IBM Lotus Workplace Business Partner Enablement Roadmap

Lotus software

people

processes

information

Lotus software

ibm.com/lotus/workplace
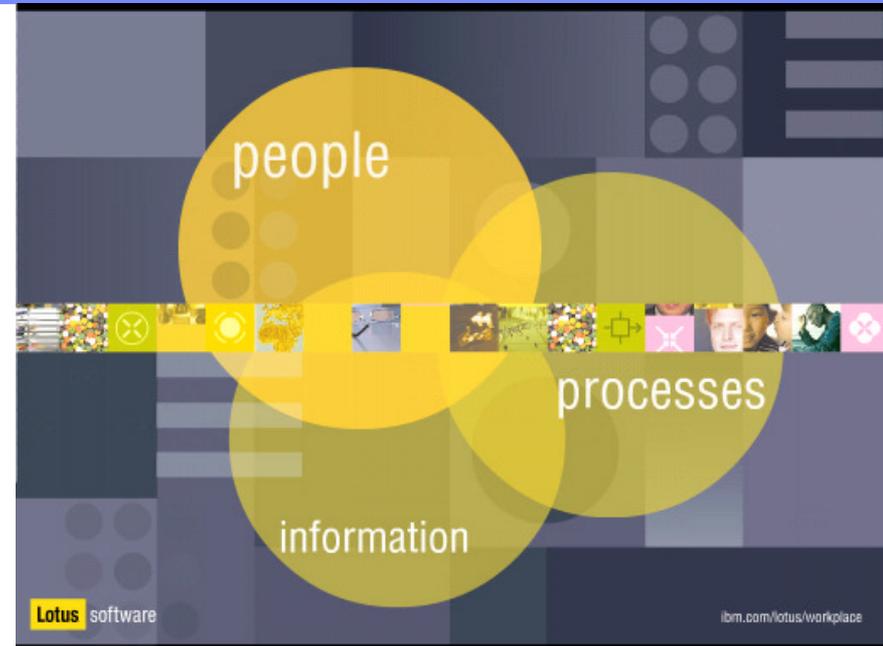
@business on demand software

Getting Started with IBM Lotus Workplace

- **Learn about IBM Lotus Workplace**

- **Visit the Lotus Workplace Launch page on the PartnerWorld for Software Zone**
    - http://www.ibm.com/partnerworld/software/zone -> Lotus Highlights -> Lotus Workplace.

- **Online Education: Get Started Using IBM Lotus Workplace (available February 1 2004)**
    - ▶ Lotus Workplace Campus on Virtual Innovation Center
    - ▶ Product Information, Demos, Hands-on Labs
    - ▶ http://www.ibm.com/partnerworld/vic

Lotus Workplace Classroom Training

- Implementing **Lotus Workplace Messaging** (LWM750)

- Administering **Collaborative Learning** (LWL300)

- Getting Started with **Collaborative Learning** Authoring Tool (LWL200)

- **IBM Lotus Workplace** Bootcamp for System Administrators (LBC700) (available Feb 2004)

- Configuring People Finder Portlet (LWPQ70)

- For end users: **Collaborative Learning** (LWLQ10), **Messaging** (LWMQ10) & **Team Collaboration** (LWTQ10)

- Lotus Workplace Web Content Management – see next page

- **Information and registration: http://www.lotus.com/education**

Lotus Workplace Classroom Training *(continued)*

- **Lotus Workplace Web Content Management:**

  ▶ LWWCM310: Publishing Web Content Using IBM Lotus Workplace Web Content Management with Lotus Domino

  ▶ LWWCM320: Publishing Web Content Using IBM Lotus Workplace Web Content Management with Java

  ▶ LWWCM410: Developing Web Sites Using IBM Lotus Workplace Web Content Management with Lotus Domino

  ▶ LWWCM420: Developing Web Sites Using IBM Lotus Workplace Web Content Management with Java

  ▶ LWWCM710: Managing Workflow and Security Using IBM Lotus Workplace Web Content Management with Java

- **Information and registration: http://www.lotus.com/education**

Lotus Workplace Technical Webcasts

- **Roadmap to Workplace for Developers and ISVs**

- **The Next Advance in e-Learning -- IBM Lotus Workplace Collaborative Learning**

- **The Next Generation Collaborative Environment -- IBM Lotus Workplace Team Collaboration**

On Demand webcasts:
http://webevents.broadcast.com/ibm/developer/on_demand.asp

# Hands-On Lotus Workplace Training at Solution Partnership Centers

- **Getting Started with Lotus Workplace workshops**
  - ▶ 2-Day hands-on technical training – installing Lotus Workplace and bringing a Domino application into Lotus Workplace
  - ▶ Events scheduled at Solution Partnership Centers (SPCs) worldwide
  - ▶ No cost to IBM Business Partners
  - ▶ Information and registration:

Resources for Selling Lotus Workplace

Selling resources
Business Partner Zone

PartnerWorld for Software
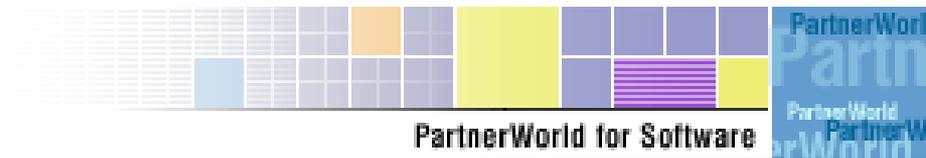
Sales and Marketing Information **for all 4 Lotus Workplace Products**

- PartnerWorld for Software
  - ▶ Product Information, Technical Specs, Collateral, Customer References
  - ▶ http://www-100.ibm.com/partnerworld/software/pwswzone.nsf (PWSW password)
  - ▶ Business Partner Zone>>Selling Resources>>Products, pricing and cross-selling

Additional Resources

Product Information

- Lotus Workplace site: http://www.lotus.com/workplace
  - ▶ Product information, success stories, press references and more
- Lotus Developer Domain: http://www.lotus.com/ldd
  - ▶ Product Documentation, Support TechNotes, Redbooks, monthly articles

Sales and Marketing Kits

- ▶ http://www-100.ibm.com/partnerworld/software/pwswzone.nsf (PWSW password)
- ▶ Choose **Sales and Marketing Information** from **Shortcuts**

Partner Sales Talk QuickPlace

- Lotus Third Thursday and Sales Talk Conference Calls
- Schedules, call-in and online meeting information, MP3 recordings and presentation files for download
- http://extranet.lotus.com/salestalk
  User Name: Sales Talk   Password: golotus