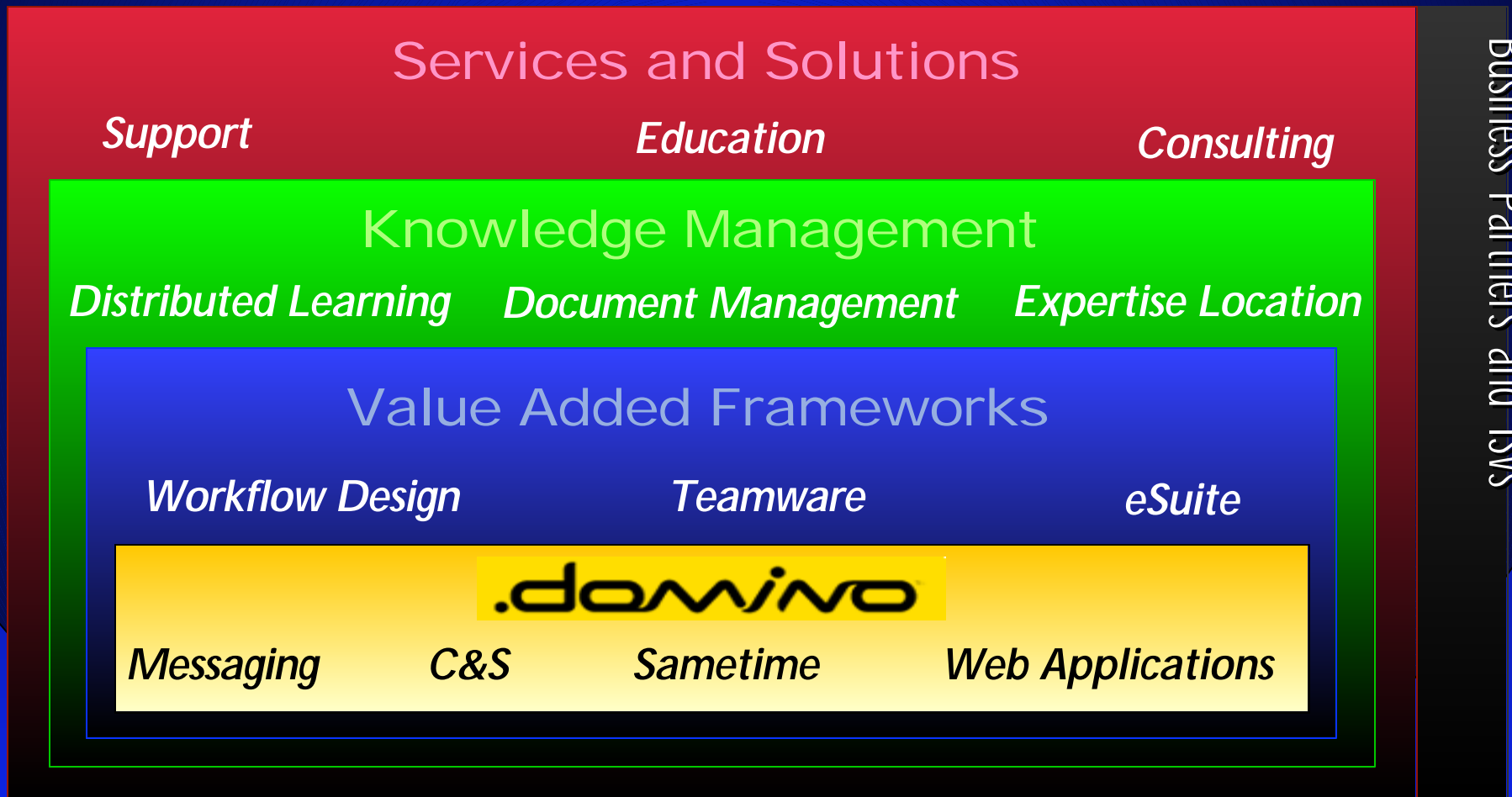


Lotus Product Strategy and Direction

The Lotus logo, consisting of the word "Lotus" in a white serif font, centered within a black rectangular box.

Jason Dumont
Manager, ISV Development Team
Notes & Domino Product
Management

Lotus 2000 Solutions Framework

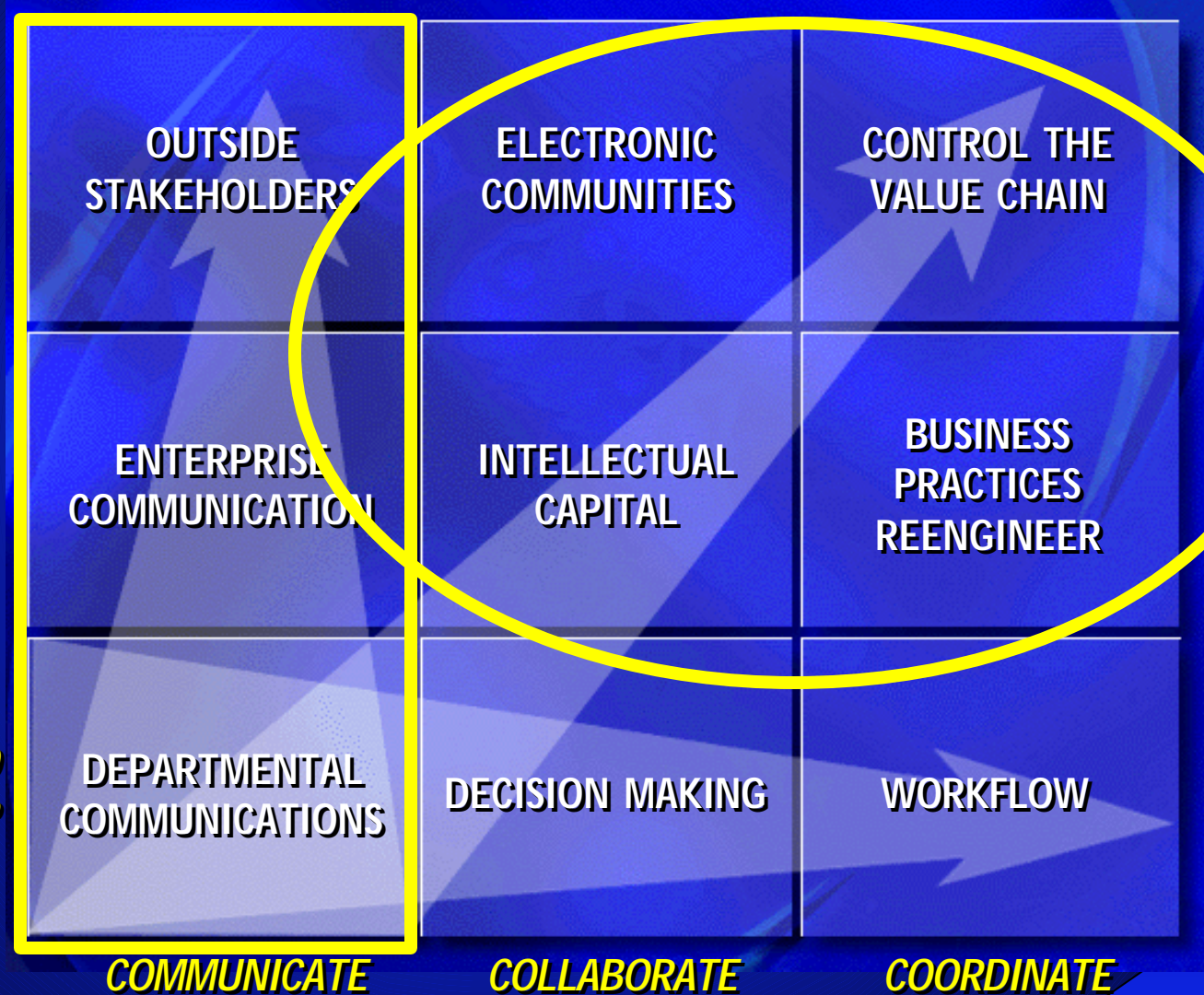


Why more than mail?

EXTENDED ENTERPRISE
(Internet & Extranet)

INTEGRATED ENTERPRISE
(Intranet)

AUTOMATED WORKGROUP
(Departments)



The Basics: Notes and Domino

Demo Rel 5 Mail - Inbox - Lotus Notes

File Edit View Create Actions Help

Address http://localhost/demo_mail_server.nsf/WebMailFS?OpenF - Microsoft Internet Explorer provided by Lotus Development ...

Mail

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://localhost/demo_mail_server.nsf/WebMailFS?OpenFrameSet Links

Mail

- Inbox
- Drafts
- Sent
- All Document
- Trash
- Discussion T
- Rules
- Meeting Resp
- Navy
- Things to Do

Inbox

New Memo Folder Delete Tools

Who	Date	Size	Subject
William Dunn	03/24/97	955	Invitation - Performance Plan/Sala Increase (4 Apr 03:00 PM EST)
Paul Joss	03/30/97	28,247	Sales Meeting Registration
Natan Abraham	11/17/97	254,046	Presentation project
Matthew Green	11/24/97	127,619	Re: Phone notes example
Scott Prather	04/17/98	7,894	Patricia Seybold Group EComm Server Report
Arthur Fontaine	06/04/98	8,077	NSCP Server Available for Testing/Demo
Ed Brill	06/16/98	12,347	Great Netscape vs Notes quote from Andressen
Connie Sambataro	07/31/98	16,180	Lotus beats Microsoft, Novell in

Opening page WebMailFS?OpenFrameSet at loca Local intranet zone



TeamRoom

New Document New Event

Leader/Facilitator Options

- Update TeamRoom Setup
- Create Team Status
- Create Subteam Status
- Send Reminders Now
- Map Categories

Team Documents

- By Date
- By Category
- By Milestone/Event
- By Subteam
- Open by Assignment

Personal Documents

- Documents Assigned to Me
- Documents I Created
- My Newsletter Profile

Project Information

- TeamRoom Overview
- Active Team/Subteam Status
- Calendar
- Index of All Documents
- Inactive Documents

December 1998



Monday - December 21

Meeting: Entertainment for Charity Ball (10:30 AM)

Thursday - December 24

Tuesday - December 22

Meeting: Meeting to discuss up-coming events (03:00 PM)

Friday - December 25

Wednesday - December 23

- Discussion: Which Charity should we support this year?
- Event: Winter Holiday Party

Saturday - December 26

Sunday - December 27

Collaboration

http://quickplace.iris.com/Haiku/crummey/Main.nsf?OpenDatabase - Microsoft Internet Explorer provided by Lotus Development...

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://quickplace.iris.com/Haiku/crummey/Main.nsf?OpenDatabase Links

Home: [Search] [Help] [Favorites] [0]

crummey

Welcome

Tutorial

Discussion

Library

Calendar

Index

Customize

Security

Welcome to our QuickPlace. This QuickPlace is organized so that we can share all critical resources related to our project in a common place. If you'll look to your left, you'll see a number of items that you can click. Here's what they are:

Tutorial - is a series of pages that will acquaint you with how QuickPlace works. You travel through the lessons by pressing the forward arrow at the bottom of each page. Please take the time to go through the Tutorial! It just takes a few more minutes and trust me, it's really worth it.

Discussion - is a folder intended to serve as a dumping ground for all resources related to this project. Contributions can include text that is typed in, file attachments, MS Word documents etc. Each contribution can be responded to with a response form, creating a "thread". The Discussion is sorted chronologically, and can be quickly sorted by author or title.

New... Edit Delete

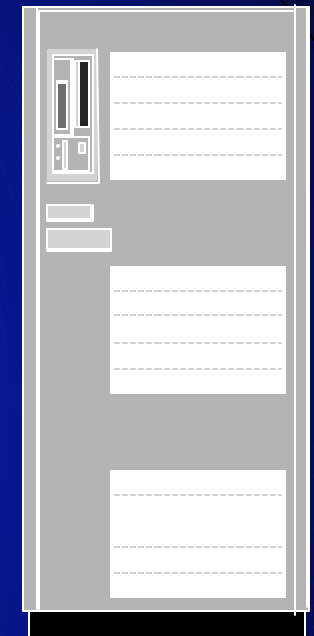
Done Local intranet zone

www.lotus.com/quickplace

Domino Runtime Services



Lotus
.domino
Domino Runtime
Services



Lotus
.domino
Domino Server

Group Calendar - Lotus Notes

File Edit View Create Actions Text Help

Address

Welcome Demo Rel 5 Mail - Inbox Demo Rel 5 Mail - Group Calendars WW Technology Advocates

Members... Display Options...

WW Technology Advocates

Thursday March 4 1999 Friday March 5 1999 Saturday March 6 1999

Chris Crumme/CAM/Lotus
 Ron Huddleston/CAM/Lotus
 Julius Liu/CAM/Lotus
 Heyward Drummond/CAM/Lotus
 Scott Souder/DFW/Lotus
 Andrew Cusson/CAM/Lotus

03/05/99 01:00:00 PM - 03/05/99 02:00:00 PM

Free time Busy time No Info Info Restricted

New Entry Go To Today Two Days One Week Two Weeks One Month

March 1999

Monday - March 1

09:30 AM Solution Selling Refresher course
 01:00 PM Team Meeting

Tuesday - March 2

02:30 PM Met Life Agenda planning Conference Call 800-314-2582 Conf# 638949

Wednesday - March 3

-All Day- Account Visit - MetLife R5 presentation

Thursday - March 4

Friday - March 5

04:00 PM eSuite Presentation to Perspectives

Saturday - March 6

Sunday - March 7

Week 9 43 weeks left

[None] Using database on CAMMAIL05/CAM/M/Lotus Office IE Not

Coordination



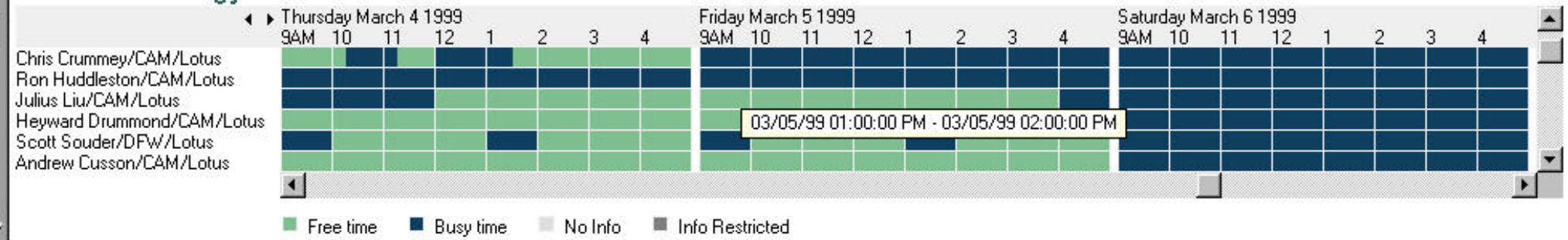
Address

Welcome Demo Rel 5 Mail - Inbox Demo Rel 5 Mail - Group Calendars WW Technology Advocates

notes

Members... Display Options...

WW Technology Advocates



New Entry Go To Today Two Days One Week Two Weeks One Month

March 1999

Julius Liu/CAM/Lotus

1 2 7 14 31

Monday - March 1

- 09:30 AM Solution Selling Refresher course
- 01:00 PM Team Meeting

Thursday - March 4

- 08:00 AM Car Inspection for Mitsubishi

Tuesday - March 2

- 02:30 PM Met Life Agenda planning Conference Call 800-314-2582 Conf# 638949

Friday - March 5

- 04:00 PM eSuite Presentation to Perspectives

Wednesday - March 3

- All Day- Account Visit - MetLife R5 presentation

Saturday - March 6

Sunday - March 7

Week 9

43 weeks left

Welcome - Lotus Notes

File Edit View Create Actions Text Help

Address

notes

Welcome page: Christopher's Stuff Options...

Search Notes Database Catalog for Search

Subscriptions Personalized

Database Subscriptions Customize...

- Urgent Customer Issue 01:47 AM Yesterday - New P... Crumme...
- New mail

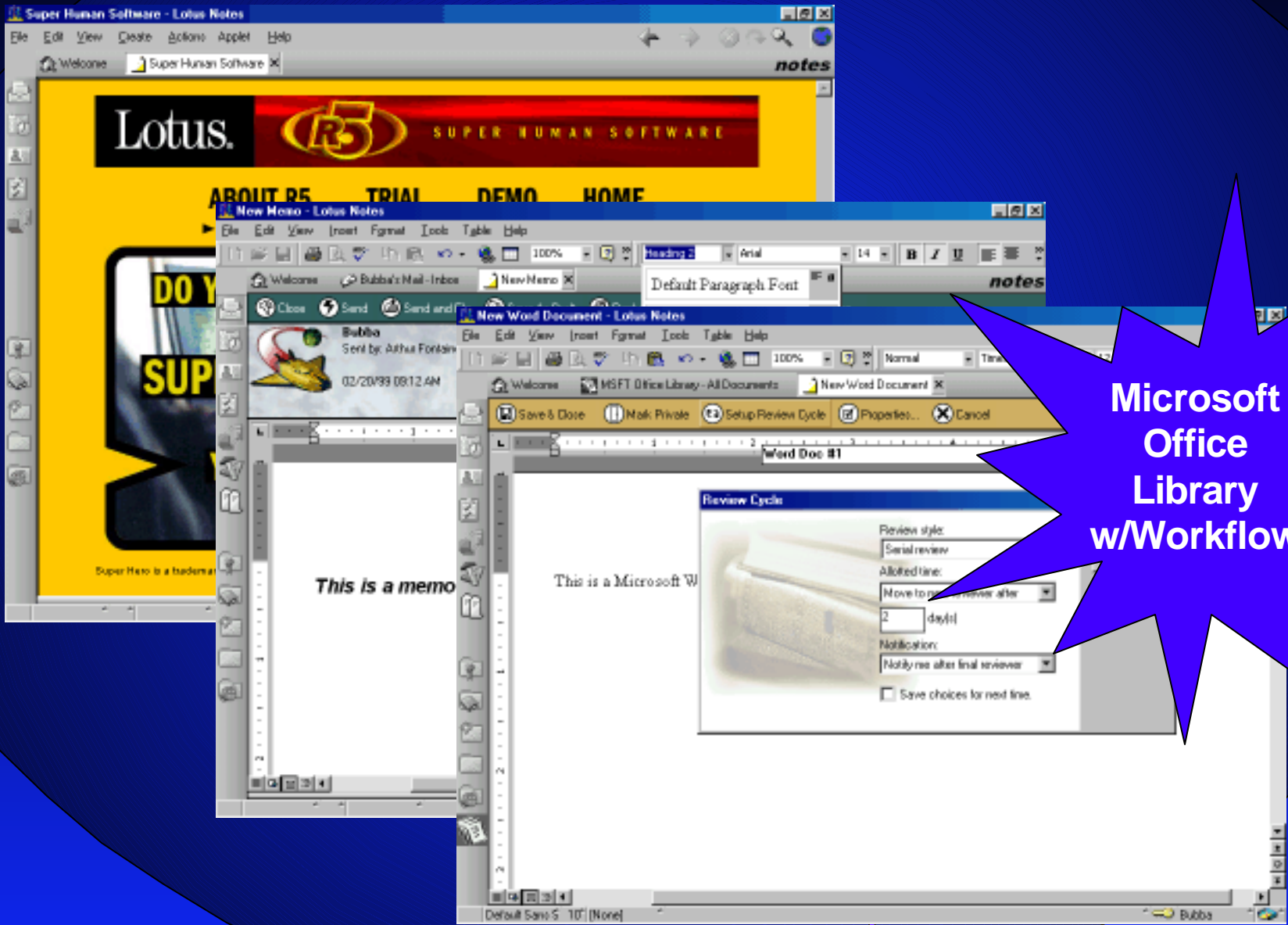
March 23, 1999

APAC REL 5 PROGRAM
10:00 AM - 12:00 PM Customer Presentation - San Miguel Corporatic

Inbox

David Goodman	03/18/99	5,539	Re: NDS 8 article - mentions the US Navy
Betsy Stevenson	03/19/99	1,294	ecr time
Lotus Shotgun	03/19/99	6,218	Notes R5 CBT's Now Available on Software-By-Wire!
Sia Pappanastos	03/20/99	36,763	***HEADS UP*** Lotus Response to Negative Story In BusinessWeek
Sia Pappanastos	03/22/99	74,283	***HOT TOPICS*** Lotus Product and Services Newsletter
Jesper Dyhr	03/22/99	26,506	Re: Executive Briefing for DDB
Betsy Stevenson	03/22/99	6,229	advice on R4-R5 coexistence
Lotus Shotgun	03/22/99	16,206	Preparing Your Workstation for Year 2000
Betsy Stevenson	03/22/99	6,281	Re: ecr time
dross	03/22/99	4,695	FW: True story

Island



Microsoft
Office
Library
w/Workflow

Purchase Requisition for Horner,Chris - Lotus Notes


File Edit View Create Actions Text Window Help

Update To Peoplesoft Close

Purchase Requisition

Requisition ID: 53
 Requestor: [Name]
 Business Unit: M04
 Location Code: BANKC Location Name: Bank
 Vendor ID: Electric Company

Seq No.	Item ID	Item	Quantity	Total
1	50001	Word		\$247.00
2	20002	Office		\$2,334.00
3				
Grand Total				\$2,581.00

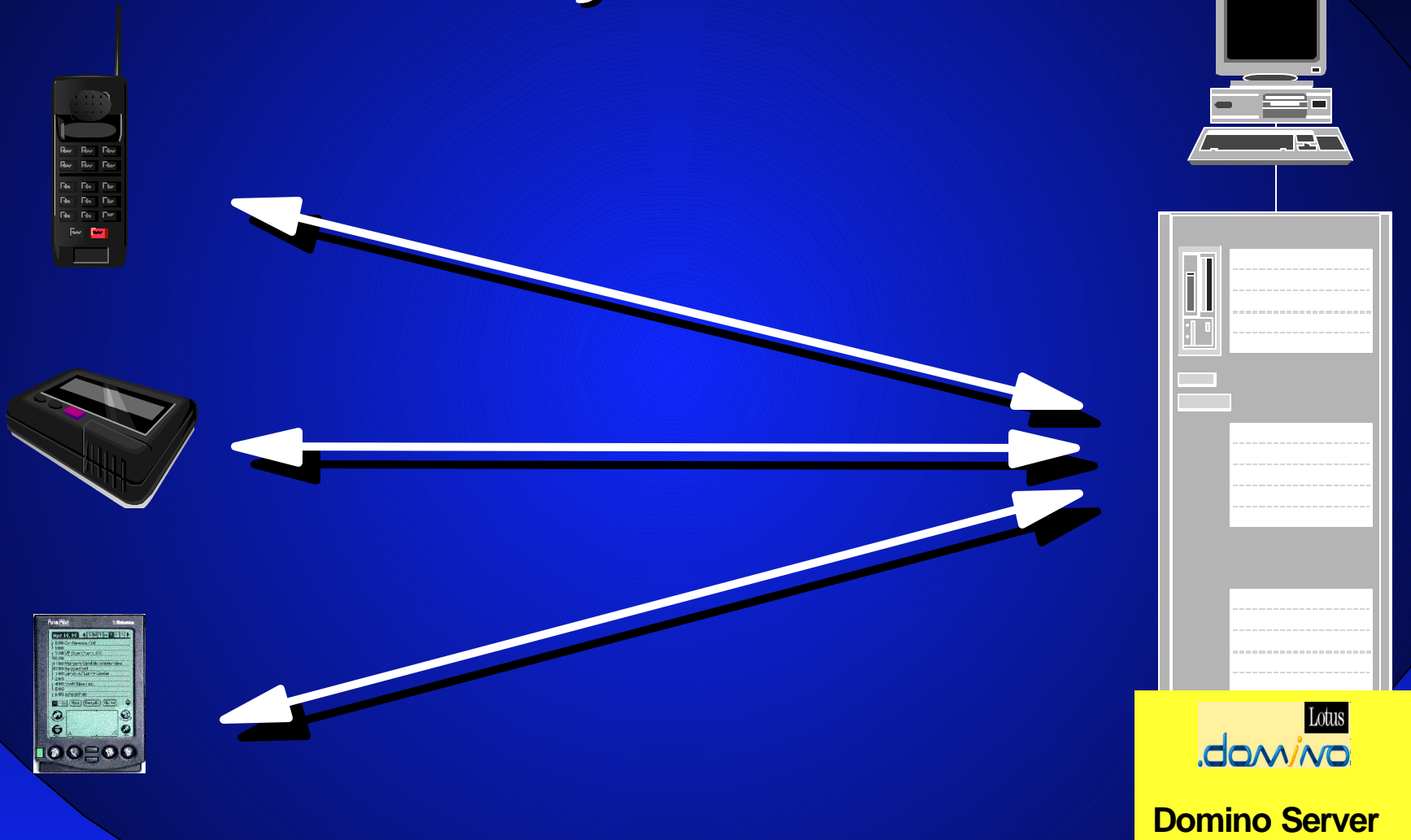


You are about to update this Purchase Requisition to PeopleSoft

Reaching Business Data -- PeopleSoft

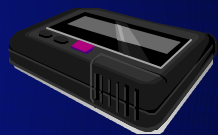
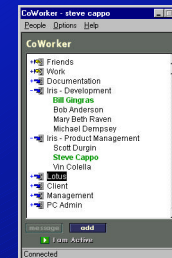
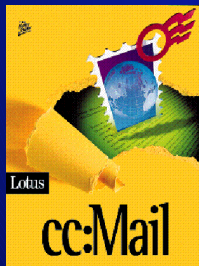
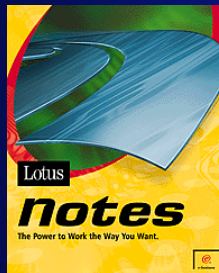
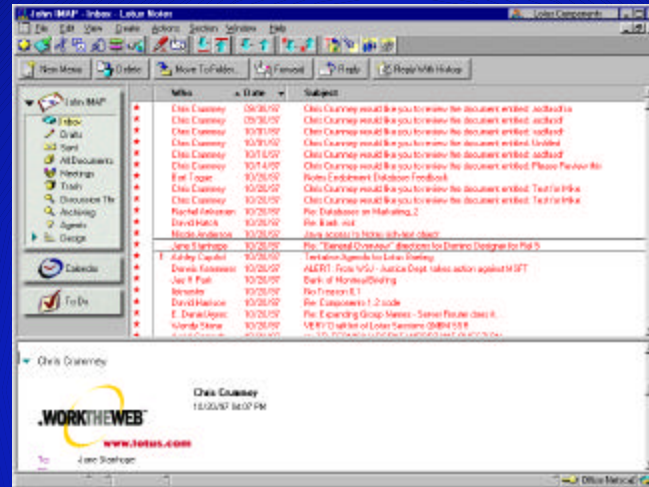
Vision - Pervasive Collaboration

Access Domino Anytime, Anywhere



Universal Access

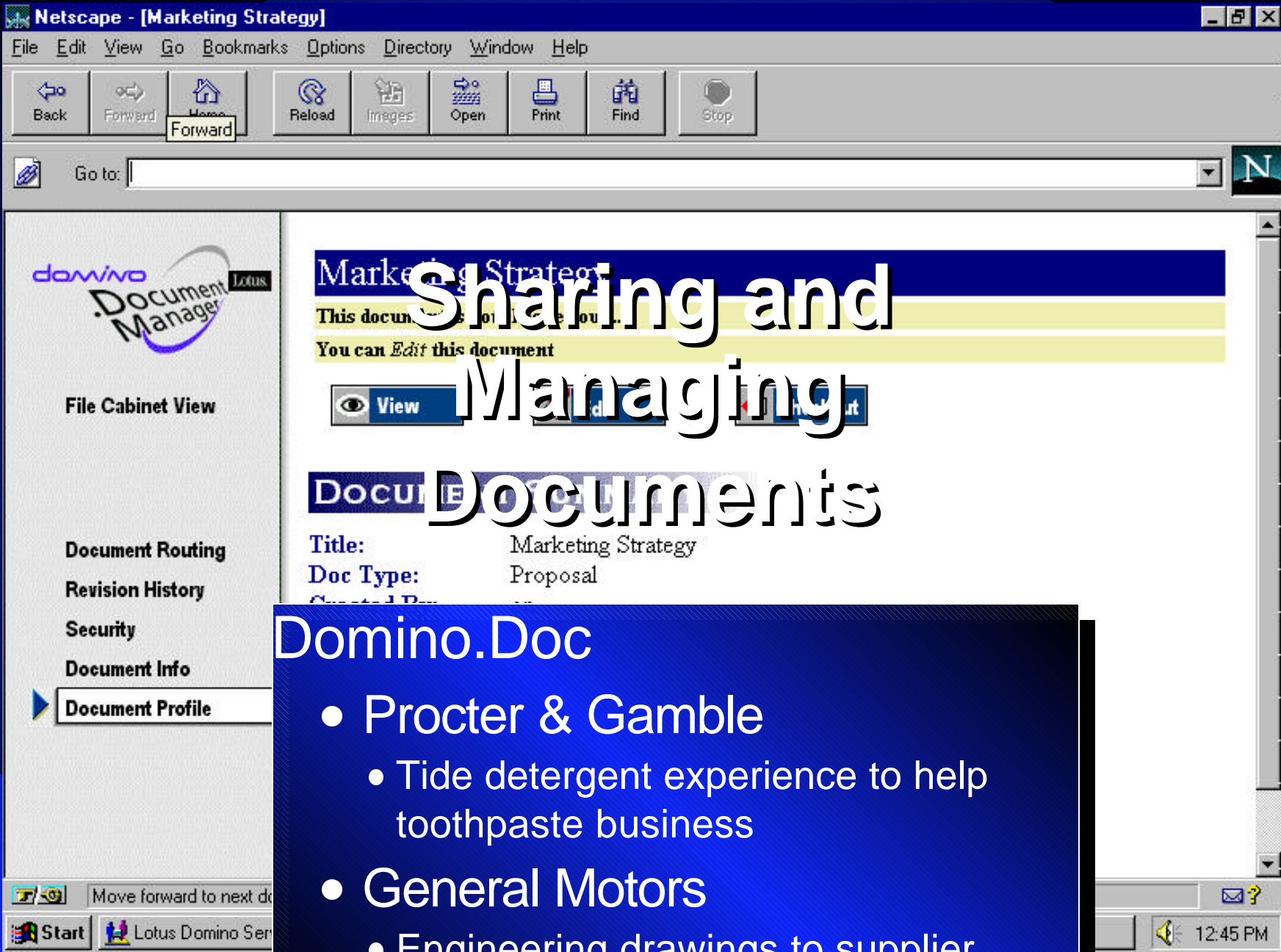
- ✓ Mail
- ✓ Calendar
- ✓ Applications
- ✓ Business Data



Mobile Services for Domino 2.0



**The Extended
Family: Document
Management,
Learning Space,
and SameTime**



Sharing and Managing Documents

Domino.Doc

- Procter & Gamble
 - Tide detergent experience to help toothpaste business
- General Motors
 - Engineering drawings to supplier contracts

LearningSpace Central - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address [http://glen.lotus.com/lpace/central.nsf/\\$\\$ViewTemplate+For+by+Course](http://glen.lotus.com/lpace/central.nsf/$$ViewTemplate+For+by+Course) Links

LearningSpace

Central

Course
Instructor
Student

By Course

Course I	Created
Building a Virtual Classroom	June 14, 1998: Sunday
Building Information Age Businesses	June 14, 1998: Sunday
Building on Talent	June 14, 1998: Sunday
Electronic Commerce	June 14, 1998: Sunday
Harvard Business School Publishing - Coaching	June 14, 1998: Sunday
Harvard Business School Publishing - Coaching	June 14, 1998: Sunday

Distance Learning & Electronic Meetings

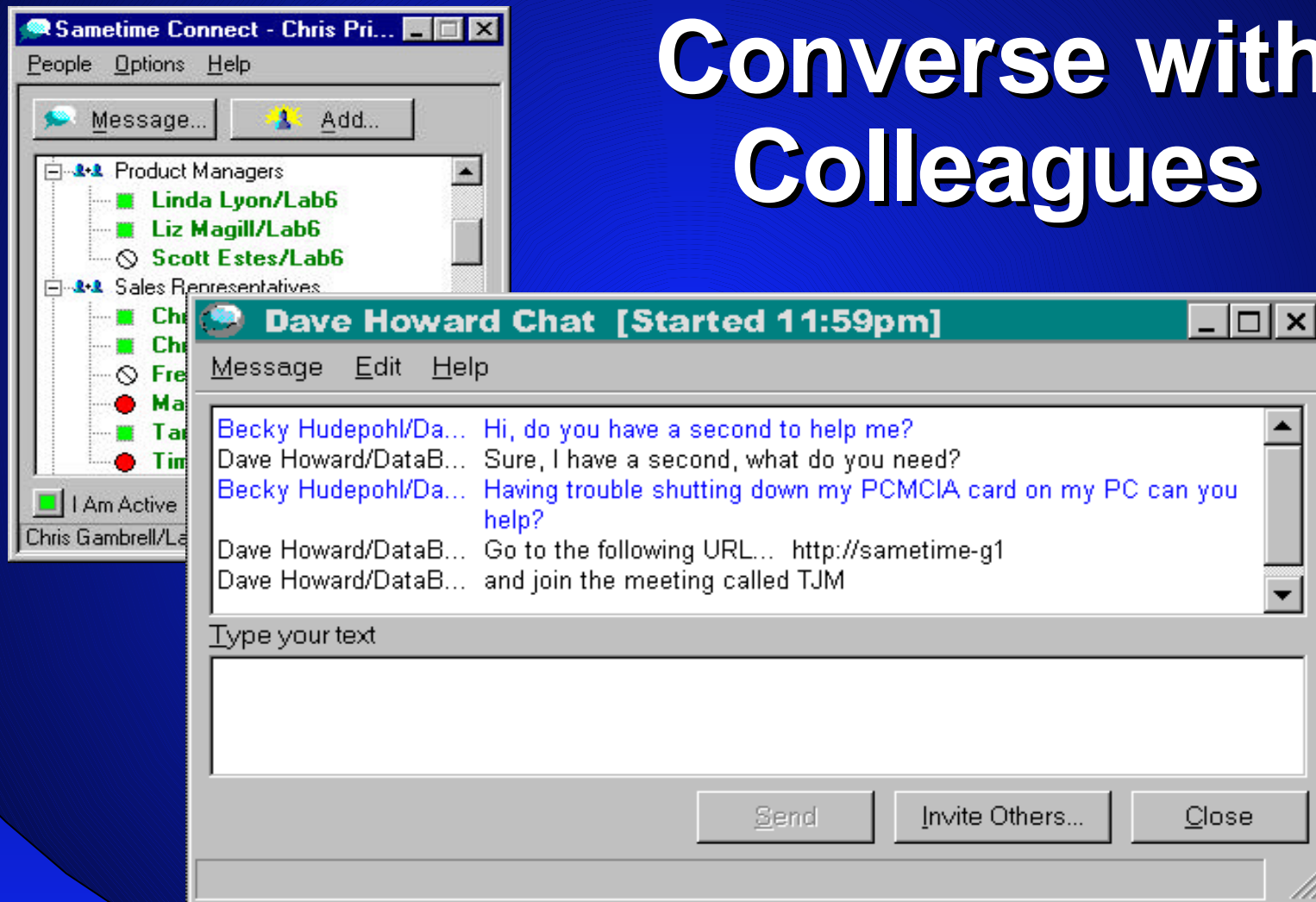
- Undergraduate & Masters Degree
 - ✓ NYC, Unv. of Wis, MIT
- Corporate Distance Learning
 - ✓ Buckman Labs

Done

Start STAP

9:24 AM

Converse with Colleagues



stdemo01.lotus.com

Chris Price/Lab6's Message [started: 11:19 AM]

Message Edit Help

Linda Lyon/La... hi

Chris Price/Lab6 Is there anything new on rusting? I've got a meeting with Acme Industries this afternoon.

Linda Lyon/La... A new report just came in. We did much better than the competition. Here, let me show you some of the graphs

Type your text

Thanks. This will help us win the business!

Participants

Chris Price/Lab6

Linda Lyon/Lab6

Send Invite Others... Leave

Linda Lyon/Lab6 joined the chat.

Available agents

Options Help

Chat...

Agents

- Chuck Gambrell/LEX/Lotus
- Eric Lambert/LEX/Lotus
- Dave Howard/LEX/Lotus
- Becky Hudepohl/CAM/Lotus
- Tami Tamasi/LEX/Lotus

Connected to Sametime

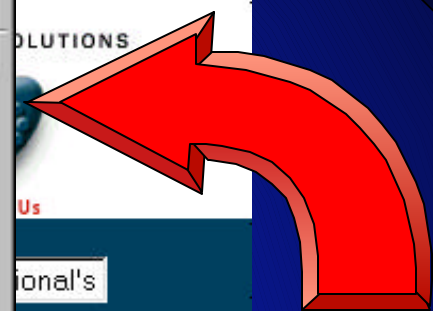
National Australia Bank Limited ACN 004044937

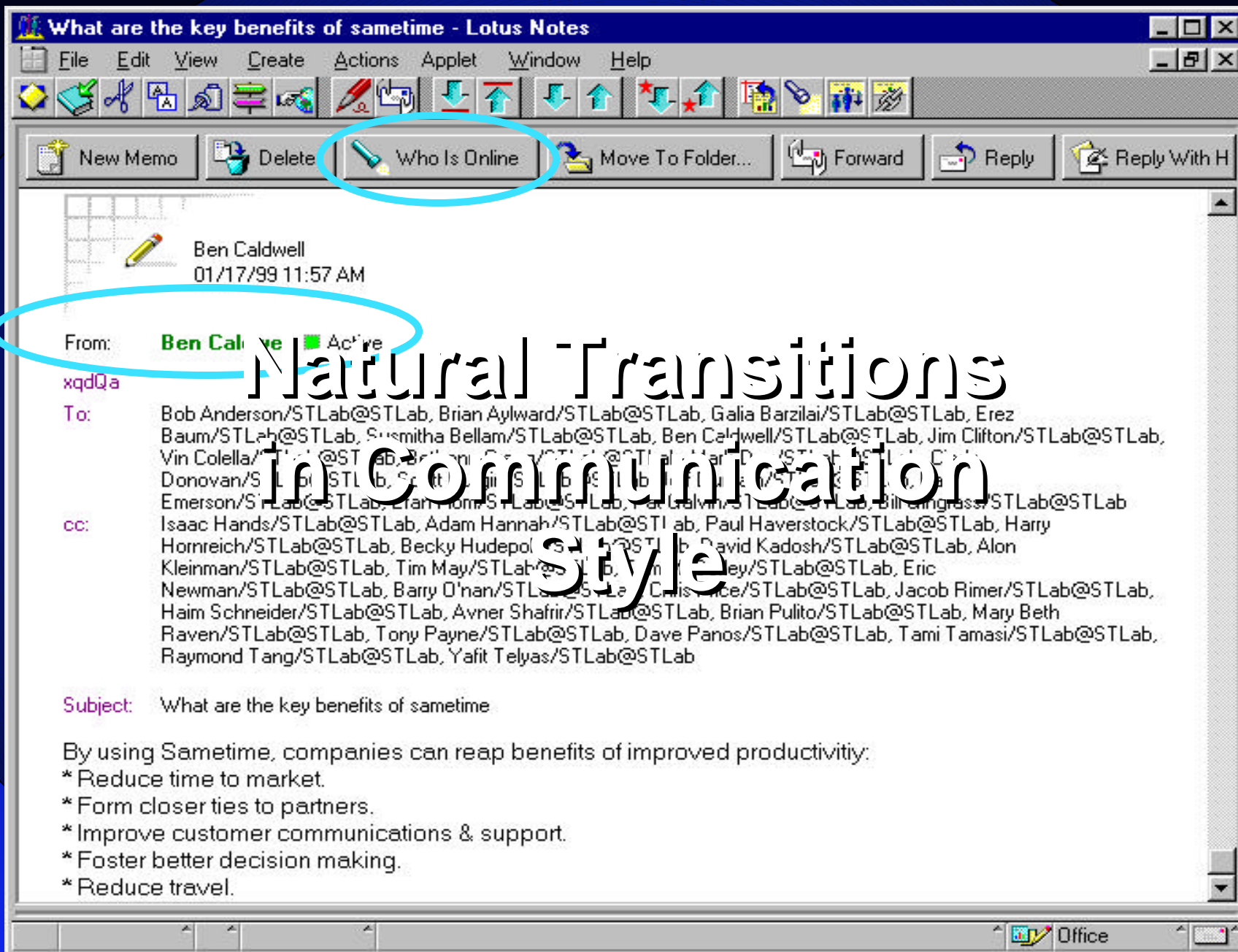
Apply

Welcome to the National on the Internet. Our aim is to provide tailored services to you. Here you'll find information about the right mix of products and services for your home, run your business, organise your retirement.

You'll also find a wide range of other information that is provided by us, including the weekly [Financial Markets Outlook](#), the monthly [Market Tactics](#), interest rates and press releases. Our [News and Information](#) section also provides updates on issues such as our approach to Year 2000 problem and the introduction of the Euro.

Financial information and our Annual Report can be found in the [Shareholders' Centre](#) and you can also read about some of our other initiatives including [Team National](#), [National](#)





Sametime in R5 - Microsoft Internet Explorer

File Edit View Go Favorites Help

Address http://st1/stdisc50.nsf/wih?OpenFrameSet&Frame=content&Src=view/WithFrames/A59327B043...

File Edit View Go Favorites Help

Address http://st1/stdisc50.nsf/wih?OpenFrameSet&Frame=content&Src=view/WithFrames/A59327B0432FD61F42256

New Response Add Topic to Interest Profile Cancel

Discussion
Main Topic.

Subject: Sametime in R5
Category:

Haim Schneider/Ubique
01/11 03:46 AM

People Here: 3
Ben Caldwell/STLab
Eric Newman/STLab
Chris Price/STLab

Sametime technology helps business users communicate with colleagues, partners and customers. Technologies such as chat, audioconferencing, shared whiteboards and shared applications are adding a new, rich dimension to business collaboration. Find out how real-time collaborative technologies can be used by businesses.

Lotus Sametime is a new family of products that deliver the

Eric Newman/ST... Did you read the third paragraph?
Ben Caldwell/ST... yes, it's really interesting

Send Message Close

guest05/STLab left Local intranet zone

Disc Main
Haim Schu
01/11 0

Sametime partners a whiteboard collaborative businesses

Lotus Sam real-time co solutions t
Features in application to incorporate

Real-time

[2 items remain

Sametime Online Meeting Room

Whiteboard Application Sharing Participant List

design.ppt Page 1 Fit to Window

Titanium Arm

How muc

Natural
Collaboration:
WhiteBoarding

Arm Bolt

Widget Housing

Ready.

Warning: Applet Window

2 00:16:42 Dock

The image shows a screenshot of a 'Sametime Online Meeting Room' window. At the top, there are tabs for 'Whiteboard', 'Application Sharing', and 'Participant List'. Below the tabs, a file name 'design.ppt' and 'Page 1' are displayed, along with navigation arrows and a 'Fit to Window' button. The main area is a whiteboard containing a diagram of a mechanical arm. The diagram has several labels: 'Titanium Arm' (circled in yellow), 'How muc', 'Natural Collaboration: WhiteBoarding' (in large, stylized text), 'Arm Bolt', and 'Widget Housing'. At the bottom of the whiteboard area is a toolbar with various drawing tools like a mouse, pencil, eraser, and selection tools, along with options for 'Font...', 'Width', 'Line', and 'Fill'. The bottom status bar shows 'Ready.', a warning 'Warning: Applet Window', a user count of '2', a timer at '00:16:42', and a 'Dock' button.

Sametime Online Meeting Room

Whiteboard Application Sharing Participant List

Part	Cost
Titanium Arm	£2.35
Arm Bolt	£2.56
Widget Housing	£7.89

Natural Collaboration: Application Sharing

Control the shared application with the mouse and keyboard.

2 00:18:13 Dock

Warning: Applet Window

LearningSpace: Organizational Behavior

File Edit View Go Communicator Help

Back Forward Reload Home Search Guide Print Security Stop

Bookmarks Location: <http://www3.lotus.com>

Organizational Behavior
Steven_Powell_databeam

Tally Votes Set

LearningSpace Live Classroom

Student toolbar

Viewer Chat List Hand Send Help

Adding Spice!

Add spice every 6 to 8 minutes

New Level

Participant List

All participants Raised hands only

H	Name	Instructor
	Green, Amy	Student
	Newman, Eric	Student
	Powell, Steve	Student
	Tamasi, Tarri	Student
	Young, Karla	Student
	Taylor, Becky	Student
	Clifford, Lisa	Student

CourseRoom

Discussions

Assignments

Team Work

by Student

by Date

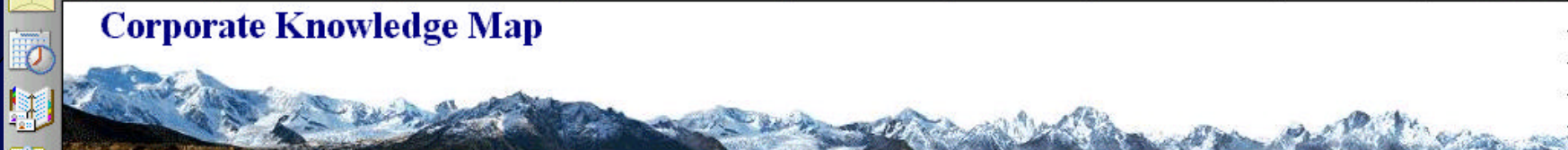
LearningSpace

2:24 PM

LearningSpace Live

- Siemens Virtual University
 - ✓ \$105,000 savings in single event
 - ✓ Resold content into customer base
- US Air Force - Medical Tech
 - ✓ Certified medical trng for Dr.s & Nurses
- Schindler Elevator
 - ✓ Train Field Technical Support Reps

**Coming Soon: Yoda
and Expertise
Locator**



Applications

Browse Database Open Database Add Icon

New Staff

▼ All Staff

- By Business Unit
- By Staff Position
- By Title
- By Discussion
- By Directory
- By Search Site
- By Keywords
- Librarians

▼ Competitive

Comm. Sales Discussion

Popular Worldwide Discussion Forum

▼ Corporate Documents

[WaterWorks Policy Library](#)

[Marketing and Human resource policy and general information library](#)

- ▶ Desktop
- ▶ HR
- ▶ Knowledge Management
- ▶ Leave
- ▶ Marketing
- ▶ Notes and Domino
- ▶ policy
- ▶ Sales
- ▶ Technical Info

Documents

- By Content
- By Author
- By Date



SUV Brainstorm

All Ideas

By Category

By Author

Goals

Contacts

Deadlines

Meetings

Teamroom

- New Idea
- Comment
- Delete
- Combine
- Forward

ExpertNetwork

Subject	Who	Date
Can we market SUVs for specific regions?	David Burns	03/02/98
Not sure what you mean by this...	Scott Nielson	03/02/98
How about movie and music group tie ins	Ken Cheung	03/04/98
Reliability and sturdiness will always be key For this market	Sean Peters	03/06/98
Accessory packages for specific sports	Jane Cohen	03/06/98
We can differentiate with cool and trendy color options	Ken Cheung	03/06/98

Jane Cohen on 03/06/98 at 12:23 pm

Accessory packages for specific sports

I wonder if there may be worthwhile approaches for a new SUV with specific accessories designed for various athletic sports. Lots of sports, like cycling, mountain biking, surfing, snowboarding, hang-gliding and I'm sure many others involve hauling all sorts of equipment around. Can we differentiate our product as the SUV of choice for this kind of sports enthusiast?

The idea would be to create a base SUV and a series of accessory "Sports Paks" designed for different sports. These accessories would be designed from the start to integrate nicely (in terms of ease of installation, finished look, etc.) with the SUV.

I'd like to know if the market is there and

Find expertise related to...

This document: "Accessory packages for spec..."

Text or Keywords

approaches for a new SUV with specific accessories designed for various athletic sports

Departments

Cancel Find Advanced...

**SUV
Brainstorm**

- New Idea
- Comment
- Delete
- Combine
- Forward

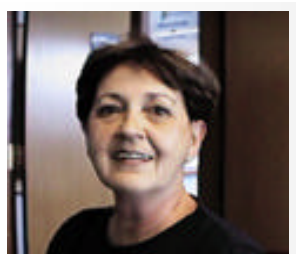
ExpertNetwork

Subject	Who	Date
---------	-----	------

Expertise related to:

- Dave Martin** Senior Analyst, Business Development
Product Planning Teamroom (18 entries)
(3/96), Expanding the Small Truck Market
- Pete Harolds** Media Buyer, Advertising
Sports Sponsorships, Advertising to the
- Jane Cohen** Product Designer, Small Trucks Division
Wagonmaster Sport Design Team, Food Truck
Volunteer Coach: Lindsmore County Youth
- Lyle Cooper** Safety Supervisor, Small Trucks Division
Small Truck and SUV Safety Symposium
- Tamara Elkins** Analyst, Business Development
Focus Group Study: Sporting Enthusiasts

Full Profile **Contact** **Bookmarks**



Jane Cohen
Product Designer
Small Trucks Division
Office LDB7755 Phone 34444
jcohen@redcar.com

- Current**
- History
- Background
- Personal
- Interaction

@MILLENIUM MANAGER DIRECT REPORTS	4 Years <u>Steve Capasio</u> <u>Ken Eggert</u>
PRODUCTS TEAMS/COLLEAGUES	Wagonmaster Sport, Summit KX Truck Truck Design Team <u>Nick Dunfey, Jim Harris, Eva Perkins, Sandra Des...</u> Focus Group Review <u>Eva Perkins, Sally Evans, Tom Myers</u>
AFFILIATIONS	American Automotive Manufacturers Association Ad Council
TOOLS	Media Tracker DB XLS Costing System, Approach
Items in <i>Italics</i> have not been confirmed by owner	

People in Common **Contact** **Bookmark** **Help**

Teamroom

Transforming Relationships

Employees



*From competent
to responsive*

Customers



*From a transaction
to lifetime loyalty*

Suppliers



*From independent
to interdependent*

**Thank
You!**

Lotus.