

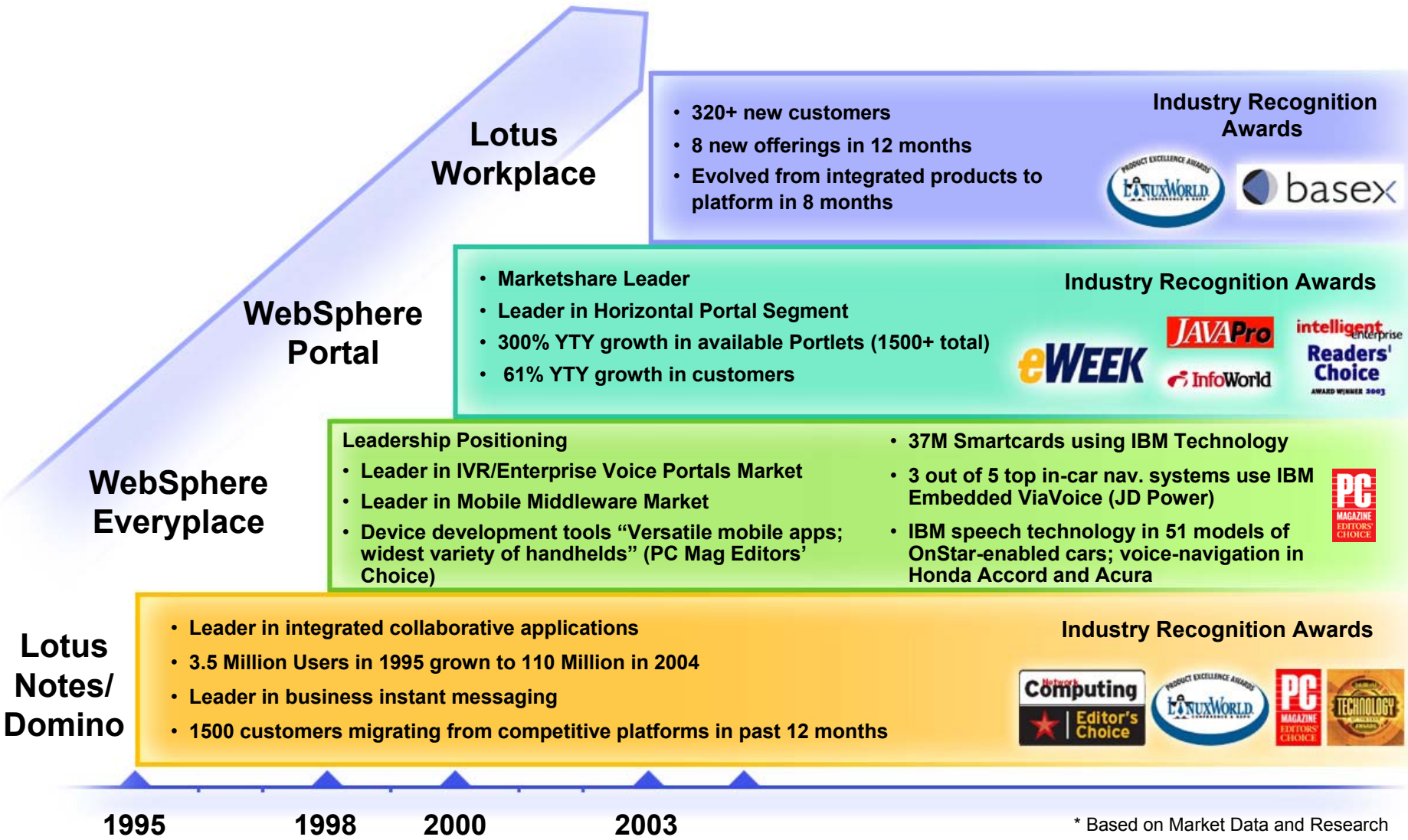


Software Group

IBM Workplace

Ambuj Goyal

Market Experience In Workplace Productivity



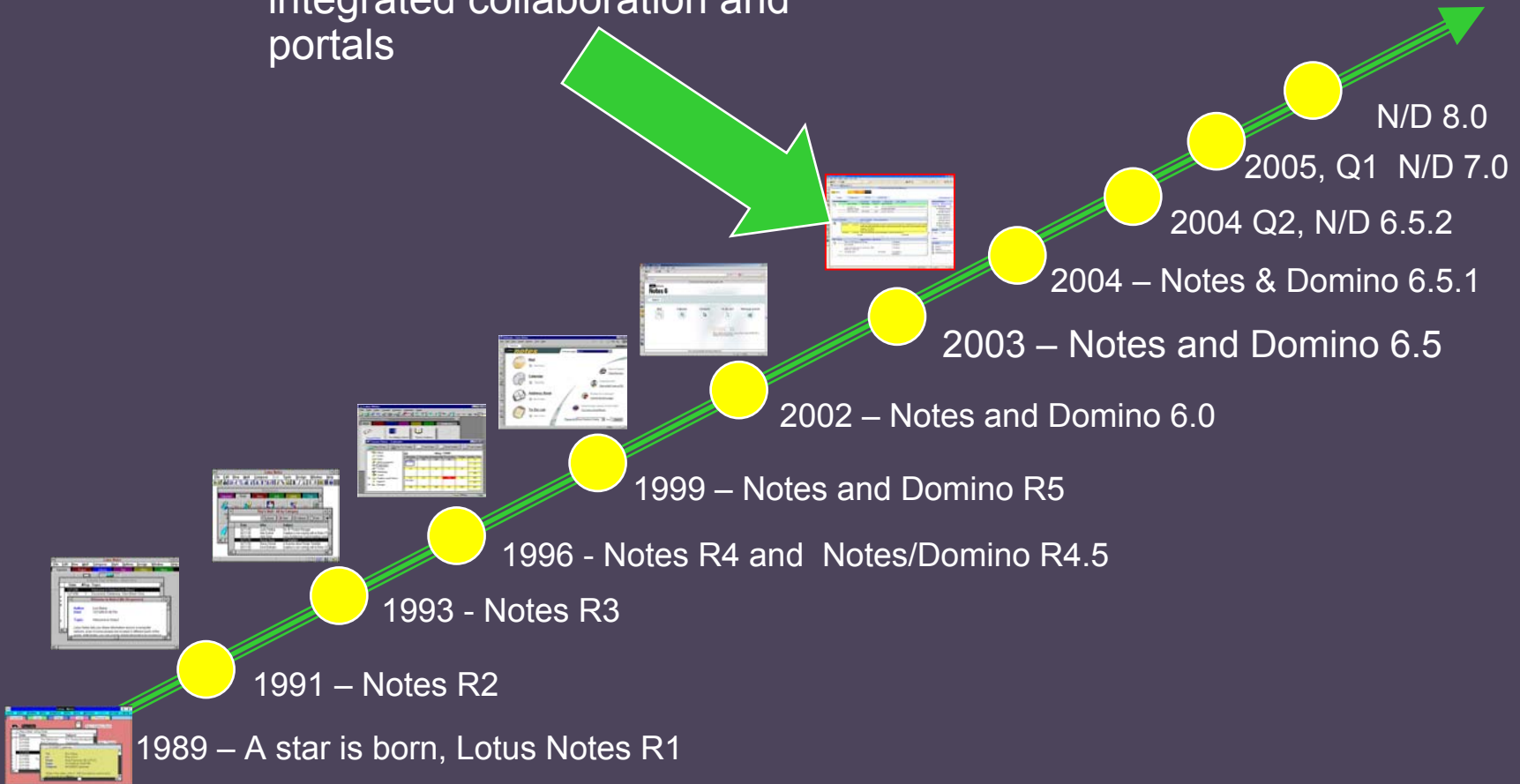
* Based on Market Data and Research

Notes/Domino continued leadership in messaging and collaboration



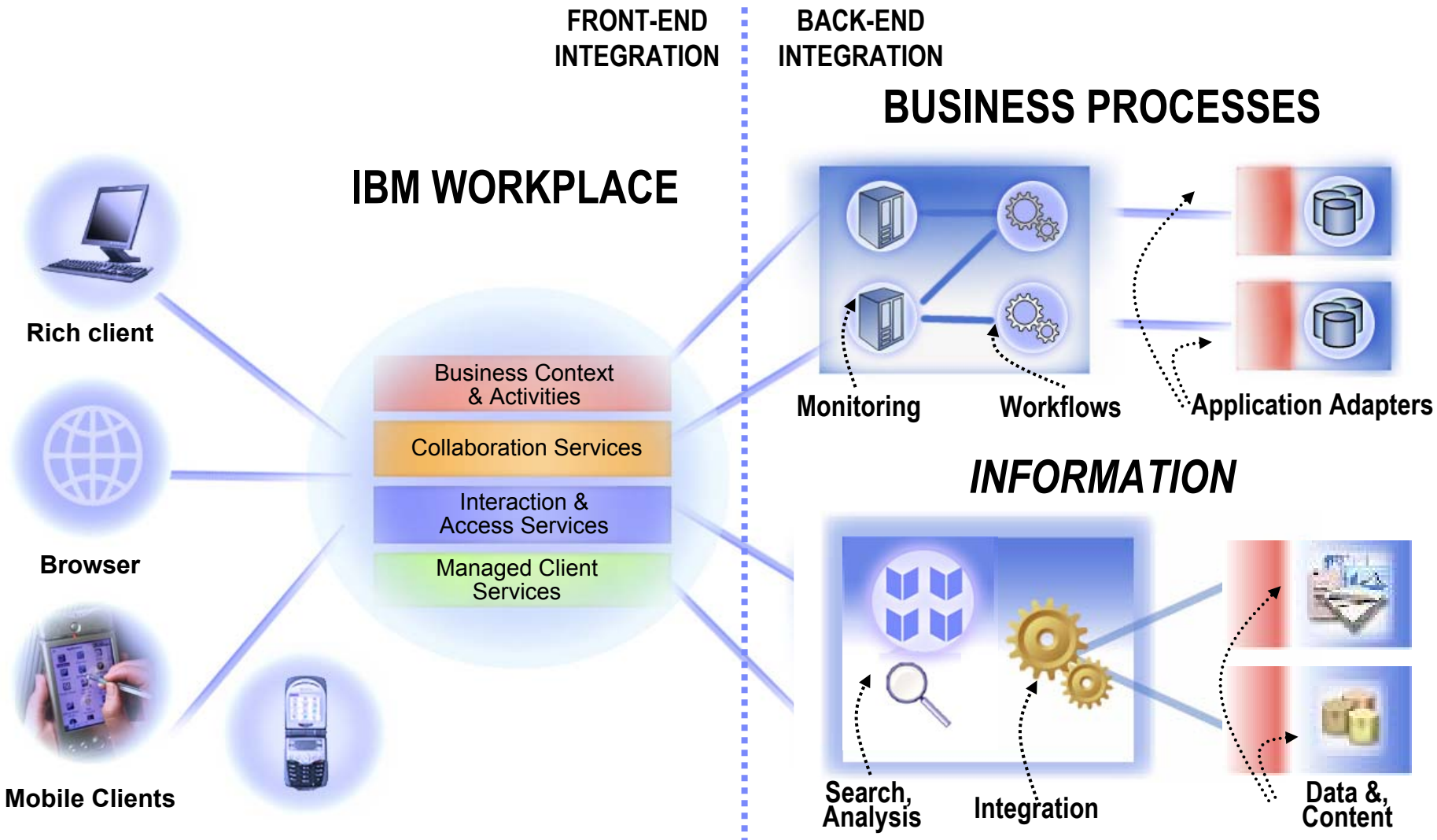
Extending Domino to integrated collaboration and portals

...continuing long into the future



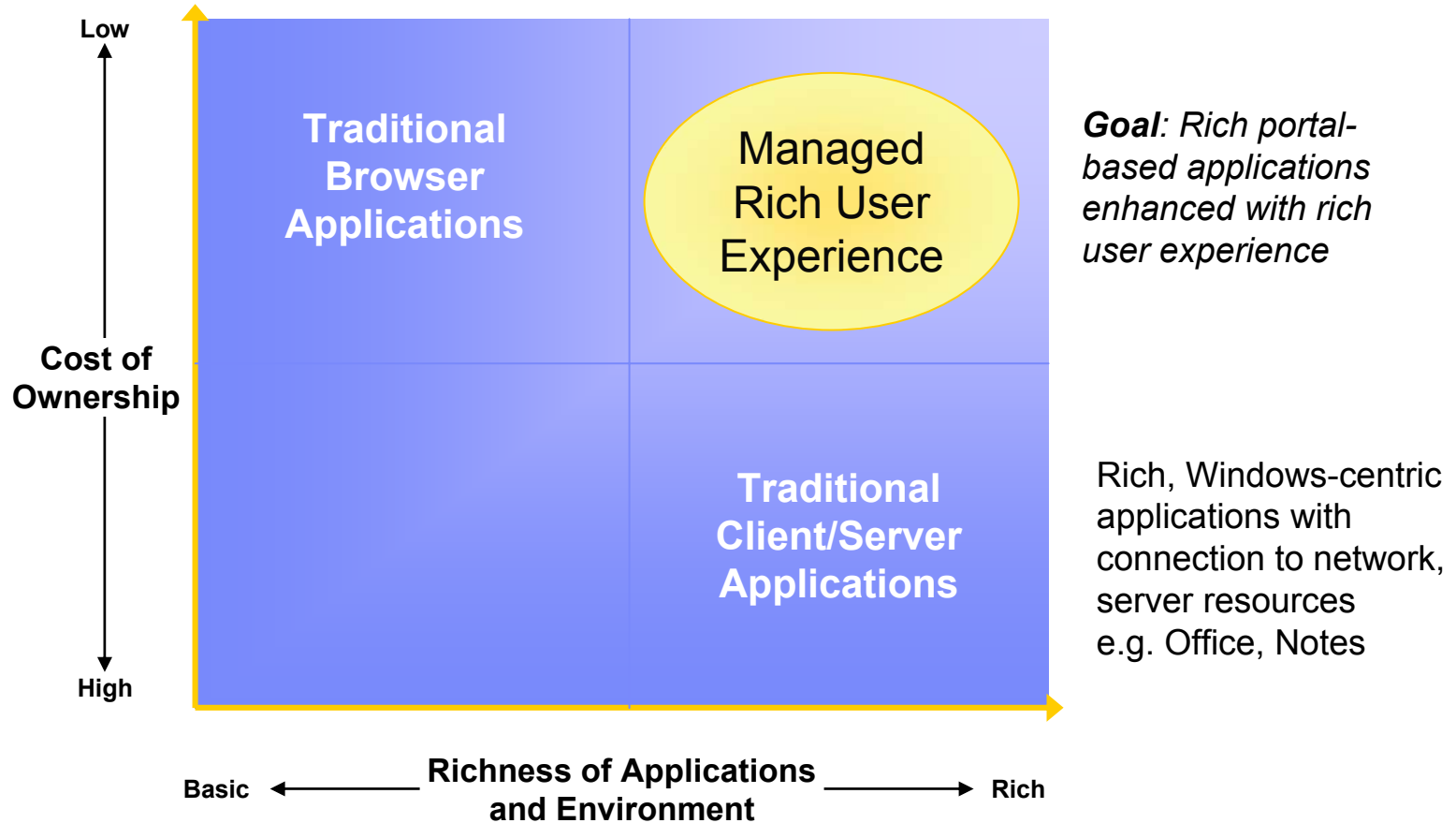
Managed Client Model

Making More People More Productive in the Context of The Business They Do Every Day



The power of one architectural model, one programming model, one consistent tool set

Challenge – To Achieve Rich Client Functionality at low TCO



IBM Workplace Client Technology

No Touch Deployment – Helps Lower TCO



- Server-managed delivery of rich clients to end user communities
- Centralized administration, setup and client updates
- Provision capabilities when needed – *on demand*

Rich user experience



- Disconnected use and synchronization
- Power of client software – i.e drag-n-drop, improved responsiveness, UI control
- Componentized and Contextual
- Embedded Doc Management

Extensible client platform for

- Collaboration, including mail, calendaring and scheduling, instant messaging, team spaces...
- Document management
- Existing Web, Java, .Net and Notes Applications
- New Applications – IBM and Business Partners

Built in Data Management and Security Features



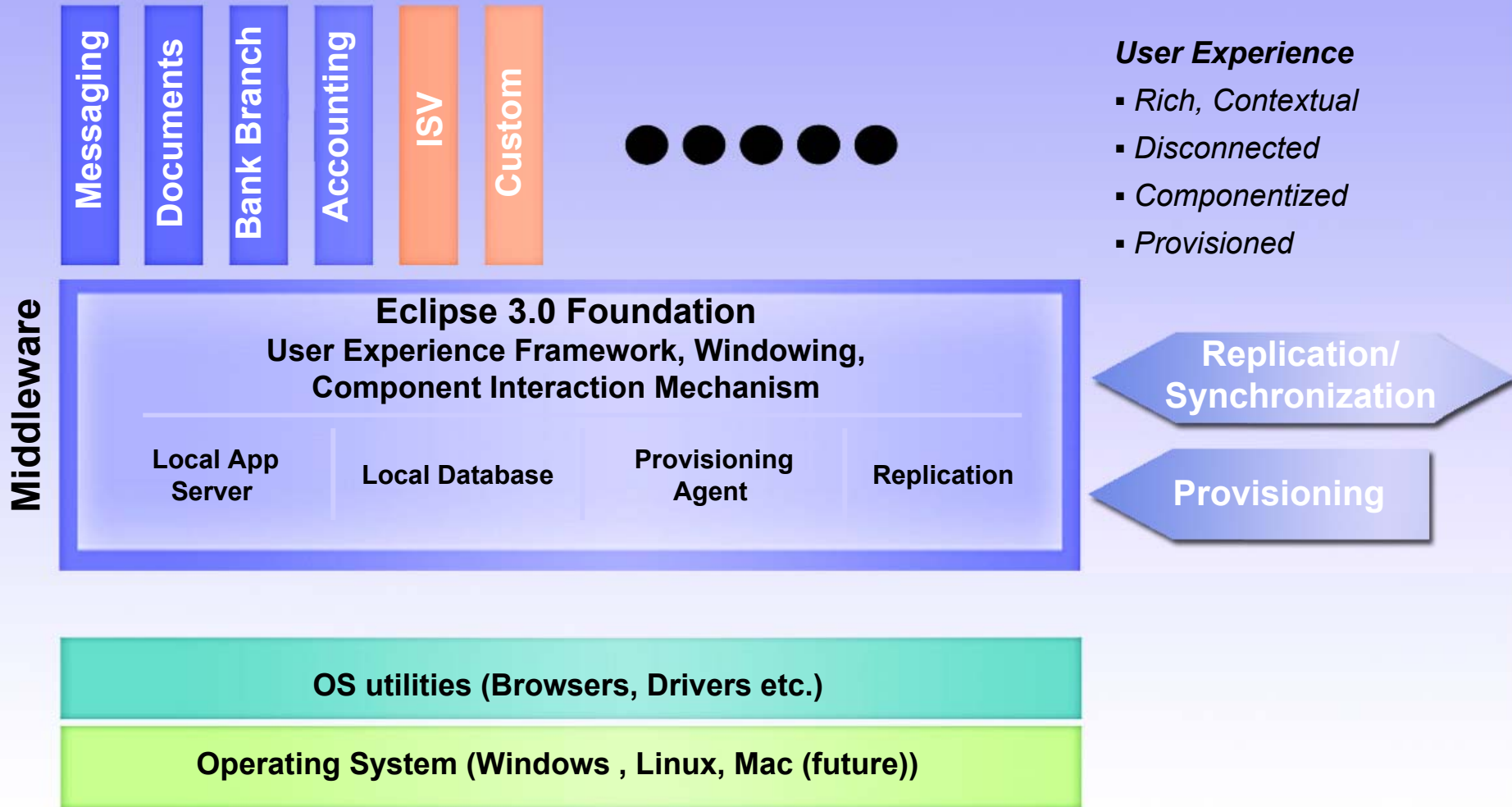
- Using local and server managed encrypted data stores
- With robust policy managed access and control

Choice and Flexibility



- Linux, Windows and MacOS (planned) desktops
- Manage office documents and Java.Net and C++ applications
- Standards-based interoperability

IBM Workplace Client Technology



Workplace Documents

IBM Lotus Workplace

File Edit View Tools Actions Help

Search in: Selected Mail Folder Search for:

Messages: Inbox, Drafts, Sent, All Documents, Trash, Chats, Address Book, Calendar

Document Libraries: Document Manager, new library folder, Project information, smki 428, Templates, test folder

Links: Web Conferences, Teamspaces, Learning

Instant Contacts

Inbox Address Book Document Manager **Business Planning Template**

Save Save and Close Cancel

Business Planning Template

Title: Business Planning Template

Description: Guidelines and plans for business plans

File Name: bplanning.sxw

File Type: Open Office Word Processor

Default TimesNewRoman 12 b i u

Background to Equity Funding

Equity funding is very important for new ventures and for high-technology ventures in particular. Debt funding will not usually be accessible for such ventures due to their lack of a secure cash flow and credit history. There are several potential sources of equity funding. These include corporate funding, business angels and venture capital funds. These sources can operate at several stages of opportunity development, outlined in Figure 1. The terminology and boundaries of each stage can vary between equity suppliers and there is often considerable overlap between the stages at which funders will consider investment.

Revenue

Business Angels Founders

Venture Capital Strategic Investors

Public Markets Funders

Seed Capital

Early Stage

Later Stage

IPO

Secondary Offerings

Page 1 / 1 Default 100% INSR STD HYP *

Calendar: Monday 3

9:00 am

9:30

10:00

10:30

11:00

11:30

12:00 pm

12:30

1:00

1:30

2:00

2:30

3:00

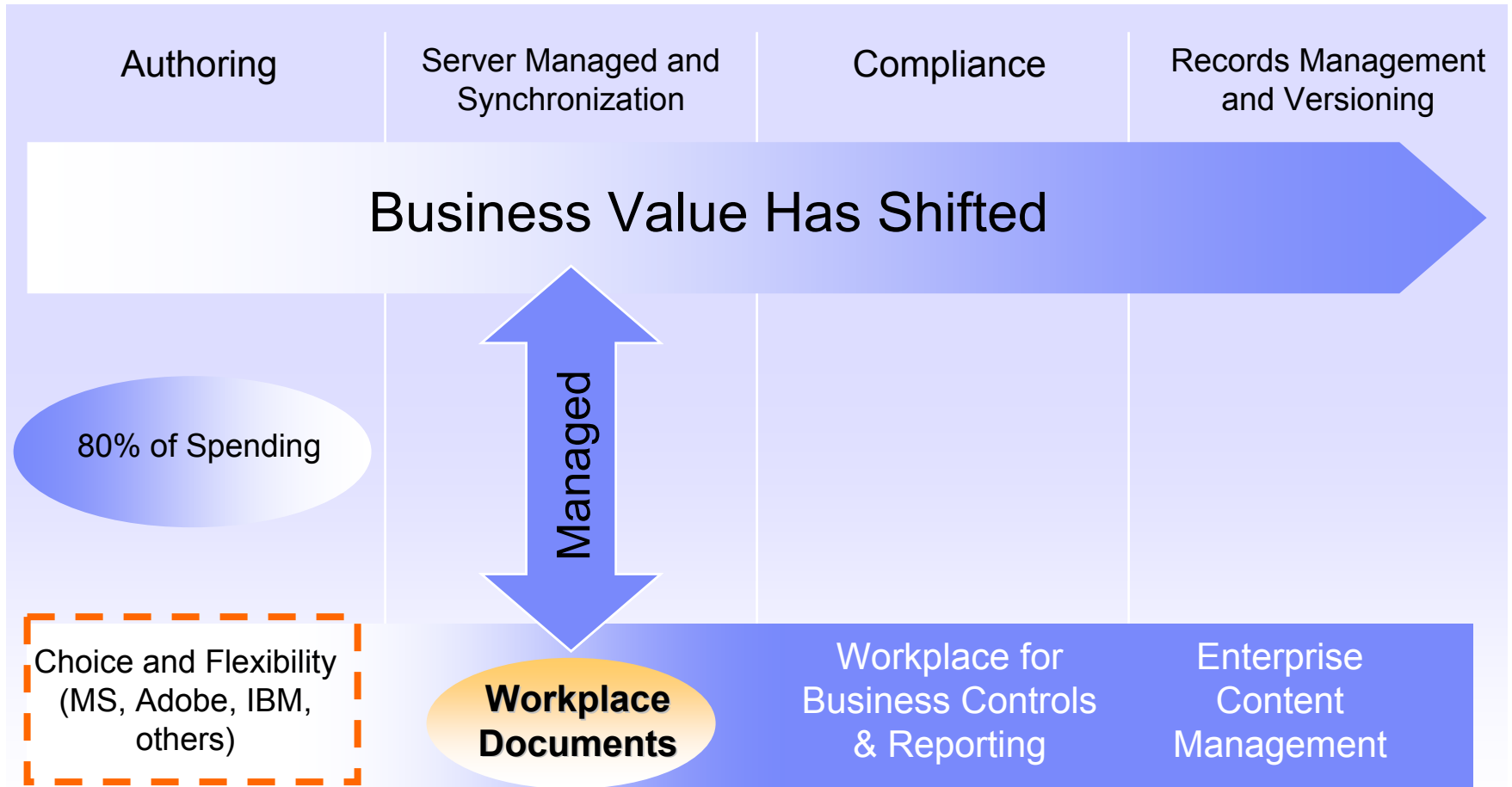
May 2004

Su	Mo	Tu	We	Th	Fr	Sa
25	26	27	28	29	30	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

Today is May 3, 2004

1 object(s) selected Online

Value of Lotus Workplace Documents



Workplace for Notes Applications (in Notes 7.0)

The screenshot shows the IBM Notes 7.0 Workplace interface. The main window displays an application titled "DeltaPacific Bank Incident Tracker". The interface includes a menu bar (File, Edit, View, Actions, Tools, Help), search fields, and a left sidebar with "My Notes Applications" listing various tools like Asset Central, AQ Team Room, HR Forms, Incident Tracker, and Support Desk. The main content area shows an "Incident Report" for item MSHD-8273, with details such as "Workflow process XML fails on load" and a creation date of 11/04/2004 01:32:48 PM. Below the report details are several tables and sections, including "Process Controls", "RM Focus", "Item States", and "Documentation".

Viewer window
for Notes
applications
within the
Workplace

"My Notes Applications"
will list the available
Notes R5/6 Client
applications that can
be Run within the
Workplace Platform

Workplace Messaging

The screenshot displays the IBM Lotus Workplace Messaging application window. The interface is divided into several panes:

- Messages:** A list of folders including Inbox (1), Drafts, Sent (1), All Documents (2), Trash, My Chats, My Address, and My Calendar.
- Documents:** A tree view showing folders like LWP, Team Project, META, templates, theme, and WEB.
- Links:** A list of links for Web Conferences, Teampaces, and Learning.
- Instant Contacts:** A list of contacts including Andy Admin and Susan Adams.
- Message View:** The main pane showing a message from IBM to Susan Adams, dated Mon, 5/3/04 2:04 PM. The message content includes a welcome message and instructions on how to use Workplace Messaging.
- Calendar:** A calendar view for Monday, May 3, 2004, showing a grid of time slots from 9:00 am to 3:00 pm.

The message content is as follows:

IBM Lotus Workplace Messaging (TM)
 Date: Mon, 5/3/04 2:04 PM
 From: IBM
 To: Susan Adams

Welcome to IBM Lotus Workplace Messaging™!

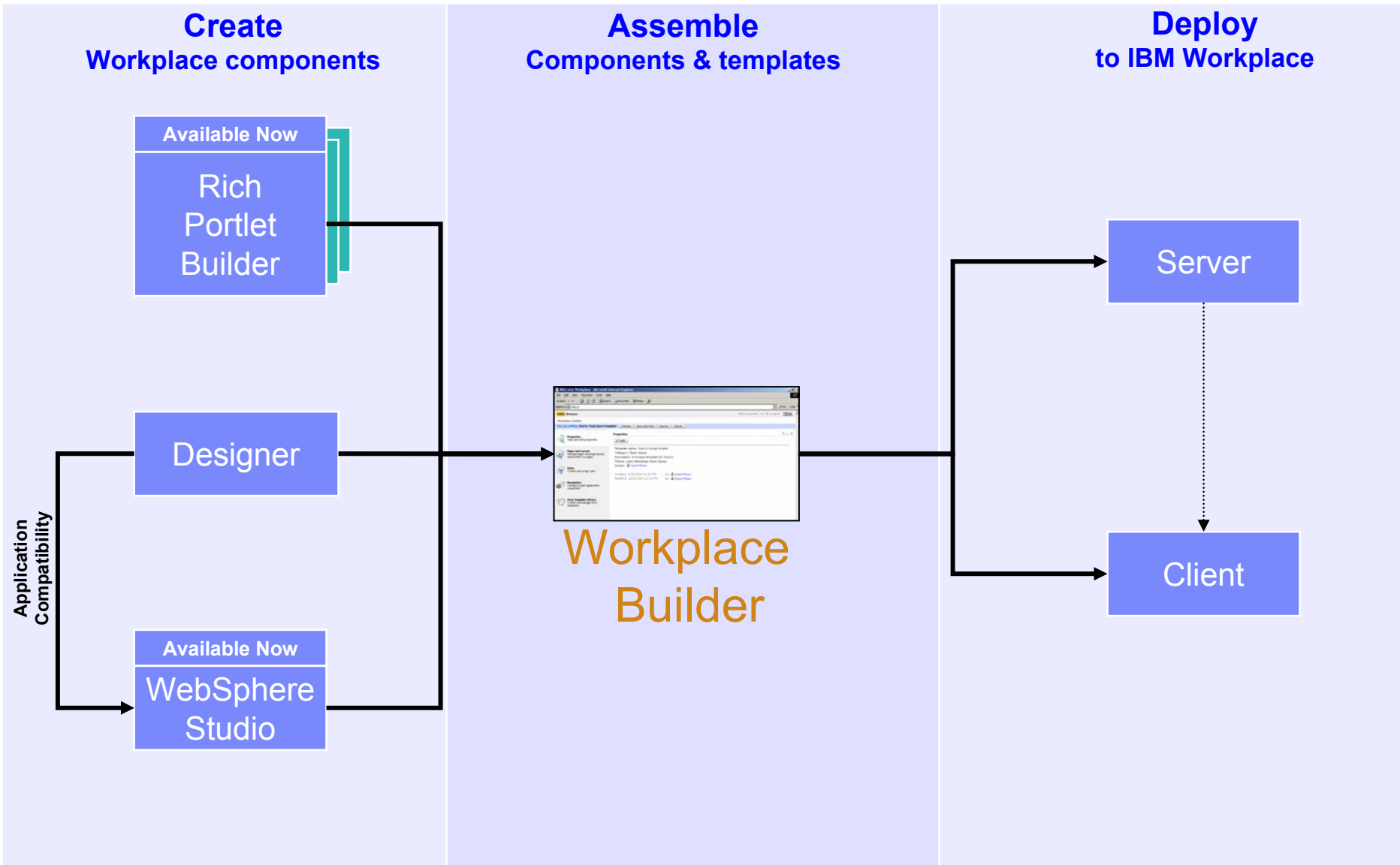
Your account is now active, and you can send and receive messages immediately. Workplace Messaging makes it simple to share information with your colleagues.

- Send and receive messages
- Create folders to organize your mail
- Store e-mail addresses and other personal information for your contacts in the Address

Check Help to learn more about how to use IBM Lotus Workplace Messaging.

At the bottom of the window, it shows "1 object(s) selected" and "Synchronize Now" and "Online" buttons.

Tools for Workplace Applications



Early Adopters of Workplace Client Technology



Pervasive Elements of the Workplace Family

Speech

Enterprise
Extensions

RFID &
Sensors
Smartcard

Device
Middleware

Broadest coverage of OS's and processors in the industry

Leading mobile middleware provider

37M smartcards, 51 models of GM cars, Honda/Acura

Workplace Client Technology Micro Edition Market Traction

Micro Edition Customer Scenarios

Productivity Services

Extended Mobile Applications & Services

Smart Industrial Machines



- Mobile CRM offering
- IBM ESWE technology



- Mobile Device Management



- IBM Workplace Client Technology Micro Edition



- Accord, Acura MDX
- IBM Embedded ViaVoice



- Industrial Solutions
- RFID, Sensors



- Mobile Insurance App
- IBM ESWE technology



- Zaurus Mobility Solutions
- IBM Workplace Client Technology Micro Edition



- Enterprise Mobility Solutions
- IBM Workplace Client Technology Micro Edition

- Enterprise Mobility Solutions
- IBM Workplace Client Technology Micro Edition



- Industrial RFID & Rugged Mobile Solutions



- IBM Embedded ViaVoice
- 51 GM car models!



- SmartCard
- IBM Chip OS



- IBM WebSphere Voice Server
- Improved customer sat

The Need for Workplace Productivity is Everywhere



HR



Finance & Administration



Health benefits



Customer Service



Store Manager Operations



Procurement



Event Management



HCM



Social Services



Wealth Management

IBM Workplace

Flexibility and Choice

Managed Client Environment

Innovation for People Productivity

...Delivering on demand Organizations



Software Group

Thank You



User Interaction Models

Yesterday

**Monolithic
Client Software**

Rich Function

**Deployment
challenges**
**Management
cost**
**Limited to
PCs**
**Stove-piped
solutions**

Today

Web Front-Ends

Low TCO
**Immediate
Deployment**

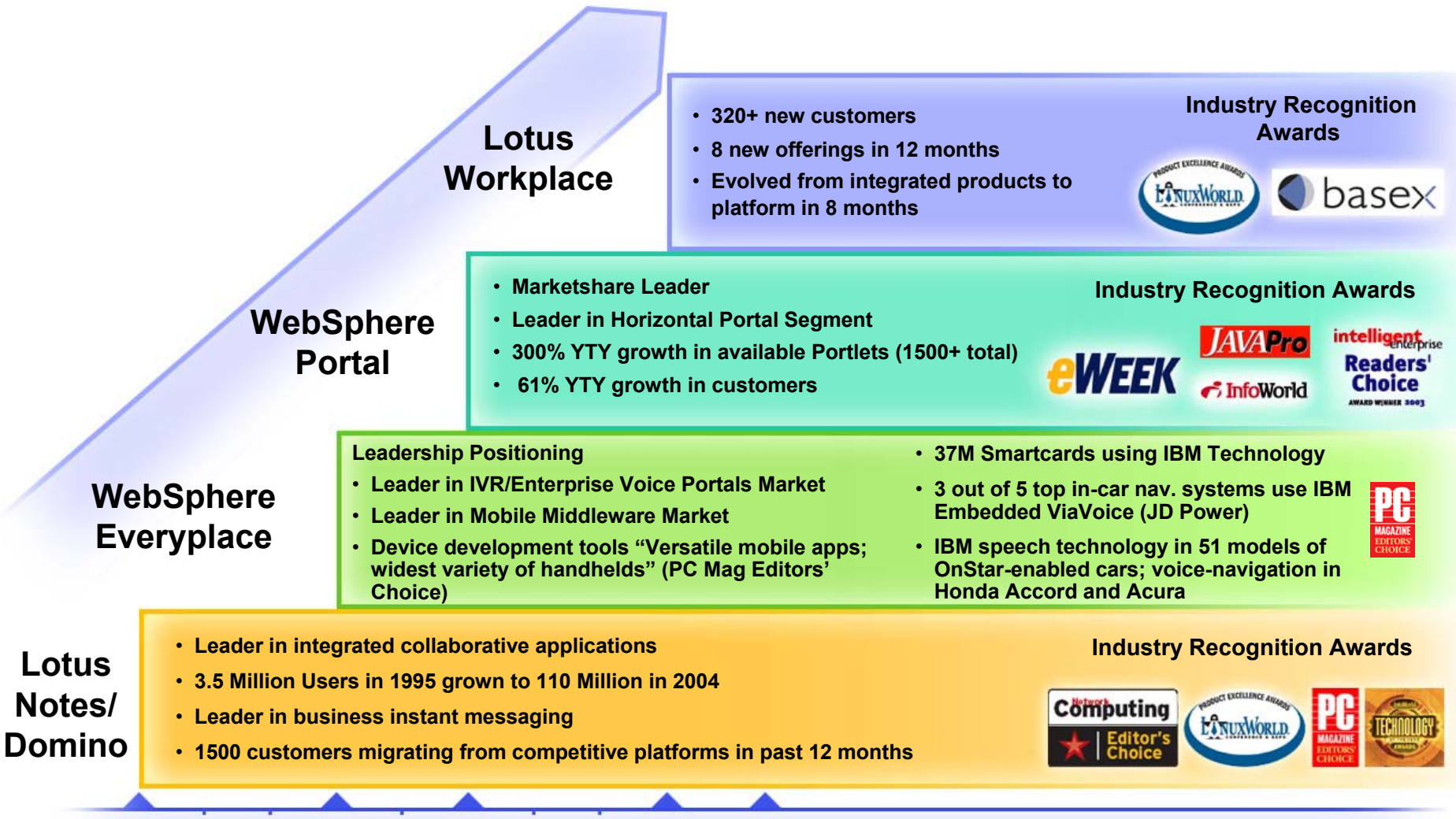
**Limited
Function**
**Complex
extensions**
**Device-
specific
programming
models**

Tomorrow

**Managed
Clients**

Low TCO
**Delivered on
Demand**
Rich Function
**Consistent
across Access
Spectrum**
**Integration of
existing
Applications**
**Choice &
Flexibility**

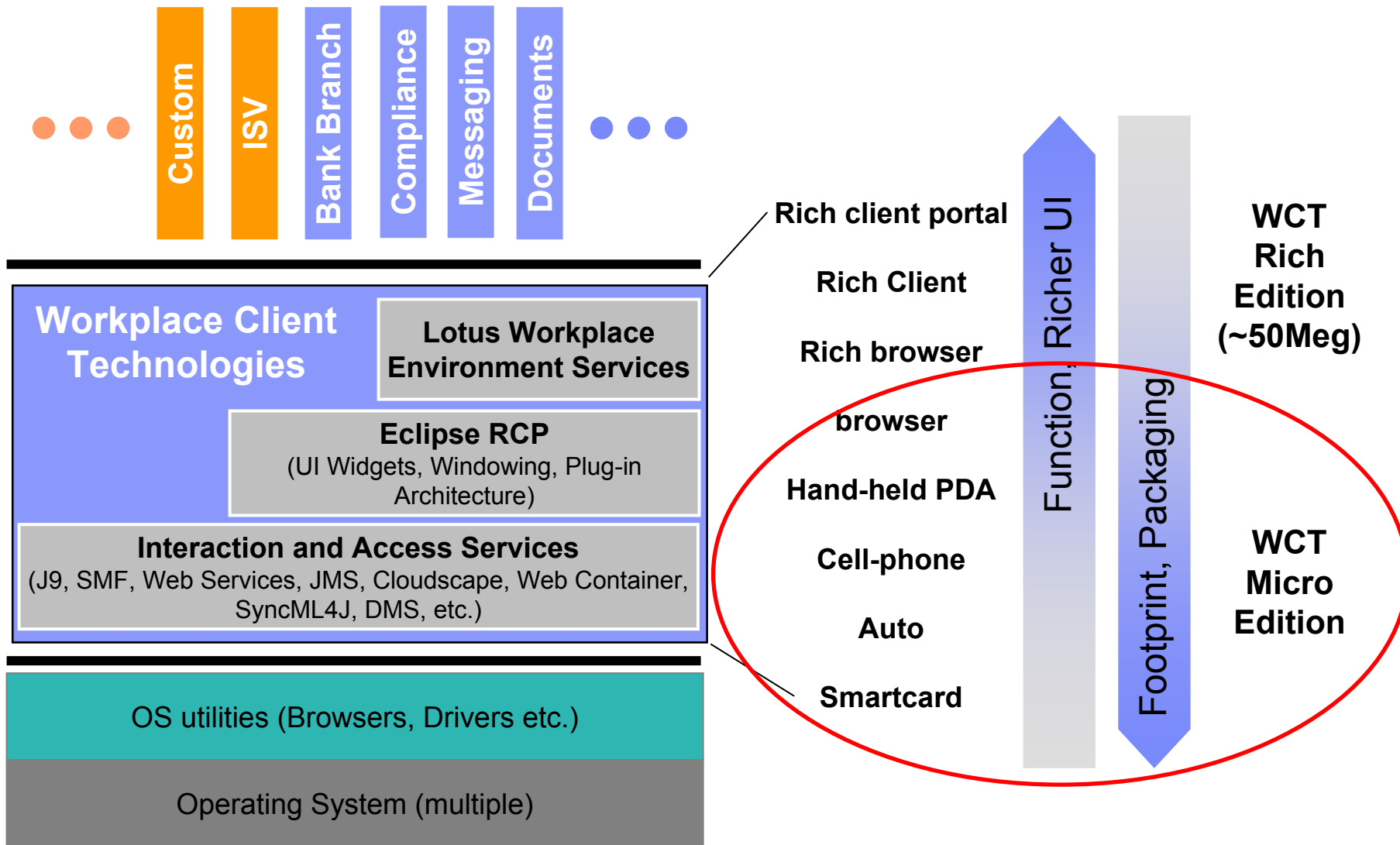
Market Experience In Workplace Productivity



1995 1998 2000 2003

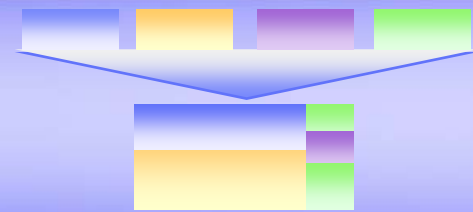
* Based on Market Data and Research

Single Consistent Framework for Client Side Technologies

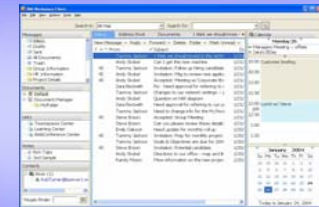


IBM Workplace Client Technology – What is it?

A dynamically provisioned client middleware built on standards with choice of operating systems



An innovative component based assembly model for building dynamic workplaces delivered on demand



An improved security model delivered via secure, encrypted and replicated repository not accessible by rogue programs



A foundation for a new model of rich client computing for the industry...

- Lotus Workplace Messaging
- Lotus Workplace Documents
- Other IBM & Partner Applications

Managed Clients

- Rich Client
- Browser
- Pervasive Devices
- Connected / Disconnected / Intermittently Connected
- Fully Synchronized / Bi-directional Synchronization
- Client Mobility
- Server Managed

Build, Deploy, Manage

- Portlet Builder
- Workplace Builder
- Domino Designer
- Workplace Designer
- WebSphere Studio
- Provisioning
- Security
- Embedded ViaVoice
- Role-based Personalization / Customization
- Data / Application Integration & Aggregation
- Built-in Local Encrypted DB
- Sync'd Centralized DB Stores

Delivering End-to-End Workplace Capabilities

Productivity Components

- Email/Messaging
- Calendar/Group Scheduling
- Workflow
- Web Content Management
- Team Spaces
- Online Learning
- Instant Messaging
- Presence/Awareness
- People Finder
- Web Conferencing
- Document Management
- Word Processing Editor
- Presentation Editor
- Spreadsheet Editor

Business Solutions from:

- PureEdge
- Colligo Networks
- Genius Inside
- PeopleSoft
- Siebel
- Relavis
- Adobe
- Synchrony
- Intellisync
- and others...