

Lotusphere Comes To You

Torino, 16 Aprile 2009

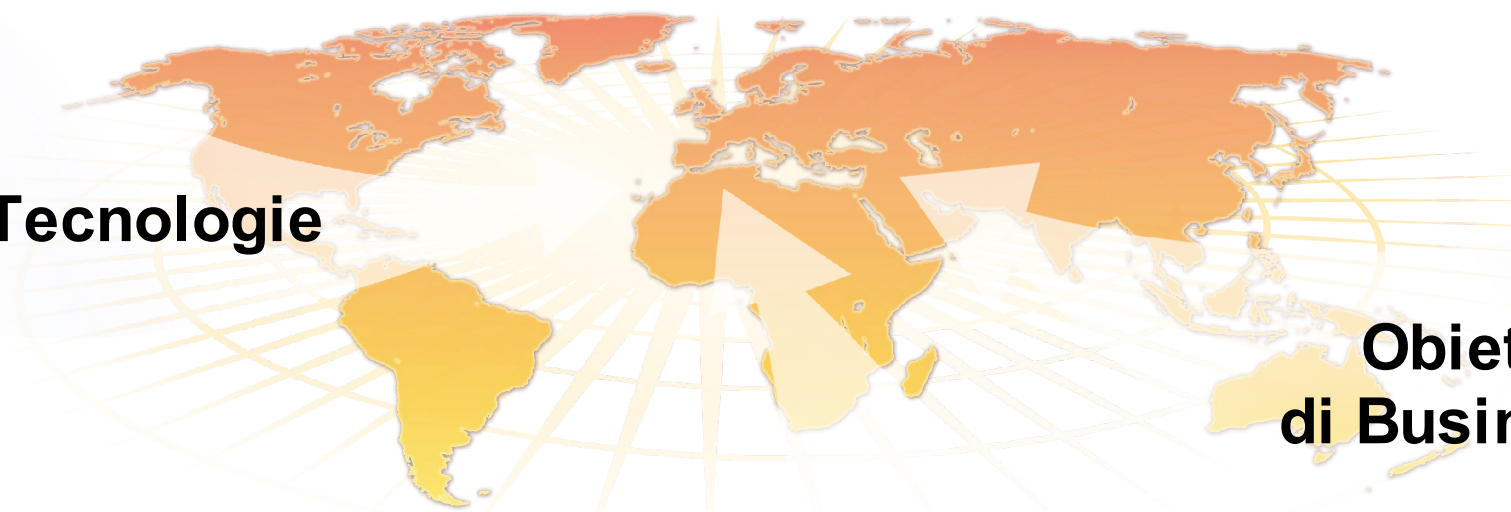
Lotus software

CREATED WITH LOTUS[®] SYMPHONY[™]

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roberto.boccadoro@it.ibm.com

Le sfide dello scenario attuale

Nuove Tecnologie



**Obiettivi
di Business**

**Modelli
Sociali**





**“Le aziende più efficienti sono
quelle che *collaborano* meglio”**

da: “Il Mondo è piatto” di T.L. Friedman

La collaborazione 2.0

Enterprise Portal

- *Tool collaborativi inseriti nei singoli processi*
- *La “scrivania elettronica” basata su portale web*

Social Network

- *Reti di relazioni e comunità*
- *Blog, Wiki e spazi collaborativi*
- *Condivisione e co-redazione di documenti*

Real Time Comms

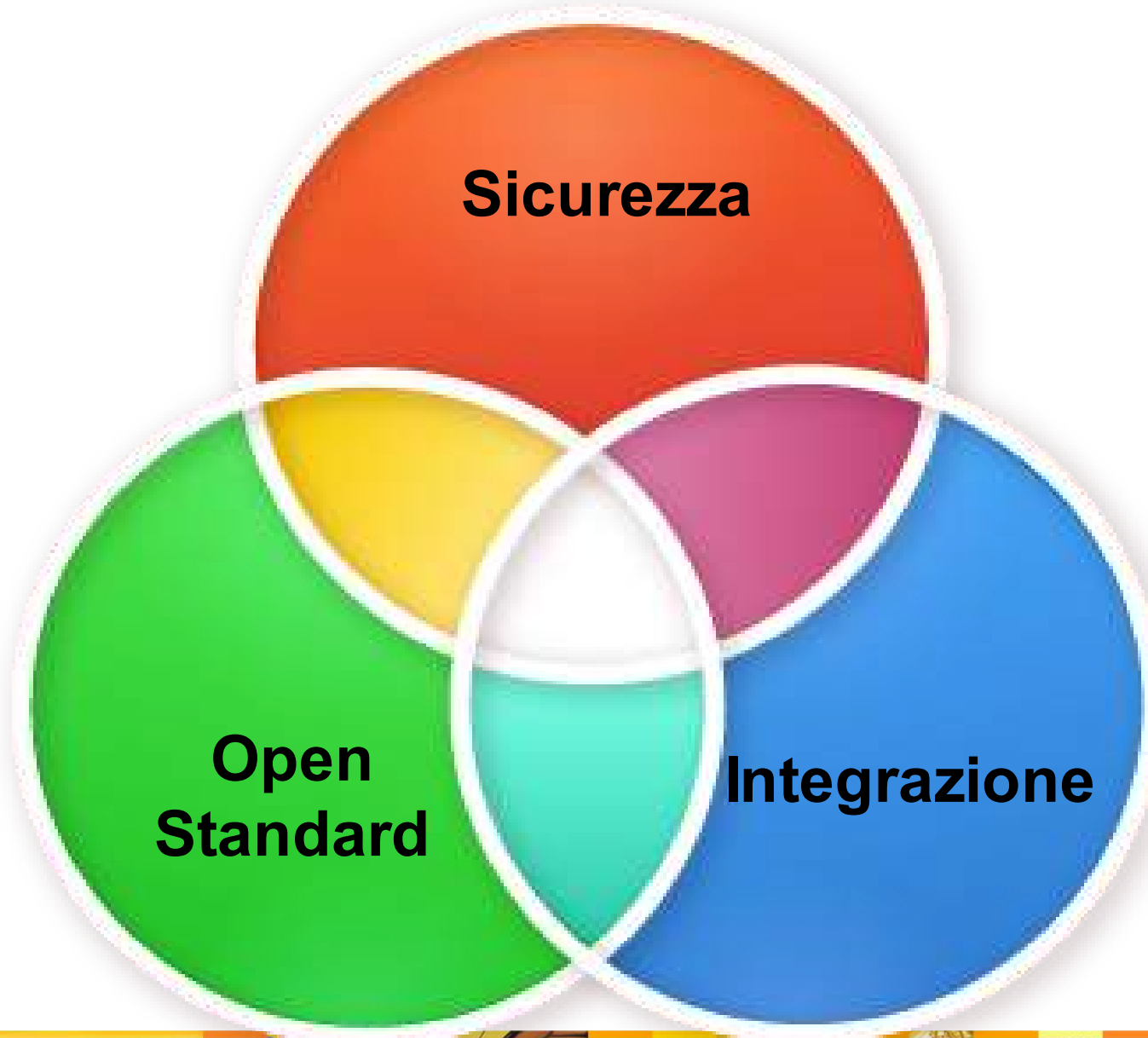
- *Instant Messaging & Chat*
- *Web Conference*
- *Integrazione Audio, Video, Telefonia*

Avanced Messaging

- *Posta elettronica sicura*
- *Calendario pubblico e privato*
- *Anti-Spam & Anti-Virus*



I requisiti fondamentali



Il valore della collaborazione 2.0



Il valore della collaborazione 2.0



Efficienza



Reattività



Produttività



Vantaggio Competitivo



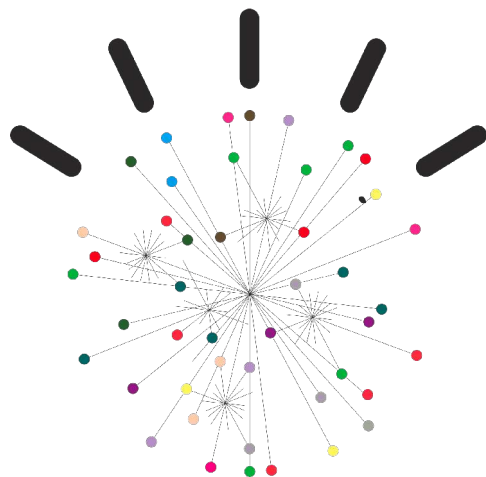


Lotus software



I temi di Lotusphere 2009

Partnership strategiche

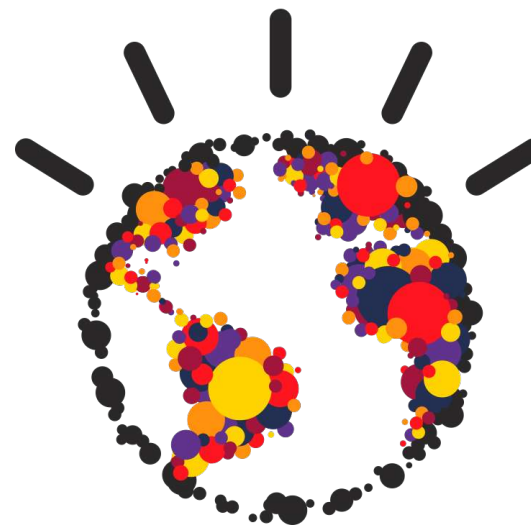


Le esperienze dei clienti



Nuovi modelli di utilizzo

Innovazione tecnologica



Le esperienze dei clienti



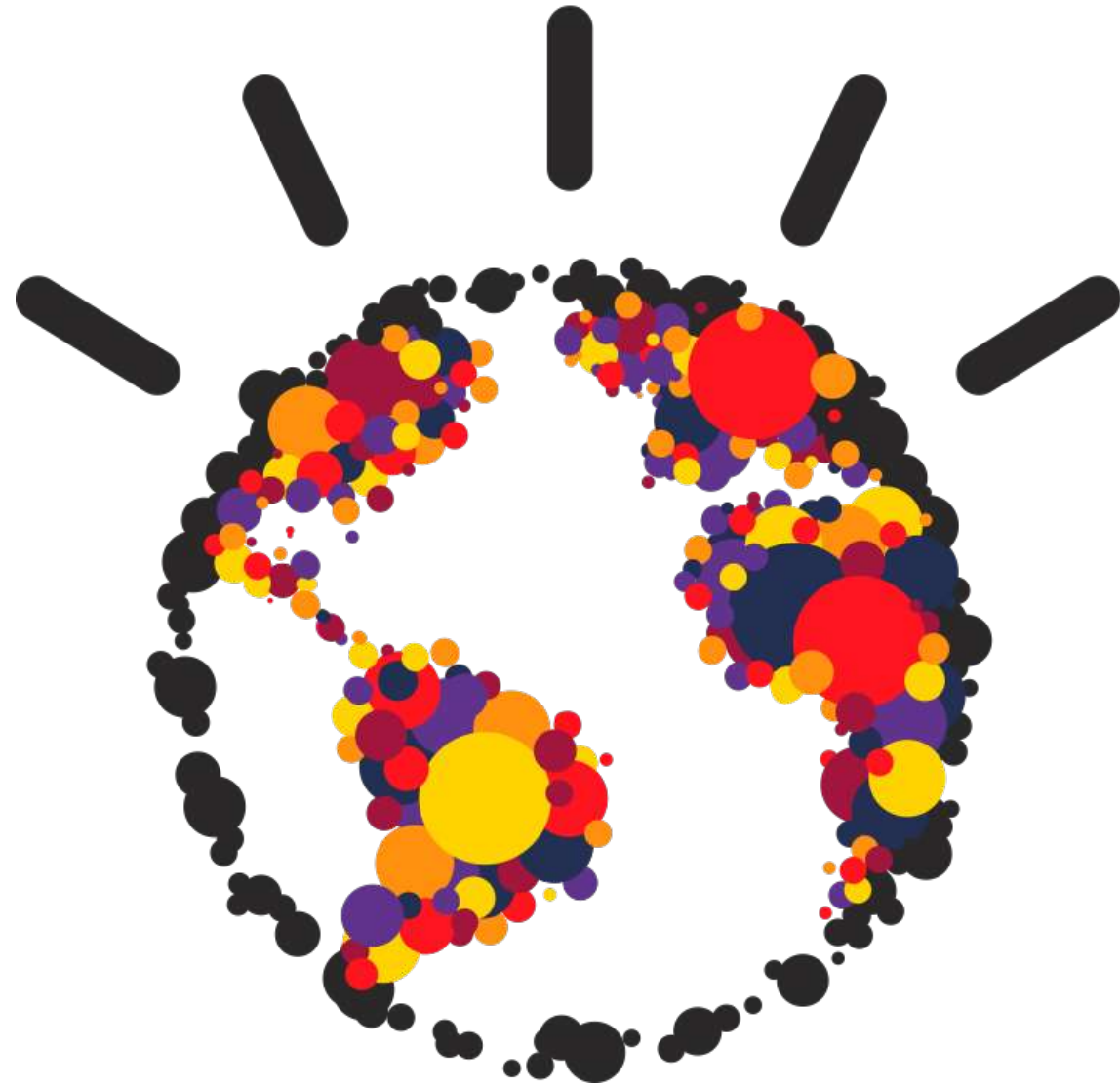
Over the past 15 months ending in the third quarter of 2008, more than **12,000** new organizations bought their first Notes/Domino licenses, and more than half of the Fortune global 100 now use Lotus Notes and Domino.

This includes more than 80% of the largest banks, consumer product, electronics, insurance, pharmaceutical and telecommunications companies as well as more than 50% of America's largest 100 companies.



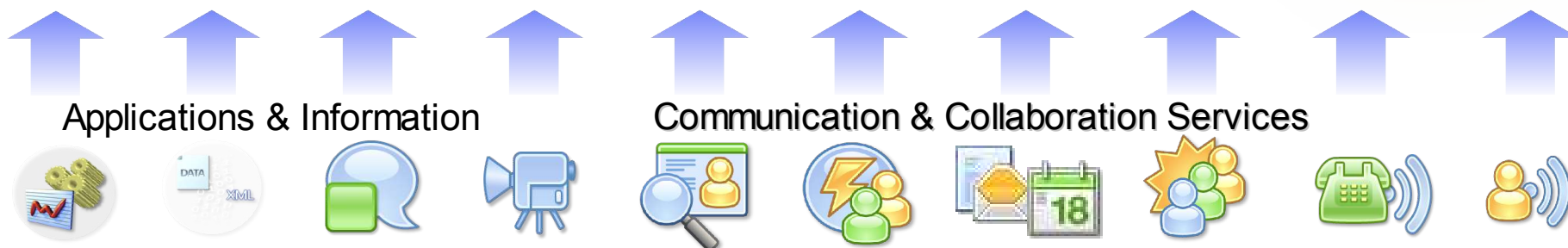
Innovazione tecnologica

Working
Smarter
Together



Innovazione tecnologica

- Estrema componentizzazione delle singole funzionalità
- User Interface consistente ed omogenea
- Massima flessibilità nell'utilizzo:
 - Tool collaborativi come applicazioni
 - Tool collaborativi dentro le applicazioni



Innovazione tecnologica

- Supporto applicativo completo per i device mobili



Office Applications



email & calendar



Real Time Communications



File Sharing



Social Software



Domino Applications
(via xPages)



Mobile Portal





IBM Lotus Notes & Domino





IBM Lotus Notes & iNotes 8.5

Mail - Inbox - IBM Lotus Notes

File Edit View Create Actions Tools Window Help

Open Getting Started Home Frank Adams - Mail Frank Adams - Calendar Trip Request for Dan Misawa

Search All Mail

Frank Adams on Local

Inbox (34)

- Jasmine Haj 01/16/2009 10:00 A
- Dan Misawa 01/05/2009 12:59 F Invitation:Review Sales Plan (Jan 5 13:00
- Dan Misawa 01/05/2009 12:57 F Ideas to reach new market
- Jasmine Haj 01/05/2009 08:52 A File for you
- Heather Reeds 12/15/2008 07:50 F Session Presentation
- Gardner Raynes 12/04/2008 02:36 P New Sales materials are needed!
- Dan Misawa 12/02/2008 07:41 A Travel Plans
- Ted Amado 12/02/2008 07:39 A Re: RSS URLs for Our Catalogs Now Wo
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- SAP Workflow System 02/29/2008 08:34 F Leave Request for Samantha Daryn
- SAP Workflow System 02/27/2008 08:34 F Trip Request for Dan Misawa
- Jasmine Haj 02/26/2008 09:30 F

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

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

40	60	80	90	70	50	60	80	90	100
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Here is the presentation and brochure from Dan Misawa (DanMisawa@renovations.com).

FRProjectPlan.odp Brochure.odp

Gardner Raynes
Sales Manager
Phone: 585-732-1194

One Work Week - Windows Internet Explorer

http://palms.notesdev.ibm.com/demo/jcdemmon.nsf/#Notes/Calendar/?OpenDocument&KIC&UNH=rhh7kc8uJbt0tff4fgs77okbl8f85&ui=notes_lite

IBM Lotus iNotes

Calendar-One...x

Paul Clemmons
palms.notesdev.ibm.com

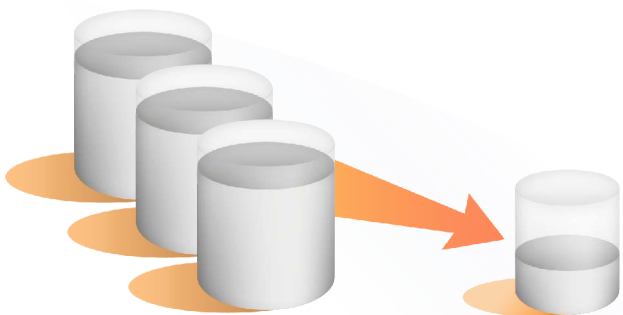
Today Oct 28, 2008

27 Monday	28 Tuesday	29 Wednesday	30 Thursday	31 Friday
	Jim's Birthday		Project Reviews	John's 30th Birthday
07:00				
08:00		Pickup Dad at Airport		Breakfast with John
09:00	Dentist Appointment Paul Clemmons		Personal Review Paul Clemmons	
10:00		Intern Interview Paul Clemmons		
11:00				
12:00 PM		Lunch With Team Samantha Daryn		
01:00	Beta Partner Call Paul Clemmons		Performance Review Paul Clemmons	
02:00	Discuss New Guidelines Paul Clemmons	Print Ad Proofs Due Paul Clemmons		Product Review with Bob Samantha Daryn
03:00				
04:00	Invitation: iNotes Conference Room 3 Paul Clemmons	Invitation: iNotes Demo Conference Room 3 978-399-3333	Invitation: iNotes Demo Conference Room 3 978-399-3333	Invitation: iNotes Demo Conference Room 3 978-399-3333
05:00				Golf With Fred
06:00		New Hire Orientation		

Day 302 - 64 days left in the year



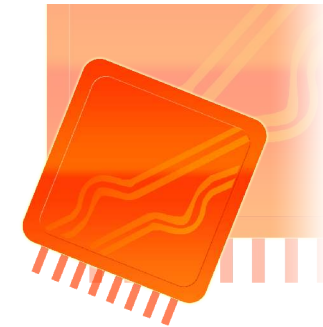
IBM Lotus Domino 8.5



30% Più efficace consolidamento dei server:
riduzione del TCO

40%

Maggiore efficienza e prestazioni a livello CPU:
riduzione del TCO



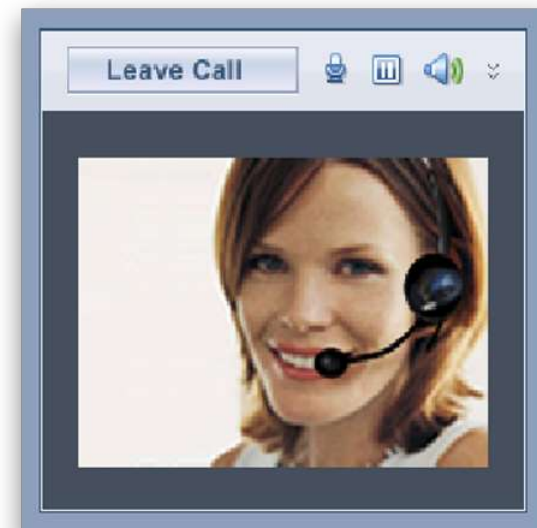
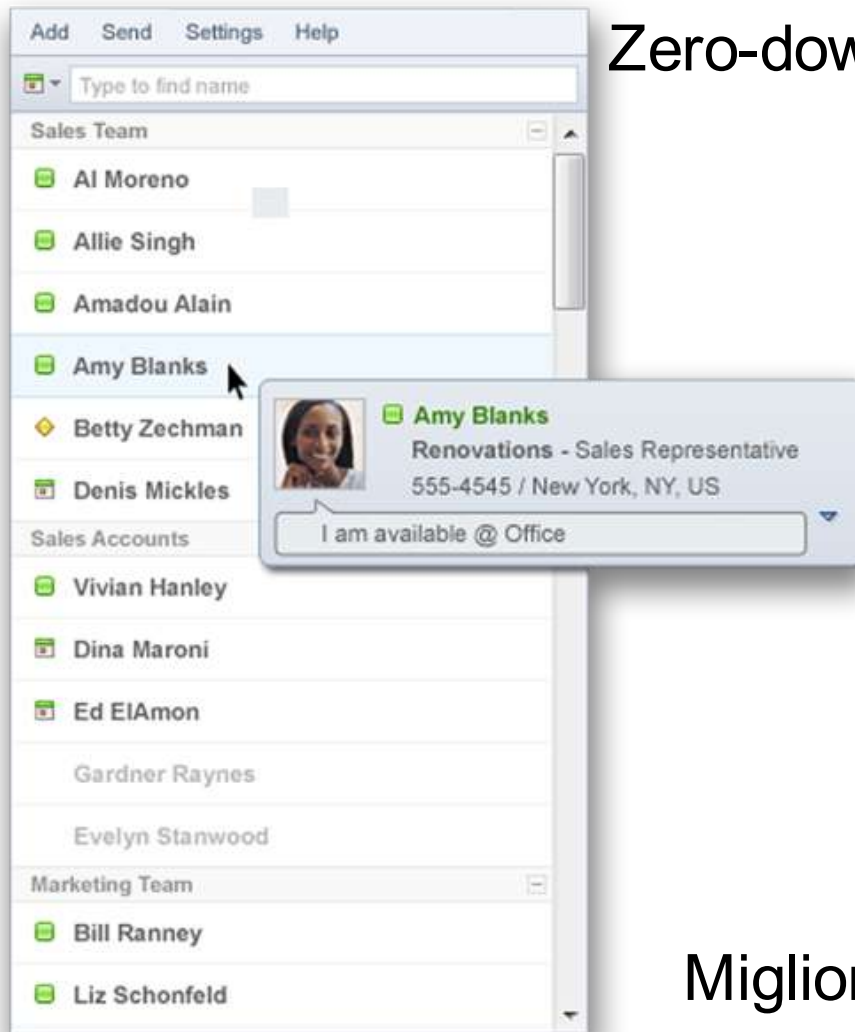
40-60%

Ottimizzazione dello spazio su disco:
riduzione del TCO



IBM Lotus Sametime 8.5 (BETA)

Zero-download Web 2.0 IM Client



Migliore supporto video e interoperabilità



Leave Call



Stop sharing

You are sharing

3 of 6



Tools



Participants - 6

Library

Organizational_Chart.odp

Share Download

Weeklymeetingnotes.odp

Legaldiscloser.odp

http://www.renovations.com



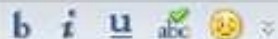
Discussion and Minutes

Gail Chao 10:02 a

Hey, welcome back Sam! Hope you had a great vacation!

Sam Cuman 10:04 a

Hi Gail, thank you!



Search



Raise Hand

Record



Internal PR Plan

Samantha Daryn, Team Lead
Communications Task Force

renovations

Load/Save



IBM Lotus Sametime UT (BETA)

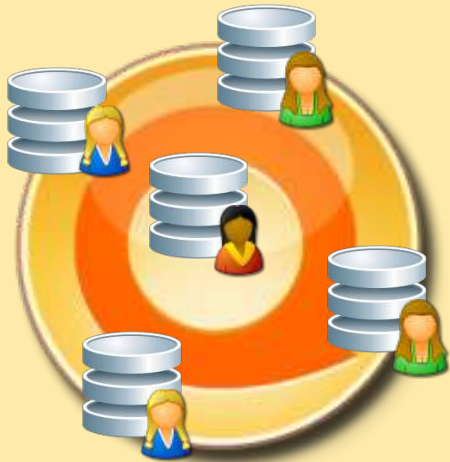




IBM Lotus Quickr 8.2

Personal File Sharing Blogs Places Libraries Wikis Forums Portal WCM ECM

Personal



Team



Business Process



Corporate Repository

One Author Ad-hoc Fluid Shared Many authors Semi-Formal Formal Structured Many readers Protected



IBM Lotus Connections 2.5 (BETA)

Lotus Connections Home Profiles Communities Blogs Dogear Activities Wikis Files Jasmine Haj Help Log Out

Updates Page Widgets Page Search Search All

Top Updates Notifications Status Updates Tags Important More

Sort by: Newest Oldest

Frank Adams created a new wiki page titled **Employee benefits** in the wiki **Renovations policies and procedures** Tomorrow [More](#)

Heather Reeds is busy preparing for the conference Tomorrow

Frank Adams created a new forum topic **What ways do you cut home heating costs?** in the Community **Thermal Energy** [More](#)

Frank Adams created the activity **Social gathering planning activity** Tomorrow [Hide](#)

Let's use this activity to plan the next Renovations social club outing

Associated tags: events , renovations , social

[Mark as important](#) | [Remove this person from my Top Update list](#)

Dan Misawa is thinking this new status update feature is pretty cool! Tomorrow

Frank Adams created the entry **What is Thermal Energy?** in the blog **Thermal Energy Community** 9 Dec 2008 [More](#)

Frank Adams added you to the activity **Renovations Environmental Impact Assessment** 5 Dec 2008 [More](#)

Heather Reeds updated their profile photo. 5 Dec 2008 [More](#)

Dan Misawa and Samantha Daryn are now colleagues. 25 Nov 2008 [More](#)

Vijay Nehry added the bookmark **Google Maps Mania** 29 Sep 2008 [More](#)

Minh Li tagged your profile with **uc-berkeley** 5 Jul 2008 [More](#)

Minh Li commented on the blog entry **Fifty ways to leave your bookmark: An experiment in social authoring** 15 May 2008 [More](#)

[Show more stories...](#)

Customize Add Widgets

My Status

Jasmine Haj is just getting back from vacation!
2:48pm yesterday

Todos Calendar

January 2009						
S	M	T	W	T	F	S
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
1	2	3	4	5	6	7
2008			2009		2010	



FILE SHARING

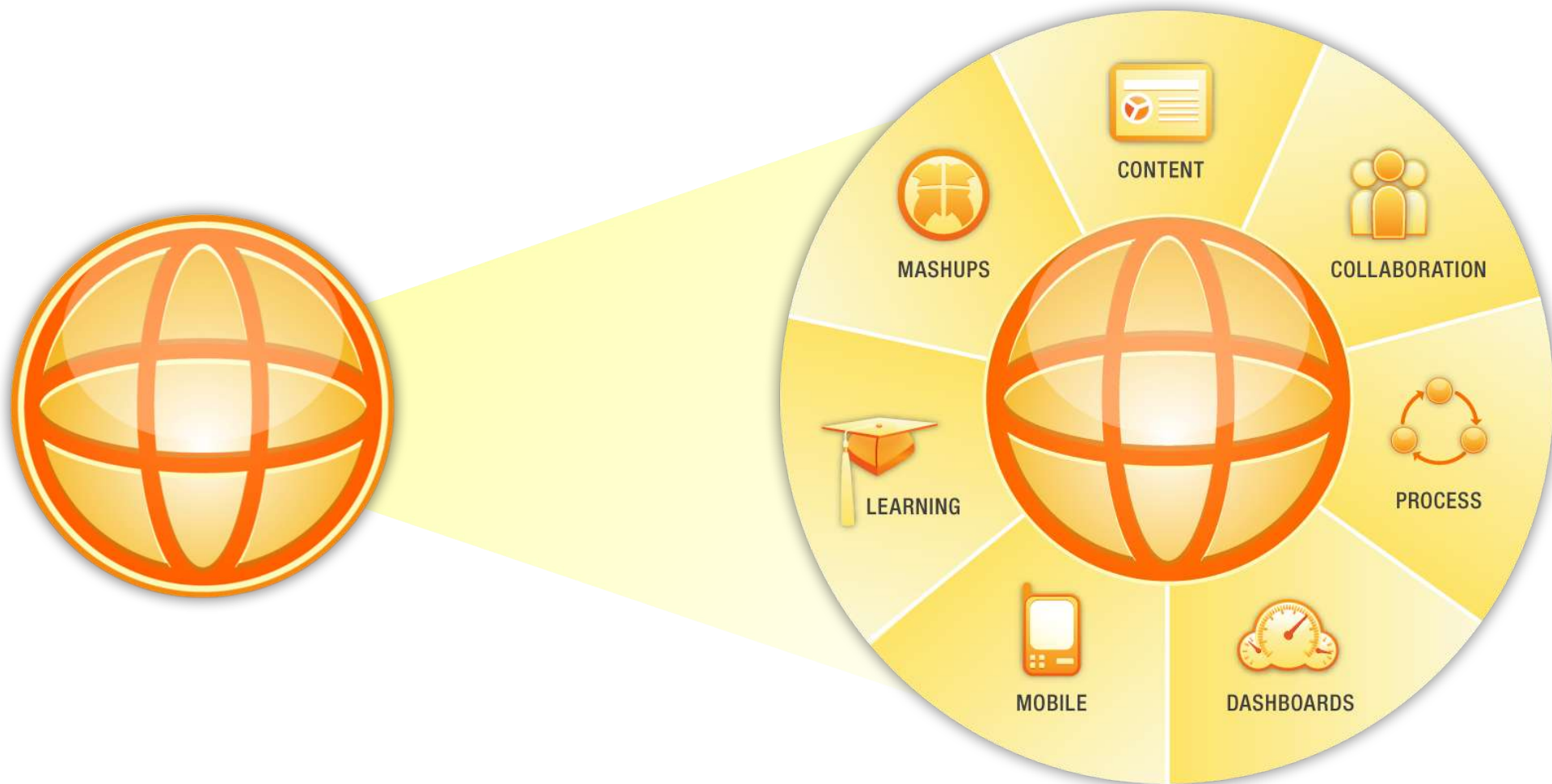


WIKIS

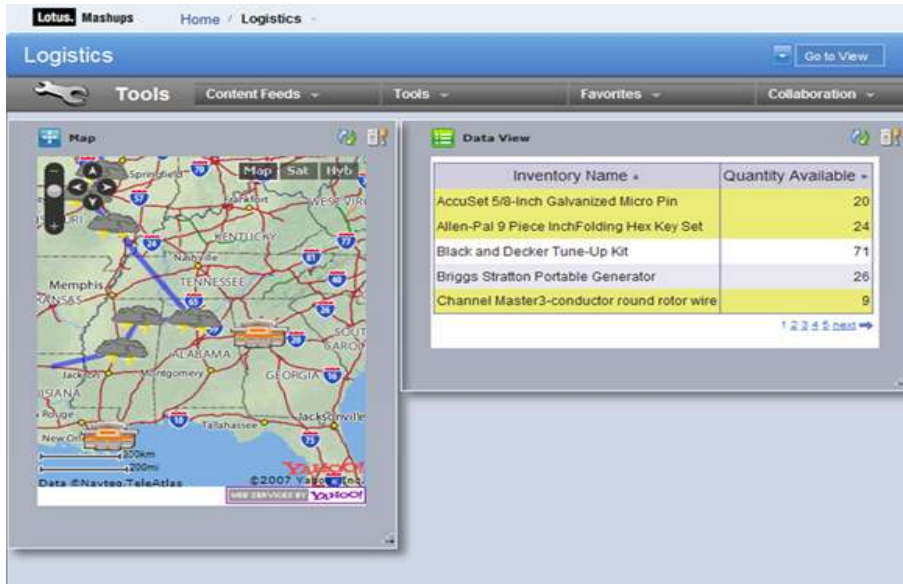




IBM WebSphere Portal 6.1



Il ruolo dei mashup



- Prototipi applicativi
- Veloce integrazione di info e dati
- Sviluppo rapido senza scrivere codice

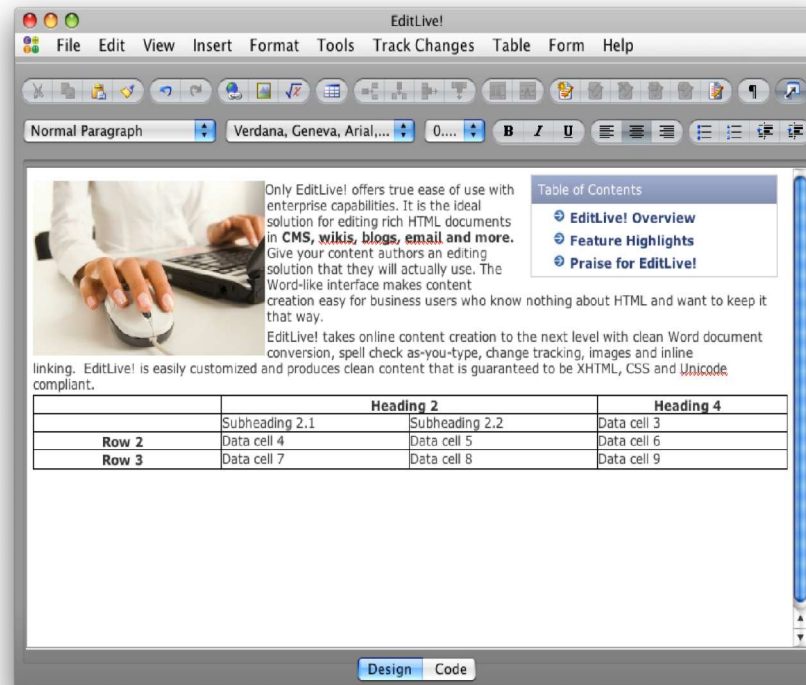
- Gestione dei fornitori
- Inventario e gestione degli asset
- Gestione Emergenze
 - Analisi magazzino
 - Competitive intelligence
- Gestione dei rischi





IBM WebSphere Portal 6.1

Web Authoring via Ephox
 EditLive! Professional
 (licenza inclusa nel Portal Content Accelerator)



Partnership con i principali
 Web Analytics provider



Nuovi modelli di utilizzo



 **IBM Lotus Symphony**
 in download gratuito su symphony.lotus.com

Nuovi modelli di utilizzo



IBM Lotus Protector

IBM Lotus Foundations



Nuovi modelli di utilizzo



www.lotuslive.com

IBM LotusLive

Web Conferencing



LotusLive Meetings

Available Today



LotusLive Events

Available Today

Collaboration



LotusLive Engage

Available Q1 '09



LotusLive Connections

Available Q2 '09

eMail



LotusLive Notes

Available Today



LotusLive iNotes

Available Q2 '09

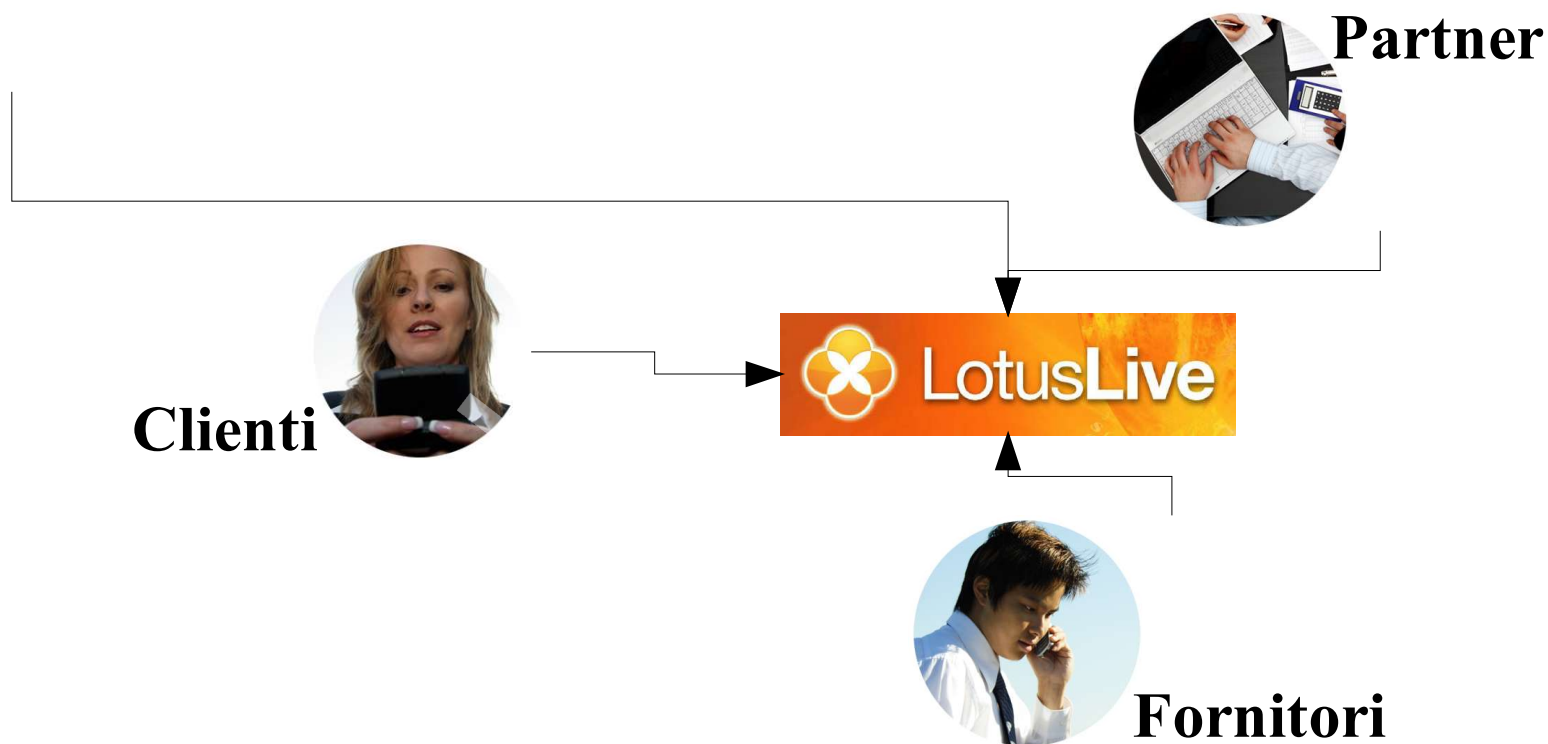


www.lotuslive.com



Il modello click to cloud

Rete Aziendale Privata



Le partnership strategiche



Alloy

by IBM[®] and SAP[®]

Mail - Inbox - IBM Lotus Notes

File Edit View Create Actions Tools Window Help

Open Getting Started Home Frank Adams - Mail Frank Adams - Calendar Trip Request for Dan Misawa

Search All Mail

Frank Adams on Local

- Inbox (34)
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Chat History
- Views
- Folders
- Archive
- Tools
- Other Mail

New Reply Reply to All Forward More Show

Sort by Date

★ Jasmine Haj	01/16/2009 10:00 A
★ Dan Misawa	01/05/2009 12:59 F
Invitation: Review Sales Plan (Jan 5 13:00)	
★ Dan Misawa	01/05/2009 12:57 F
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★ Jasmine Haj	02/26/2008 09:30 F

Alloy

- Workflow
 - Approver: Frank Adams
 - Requester: Dan Misawa
- Travel Budget
 -
 - Spend Budget (in 000s)
 - Remaining Budget
- Related Reports
 - [My team's travel spend - vtd](#)
 - [Budget overview - vtd](#)
- Good to Know
 - [Travel policy](#)
 - [Flight policy](#)
 - [Trip FAQ](#)
- A software product
 -
- Sametime Contacts
- Places
- My Widgets
- LotusLive Store and Share
- LotusLive Meetings
- Sametime Primary Contacts
- Day-At-A-Glance
- Activities

Approve Reject

Trip Request

From: Dan Misawa

Status: requested

Deliver Date: 02/27/2008

Business Purpose: Contract closure with Acme Corp.

Please approve my trip to L.A. I'll meet with Acme Corp. to finalize the contract and upon successful contract closure, we'll celebrate with them by attending the Lakers game with court side tickets.

Where:	Destination	Los Angeles, CA
	Depart	Atlanta, GA
When:	Departure:	22. June 2008
	Return:	25. June 2008

Estimated Costs:	Transportation:	1120,00 €
	Hotel:	750,00 €
	Meal:	400,00 €
	Other:	600,00 €
	Total:	2870,00 €

Cost center: 121354

Approver's Comments:

L'offerta IBM Lotus Software

Interaction and client services (online or offline)

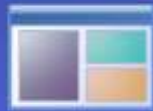
Rich clients



Browser



Portal



Mobile



Content feeds



Task-specific applications



Messaging and Collaboration



Unified Comms and Collaboration



Social Software



Portals and Mashups



Business process



Information



On-Premise

SaaS

Hosted

Appliance



