

## **A. Chinnici & D. Pannuto**

### LotusLive: la collaborazione che arriva dal cloud





Riduzione dei costi come  
obiettivo strategico

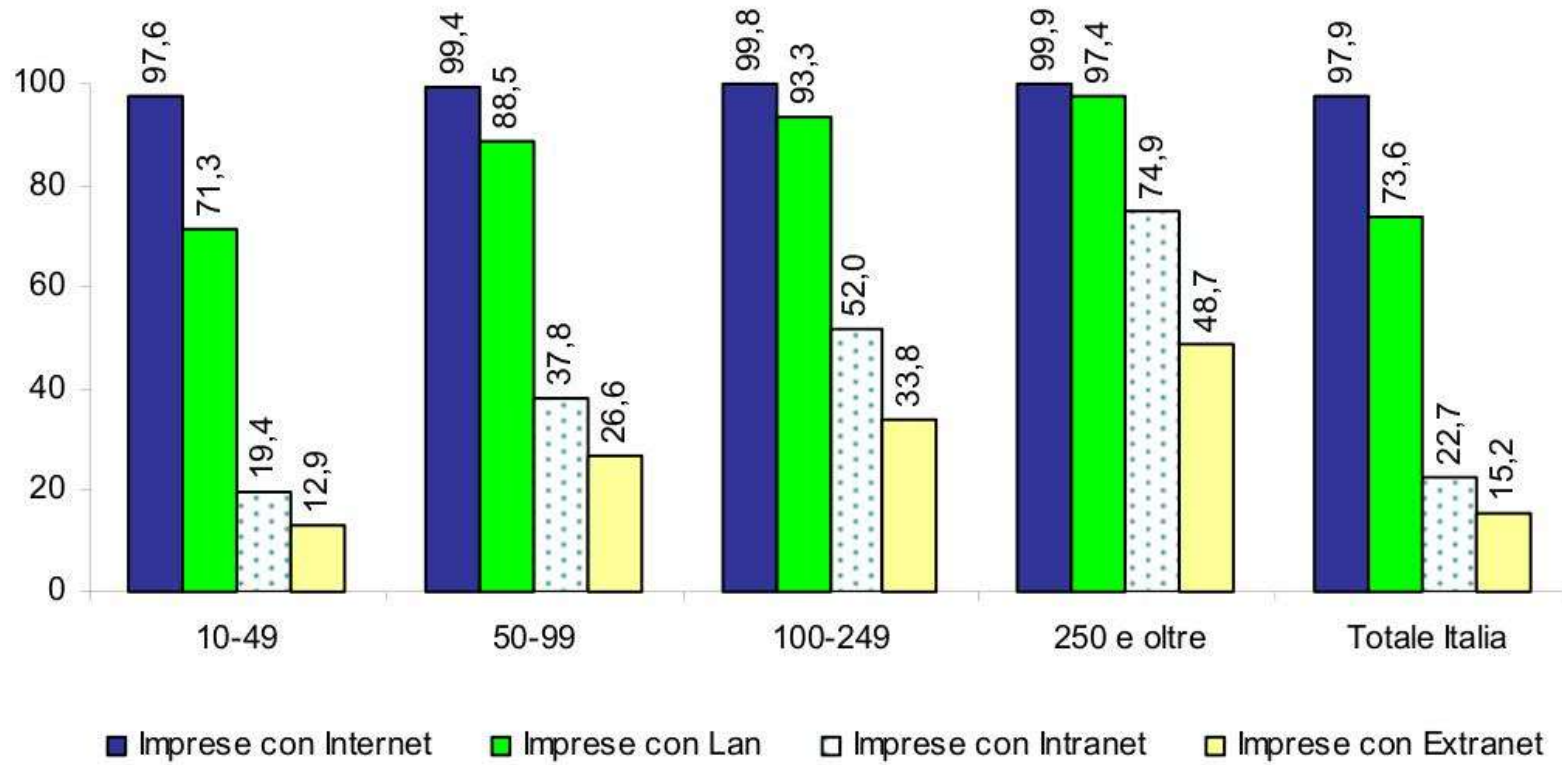
Esigenze applicative e  
collaborative extra-aziendali



Le PMI affrontano le stesse sfide organizzative  
delle grandi aziende ma senza poter disporre di  
risorse IT comparabili



**Figura 1 - Imprese informatizzate con almeno 10 addetti per tipologie di reti utilizzate e classe di addetti. Anno 2008 (valori percentuali)**

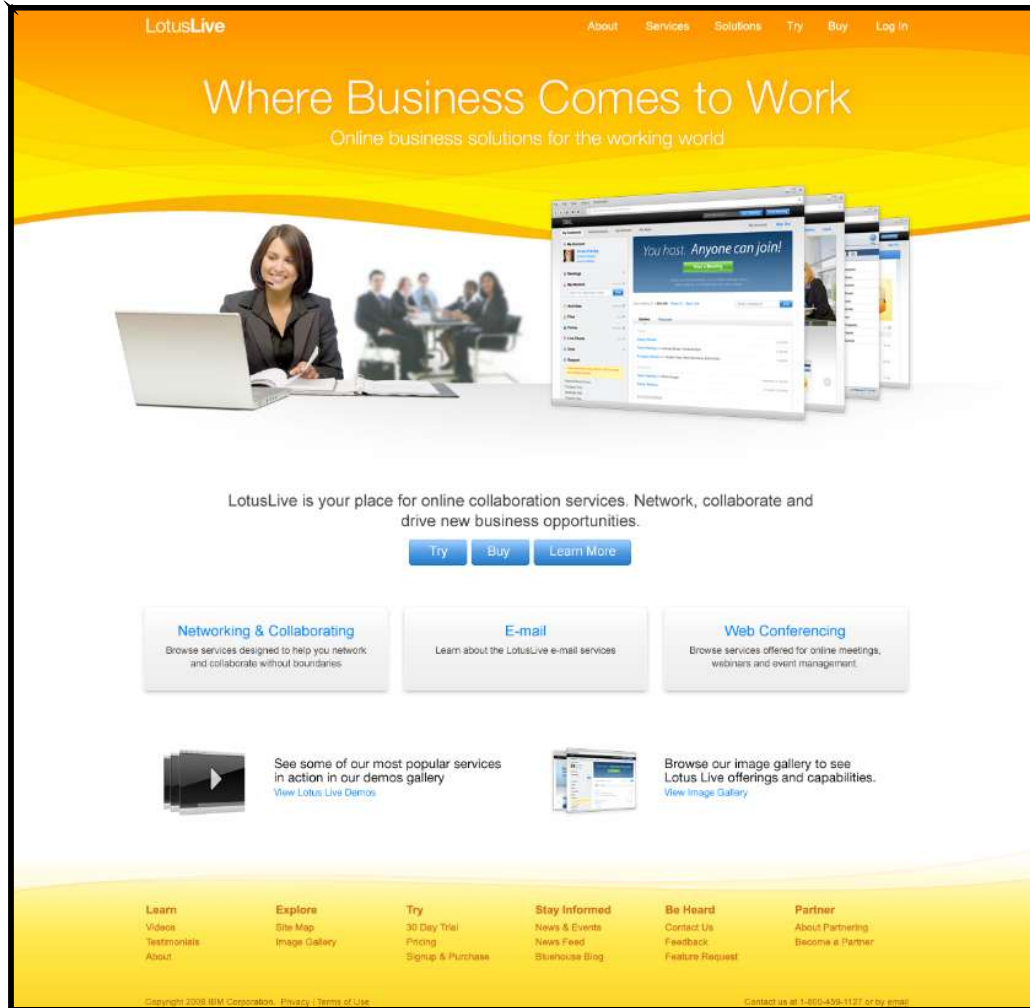


Fonte : ISTAT [http://www.istat.it/salastampa/comunicati/non\\_calendario/20081204\\_01/](http://www.istat.it/salastampa/comunicati/non_calendario/20081204_01/)



- Il modello “software as a service”
  - Nessun costo di implementazione
  - Prezzi basati su “abbonamento” annuale
  - Set di funzionalità flessibili, scalabili, a misura di esigenza aziendale
  - Completa gestione centralizzata
  - Architettura sicura, protetta, pensata per il *business*

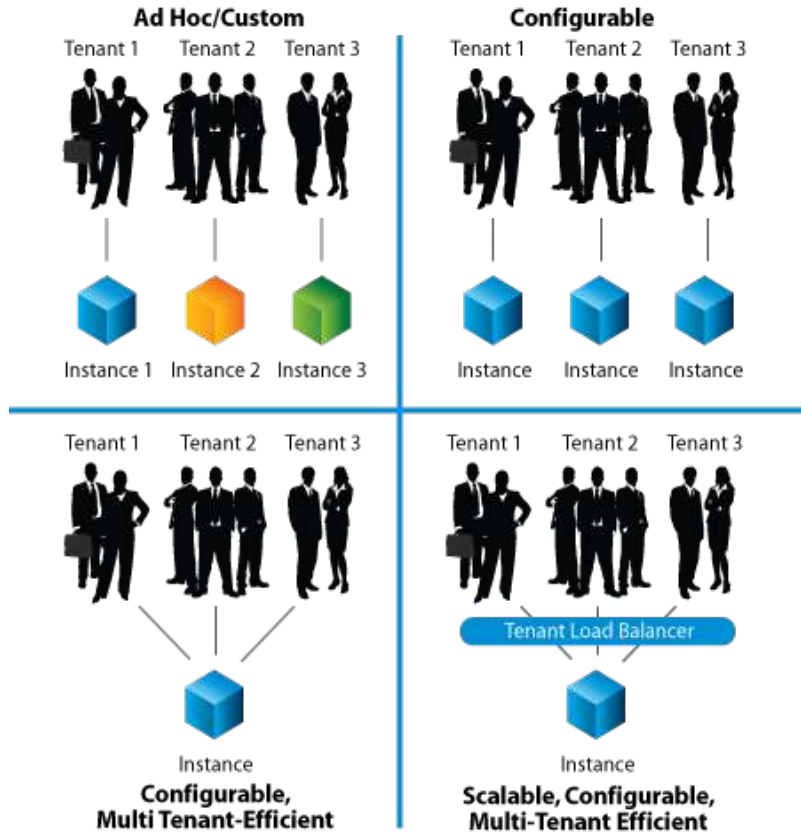




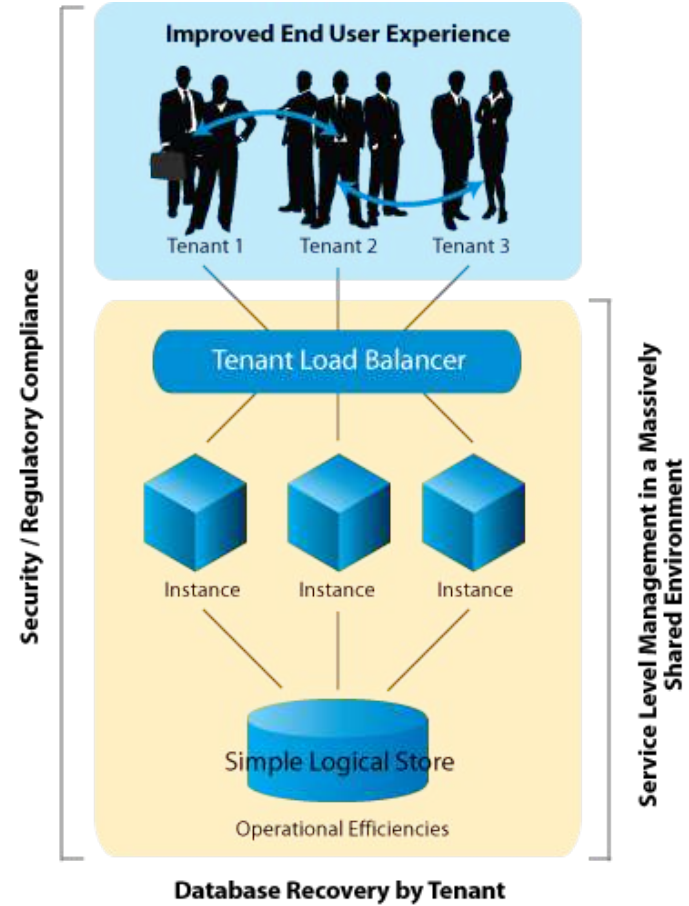
-  my Network
-  eMail
-  Chat
-  Meetings
-  Events
-  Files
-  Charts
-  Survey Forms
-  Activities

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Modelli SaaS  
 tradizionali



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## ■ Tre modalità d'uso



### Utente in Trial:

- 30 giorni
- Utilizza tutti i servizi
- Max 100 utenti di una singola azienda



### Utente abbonato:

- Iscrizione nominativa
- Abbonamento mensile o annuale

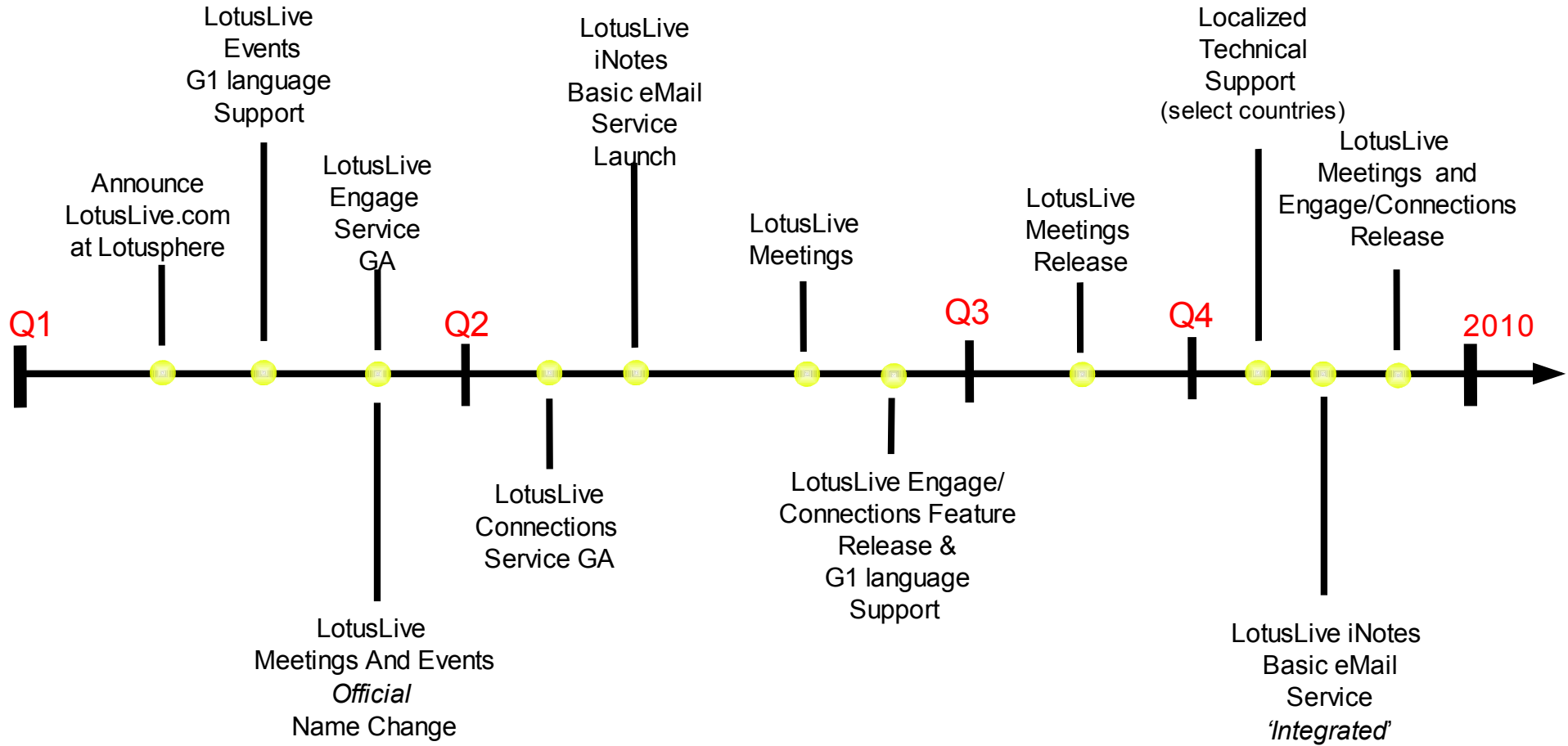


### Utente Ospite:

- Invitato da un abbonato
- Funzionalità limitate
- Permessi tipici da “reader”







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## LotusLive Community

LotusLive



### IBM Content

### Third Party Integration

#### Content Providers

#### Traditional ISVs

Sametime Unyte Web Conferencing	Store & Share	Contact Management	eMail/Calendar	Business Services	Content	ISV integration	eMail Integration
Forms/Live Charts	Chat	Activities	Online Productivity				

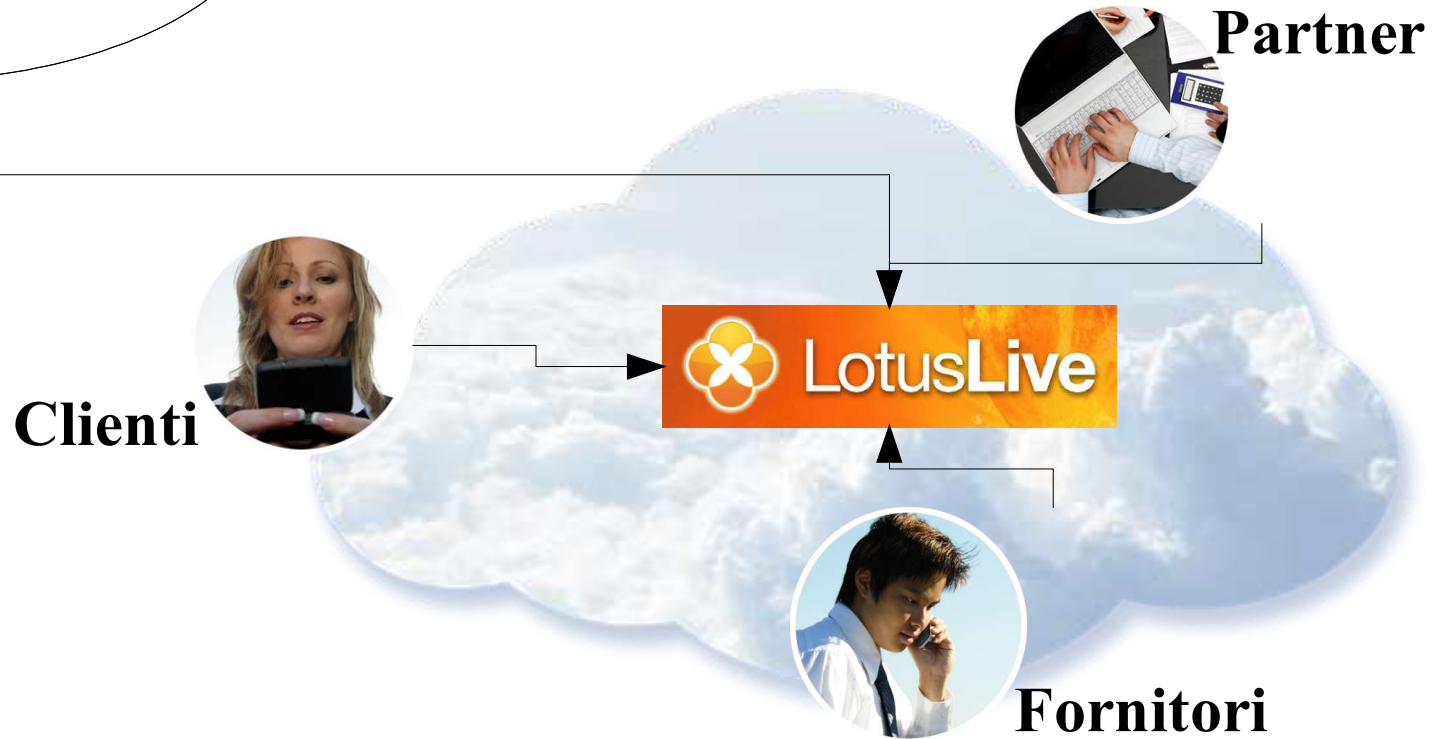
APIs

Operations

Administration



**Rete Aziendale Privata**



**Frank Adams - Mail**

Getting Started | Home | Frank Adams - Mail

Search All Mail

Frank Adams | New | Reply | Reply to All | Forward | More | Show

Sort by Date

**Inbox (29)**

- Heather Reeds 12/15/2008 07:50 PM  
Session Presentation
- Gardner Raynes 12/04/2008 02:36 PM  
New Sales materials are needed!
- Jasmine Haj 12/04/2008 02:07 PM  
Invitation: Team Meeting (Dec 16 15:00 I
- Dan Misawa 12/02/2008 07:41 AM  
Travel Plans
- Ted Amado 12/02/2008 07:39 AM  
Re: RSS URLs for Our Catalogs Now W
- Gardner Raynes 12/02/2008 07:39 AM  
Re: RSS URLs for Our Catalogs Now W
- Dan Misawa 12/02/2008 07:39 AM  
Re: RSS URLs for Our Catalogs Now W
- Samantha Daryn 03/03/2008 09:04 AM  
Approval required for trip request
- Heather Reeds 03/03/2008 09:04 AM  
New Widget
- Samantha Daryn 03/01/2008 09:17 PM  
Policy changes for 2008
- SAP Workflow System 02/29/2008 08:34 PM  
Leave Request for Samantha Daryn
- SAP Workflow System 02/27/2008 08:34 PM  
Trip Request for Dan Misawa
- Jasmine Haj 02/26/2008 09:30 PM  
CEO Broadcast Replay Information
- Ling Shin 01/06/2008 06:44 PM  
Accounts checklist
- Ling Shin 01/06/2008 06:41 PM  
Re: New Year... New Green Project
- Natalie Olmos 01/05/2008 10:29 PM

**New Sales materials are needed!**  
 Gardner Raynes to: Frank Adams... 12/04/2008 02:36 PM  
 Sent by: Gardner Raynes Show Details

History: This message has been forwarded.

Hi Frank and Lucille,

I have been working on the new sales presentation for Ted. As a result I needed to predict the amount of sales per region (e.g. East, West, North, South) related to the sales in the America's. Could you please review this information to ensure I have it correct based on the recent feedback you requested from your teams? I am also working with the other worldwide teams in parallel so we can have a full worldwide view for the final presentation.

If you could please let me know by the end of the week I'd appreciate it.

**Product Sales**

Here is the presentation from Dan Misawa (DanMisawa@renovations.com).

PRProjectPlan.odp

Gardner Raynes  
 Sales Manager  
 Phone: 585-732-1194

**Sametime Contacts**

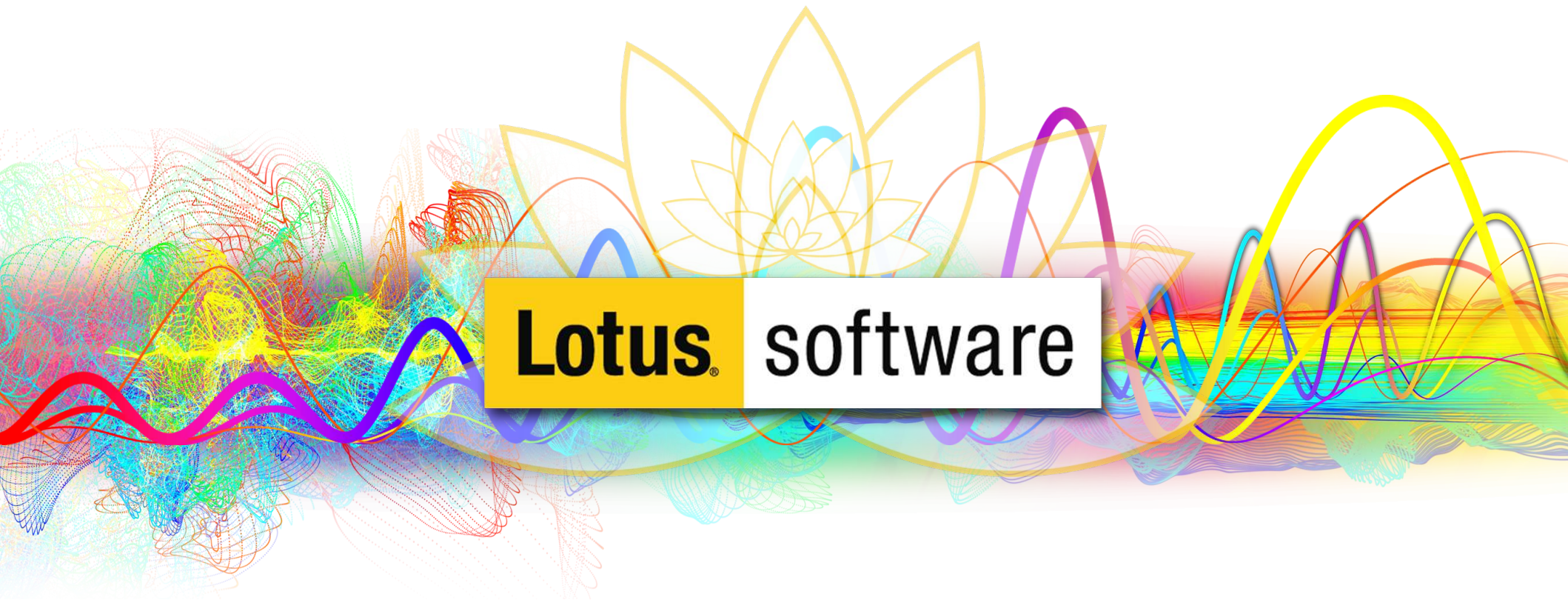
- Available | Ancaster
- Type to find name
- Business Accounts (1/2)
  - Dan Misawa
  - Ling Shin
- LotusLive Contacts (2/2)
  - Heather Reeds
  - Samantha Daryn
- Marketing (3/3)
  - Jasmine Haj
  - Lucille Suarez
  - Samantha Daryn
- Product Management (2/2)
  - Dennis Michaels
  - Pierre Dumont
- Sales (3/5)
  - Betty Zechman
  - Frank Adams
  - Heather Reeds
  - Ron Espinosa
  - Ted Amado
- Work (6/6)
  - Ed El-Amon
  - Gardner Raynes
  - Minh Li
  - Natalie Olmos
  - Simone Dray
  - Vijay Nehry

LotusLive Store and Share

Click to Cloud  
 Drag & drop files here to upload to LotusLive Files.

Successfully uploade...2\PRProjectPlan.odp





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Thank  
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