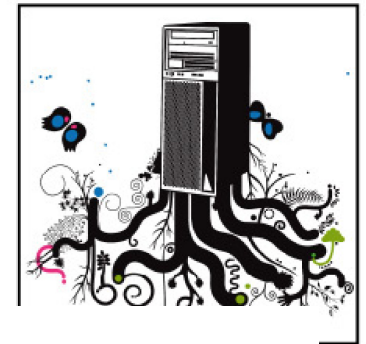
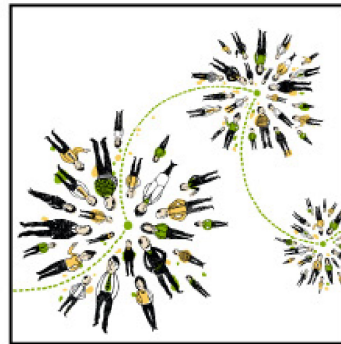
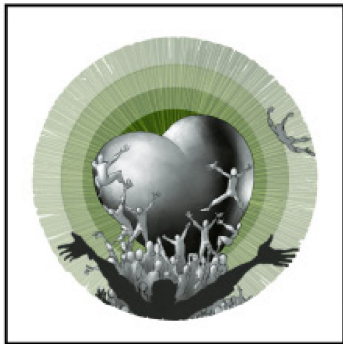


**IBM SOFTWARELAND 2009.
SOLUZIONI INTELLIGENTI
PER PROSPETTIVE
CHE CAMBIANO.**



Alessandro Chinnici

Come ridurre i costi operativi con
la soluzione IBM Open Client



Le tendenze in atto a livello *client*

Virus & Malware



Sub Netbook



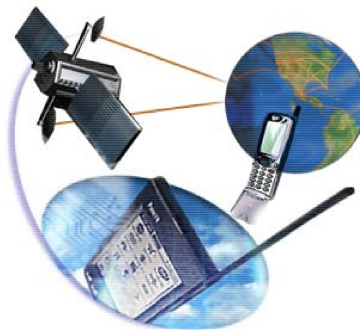
Mobile Devices



Cloud Computing



Collaborative Tools



Total Cost of Ownership



Analisi del TCO

	Office 2007 Standard	Office 2007 Professional Plus	Office 2007 Enterprise
Estimated Retail Price	€457	€570	€778
Word	Y	Y	Y
Excel	Y	Y	Y
PowerPoint	Y	Y	Y
Outlook	Y	Y	Y
Publisher		Y	Y
Access		Y	Y
InfoPath		Y	Y
Groove			Y
OneNote			Y
Communicator		Y	Y
ECM + Forms + DRM		Y	Y

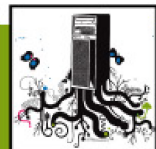
Fonte: <http://office.microsoft.com/it-it/products/FX101754511040.aspx>



Analisi del TCO



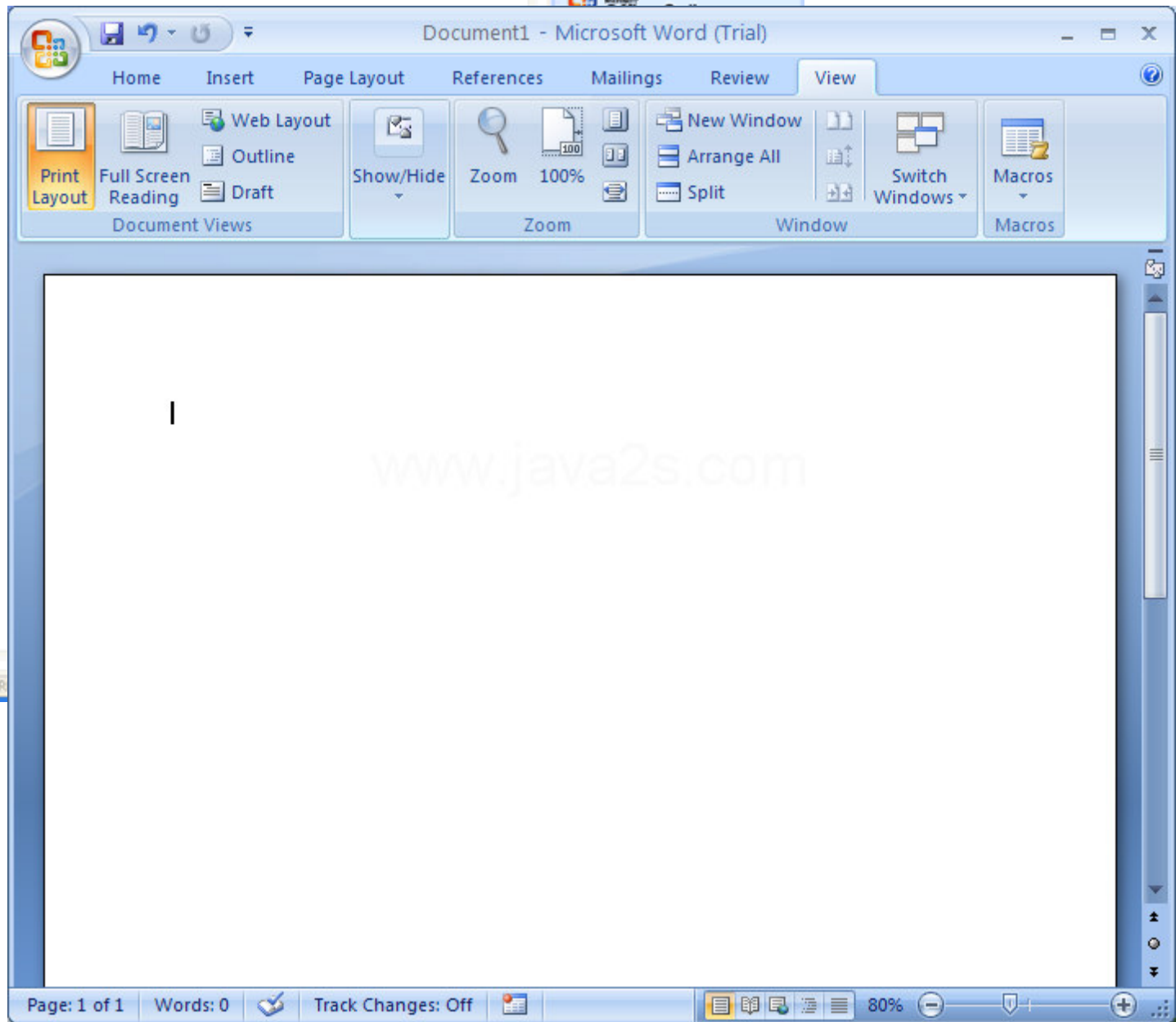
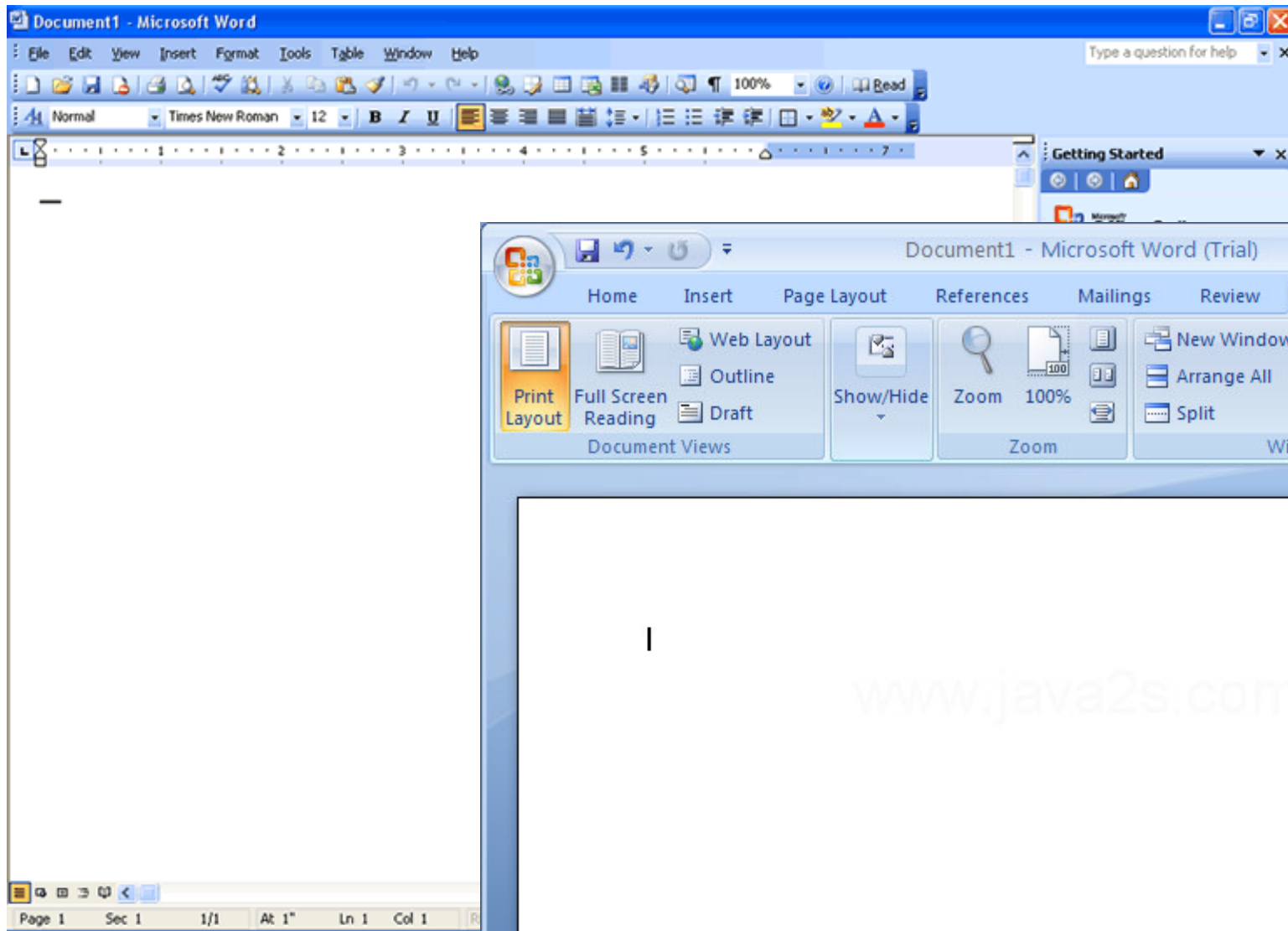
Fonte: Triactive.com & THINK Strategies
"How IT, MSPs and LARs Can Find Savings of 50% in their MS Office Deployments"
<http://www.systemsmanagementondemand.com/static/100>



Windows Vista adoption continues to be slow, with more than 30% of organizations planning to skip the release and wait for Windows 7, and more than another 15% that still have no plans one way or the other.

Fewer than **6%** of organizations started deploying Vista by year-end 2008, and only about one-third say they will begin deploying Vista in 2009.

Office 2007 deployment appears to be far less than indicated in the 2007 survey with **15.1%** of users already running Office 2007.

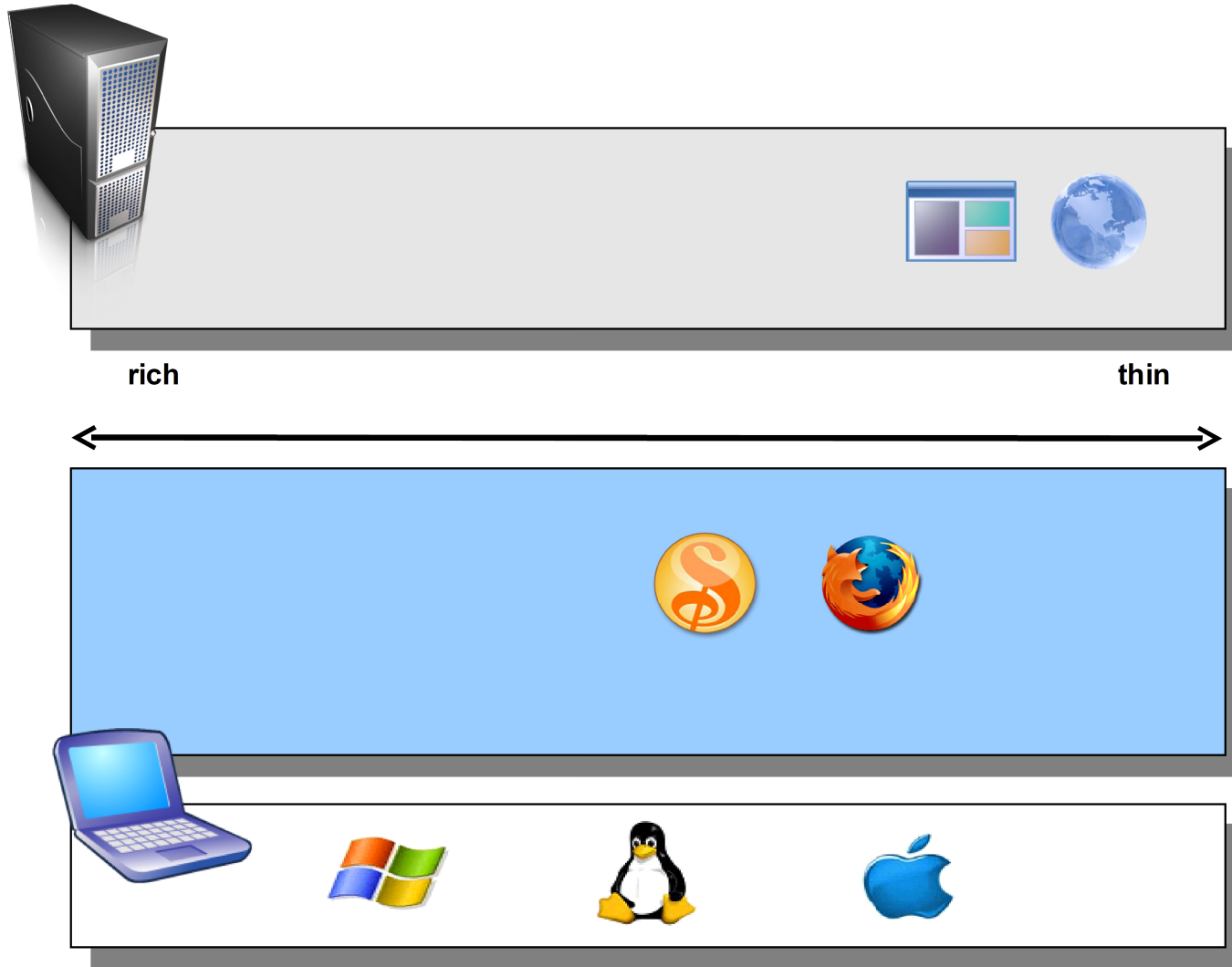


La visione IBM per un Open Client

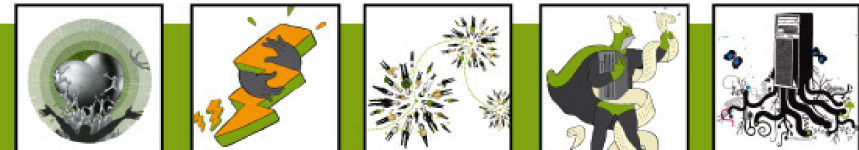
- Un set modulare di funzionalità basate su:
 - Open Standard e componenti Open Source per garantire massima apertura e compatibilità
 - Middleware client indipendente dal sistema operativo per offrire completa flessibilità
 - Strumenti applicativi che partono dalle esigenze di produttività personale, incorporano innovative tecnologie web 2.0 e si integrano con il mondo del cloud computing

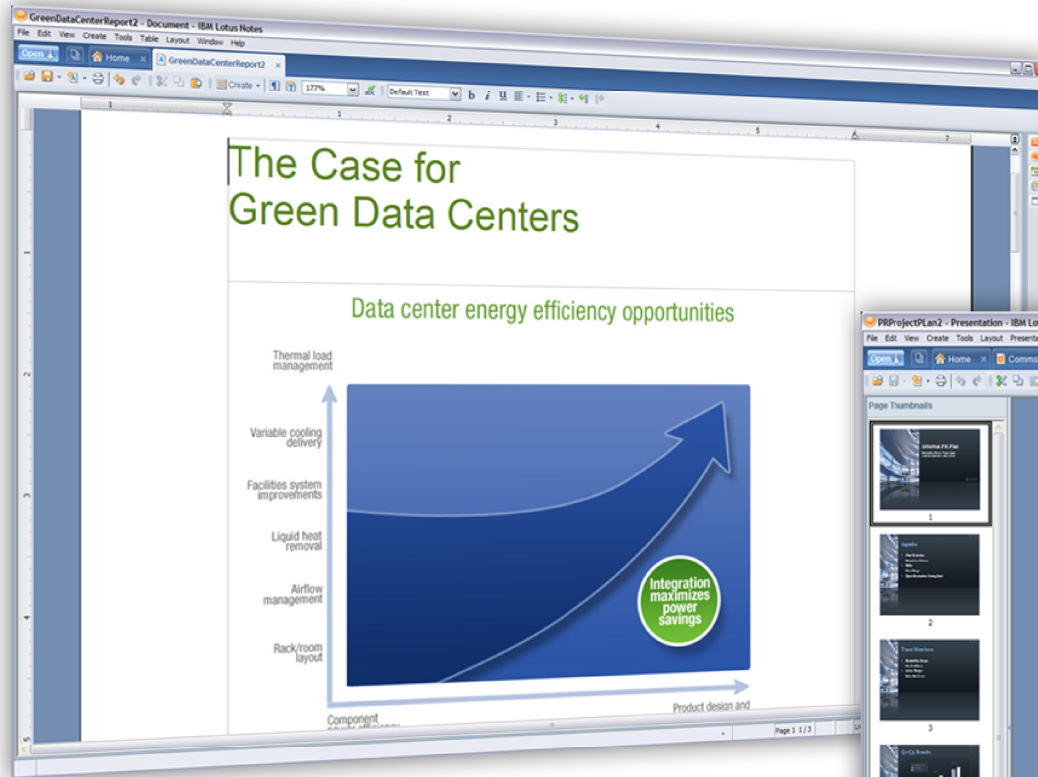


La soluzione IBM Open Client



IBM Open Client offre una reale alternativa a livello desktop, garantendo apertura, aderenza agli standard, flessibilità e massima libertà di scelta delle piattaforme applicative



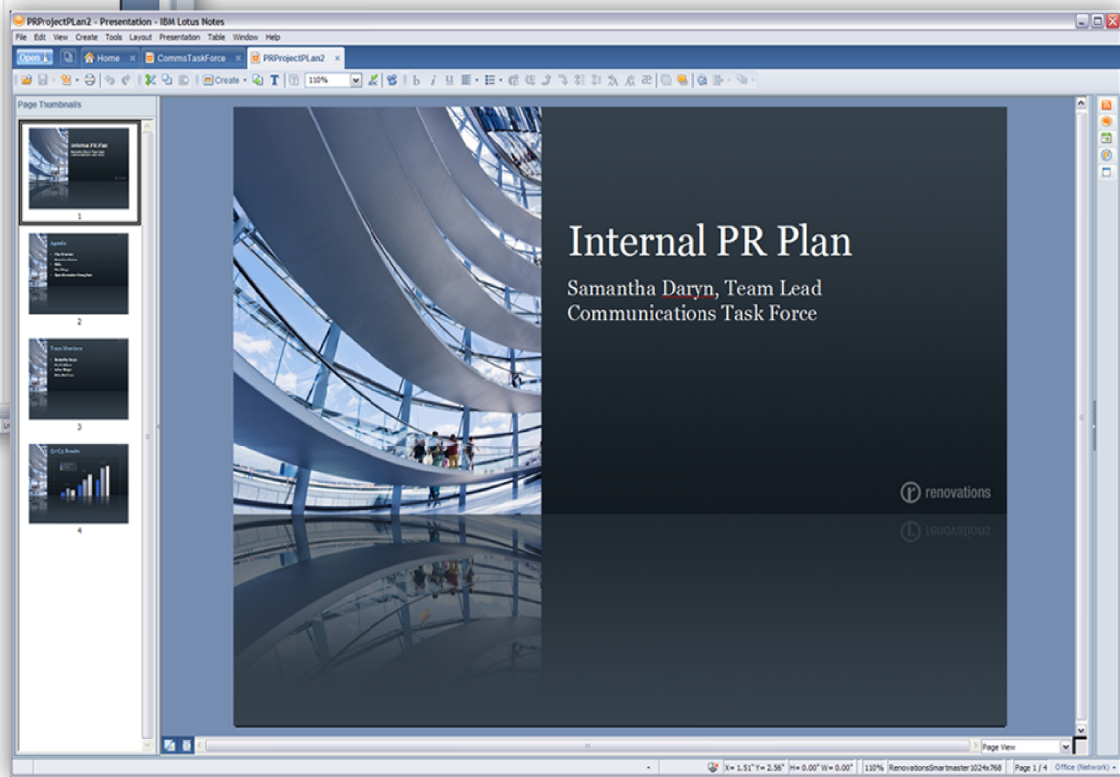


redhat

Novell.



ubuntu



IBM Lotus Symphony

in download gratuito su symphony.lotus.com



CREATED WITH LOTUS SYMPHONY



Come adottare Lotus Symphony



Casual – Task Users

- Common uses of documents, spreadsheets & presentations
- Mostly viewing and light editing
- Filling out templates (status reports, etc.)
- Use out of box with little to no customization
- Example: Customer service, and other supporting functions

Medium – Power Users

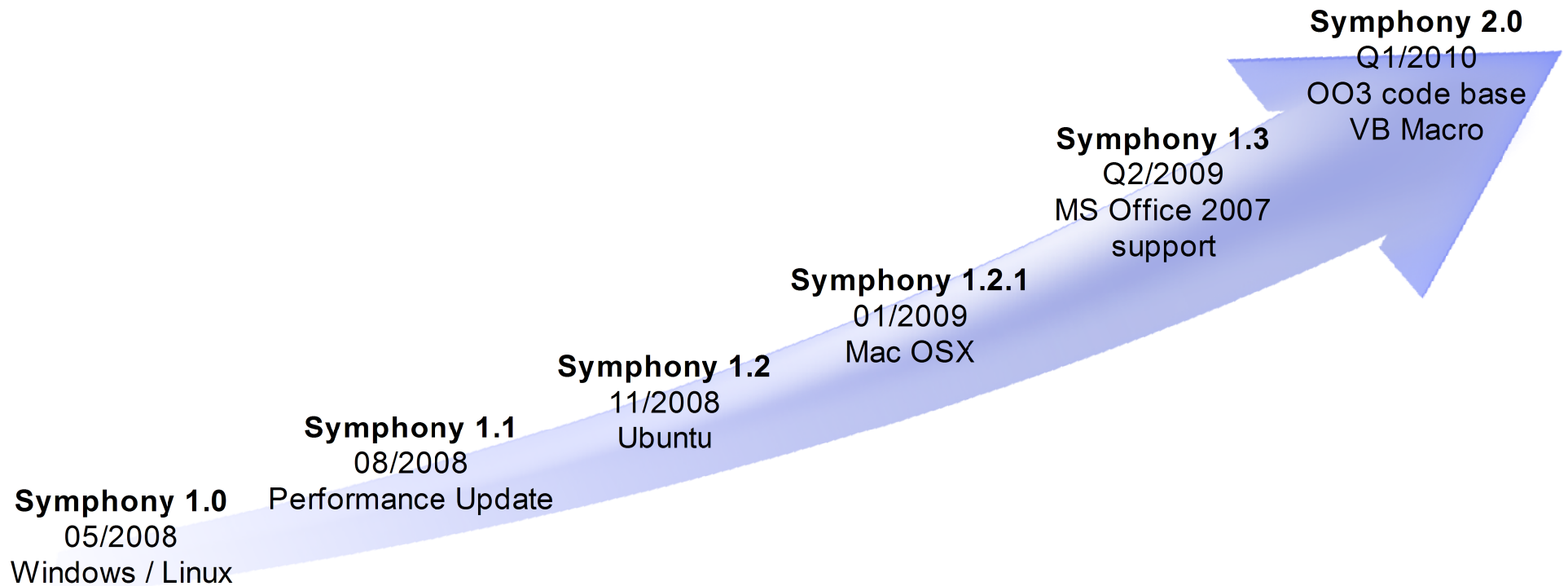
- More robust needs for documents, spreadsheets & presentations
- Stronger interoperability requirements as need to collaborate with Office users
- Example: Sales, marketing

Power Macro Users

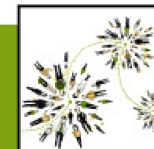
- Heavy Microsoft Excel users
- Third-party application integration such as Essbase
- Heavy reliance on macros
- Example: Finance department



La roadmap di sviluppo



IBM Lotus Symphony - disponibile in 27 versioni localizzate - ha superato i 3.5M di download



Lotus Symphony QuickStart



- Workshop di 5 giorni che prevede:
 - Un questionario per classificare le diverse tipologie di utenti da coinvolgere nella migrazione
 - Requisiti e piano di implementazione
 - Progetto pilota limitato nel numero degli utenti ma completo di document analysis e di education
 - Review dei risultati e valutazione azioni future



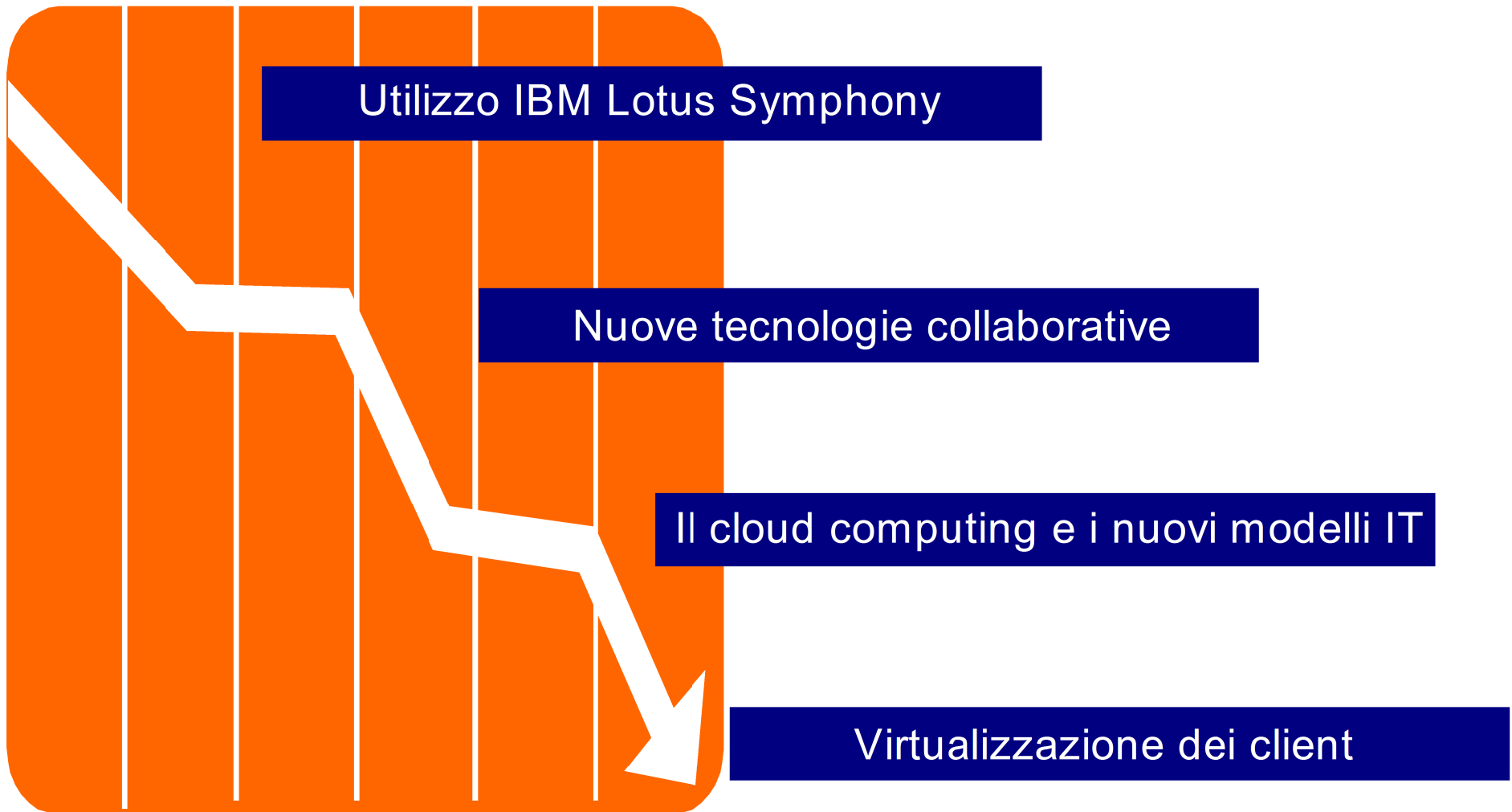
I vantaggi IBM Lotus Symphony



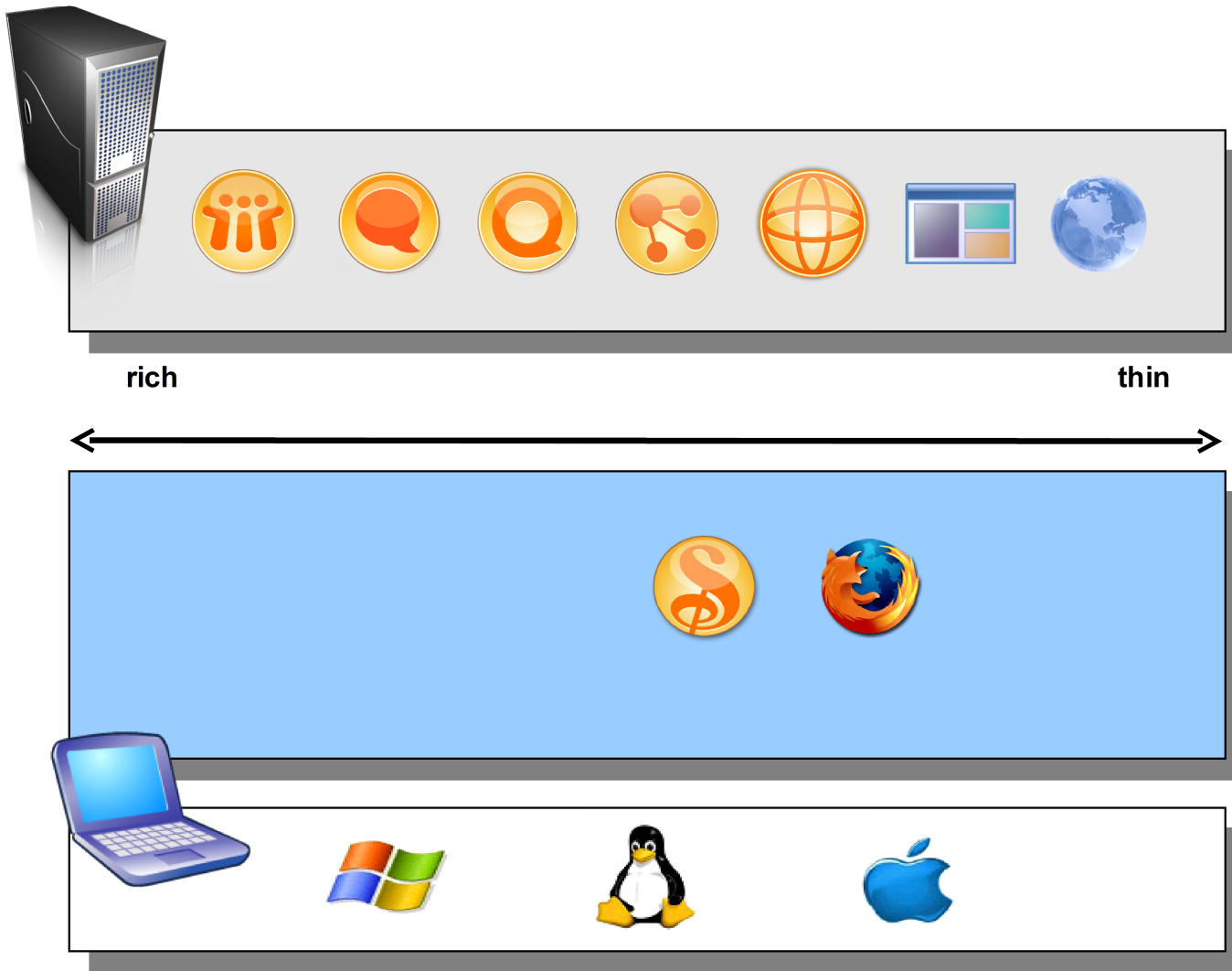
	Ipotesi 1 250 Utenti	Ipotesi 2 2.500 Utenti	Ipotesi 3 12.000 Utenti	Ipotesi 4 15.000 Utenti
Professional Platform Renewal	\$133.920	\$1.246.500	\$5.482.080	\$6.345.000
Component Renewal (without Office)				
Core CAL	\$28.620	\$266.400	\$1.175.040	\$1.360.800
Windows Vista	\$31.680	\$294.300	\$1.291.680	\$1.495.800
IBM Symphony	\$0	\$0	\$0	\$0
Total	\$60.300	\$560.700	\$2.466.720	\$2.856.600
SAVINGS				
100% di licenze Office eliminate	\$73.620	\$685.800	\$3.015.360	\$3.488.400
75% di licenze Office eliminate	\$55.215	\$514.350	\$2.261.520	\$2.616.300
50% di licenze Office eliminate	\$36.810	\$342.900	\$1.507.680	\$1.744.200
25% di licenze Office eliminate	\$18.405	\$171.450	\$753.840	\$872.100



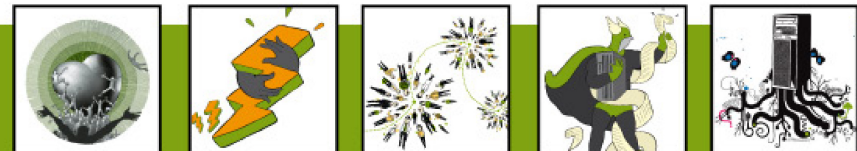
Come ridurre ulteriormente il TCO



La soluzione IBM Open Client



IBM Open Client offre una reale alternativa a livello desktop, garantendo apertura, aderenza agli standard, flessibilità e massima libertà di scelta delle piattaforme applicative



Activities

My Activities

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

Tuesday, January 27, 2009


0 new responses to your posts

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Profiles

My Profile



Alessandro Chinnici | [profile](#) | [edit](#)
 IBM Lotus Software Evangelist
 ROMA Italy
 Tel(Office): 39-06-5966-3450
 E-mail: alessandro_chinnici@it.ibm.com

Search By: Name

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My public files


 **ROMA DuePuntoZero - Lotus.ppt** 
 19 Sep 2008 | Alessandro Chinnici


 **2008_09_18 SoftwareLand - Lotus Software.ppt** 
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1-2 of 2 Previous | Next

Dogear

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Communities By Atlas

Public Communities

 **Lotus SouthWest Ubuntu Community**
 Alain Rabenandrasana | 10 Nov 2008
[Feeds](#) | [Bookmarks](#)
 Member(s): Domenico Testa, Ettore Murolo, Nicola Busetti

 **Lotus Quickr Community**
 Call Clarke | Today 11:46 AM
[Feeds](#) | [Bookmarks](#)
 Member(s): Pascal De Mulder

DRAG THE WIDGETS TO ADD THEM TO THE PAGE.

-  Dogear By Atlas
-  Blogs By Atlas
-  Profiles By Atlas
-  Cattail
-  Communities
-  Beehive recommender
-  Twitter
-  Do You Know?
-  Spectacular!



LotusLive Meetings

Share Ideas. Make Decisions. Get Stuff Done.

Your Meeting ID: **101-222** [Reset ID](#)

Your Meeting URL: <https://apps.lotuslive.com/meetings/join?id=101-222> [Send an Invite](#)

Host a Meeting

To start your meeting, select the button below.

[Start my Meeting](#)



Join a Meeting

Meeting ID:

[Join a Meeting](#)

Are you the host?

[Install the Host Options Kit](#) to share applications during the meeting.

Is your browser ready?

[Check your browser](#) before you go to a meeting.

Want to host a sales or project Meeting?

Check out our Meetings [tips page](#).

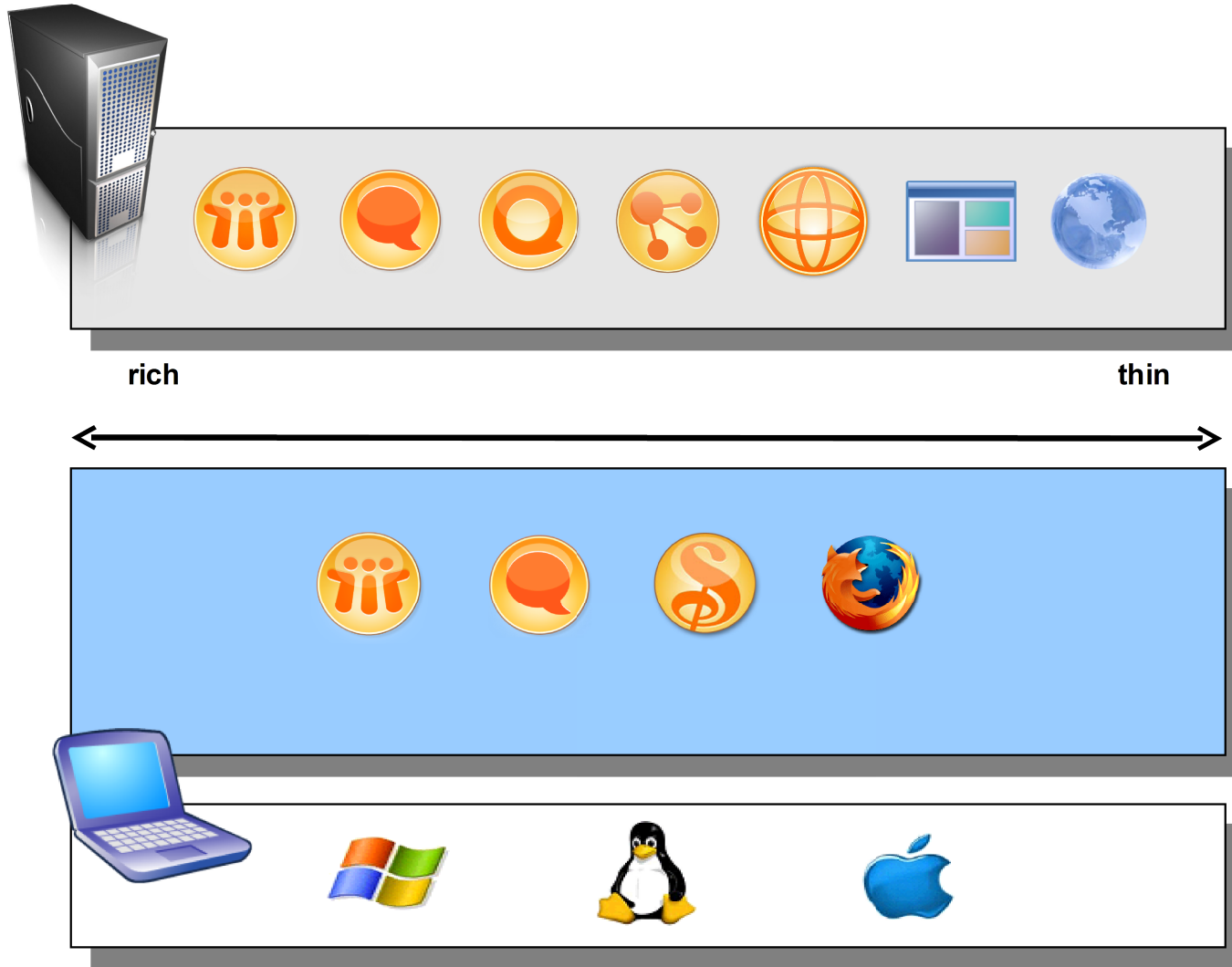
Get Help

You can contact customer support by e-mail at support@lotuslive.com

3 ways for others to join your meeting.

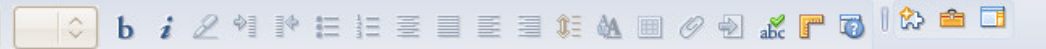
1. Give others your Meeting ID. They will type this ID on the Join Meeting page to join your meeting.
2. Copy and paste your Meeting URL into an email or chat window so others can join your meeting.
3. Start your meeting and use the 'Send invitations' action provided within the meeting to have LotusLive send out email invitations for you.

La soluzione IBM Open Client



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Click here for Home Page options



Lotus Notes 8.5

Home



	Mail	New
	Calendar	New
	Contacts	New
	To Do	New

	Documents	New
	Presentations	New
	Spreadsheets	New
	Notebook	New

Shortcuts: Press Control + Shift + L to get a list of all shortcuts

Sametime Contacts

IBM Torino

Type to find name

- Greenhouse (1/11)
- IBM (99/174)
 - COMMS people (17/26)
 - GBS (2/5)
 - GTS (4/5)
 - Industry Sectors (15/25)
 - Lotus Software Italy (21/45)
 - Aldo Berardi
 - Alessandro Chinnici
 - Andrea Bazzani
 - Domenico Testa
 - Ettore Murolo
 - Eugenio Barozzi
 - Giancarlo Giannini
 - Giandomenico Orlando
 - Gianluca Volpe
 - Giorgio Pagliarini
 - Giuseppe Rocca
 - Irene Quetti
 - Marcello Arena
 - Maurizio Ostuni
 - Maximiliano Ardigo'
 - Nicola Busetti
 - Paolo Della Rocca
 - Paolo Manzi

Feeds

Day-At-A-Glance

Activities

My Widgets

Il consolidamento dei client

Client Consolidation

sono soluzioni che permettono ulteriori riduzioni dei costi legati alle tecnologie utilizzate dagli utenti finali del sistema IT

- Migrazione ad un client Linux



- Soluzioni per la virtualizzazione
Virtual Infrastructure Access (VIA)

- PC Blade (Fisical)
- Workplace Client (Shared)
- Virtualized Client (Virtualized)
- Full Streaming Client (Streamed)





Partners

Ubuntu Server on
Amazon EC2
Beta users wanted »

- ▶ Partner Programme
- ▶ Programme Tracks
- ▶ Case Studies
- ▶ Software Programme
- ▶ Hardware Programme
- ▶ Find a Partner
- ▶ Partner Programme FAQ

You are here: [Home](#) » [IBM Open Client Collaboration Solution \(OCCS\)](#)

IBM Open Collaboration Client Solution (OCCS) for Ubuntu®

A user friendly, cost-effective way to deliver enterprise applications in a rich client environment



Learn: [How to download a DVD](#)

What is IBM OCCS?

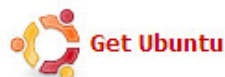
The IBM Open Collaboration Client Solution (OCCS) is a security-rich and cost-effective Microsoft® desktop alternative that provides flexibility, choice and an exciting opportunity to drive innovation on your desktop and server while helping you achieve a lower total cost of ownership. It gets you started toward desktops and servers of the future, today.

OCCS Components

IBM provides a complete, open collaboration client solution for Ubuntu, offering you a risk-free alternative to costly Windows and Office-based systems. Component products such as Lotus Notes, Lotus Sametime and Lotus Symphony give you an integrated, yet flexible desktop client that can be adapted to any business environment.

FEATURES & BENEFITS

- IBM Lotus Software collaboration products and capabilities
 - Mail, calendaring and collaborative applications using Lotus Notes/Domino, Domino Web Access and iNotes
 - Productivity tools for document, presentations and spreadsheets
 - File sharing, document/content management, instant messaging, presence awareness, web conferencing, VoIP, IP telephony integration, application integration, mashups, blogs, wikis, community, social bookmarks, activities, profiles, portal, dashboards/scorecards and forms
 - Choice of rich, thin, mobile, web browser based and virtual clients
 - Single programming model provided by Lotus Expeditor which is based on Eclipse
 - Option to integrate with Software as a Service (SaaS) capabilities
- IBM Lotus Symphony
 - Full office productivity suite with word processing, spreadsheets, presentations and much more.



Get Ubuntu



Get Support



Get Involved



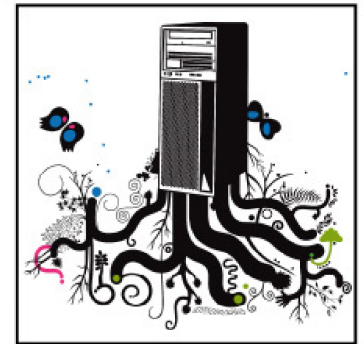
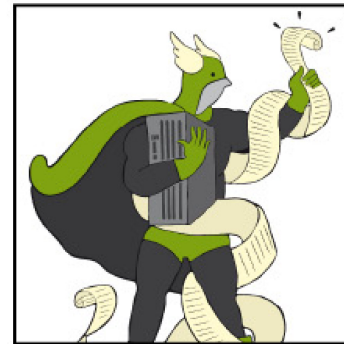
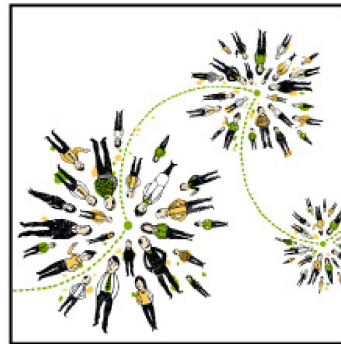
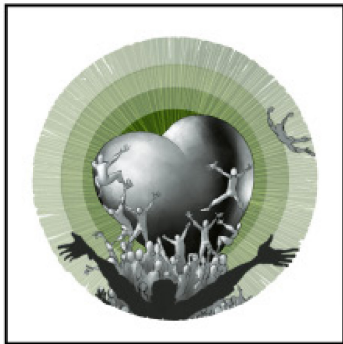
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**Thank
You**



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