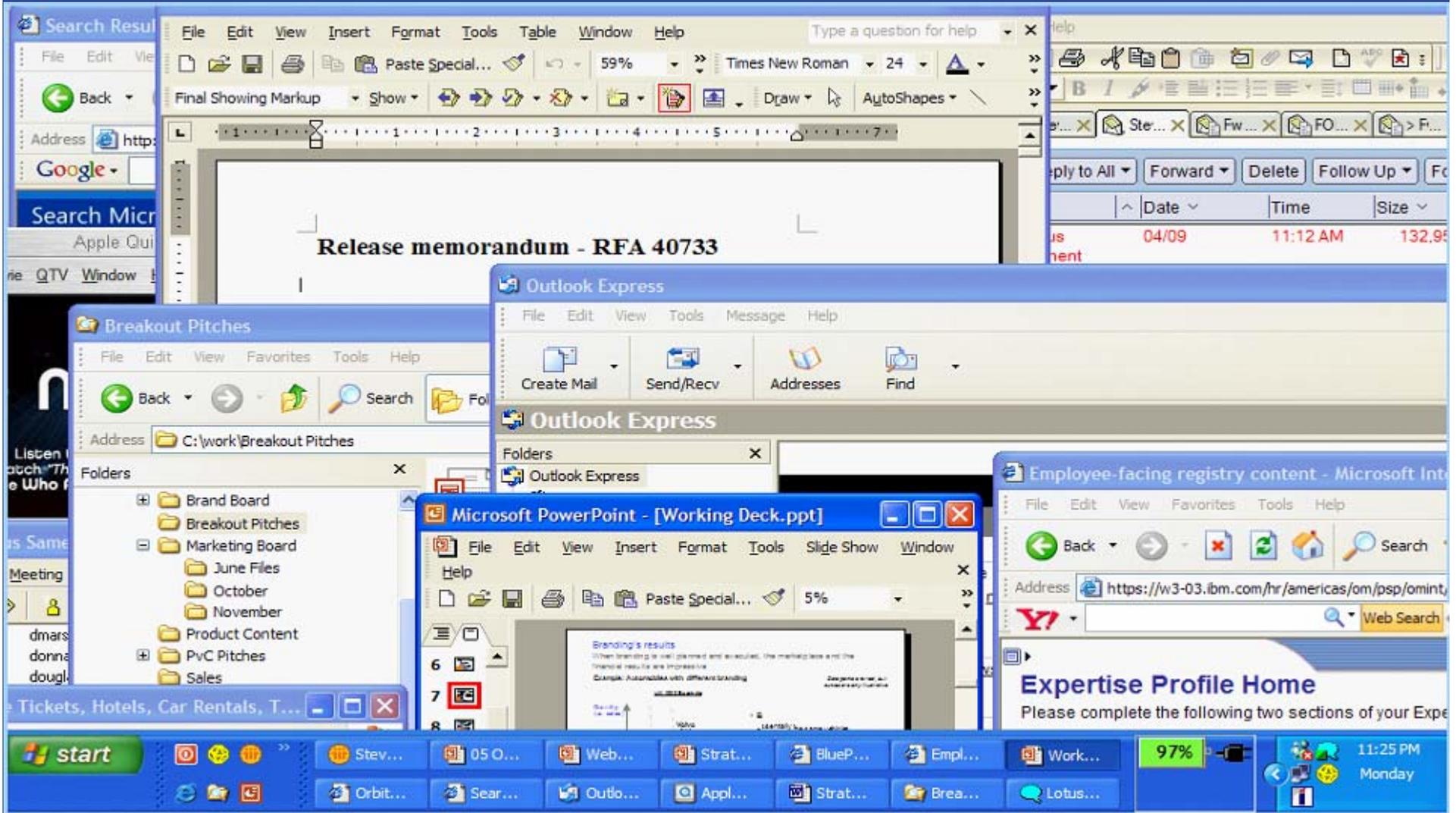


Lotus Notes 8 – Basics

- Represents a significant investment in a growing business
- Subscription upgrade
- Open beta opens February 2007 – generally available mid-year
- Microsoft Windows (XP and Vista), Linux (SLED and RHEL), and Mac
- Seamless Interoperability – works with your existing Lotus Notes applications
- Much of added value only needs Lotus Domino Server
- Basis for future innovations



Evolving today's disparate user experiences...



Frank Adams
on Local

- Inbox (28)
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Chat History
- Views
- Folders
 - Administration (1)
 - Customer Inquiries (2)
 - Customer Council (1)
- Tools
- Other Mail

Sender	Subject	Date	Size
Ted Amado	New Trade Advertisement	01/22/2007 07:58 AM	3K
Betty Zechman	Introduction to Finance Management	01/22/2007 07:57 AM	3K
Ted Amado	Privacy Policy Coming Soon	01/22/2007 07:50 AM	2K
Matthias Kramer	Customer Issue	01/22/2007 07:37 AM	1K
Rita Ferrar	Rescheduled: Marketing call (Jan 23 04:00 PM EST)	01/22/2007 07:14 AM	1K
Minh Li	Re: Assistance with \$500K Small Business Loan	01/22/2007 07:03 AM	4K
Rita Ferrar	FYI - Fw: Re: Verify Q1 and Q2 Estimates Mortgage Rates - Updated Spreadsheet	01/22/2007 06:34 AM	22K
Dennis Michaels	Customer Council Update	01/22/2007 05:55 AM	1K
Simone Dray	Approval Requested : New Customer	01/22/2007 03:34 AM	14K
Peter Brown	List of Potental Elite Market Loans	01/22/2007 01:35 AM	15K
Vijay Nehry	Fw: Fw: Customer Council Update	01/21/2007 11:35 PM	3K
Minh Li	Rescheduled: Mortgage Rates and Business Accounts (Dec 13 10:00 AM CST in 555-555-1992 passcode 123456)	01/21/2007 10:54 PM	2K
Ron Espinosa	Fw: Please Pass Along: Updated Mortgage Rates	01/21/2007 10:08 PM	2K
Minh Li	Assistance with \$500K Small Business Loan	01/21/2007 09:37 PM	1K
Lucille Suarez	Financial Review Meeting	01/21/2007 09:13 PM	3K
Ron Espinosa	Re: Updated Account Information	01/21/2007 08:55 PM	3K
Samantha Dan...	Counterpart Review: Key Accounts	01/21/2007 08:14 PM	2K

Activities

Type to find activities

Your Activities (2)

- Privacy Policy
Jan 18, 2007 | Ted Amado
- Bookings reconciliation
Jan 18, 2007 | Ted Amado

Dashboard

Sametime Contacts

Available | Lotusphere

Type to find name

Work (11/11)

- Amadou Alain
- Frank Adams
- George Bandini
- Harry Greene
- Heather Reeds
- Helena Muzakis
- Jody Liu
- Liz Schonfeld
- Natalie Olmos
- Renata Washington
- Rita Ferrar

Follow Up

Remove Flag

Who Who

- 09/18 Ron Espinosa
- 09/28 Minh Li
- 10/02 Vijay Nehry
- 10/06 Dennis Michaels

 **Privacy Policy Coming Soon**
Ted Amado to: Frank Adams 01/22/2007 07:50 AM

Cc: [Show Details](#)

Default custom expiration date: 01/22/2008

The Finance Portal is developing a Privacy Policy statement to be posted on the main home page. This policy, which is a derivative of the renovations.com privacy policy, is designed to inform users of the Finance Portal on the policies and uses of information collected from users of the portal and how that information is used.

Ted Amado
Vice President of Marketing
Renovations

Day At-A-Glance

Thu, Jan 18, 2007

John's Birthday

3:00 pm Backup & Recovery Update
Frank Adams

Feeds

Online

Notes 8

■ General

- ▶ In-line spell check
- ▶ MIME rendering
- ▶ Intelligent addressing
- ▶ Multi-level undo
- ▶ Open button
- ▶ Multiple window themes
- ▶ Consolidated Preferences
- ▶ Windows-style selection

■ Calendar

- ▶ Free-time lookup
- ▶ Unprocessed calendar entries

■ Mail

- ▶ Conversation threads
- ▶ Vertical preview
- ▶ Message recall
- ▶ Out of Office improvements

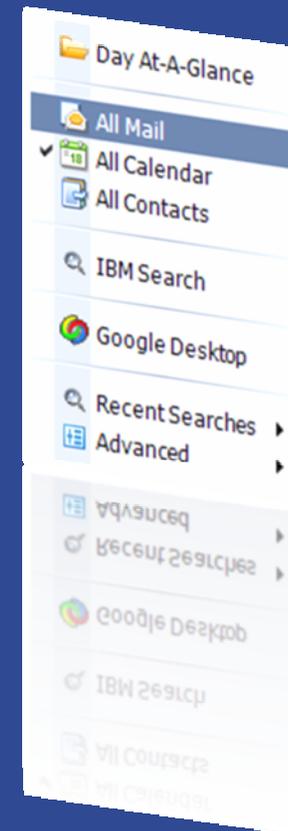
■ Contacts

- ▶ Recent collaborations
- ▶ Recent contacts
- ▶ Business Card view
- ▶ Contact delegation

Notes 8

- Standards-based Productivity Editors
- Search Center
- Sidebar
- Activities
- IBM Lotus Sametime®
- RSS and ATOM feeds
- Day at a Glance

Lotus software



Activities

An activity can be defined as a logical unit of work that incorporates all the tools, people, and resources needed to get a job done

The screenshot displays the IBM Lotus Notes interface. The main window is titled "Samantha Daryn - Inbox - IBM Lotus Notes". The interface includes a menu bar (File, Edit, View, Favorite Bookmarks, Action, Tools, Window, Help), a toolbar with navigation icons, and a status bar at the bottom showing "Save completed", "start", and system tray icons.

The left sidebar shows the "Mail" folder structure for "Samantha Daryn", including "Inbox", "Drafts", "Sent", "Follow Up", "All Messages", "Junk Mail", "Trash", "Folders", and "Tools".

The central pane displays an email list with columns for "From", "Date", "Size", and "Subject". The selected email is from Heather Reeds, dated 1/26/06 11:30 AM, with a subject of "Power Renovations promotion". Below the list, the email content is visible, including a "5 Year Average" line chart.

The right sidebar shows the "Activities" pane, which lists "My Activities" and "4 overdue activities". The activities list includes items like "Market Research", "Customer survey", "Latest market data", "re: Power Renovations Promotion", "My To Do List", "Schedule information re: Power Re", "Customer Support team", "Planning Meeting", "Elite line product description", "Project planning group", "OA Installation and Configuration", "New sales tools information", "Strategy meeting", and "Survey Results".

From	Date	Size	Subject
Heather Reeds	1/26/06 11:30 AM	946KB	Power Renovations promotion
Pierre Dumont	1/26/05 10:15 AM	1,234KB	Check out these new sales tools
George Bandini	1/26/05 9:47 AM	1KB	Re: Thoughts on this quarter's resu
Anna Bauer	1/26/05 9:15 AM	31KB	Re: What's the exit strategy for Elite
Kristin MacGyver	1/26/05 7:39 AM	1,345KB	On vacation until next Monday
Anna Bauer	1/25/05 11:45 PM	1,234KB	Re: Thoughts on this quarter's results
Amadou Alain	1/25/05 7:12 PM	460KB	Re: Power Renovations promotion
Lukas Geiger	1/25/05 6:34 PM	13KB	Idea to boost customer satisfaction next
Amadou Alain	1/25/05 6:16 PM	14KB	Planning Meeting
Gail Chao	1/25/05 5:58 PM	156KB	Power Renovations promotion
Gail Chao	1/25/05 4:15 PM	356KB	Re: Thoughts on this quarter's resu
Amadou Alain	1/25/05 3:31 PM	10KB	Re: Exit strategy for Elite line...

5 Year Average

Year	Value (Millions)
Year 1	30
Year 2	35
Year 3	45
Year 4	55
Year 5	65

Lotus



Search the Web

- Mail
- Calendar
- Contacts
- To Do
- Replication
- Workspace
- Marketing Team
- Favorite Bookmarks
- Databases
- More Bookmarks
- History
- Internet Explorer
- IBM Word Processing Editor
- IBM Spreadsheet Editor
- IBM Presentation Editor
- Human Resources
- Learning
- Travel



Boosting Market Share in 2006
 Ron Espinosa, Commercial Business Accounts
 January 23, 2006

ZetaBank Confidential

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Page Properties

Margins

Left: 0.00" Top: 0.00"

Right: 0.00" Bottom: 0.00"

Page number format: 1, 2, 3, ...

Fit object to paper format



More Page Properties

A quick diversion under the covers



Notes



Sametime



Expeditor
(standalone)

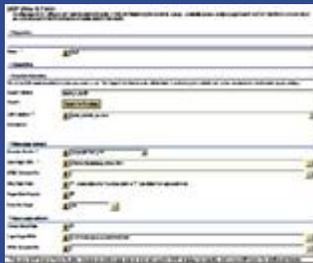
Lotus Expeditor

Eclipse 3.2 Foundation

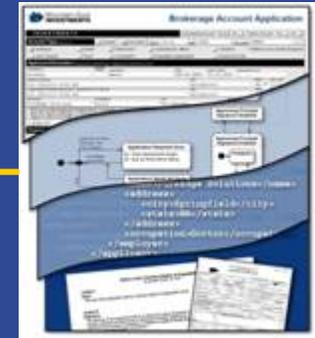
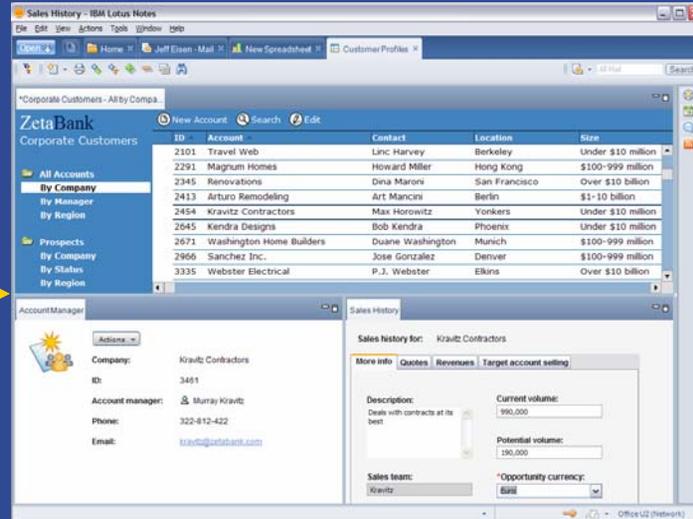
So what does this technology really mean?

- For an end-user, nothing
 - ▶ Except of course improved user experience, productivity, etc.
- For a developer, increased flexibility and possibilities
 - ▶ Can continue doing what you're doing (Lotuscript, @Formula, Forms, Views, etc.)
 - ▶ Can leverage new mechanisms (Eclipse plug-ins, Composite Applications, etc.)
- For an administrator, increased flexibility and possibilities
 - ▶ Can continue managing and deploying clients the way you do today (Smart Upgrade, SMS, etc.)
 - ▶ Can take advantage of Lotus Expeditor client management features to help improve TCO

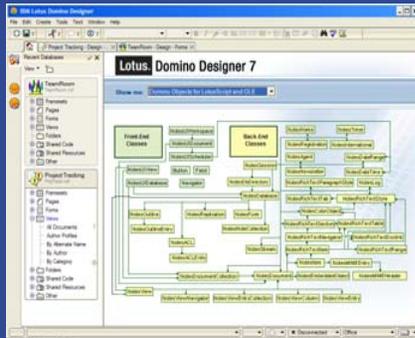
Example of Components



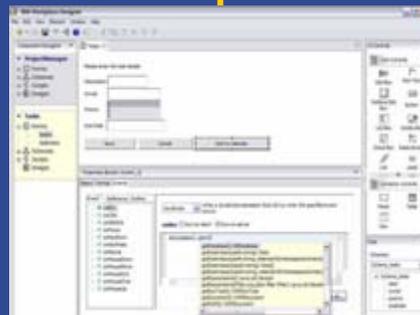
SAP-based component built with IBM WebSphere® Portlet Factory



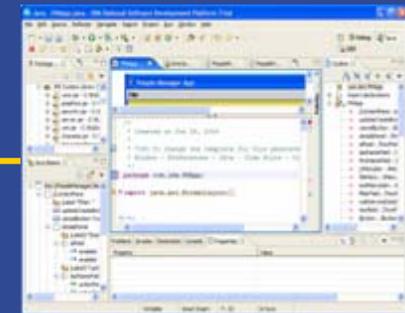
E-form built with IBM Workplace Forms™ Designer



Lotus Notes applications built with IBM Lotus Domino Designer®



Collaborative components built with Lotus Component Designer



Eclipse component built with Rational® RAD

Lotus software

What's New in IBM Lotus Domino 8

A LOT!

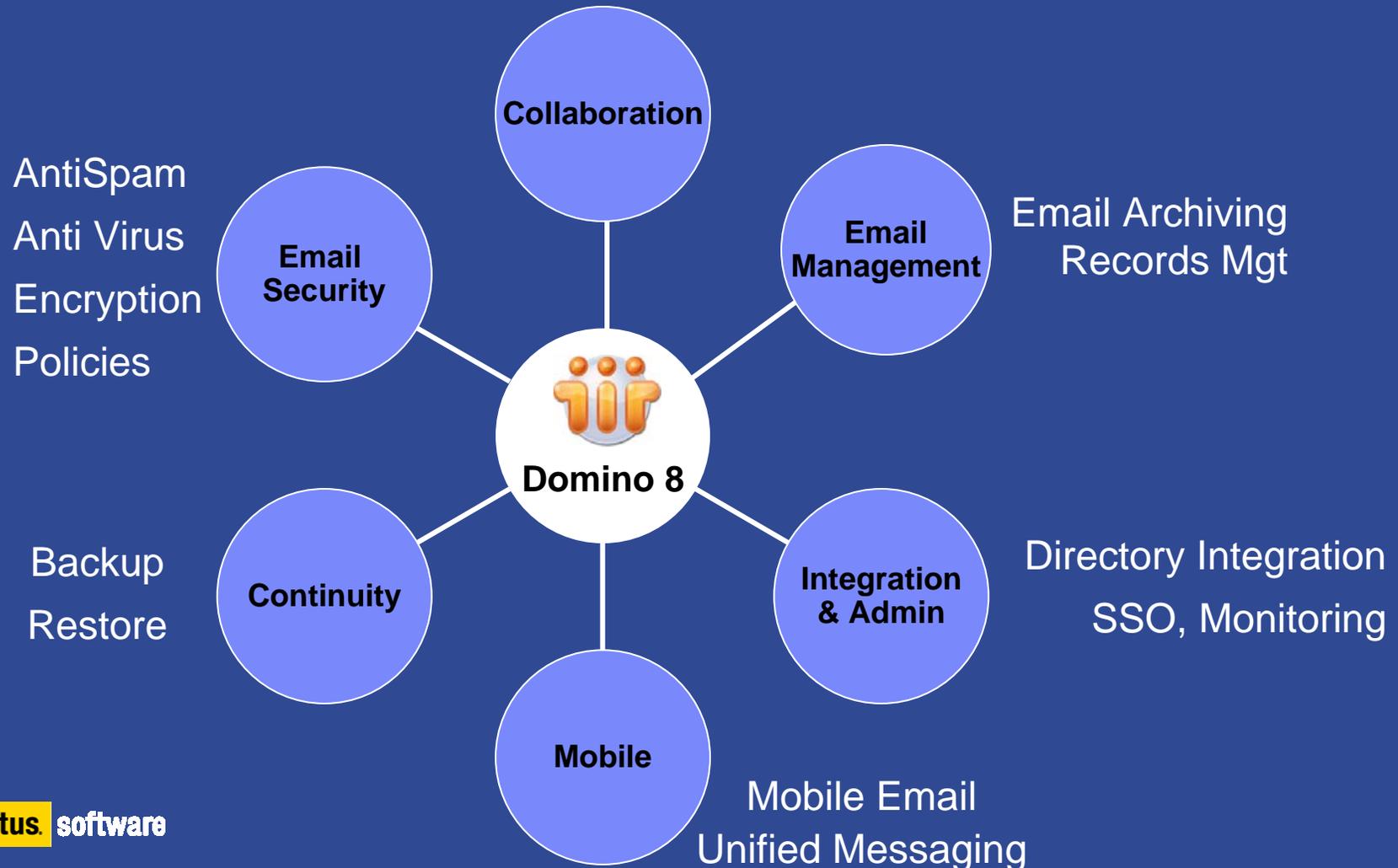
Lotus Domino Strategy

- The integrated messaging & collaboration platform of choice
 - ▶ Highly available & scalable messaging
 - ▶ Easy to build/deploy collaborative applications
 - ▶ Client access choices
 - ▶ Integrated end to end security features
 - ▶ Built in administration tools
 - ▶ Platform choices
 - ▶ Partner ecosystem of supporting products

- Investment protection
 - ▶ Simple to upgrade - no hardware "Rip & Replace"
 - ▶ Compatibility of applications - cross-version & backwards
 - ▶ Opportunity for significant TCO reductions with every release

Domino Ecosystem - IBM + Business Partners

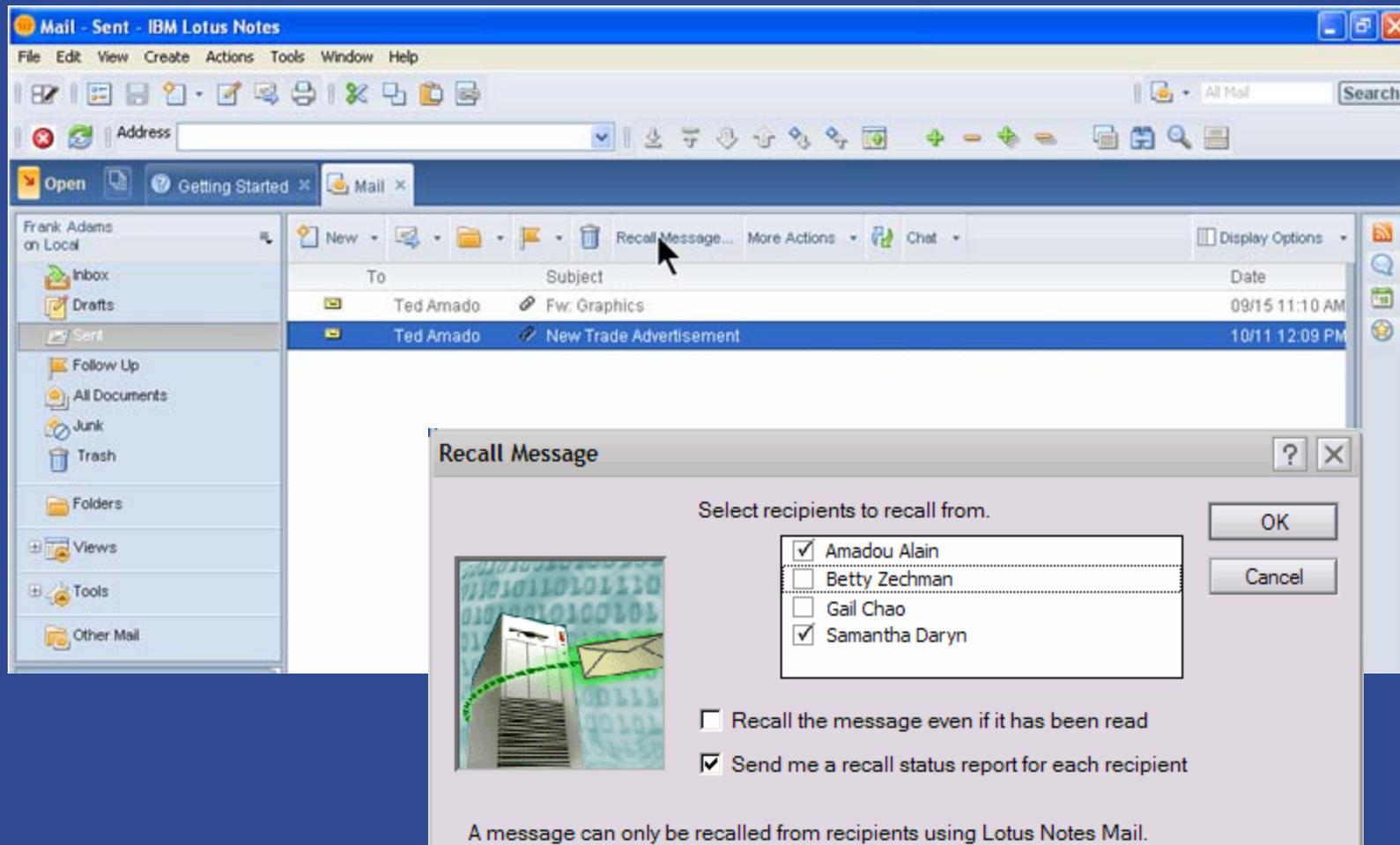
Sametime, Activities, Quickplace, Workflow, Portal



Domino 8 Themes

- Improved messaging
- Greater versatility and manageability
- Open applications infrastructure
- Improved efficiency & performance

Domino 8 Messaging Plan – Message Recall



Domino 8 Plans: Mail Threads

The screenshot shows the IBM Lotus Notes Mail interface. The title bar reads "Mail - Inbox - IBM Lotus Notes". The menu bar includes "File", "Edit", "View", "Create", "Actions", "Tools", "Window", and "Help". The toolbar contains icons for "Open", "Home", "Workspace", "Contacts", "Address Book - AdvancedAccounts", "Getting Started", and "Ted Amado - Mail".

The left sidebar shows the "Ted Amado" profile with the note "on renovations/renovations". The "Inbox" folder is selected, showing a list of folders: Drafts, Sent, Follow Up, All Documents, Junk, Trash, and Chat History. Below this are "Views" and "Folders", including Andover Store, Asia Pacific, Corporate Arts Program, Merchandising Initiatives, Personnel, and Store Programs (with sub-folders Europe, Mexico & Central America, and Toronto Area).

The main pane displays a mail thread for "Meeting on Friday". A red box highlights the thread list, which includes a header "3 Messages in this Conversation: Meeting on Friday" and three messages:

Sender	Subject
Ted Amado	Meeting on Friday
Betty Zechman	Okay, send me an invite.
Ted Amado	Hi Betty.

The selected message is from Betty Zechman with the subject "Re: Meeting on Friday". The sender is Betty Zechman to Ted Amado. The default custom expiration date is 01/10/2008.

The body of the message contains the text "Okay, send me an invite." Below this is a quote from Ted Amado: "Hi Betty." The full message body text is: "Hi Betty. Can you attend a meeting on Friday regarding the Andover store account? 10 am in CR 4."

Domino 8 Themes

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Domino 8 Plans: Administration Improvements

- Server-managed Notes clients
 - ▶ New Composite Application provisioning via Domino servers
 - ▶ Smart Upgrade supports upgrades to Notes 8
 - ▶ Extended policy based management
- Domino Domain Monitoring improvements
 - ▶ Broader coverage of Domino and other server functionality
 - ▶ Improvements in probable cause analysis and recommendations
 - ▶ More automation of recommended solutions
- Push Domino events to Tivoli Enterprise Console

Ease of Deployment: Provisioning Eclipse Update Sites in Domino 8



Update Site

Import Local Update Site... Import Features... Merge From Database... Update URL References...

Update site contains **115 features**, **606 plugins**, **44 fragments**. Last updated **Friday, January 05, 2007 at 01:25 PM**

Category	Feature	ID	Version
Eclipse.org			
C and C++ Development	Eclipse C/C++ Development Tools	org.eclipse.cdt	3.1.0.200
Charting and Reporting	Eclipse BIRT Report Designer Framework	org.eclipse.birt	2.1.0.N2
Database Development	Data Tools Platform Connectivity	org.eclipse.datatools.connectivity.feature	0.9.0.200
	Data Tools Platform Open Data Access Designer	org.eclipse.datatools.connectivity.oda.designer	0.9.0.200
	Data Tools Platform Open Data Access Runtime	org.eclipse.datatools.connectivity.oda.feature	0.9.0.200
	Data Tools Platform Enablement	org.eclipse.datatools.enablement.feature	0.9.0.200
	Data Tools Platform Model Base	org.eclipse.datatools.modelbase.feature	0.9.0.200
	Data Tools Platform SQL Development Tools	org.eclipse.datatools.sqldevtools.feature	0.9.0.200
Enabling Features	Batik	org.apache.batik	1.6.0.v20060808
	Batik PDF	org.apache.batik.pdf	1.6.0.v20060808

updatesite.nsf
on Laptop/Server/Gum: Preview: ▲

Lotus

Domino 8 Plans: Domino/DB2 Integration

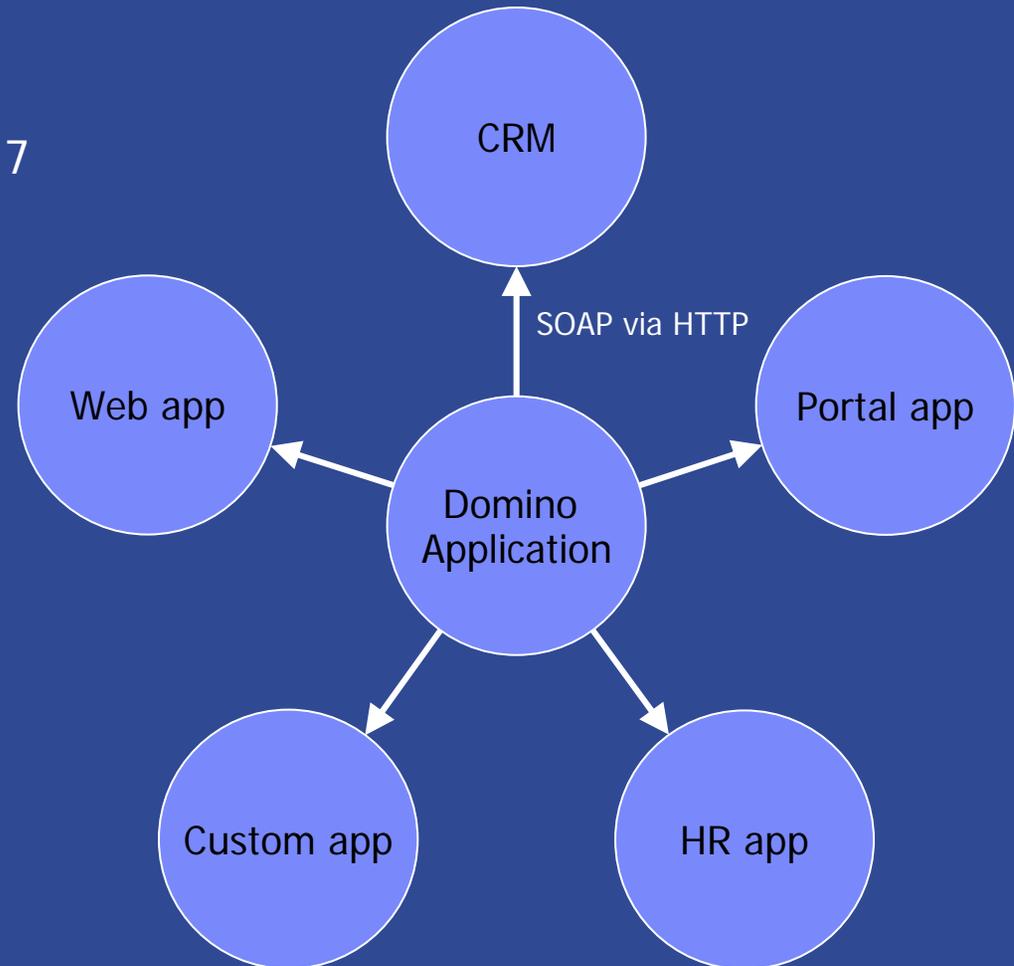
- Many customer & business partner applications have been deployed using Domino 7 Limited Availability
- General availability in Domino 8.0
 - ▶ Windows, AIX, Linux support is planned for Domino 8.0
 - ▶ DB2 9 support
 - ▶ Tested for both mail and applications
 - ▶ Simplified administration
 - ▶ Performance and size optimization

Domino 8 Themes

- Improved messaging
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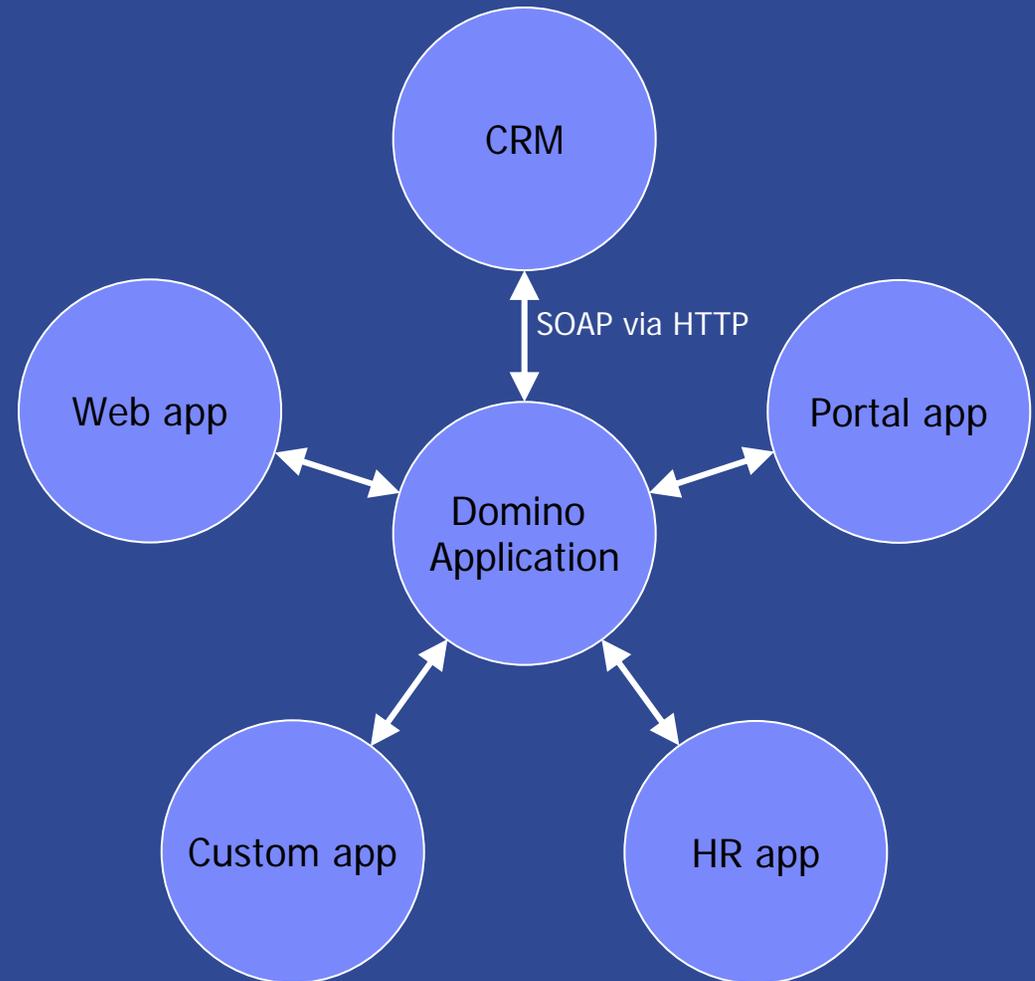
Web Services in Domino 7

- Web services provider in Domino 7
- Domino applications can easily become web services
- Capabilities built into Domino Designer 7
- Supports LotusScript and Java



Web Services in Domino 8

- Adds web services consumer and provider in Domino 8
- Web services can be built into Domino applications
- New design element accessed within Domino Designer 8
- Click-and-select import WSDL
- Supports LotusScript and Java
- Web Service Interoperability improvements



Domino 8 Plans: Domino/DB2 Applications

- Domino and DB2 deliver new application development capabilities
- Notes DB2 Query Views to support view selection through SQL
 - ▶ SQL used as a view creation language
 - ▶ Combine data from multiple databases into one view
 - ▶ Combine Domino with non Domino data into new views
 - ▶ *New* HTTP parameterized DB2 Query Views
- Data Access Views of Notes data via DB2 relational SQL queries
 - ▶ Exposed Notes data protected by Domino security
 - ▶ Create queries and reports through other DB2 clients
 - ▶ *New* fields (columns like Server, DBName) in DB2 Access View

Your Domino 8 Apps can become Composite Apps

- Domino application elements can become components of new Composite Applications
- Domino apps can be wired to non-Domino apps via new design features and tools

Corporate Customers - All by Company

ID	Account	Contact	Location	Size
3658	Ace Construction	Ace Johnson	Houston	\$100-999 million
4070	Rainforest Inc.	Sandy Beach		
4193	KJTC	Mary Lou Hu		
4363	Johnson & Ballard	Harry Silver		
4365	Minto Landscapers	Edna Minto		
5038	New Charter Enterprises	Brian Lu		
5357	Fire Safety Technology	Ginny Wood		
5386	Tarlin Food Industries	Shinobu Tak		
5412	Wagner Plumbing Supplies	Floyd Huff		
5702	Satellite Systems Corp.	Mitch Suarez	Los Angeles	\$1-10 billion

Domino application component

AccountManager

Company: New Charter Enterprises
ID: 1756
Account manager: Pavel Mitt
Phone: 234-743-218
Email: pavelm@zetalbank.com

Sales History

Sales history for: New Charter Enterprises

More info | Quotes | Revenues | Target account selling

Description: Has a line of highly reliable light weight planes. It has newly entered into the boeing market

Current volume: 100,000
Potential volume: 350,000

Sales team: Pavel
*Opportunity currency:

Domino 8 Themes

- Improved messaging
- Open applications infrastructure
- Greater versatility and manageability
- Improved efficiency & performance

Domino 8 Plans: Improved Efficiency/Performance

- Reimplemented cluster replication
- Many additional significant CPU improvements
- Many I/O bandwidth improvements
- AdminP performance improvements
- Mechanisms to reduce storage costs significantly

Domino 8 will be just an upgrade...no rip & replace

- Same Infrastructure!
- Same Notes ID files
- Same data stores
- Same model for customizing the mail template
- Same Security Infrastructure & Features
- Same Directory
- Same Admin tools
- Same Replication
- No Migration of mail files (or anything else)

Future Directions for Lotus Notes & Domino



Lotus Notes 7.0.2

- Lotus Notes on a Stick
- RSS feed reader
- iCal import and export
- Blog Template
- Notes Access for SAP Solutions
- Macintosh support
- Linux Support (7.0.1)

Lotus Notes 8.0

- Enhanced mail, calendar, contacts
- Continuity for Notes users
- Activity centric computing
- Contextual collaboration
- Composite Applications
- Windows, Vista and Linux

Lotus Notes 8.0.1

- iCal subscription
- Mac support

Lotus Notes "Next"

- Continued UI refinement
- Composite application extensions
- Social software extensions

2008/2009

Lotus Domino "Next"

- Reduce cost of storing e-mail
- Extended directory support
- Alternative forms of authentication

2007/2008

Lotus Domino 8.0.1

- 64-bit support
- FIPS-140 for Notes mail
- Extended email security

2Q07

Lotus Domino 8.0

- Mail recall
- Extended policy management
- Extended Web services
- Composite applications

Lotus Notes & Domino 8.0 Public Beta

Q3 2006

Lotus software

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