



# Notes / Domino 8

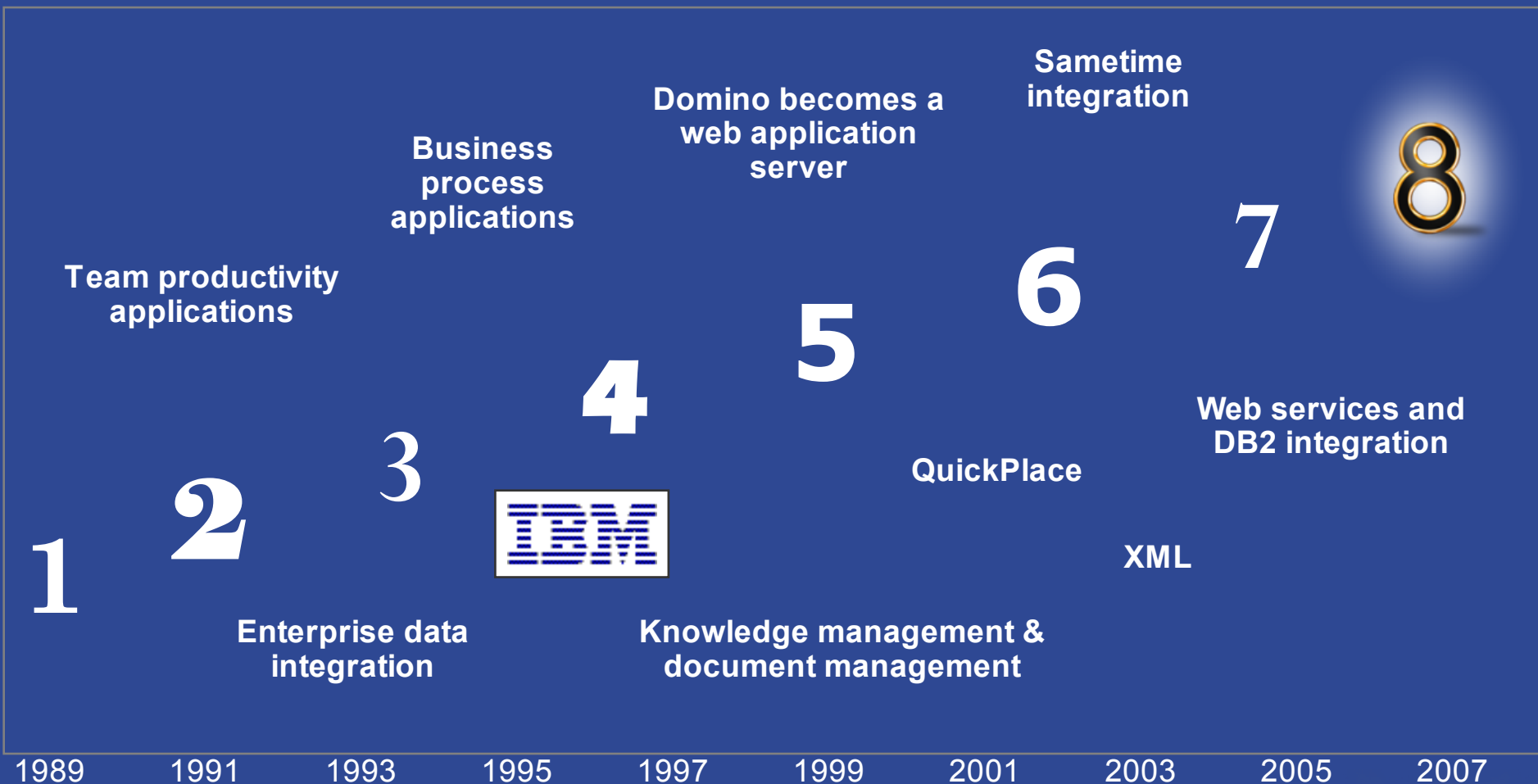
**Darren Adams**

Messaging & Collaboration Sales Leader

UK, Ireland & South Africa



# Notes / Domino - a history of innovation



# 2006 highlights for Notes / Domino

- User base announced as 127 million
  - ▶ Up 3 million on last year
- 913 competitive wins during 2006
- 30% year-on-year growth for Q4
  - ▶ 23% growth for the full year
- 15% increase in active Notes / Domino customers
- Released 7.0.2 in Q3

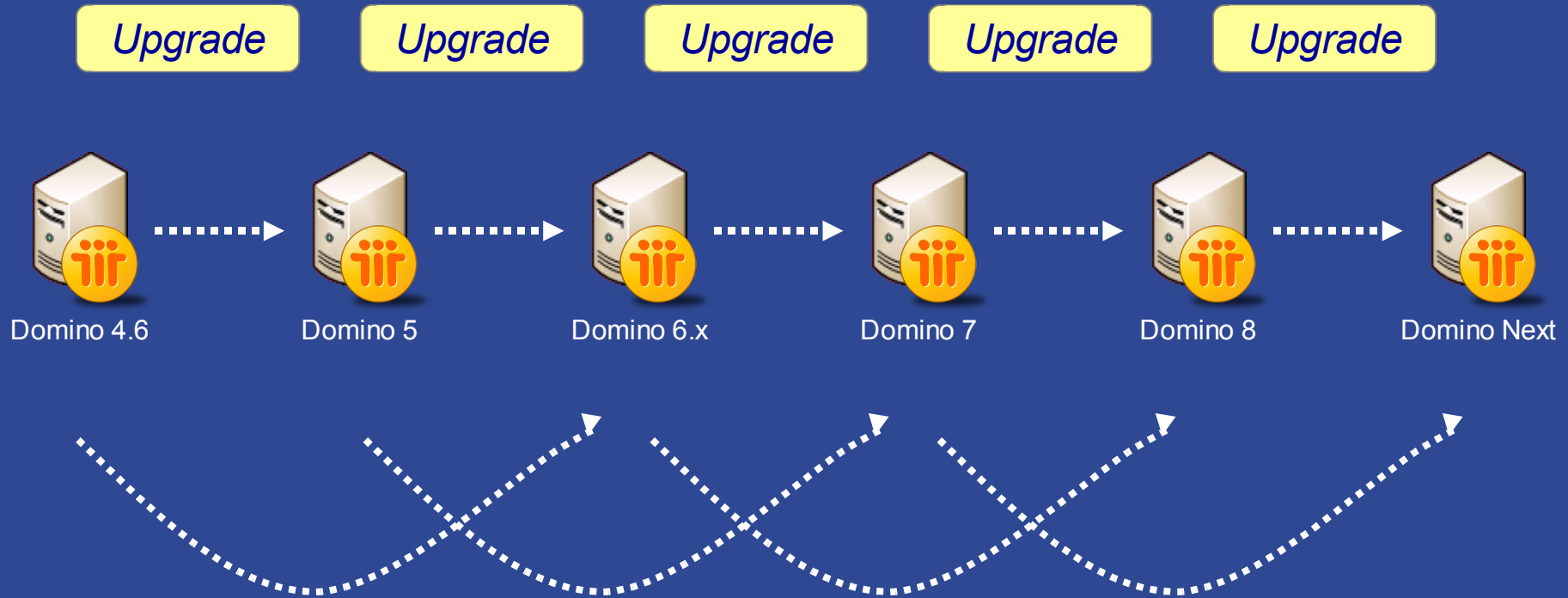
2006

# Notes / Domino 7.0.2

- SmartUpgrade 'Run as Admin' – also available for version 6.5
- Support for 32-bit Domino running on Windows x64 Server and 64-bit Intel Linux OS (SUSE 9, RHEL4)
- New native Notes client for Apple Mac
- 'Nomad'
  - ▶ Roaming Notes user support on a USB drive
- Domino content as RSS news feeds
- Blog template
  - ▶ Get business folks on-line
- iCal support



# Domino upgrade cycle



*You can jump versions*

*Co-existence between versions*

*Protection of investment*

# Domino 8

- Domino server release to accompany Notes 8
- Messaging enhancements
  - ▶ SPAM Guru
  - ▶ Message recall
  - ▶ Immediate 'Out of Office' reply
- Continued focus on reducing the cost of ownership
  - ▶ Lots of new and improved admin capabilities
- Further performance and scalability improvements
  - ▶ Stream cluster replication
- 64-bit versions
  - ▶ But we're keeping the 32-bit versions too
  - ▶ Availability planned for 8.0.1 (Windows and pSeries)... Linux to follow later
  - ▶ Customer choice as to when to make the move
- Further focus on web services and Services Orientated Architecture
- DB2 integration made generally available
- Updated Domino Web Access



# Ease of deployment: provisioning Eclipse update sites in Domino 8

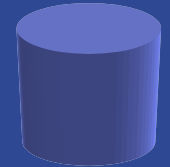


Lotus Notes 8

HTTP  
NRPC



Domino 8 Server



updatesite.nsf

Update site contains **115 features**, **606 plugins**, **44 fragments**. Last updated **Friday, January 05, 2007 at 01:25 PM**

Category	Feature	ID	Version
Eclipse.org			
C and C++ Development			
Eclipse C/C++ Development Tools	org.eclipse.cdt		3.1.0.201
Charting and Reporting			
Eclipse BIRT Report Designer Framework	org.eclipse.birt		2.1.0.N2
Database Development			
Data Tools Platform Connectivity	org.eclipse.datatools.connectivity.feature		0.9.0.201
Data Tools Platform Open Data Access Designer	org.eclipse.datatools.connectivity.oda.desig		0.9.0.201
Data Tools Platform Open Data Access Runtime	org.eclipse.datatools.connectivity.oda.featu		0.9.0.201
Data Tools Platform Enablement	org.eclipse.datatools.enablement.feature		0.9.0.201
Data Tools Platform Model Base	org.eclipse.datatools.modelbase.feature		0.9.0.201
Data Tools Platform SQL Development Tools	org.eclipse.datatools.sqldevtools.feature		0.9.0.201
Enabling Features			
Batik	org.apache.batik		1.6.0.v20
Batik PDF	org.apache.batik.pdf		1.6.0.v20

updatesite.nsf  
on Laptop/Server/Gum: Preview: ▲

# Domino Web Access 8

- Updated 'Notes 8' user interface
- More performance enhancements
  - ▶ Further to huge leaps made in version 7
- Single, merged mail template
  - ▶ Domino Web Access and Notes users served from the same template (Mail8.ntf)
- Preview pane
- Portal integration improvements
- Integrated instant messaging contacts list user interface
- Feed enabled mail files (RSS / ATOM)
- Enhanced spell check engine and dictionary integration
- Customisation – logos, colours, branding
- LTPA2 token support



Mail - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail Stop Mail Stop Bluetooth

Address [http://venice.notesdev.ibm.com/mail/jdumont.nsf/Notes/Mail/?OpenDocument&PresetFields=s\\_ViewLabel;Inbox,s\\_ViewName;\(%24Inbox\)&KIC&UNH=if1786ve89pa0mgt](http://venice.notesdev.ibm.com/mail/jdumont.nsf/Notes/Mail/?OpenDocument&PresetFields=s_ViewLabel;Inbox,s_ViewName;(%24Inbox)&KIC&UNH=if1786ve89pa0mgt) Go

Welcome, Jason Dumont I Am Active Preferences Online Logout Help

Welcome Mail Calendar To Do Contacts Notebook Lotus Domino Web Access IBM

My Mail **Inbox**

**Inbox**  
 Drafts  
 Sent  
 Follow Up  
 All Documents  
 Junk  
 Trash  
 Views  
 Mail Threads  
 Folders  
 Tools

New Reply Reply To All Mark As... View Print More

Sender	Subject	Date	Size
John Immerman	Team Outing	12/17/06 09:07AM	5K
Chip Faulkner	Team Breakfast	12/17/06 09:01AM	5K
Chip Faulkner	will be out of the office next week <more>	12/17/06 09:00AM	1K
Chip Faulkner	Status Reports due tomorrow </>	12/17/06 08:58AM	1K
John Immerman	Re: New DWA Product Page	12/17/06 08:56AM	2K
Rahul Garg	New DWA Product Page	12/17/06 08:55AM	2K
John Immerman	pictures from holiday party	12/17/06 08:53AM	175K
John Immerman	funny joke	12/17/06 08:51AM	1K
Vinod Seraphin	Invitation: DWA UI Walkthru (Dec 18 09:00 AM EST)	12/16/06 02:35PM	2K
John Immerman	Re: Does anyone have a blank CD I can borrow. Please let me know -	12/12/06 10:43AM	2K
Chip Faulkner	Test results of today's build	12/12/06 10:42AM	3K
John Immerman	Vacation Photos - enjoy	12/12/06 10:39AM	105K
Chip Faulkner	Does anyone have a blank CD I can borrow. Please let me know - than	12/12/06 10:37AM	1K
John Immerman	Rescheduled: Discuss new build process (Dec 15 04:00 PM EST)	12/12/06 10:34AM	2K

**Meeting: Invitation**

**From:** Vinod Seraphin/Shimmer8  
**Chair:** Vinod Seraphin/Shimmer8  
**Invite:** Jason Dumont/Shimmer8@Shimmer8

**Subject:** Invitation: DWA UI Walkthru (Dec 18 09:00 AM EST)  
**Location:**  
**Resource:**

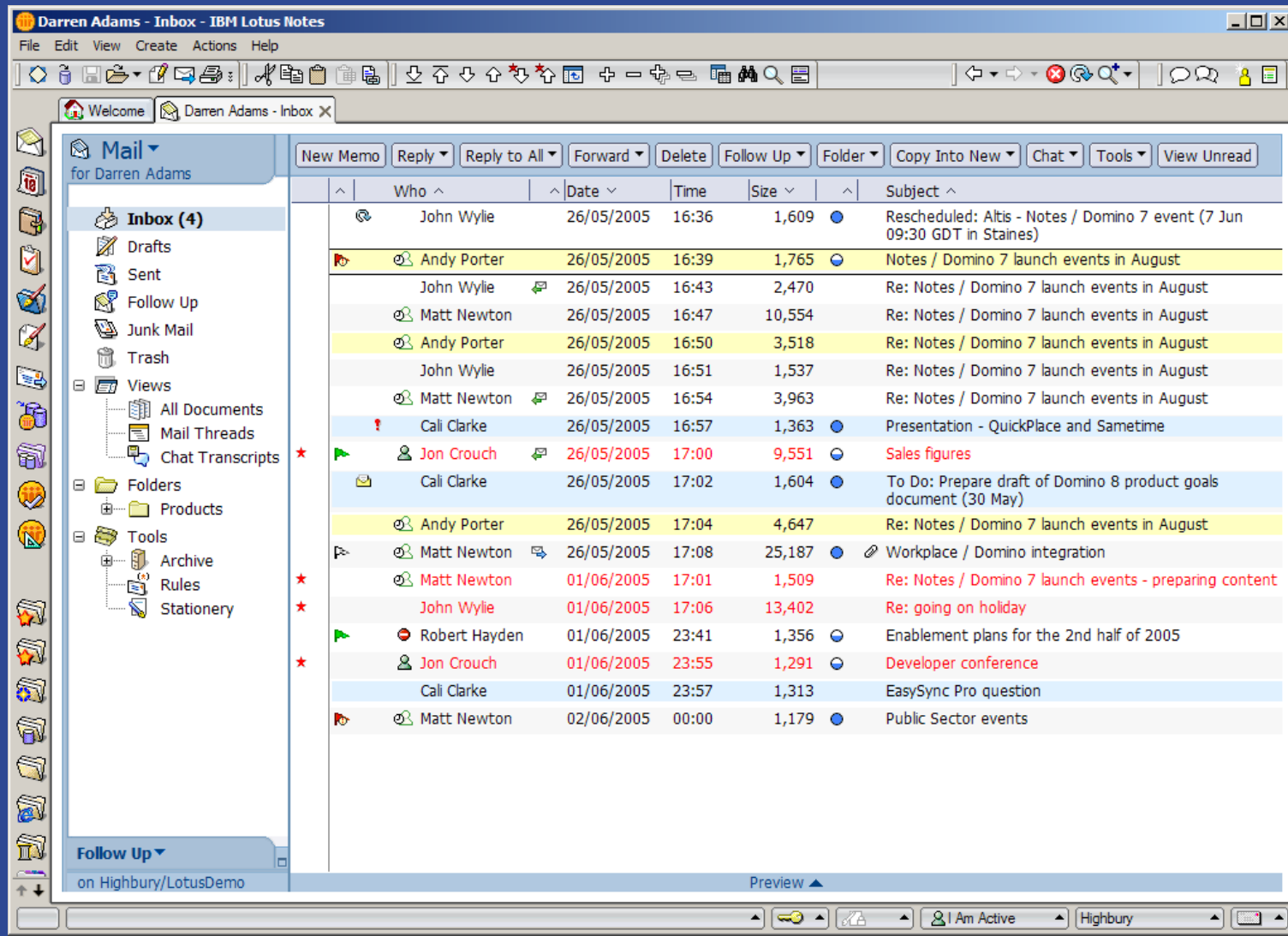
4 Thursday Jan 4, 2007 04:41PM  
 Trash

# Lotus Notes 8



# Our customers have told us...

- ...we need to improve the Notes user interface and usability



# How have we gone about improving Notes?

- More usability testing than ever before
  - ▶ User feedback labs at Lotusphere 2006 and 2007
- Elected customer design partners to provide input throughout design and development cycles
- Hired some professional design consultants and artists
- Head user interface developer (Mary Beth Raven) has publicly blogged on issues and ideas and requested feedback
- Taken advantage of the Eclipse framework
  - ▶ Advanced tools for building user interface elements
  - ▶ Offers better integration with operating system
    - Windows, Linux, Mac



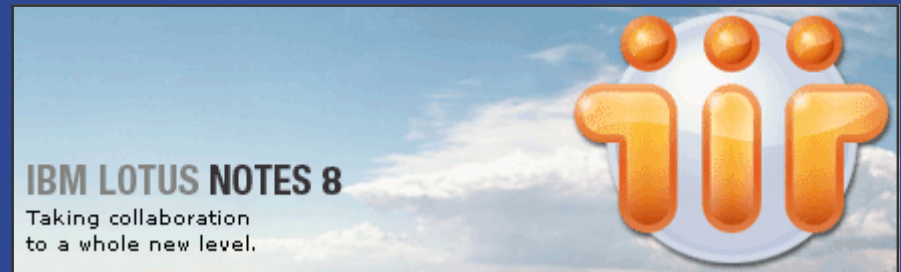
# What else has driven the Notes 8 development?

- Greater demand for converging technologies
  - ▶ Instant messaging, presence awareness, Voice over IP, telephony integration
  - ▶ Unified user experience
  - ▶ Composite applications
  - ▶ Role-based dynamic workplaces
  - ▶ Server-managed clients with minimal desktop touch
- Embracing innovations and open standards [Web 2.0]
  - ▶ Contextual collaboration
  - ▶ New ways of working ... activity-centric computing
  - ▶ Extensibility ... mash-ups
- Lowering cost of ownership while allowing people to be more productive
- Providing choice and flexibility



# Notes 8 client – reasons to be excited

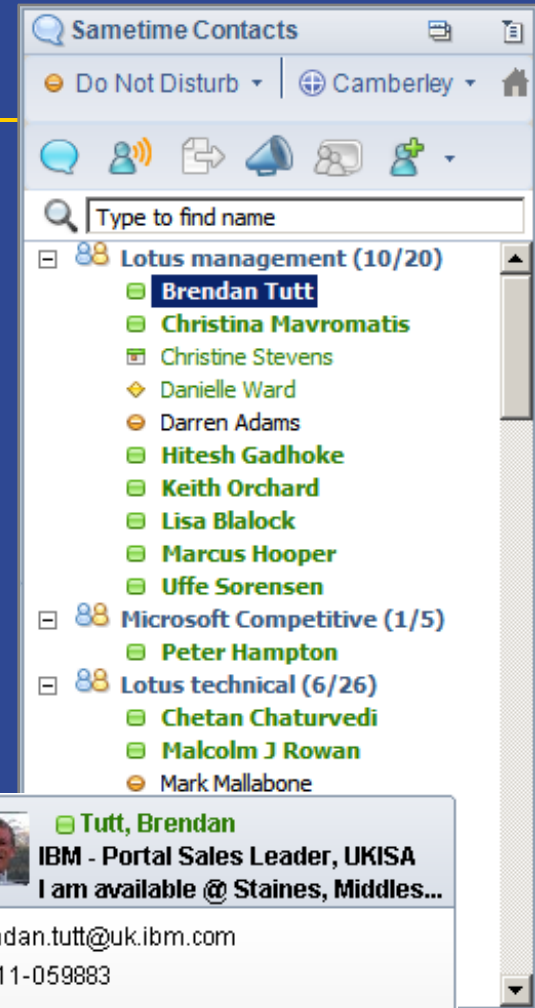
- It looks great
- Improvements across the board for e-mail, calendar, contacts
- It looks great
- Integrated Sametime
  - ▶ Single-client experience
- It looks great
- Integrated productivity editors
  - ▶ Spreadsheet, word processor, presentations
- New models for accessing and building applications
  - ▶ Maintain investment in existing Notes applications
  - ▶ Extend, improve, integrate
- Oh, and did I mention it looks great?



# Some key points - Sametime

## ■ Integrated Sametime

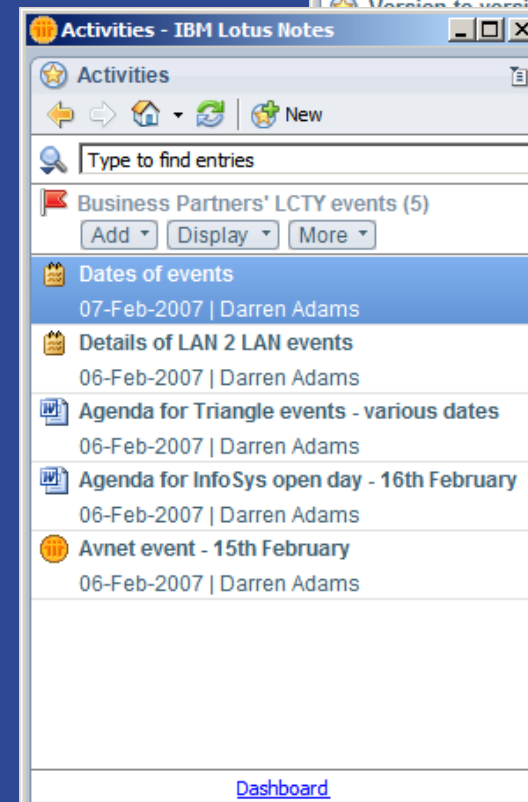
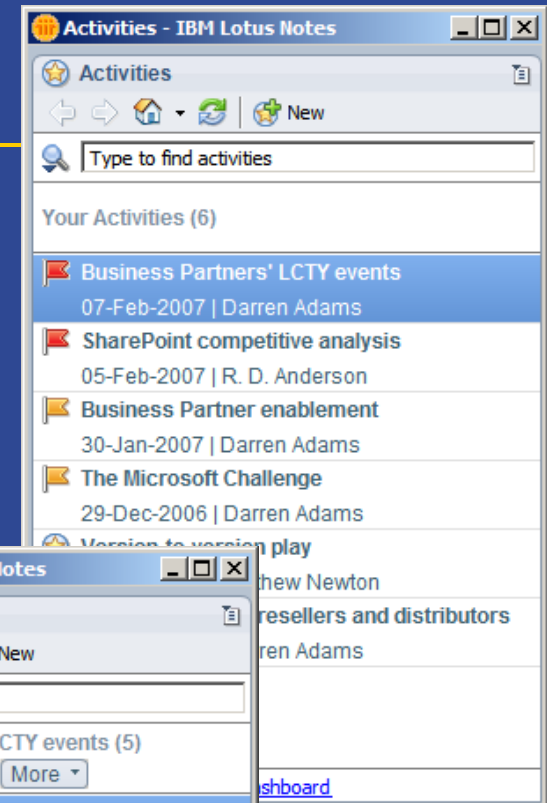
- ▶ Now a single-client experience
- ▶ Sametime is embedded into the side-bar, drives presence-awareness and instant messaging for the Notes client
- ▶ It's essentially the Sametime 7.5 code base
- ▶ You get a base level of functionality
  - Which is much better than you get in Notes 7
  - Paying for Sametime 7.5 allows you to switch on all the features



<b>Briefing owner:</b>	<input checked="" type="checkbox"/> Christine Stevens/UK/IBM
<b>Agenda for:</b>	Lotusphere Comes To You - business track
<b>Date of briefing:</b>	<input type="text" value="13/03/2007"/> <input type="text" value="16"/>
<b>Status of date:</b>	<input type="radio"/> Provisional <input checked="" type="radio"/> Confirmed
<b>Additional editors:</b>	<input checked="" type="checkbox"/> Darren Adams/UK/IBM <input checked="" type="checkbox"/> Mark Lamb/UK/IBM

# Some key points - Activities

- Integration with 'Activities'
  - ▶ Activities are part of Lotus Connections (due Q2 2007)
  - ▶ Activities plug-in provides integration with Notes 8
    - Drag and drop of Notes content and file attachments
  - ▶ Activities [Connections] server is NOT Domino-based





**Darren Adams**  
on Local

- Inbox (4)
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Chat History
- Views
- Folders
- Archive
- Tools
- Other Mail

New Reply Reply to All More Show

You are seeing: only latest response for each e-mail Conversation (thread) Clear

	From	Date	Time
	Ross Reith	28/12/2006	11:38
	Fw: UK's Institute for Public Policy Res...		
	Lizzie Hancock	05/01/2007	16:15
	RE: FW: QuickStart for Lotus Domino a...		
	jbedford	13/02/2007	09:11
	Fw: Notes-based CRM		
	Colette McDonnell	16/02/2007	14:14
	P&C Solutions Selling Workshop 17/4		
	Sue J Morris	27/02/2007	22:25
	Empowering People Text 100 Messag...		
	Michael Gruber	08/03/2007	15:54
	Joint IBM/RIM Sales Engagements: UK		
	Ross Reith	09/03/2007	16:28
	Fw: Lotus related services		
	Mark Lamb	12/03/2007	10:06
	VIP Attendee List attached...		
	Craig Durham	15/03/2007	17:55
	sametime		
	Mark Holmes	16/03/2007	08:58
	Re: BP education (4)		

**VIP Attendee List attached...**  
Mark Lamb to: Da... 12/03/2007 10:06  
[Show Details](#)

Hi Darren,

Here is the final customer day attendee list.

VIP customer day attendees.ods

Regards

**Mark Lamb** B.Sc.(Hons), MBCS CITP, MBA  
Senior IT Specialist  
Lotus Software  
IBM United Kingdom Limited

Tel: +44 (0) 1784 445087  
Mobile: +44 (0) 7980 445087

Chat: Darren Adams and Mark Lamb

Updated by Darren Adams on Mar 12, 2007  
Tags: demo, quickr, sametime

Chat Started: March 12, 2007 8:49:54 AM GMT

**Darren Adams** [8:50:17 AM] Hi Mark, how long will you need for the Quickr demo on the VIP customer day?

**Mark Lamb** [8:50:42 AM] I think 45 minutes should be great!

Reply to this More actions

**Sametime Contacts**

Available Camberley

Type to find name

- Hannes Van Vuuren
- Hitesh Gadhoke
- Keith Orchard
- Martin S Smith
- Oscar Rozario

**Activities**

Type to find entries

- VIP customer day (8)
  - Add Display More
- Invitation to VIP customer event
  - Mar 16, 2007 | Darren Adams
- Confirm attendees
  - Mar 16, 2007 | Darren Adams
- Book a room in South Bank
  - Mar 15, 2007 | B. H. Tutt
- Notes 8 demo script
  - Mar 12, 2007 | Darren Adams
- Directions to IBM Bedfont
  - Mar 12, 2007 | Darren Adams
- Chat: Darren Adams and Mark Lamb
  - Mar 12, 2007 | Darren Adams
- Agenda
  - Mar 12, 2007 | Darren Adams
- Date and venue
  - Mar 12, 2007 | Darren Adams

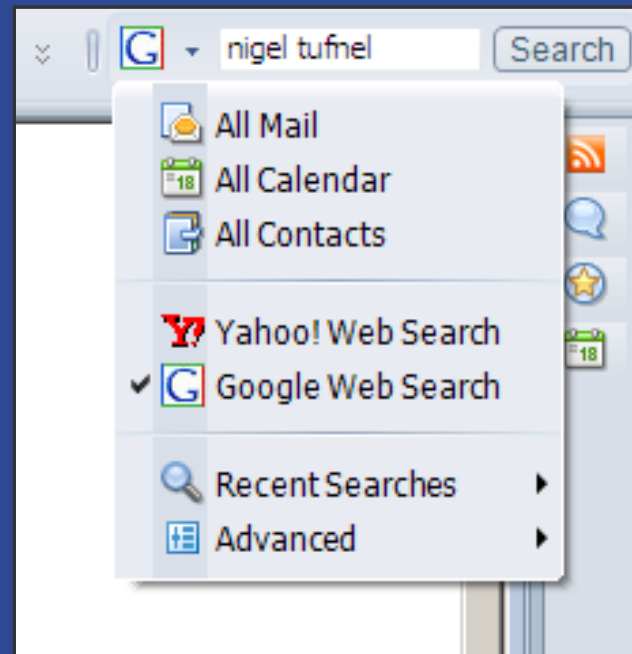
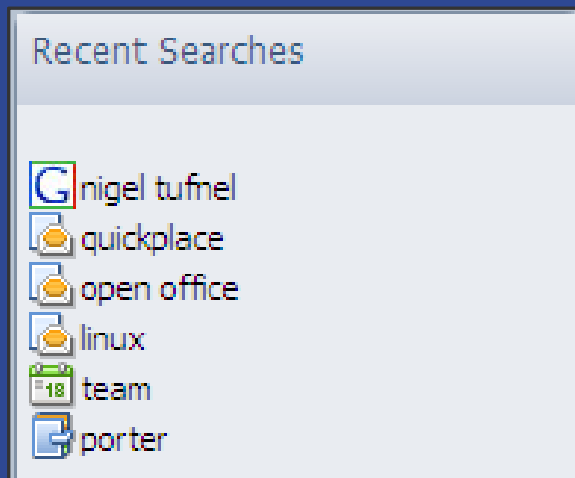
[Dashboard](#)

**Day At-A-Glance**

Feeds

# The search bar

- Search e-mail, calendar, contacts and the Internet directly from the search bar
- Browse through search history



Recent Searches

- quickplace
- open office
- linux
- team
- porter
- nigel tufnel

New Reply Reply to All [Icons] More [Icons] Show

151 documents in View 'All Documents' matched your search. Indexed

Search for  Search Clear Results [Navigation] More

Who	Subject	Date	Size
David R Gray	Re: QuickPlace / Sametime pilot installs and sessions	20/05/2005 09:59	4K
Brian Jewsbury	Re: Value Creation Announcement	21/02/2006 11:06	20K
Paul C Woolf	Re: QuickPlace theme for RMG and creating a template (PlaceType)	20/06/2005 17:38	27K
Paul Emsley-Martin	Meeting with Kevin Mason / Gareth Locke (Royal Mail Group)	31/05/2005 16:58	10K
Aidan.Fitzmaurice	Construction Quickplace...	21/02/2006 11:05	9K
Aidan.Fitzmaurice	Follow-up on Pierse visit...	15/03/2006 11:11	9K
David R Gray	Re: Free days for QuickPlace install (Royal Mail Group)	10/06/2005 16:14	20K
Neil Orange Johnson	Re: QuickPlace 6.5 - Members On-line Window Is Greyed Out or Blank in Chat Applet	08/07/2005 10:23	47K
Matthew Newton	Accepted: QuickPlace installation for CSC / RMG	17/06/2005 13:55	2K
Matthew Newton	Accepted: QuickPlace installation for CSC / RMG	10/06/2005 15:57	2K
Matthew Newton	Accepted: Call with CSC re. QuickPlace pilot at RMG	10/06/2005 15:02	2K
Darren Adams	Notes / Domino strategy session for Open University	21/08/2006 11:12	2K
Christina Mavromatis	Real-Time. Right Now. (Announcing Lotus Sametime 7.5) -- Deliverables for your partners	30/08/2006 10:27	4K
Simon Bradford	Cardiff University - Sametime & Quickplace briefing	30/06/2006 12:56	3K
Christina Mavromatis	Fw: Grant Thornton success story	20/04/2006 17:00	7K
Tony Rothwell	RMG CSC meeting 10 may	11/05/2005 08:59	5K
Thomas Cowley	You are invited to join h205ibm	06/06/2005 14:30	4K
SWGCP0	Quickplace Quick-Guide - Why Customers Should Consider Quickplace Vs. SharePoint Server	28/06/2005 18:58	3K

## Recent Searches

nigel tufnel  
quickplace  
open office  
linux  
team  
porter



**Web** Results 1 - 10 of about 115,000 for nigel tufnel. (0.03 seconds)

### Image results for nigel tufnel



### [Nigel Tufnel - Wikipedia, the free encyclopedia](#)

**Nigel Tufnel** is the lead guitarist of the rock band, Spinal Tap, ... In homage to **Nigel Tufnel**, Marshall Amplifiers released a version of the classic JCM ...

[en.wikipedia.org/wiki/Nigel\\_Tufnel](http://en.wikipedia.org/wiki/Nigel_Tufnel) - 21k - 12 Feb 2007 - [Cached](#) - [Similar pages](#)

### [Christopher Guest - Wikipedia, the free encyclopedia](#)

Guest is well known for his portrayal of **Nigel Tufnel** in the mockumentary film This Is Spinal Tap, and his stint as a cast member on NBC's Saturday Night ...

[en.wikipedia.org/wiki/Christopher\\_Guest](http://en.wikipedia.org/wiki/Christopher_Guest) - 33k - [Cached](#) - [Similar pages](#)

[ [More results from en.wikipedia.org](#) ]

### [Nigel Tufnel Guitar Lesson](#)

**Nigel Tufnel** provides a guitar lesson. ... GUITAR WORLD: There are reports that you've devised a **Nigel Tufnel** Theory of Music. What exactly is this theory? ...

[www.spinaltapfan.com/articles/guitarworld2.html](http://www.spinaltapfan.com/articles/guitarworld2.html) - 23k - [Cached](#) - [Similar pages](#)

# Composite applications

- What are composite applications?
  - ▶ Collection of user-facing components brought together for a specific business purpose
- Programming model supported in Portal and Notes
  - ▶ Surface content from multiple systems
  - ▶ Aggregate and integrate different component types
- Support business flexibility
  - ▶ Mix-n-match and loose coupling
  - ▶ User effectiveness
  - ▶ Remove silos of information

# Example

The screenshot displays the IBM Lotus Notes application window titled "Notes/Domino 6 and 7 Forum - 2. Author\Threaded - IBM Lotus Notes". The interface includes a menu bar (File, Edit, View, Create, Actions, Tools, Window, Help), a toolbar with various icons, and a tabbed interface with tabs for "Getting Started", "Home", and "CustomerInterests-Forum".

The main content area is divided into three panes:

- Left Pane:** A contact list titled "My Contacts" with a search filter set to "all". The list includes names from A to T, with "Glenn Cloud" selected.
- Center Pane:** A contact card for "Glenn Cloud", an IT Renovations Customer Service Representative. It includes a photo, contact information (gcloud@prenovations.com, 647-555-8901), and sections for "E-mail", "Phone Numbers", "Other Information", and "Category: Customer".
- Right Pane:** An "Interests:" list containing "Domino Administrator", "Domino Designer", "Domino Server General", and "Notes Client".

At the bottom, a "Customer Forum:" pane shows a thread:

- Thread Title:** Glenn Cloud
- Author:** Domino Administrator
- Message 1:** Started 07/31/2006. Subject: Mail Routing not showing on Server Console (but mail is still moving) (Glenn Cloud). Content: RE: Mail Routing not showing on Server Console (but mail is still moving) (07/31/2006)
- Message 2:** Started 03/12/2006. Subject: Should I Enable 8 Bit Mime? (Glenn Cloud). Content: RE: Should I Enable 8 Bit Mime? (03/13/2006). Content: Thanks Jesper - I was just worried that it might have been turned off for a reason.

The status bar at the bottom right shows "Online" and a "Share" icon.

Notes 8.0 Contacts Application

Done

Forum

- Notes Contacts View
- Notes Domino Forum
- Tag Cloud Eclipse View

Edit Mode Perspective - My Contacts

New Edit Browse for Contact...

Name
Betty Zec
Dan Misa
David Arn
Ed El-Am
Frank Ad
Gardner F
<b>Glenn Cloud</b>
Heather F
Howard C
Jasmine
Ling Shin
Lucille Su
Matthias I

**Glenn Cloud**  
 IT Renovations — Customer Service Representative  
 gcloud@prenovations.com  
 647-555-8901

**E-mail**  
 Business: gcloud@prenovations.com

**Phone Numbers**  
 Office phone 647-555-8901

**Other Information**  
 Messaging ID: gcloud@prenovations.com  
 Location: Toronto

Category: Customer

Tag Cloud Eclipse View

**Interests:**

Domino Administrator  
 Domino Designer Domino Server  
 General Notes Client

Component Palette

Starts with... Filter Clear

- General
  - Topology Eclipse View
  - Tag Cloud Eclipse View
  - Property Broker Eclipse View
  - Lotosphere Sessions
  - CustomBuddy List
  - Account Manager
  - Sales History
- Notes Components
  - Notes Contacts View
  - Notes Contacts Navigator
  - Notes Domino Forum
  - Corporate Customers
  - Notes Discussion
  - Notes Teamroom

Notes/Domino 6 and 7 Forum - 2. Author\Threaded

**Customer Forum:**

**Glenn Cloud**

**Domino Administrator**

Started 07/31/2006	Mail Routing not showing on S
	RE: Mail Routing not showing
Started 03/12/2006	Should I Enable 8 Bit Mime?
	RE: Should I Enable 8 Bit Min
	Thanks Jesper - I was j

**Domino Designer**

Started 06/28/2006	Formatting Text using @Func
	RE: Formatting Text using @
	RE: Formatting Text usi

- Forum
  - Notes Contacts View
  - Notes Domino Forum
  - Tag Cloud Eclipse View

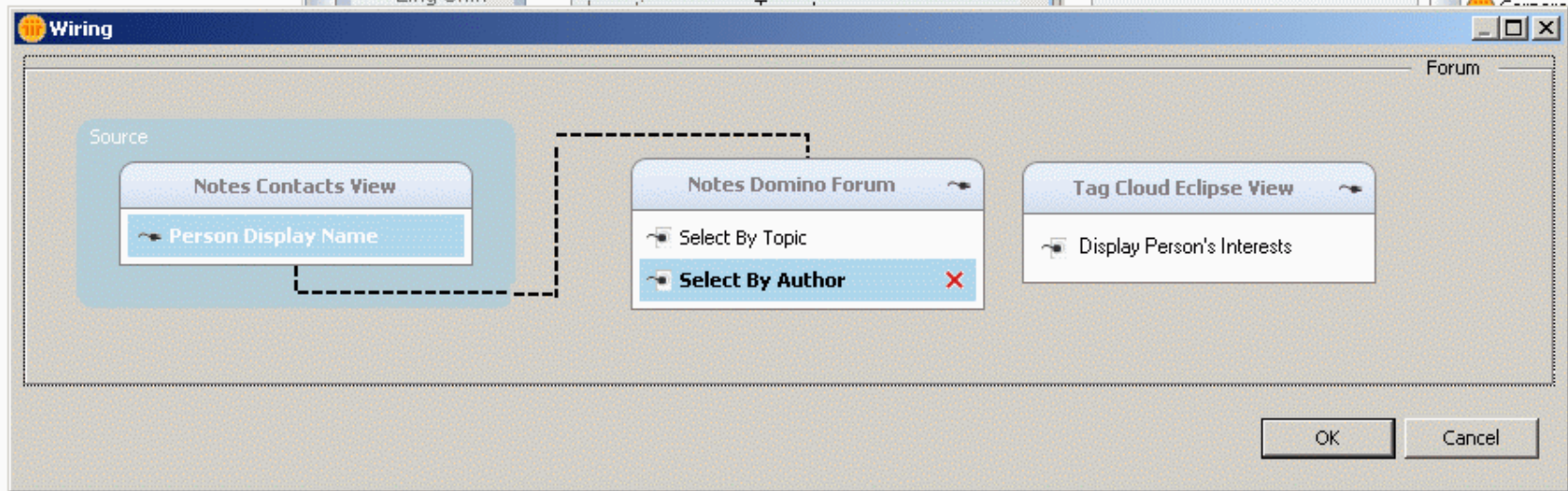
New Edit Browse for Contact...

Name	Details
Betty Zec	
Dan Misa	
David Arn	
Ed El-Am	
Frank Ada	
Gardner F	
<b>Glenn Cloud</b>	<p><b>Glenn Cloud</b>                      IT Renovations —                      Customer Service                      Representative                      gcloud@prenovations.com                      647-555-8901</p> <p><b>E-mail</b>                      Business: gcloud@prenovations.com</p> <p><b>Phone Numbers</b>                      Office phone 647-555-8901</p> <p><b>Other Information</b>                      Messaging ID: gcloud@prenovations.com</p>
Heather F	
Howard C	
Jasmine	
Ling Shin	

**Interests:**

Domino Administrator  
 Domino Designer Domino Server  
 General Notes Client

- Starts with... Filter Clear
- General
    - Topology Eclipse View
    - Tag Cloud Eclipse View
    - Property Broker Eclipse View
    - Lotusphere Sessions
    - CustomBuddy List
    - Account Manager
    - Sales History
  - Notes Components
    - Notes Contacts View
    - Notes Contacts Navigator
    - Notes Domino Forum
    - Generate Customers



**Domino Designer**

Started 06/28/2006      Formatting Text using @Func

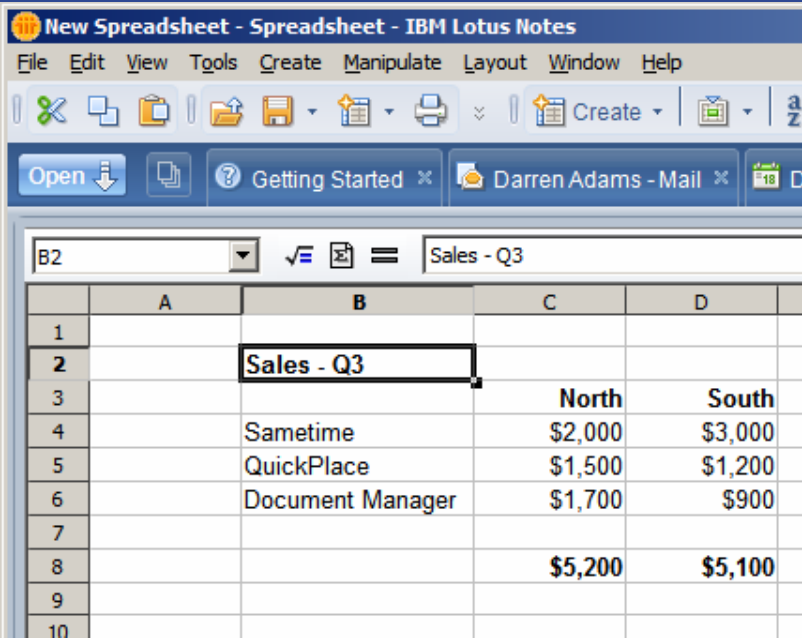
RE: Formatting Text using @

RE: Formatting Text usi



# Integrated productivity editors

- Spreadsheet / word processor / presentations
- Notes 8 will support
  - ▶ Microsoft Office format documents, Open Document Format, SmartSuite
- Potential for reduced cost of ownership
- Choice – all client platforms



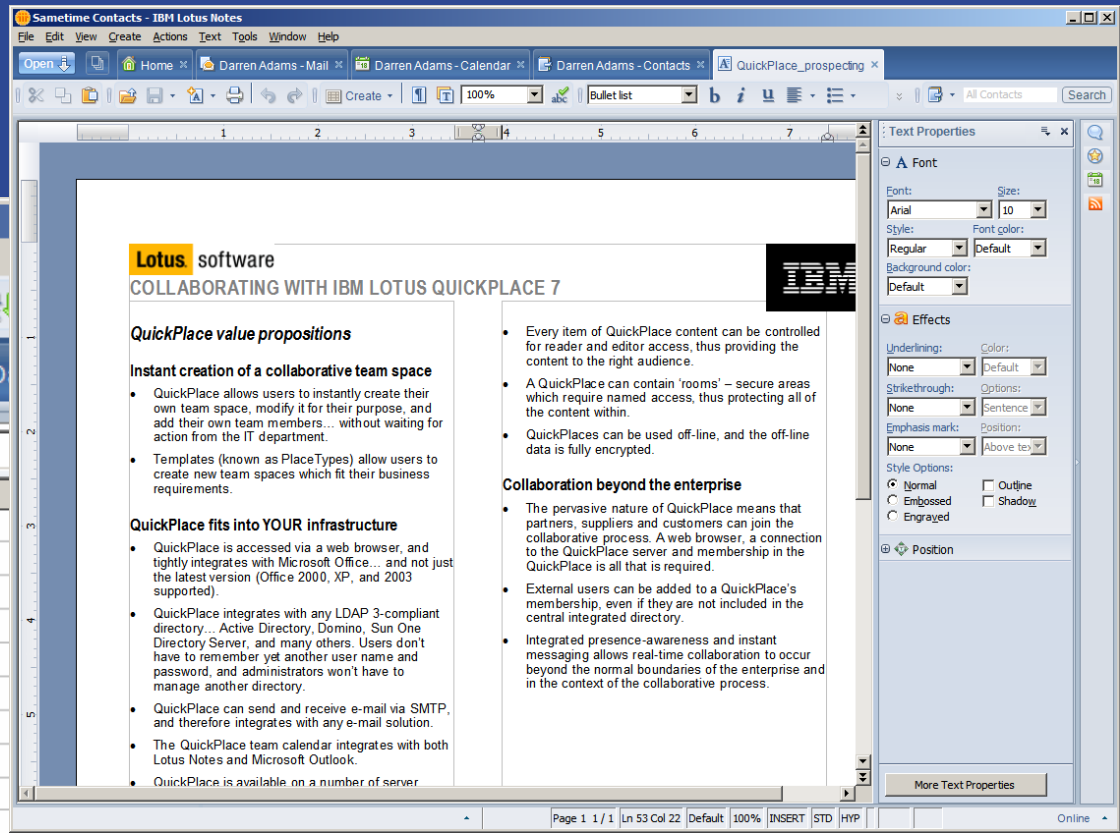
New Spreadsheet - Spreadsheet - IBM Lotus Notes

File Edit View Tools Create Manipulate Layout Window Help

Open Getting Started Darren Adams - Mail

B2 Sales - Q3

	A	B	C	D
1				
2		Sales - Q3		
3			North	South
4		Sametime	\$2,000	\$3,000
5		QuickPlace	\$1,500	\$1,200
6		Document Manager	\$1,700	\$900
7				
8			\$5,200	\$5,100
9				
10				



Sametime Contacts - IBM Lotus Notes

File Edit View Create Actions Text Tools Window Help

Open Home Darren Adams - Mail Darren Adams - Calendar QuickPlace\_prospecting

100% Bullet list

Lotus software

## COLLABORATING WITH IBM LOTUS QUICKPLACE 7

### QuickPlace value propositions

**Instant creation of a collaborative team space**

- QuickPlace allows users to instantly create their own team space, modify it for their purpose, and add their own team members... without waiting for action from the IT department.
- Templates (known as PlaceTypes) allow users to create new team spaces which fit their business requirements.

**QuickPlace fits into YOUR infrastructure**

- QuickPlace is accessed via a web browser, and tightly integrates with Microsoft Office... and not just the latest version (Office 2000, XP, and 2003 supported).
- QuickPlace integrates with any LDAP 3-compliant directory... Active Directory, Domino, Sun One Directory Server, and many others. Users don't have to remember yet another user name and password, and administrators won't have to manage another directory.
- QuickPlace can send and receive e-mail via SMTP, and therefore integrates with any e-mail solution.
- The QuickPlace team calendar integrates with both Lotus Notes and Microsoft Outlook.
- QuickPlace is available on a number of server

- Every item of QuickPlace content can be controlled for reader and editor access, thus providing the content to the right audience.
- A QuickPlace can contain 'rooms' – secure areas which require named access, thus protecting all of the content within.
- QuickPlaces can be used off-line, and the off-line data is fully encrypted.

### Collaboration beyond the enterprise

- The pervasive nature of QuickPlace means that partners, suppliers and customers can join the collaborative process. A web browser, a connection to the QuickPlace server and membership in the QuickPlace is all that is required.
- External users can be added to a QuickPlace's membership, even if they are not included in the central integrated directory.
- Integrated presence-awareness and instant messaging allows real-time collaboration to occur beyond the normal boundaries of the enterprise and in the context of the collaborative process.

Text Properties

Font: Arial, Size: 10, Style: Regular, Font color: Default, Background color: Default

Effects: Underlining: None, Color: Default, Strikethrough: None, Options: Sentence, Emphasis mark: None, Position: Above text, Style Options: Normal, Embossed, Engraved, Outline, Shadow

Position

Page 1 1 / 1 | Ln 53 Col 22 | Default 100% INSERT STD HYP Online

Demo time...



High importance
  Return receipt
  Sign
  Encrypt
  Mark Subject Confidential

To: morris su

Cc: **Sue J Morris/UK/IBM (Sue J Morris/UK/IBM)**

Bcc: Susan Morris/Austin/IBM (Susan Morris/Austin/IBM)

Subject: Suzanne Morris/UK/IBM (Suzanne Morris/UK/IBM)

From: Search Directory for "morris su"

Default custom expiration date: 05/12/2007

To help in developing opportunities for Sametime, I'd recommend a look through the **IBM Business Partner Showcase for Lotus Sametime** which can be found here...

<http://www-306.ibm.com/software/lotus/partnershowcase/sametime/index.html>

This demonstrates the wealth of valuable third-party solutions developed to integrate with Sametime 7.5 and also shows the maturity and industry acceptance for our solution.

Many of the solutions provide audio / video integration, while some such as Zion's **Instant Help** and Instant Technologies' **Instant Queue Manager** (not listed on the showcase yet) provide business value for enterprises looking to improve their customer service and sales efficiency.

Activities  
 Calendar  
 Sametime Contacts  
 Available | Camberley  
 Type to find name  
 Stuart Cole  
**Suzanne Golledge**  
 Lotus management (9/...)  
 Brendan Tutt  
 Brian O'Shea  
 Christina Mavromatis  
 Christine Stevens  
**Colette McDonnell**  
**Danielle Ward**  
**Darren Adams**  
 Hannes Van Vuuren  
**Keith Orchard**  
 Marcus Hooper  
**Martin S Smith**  
 Oscar Rozario  
**Rob Anderson**  
 Robin Carmichael  
**Ross Reith**  
**Sue Morris**  
 Tony Narthey  
 Uffe Sorensen  
 Lotus sales (6/16)  
**Boyd Stratton1**  
 Dunja Zoric  
**Helen Campion Man**  
 Huw Edwards

- Darren's Address Book on Local
- My Contacts
- Recent Contacts
- Groups
- By Category
- By Company
- Trash
- Advanced

<p><b>Andy Porter</b> IBM - Senior Technical Specialist</p> <p>ports@uk.ibm.com 01784-445433</p>	<p><b>Darren Adams</b> IBM - Notes / Domino Sales Leade... I am available @ Camberley (Sam...</p> <p>darren.adams@uk.ibm.com 01784-445153 Lotus Park, The Causeway Staines, Middlesex TW18 3AG</p>	<p><b>Ian Stewart</b> InfoSys - Managing Director</p> <p>istewart@infosys.co.uk 017786-563314</p>
<p><b>John Wylie</b> IBM - Senior Technical Sales Spe... I am available @ Staines, Middles...</p> <p>jw@uk.ibm.com 01784-445775</p>	<p><b>Martin Smith</b> IBM - Portal and Workplace Sales ... I am Active , GB (Sametime 7.5)</p> <p>mssmith@uk.ibm.com 01784-445034</p>	<p><b>Matt Newton</b> IBM - Senior Technical Sales Spe... I am available IBM Warrington (Sa...</p> <p>matt.newton@uk.ibm.com 0161-926-5326</p>
<p><b>Rob Hayden</b> IBM - WebSphere Technical Sales... I am available @ Staines, Middles...</p> <p>robert.hayden@uk.ibm.com 01784-445074</p>	<p><b>Ross Reith</b> IBM - Lotus Brand Leader, UKISA I am available (Sametime 7.5)</p> <p>reithrss@uk.ibm.com 020-8818-5991</p>	

**Darren Adams**  
on Local

Today **Mar 5, 2007**

March 2007

M	T	W	T	F	S	S
26	27	28	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

Views

- One Day
- Two Days**
- One Work Week
- One Week
- One Month
- Lists

Other People's Calendar

Open Person's Calendar

- Andy J Porter
- Mark Lamb
- Matthew Newton
- Peter Hampton
- Robert Hayden
- Stuart McRae

Group Calendars

New Copy Into New More Show

March 1 - March 2, 2007

<b>1 Thu</b> Mar 2007	<b>2 Fri</b> Mar 2007
10:00 am <b>Lotus P&amp;C territory plans review</b> Picasso room, Staines Ross Reith	Review CoJ business case The Camberley office
11:00	
12:00 pm	
1:00 <b>Lotus leadership meeting</b> Picasso, Staines Ross Reith	
2:00 <b>Lotus brand meeting</b> Canteen, Staines Ross Reith	Competitive review call Conference call Darren Adams
3:00	
4:00	Replay of TechTalk: new options for client devices e-meeting

Sametime Contacts

Activities

Day At-A-Glance

Feeds

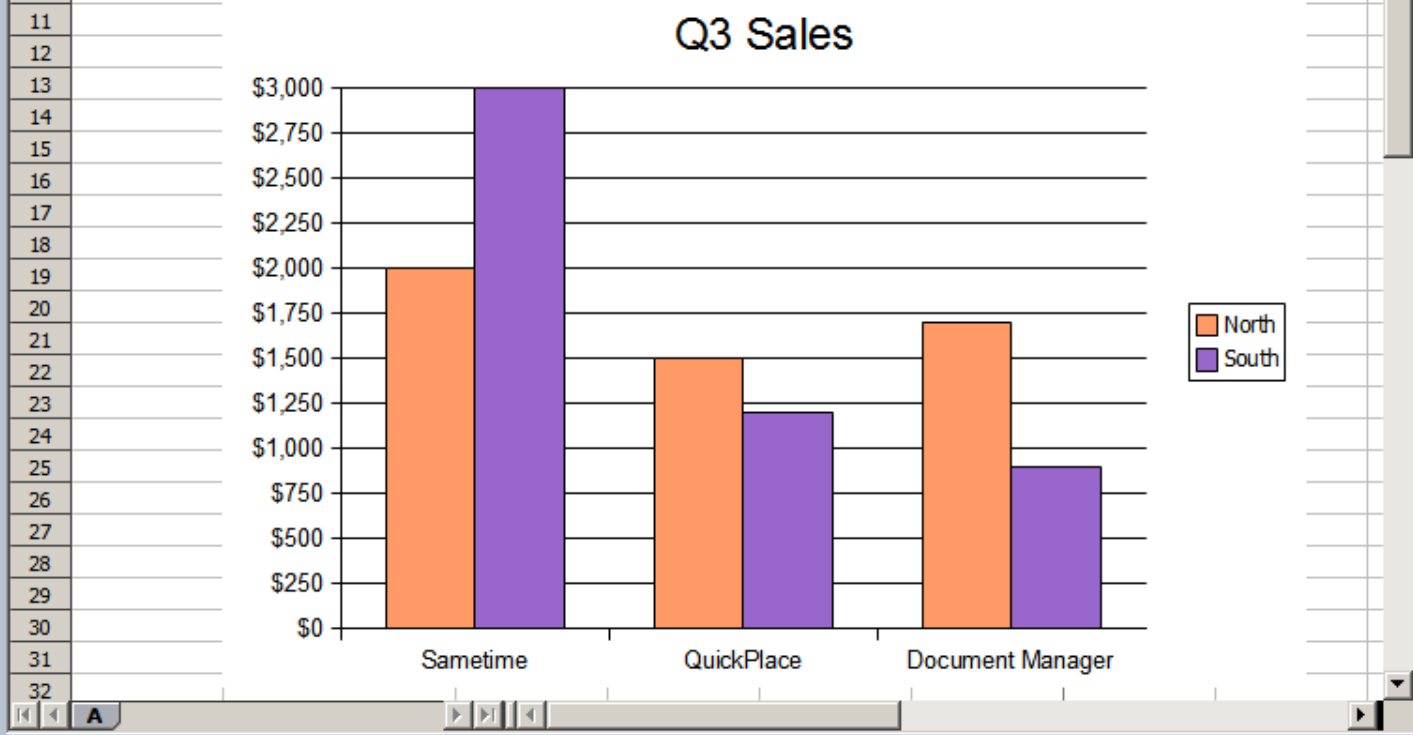
Title

- Notes 8: Domino Blog (26)
- Notes 8: Domino Hints and Tips
- Notes 8: Collaboration and Travel
- Notes 8: The Road to Hannover
- The power of negative suggestion
- One plug-in model or 2?
- 38-34 Bummer
- Just arrived in Orlando...
- Notes on a Stick on TV
- Brought to you by Research
- Been dark
- Off to Phoenix
- A simple task with Hannover
- Back from Vacation
- Don't Europeans have Children?
- Should you learn Java for Hannover?
- How do you combat FUD without?
- Hannover 101 -- The Basics
- Climbed a tree today
- Help! I need content
- Welcome
- Notes 8: Designing Lotus Notes

Online

B2 Sales - Q3

	A	B	C	D	E	F	G	H
1								
2		Sales - Q3						
3			North	South				
4		Sametime	\$2,000	\$3,000				
5		QuickPlace	\$1,500	\$1,200				
6		Document Manager	\$1,700	\$900				
7								
8			\$5,200	\$5,100				
9								
10								



**Text and Cell Properties**

**Font**  
 Font: Arial Size: 10  
 Style: Bold Font color: Default

**Effects**

**Position**

**Appearance**  
 Cell height: 0.19" Cell width: 1.36"  
 Use Default  Use Default  
 Cell color: No Fill  
 Cell shadow:       
 Distance: 0.07" Shadow color: Gray

**Alignment**

More Text and Cell Properties

**Lotus software**

**COLLABORATING WITH IBM LOTUS QUICKPLACE 7**

**QuickPlace value propositions**

**Instant creation of a collaborative team space**

- QuickPlace allows users to instantly create their own team space, modify it for their purpose, and add their own team members... without waiting for action from the IT department.
- Templates (known as PlaceTypes) allow users to create new team spaces which fit their business requirements.

**QuickPlace fits into YOUR infrastructure**

- QuickPlace is accessed via a web browser, and tightly integrates with Microsoft Office... and not just the latest version (Office 2000, XP, and 2003 supported).
- QuickPlace integrates with any LDAP 3-compliant directory... Active Directory, Domino, Sun One Directory Server, and many others. Users don't have to remember yet another user name and password, and administrators won't have to manage another directory.
- QuickPlace can send and receive e-mail via SMTP, and therefore integrates with any e-mail solution.
- The QuickPlace team calendar integrates with both Lotus Notes and Microsoft Outlook.
- QuickPlace is available on a number of server platforms - Windows 2000 / 2003, IBM pSeries, IBM System i, and Sun Solaris.

**QuickPlace is customisable**

- QuickPlace owners do not have to be developers in order to customise their QuickPlaces. The

- Every item of QuickPlace content can be controlled for reader and editor access, thus providing the content to the right audience.
- A QuickPlace can contain 'rooms' - secure areas which require named access, thus protecting all of the content within.
- QuickPlaces can be used offline, and the off-line data is fully encrypted.

**Collaboration beyond the enterprise**

- The pervasive nature of QuickPlace means that partners, suppliers and customers can join the collaborative process. A web browser, a connection to the QuickPlace server and membership in the QuickPlace is all that is required.
- External users can be added to a QuickPlace's membership, even if they are not included in the central integrated directory.
- Integrated presence-awareness and instant messaging allows real-time collaboration to occur beyond the normal boundaries of the enterprise and in the context of the collaborative process.

**Text Properties**

**Font**

Font: Arial Size: 10

Style: Regular Font color: Default

Background color: Default

**Effects**

Underlining: None Color: Default

Strikethrough: None Options: Sentence

Emphasis mark: None Position: Above text

Style Options:

Normal  Outline

Embossed  Shadow

Engraved

**Position**

More Text Properties

# Notes 8 FAQ

- When will Notes 8 ship?
  - ▶ Q2 2007 ... no firm date, but late in that quarter (subject to possible change)
- How much will Notes cost?
  - ▶ Pricing / packaging / licensing has not been announced
  - ▶ Unlikely to change from current model
- Are the productivity editors free?
  - ▶ Yes
- Is Sametime 7.5 included for free?
  - ▶ No, but there will be free integrated presence awareness and instant messaging as there is today
  - ▶ More functionality than in Notes 7, but less than Sametime 7.5
- How do I get hold of the beta?
  - ▶ Download it from the Internet
  - ▶ <http://www.lotus.com/getnd8now>



# Plans for Lotus Notes and Domino 8.0.1

## ■ Lotus Notes

- ▶ Extensions to search capabilities
- ▶ Apple Mac support
- ▶ iCal subscriptions
- ▶ Support for Notes on a USB drive
- ▶ Continued UI improvements
- ▶ Mail quota indicator

## ■ Lotus Domino

- ▶ Platforms: native 64-bit support
- ▶ Further reduce I/O footprint
- ▶ FIPS 140 Compliance for Lotus Notes mail

## ■ 'Next-Generation' Lotus Domino Web Access

- ▶ Continued exploitation of AJAX for enhanced UI
- ▶ Adaptive client, optimized for low bandwidth connections



# Plans beyond Lotus Notes and Domino 8.x



- Boring consistency
- Releases every 12-18 months
  - ▶ No waiting for 'mega' release every 4 years
- Alternating between client and server focus
- Release-to-release compatibility
- No rip-and-replace overhauls



# Notes / Domino roadmap

Q3 2006

## Lotus Notes 7.0.2

- Lotus Notes on a stick
- RSS feed reader
- iCal import and export
- Blog template
- Notes Access for SAP Solutions
- Macintosh support
- Linux support (7.0.1)



## Lotus Notes 8.0

- Mail, calendar, contacts step function improvement
- Continuity for Notes users
- Activity centric computing
- Contextual collaboration
- Composite applications
- Windows, Vista and Linux

Q2 2007

## Lotus Domino 8.0

- Mail recall
- Optional DB2 support
- Extended Web Services

## Lotus Notes 8.0.1

- iCal subscription
- Mac support

2007 / 2008

## Lotus Domino 8.0.1

- 64-bit platform exploitation for Windows, AIX and Linux
- FIPS-140 for Notes Mail

Lotus Notes Next  
Lotus Domino Next

2008 / 2009

# Plans for Lotus Notes and Domino 'Next'

## Focus on the server

- Lotus Domino
- **Directory** independence
  - ▶ Allow first-class use of Active Directory or LDAP
- Simplified **security** management
- Support alternate **authentication**
  - ▶ Notes ID optional
- Quality of service improvements
  - ▶ Better Notes **failover**
- Modernise **Web / HTML programming**

## ...but ongoing client work

### Lotus Notes

- **Integration** of 'traditional PIM apps' with social software and doc management
- **Calendaring** enhancements
- Extended **client provisioning**
- Deeper **RSS / Atom integration**
- Extended **search** capabilities

### Domino Web Access

- **Activities** integration
- Domino **administration policy** integration
- Improved **mobile** device support



# Bringing it all together

## Notes 8



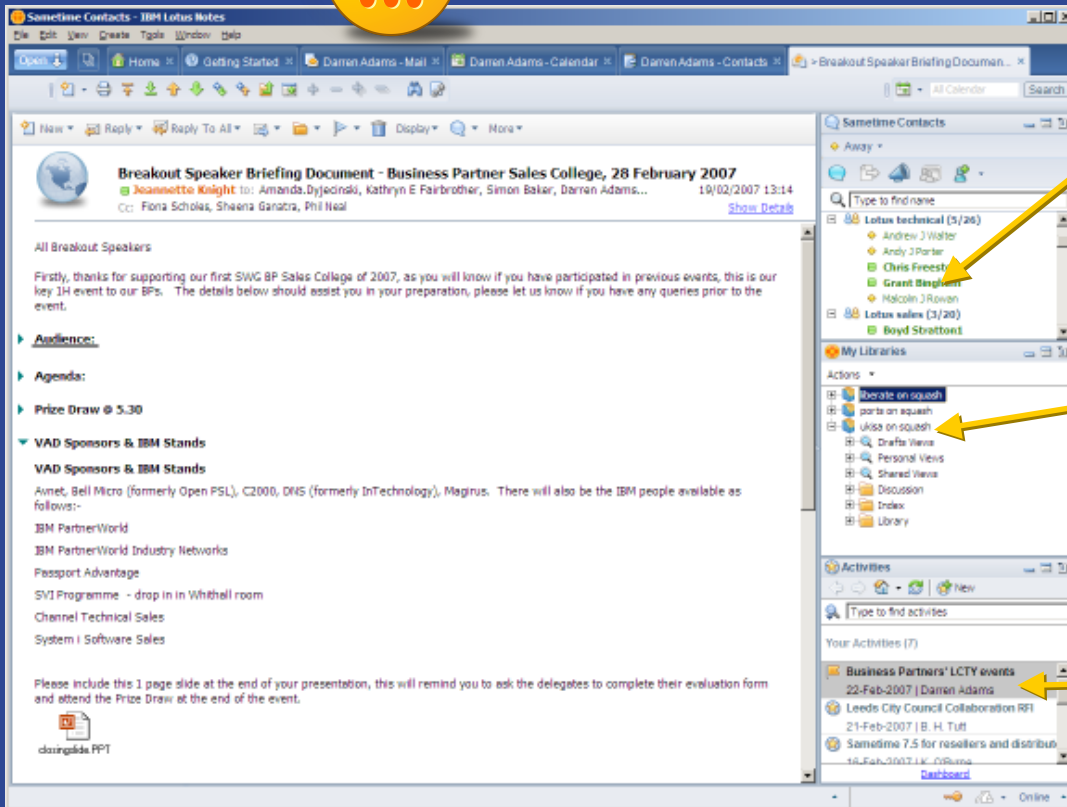
## Sametime plus UC<sup>2</sup> (video, voice, etc)



## Quicker



## Activities





### Breakout Speaker Briefing Document - Business Partner Sales College, 28 February 2007

**Jeannette Knight** to: Amanda.Dyjecinski, Kathryn E Fairbrother, Simon Baker, Darren Adams... 19/02/2007 13:14  
Cc: Fiona Scholes, Sheena Ganatra, Phil Neal [Show Details](#)

#### All Breakout Speakers

Firstly, thanks for supporting our first SWG BP Sales College of 2007, as you will know if you have participated in previous events, this is our key 1H event to our BPs. The details below should assist you in your preparation, please let us know if you have any queries prior to the event.

- ▶ **Audience:**
- ▶ **Agenda:**
- ▶ **Prize Draw @ 5.30**

#### ▶ **VAD Sponsors & IBM Stands**

##### **VAD Sponsors & IBM Stands**

Avnet, Bell Micro (formerly Open PSL), C2000, DNS (formerly InTechnology), Magirus. There will also be the IBM people available as follows:-

- IBM PartnerWorld
- IBM PartnerWorld Industry Networks
- Passport Advantage
- SVI Programme - drop in in Whithall room
- Channel Technical Sales
- System i Software Sales

Please include this 1 page slide at the end of your presentation, this will remind you to ask the delegates to complete their evaluation form and attend the Prize Draw at the end of the event.



closingslide.PPT

#### Sametime Contacts

- ◆ Away ▾
- ◆ Lotus technical (5/26)
  - ◆ Andrew J Walter
  - ◆ Andy J Porter
  - ◆ Chris Freestone
  - ◆ Grant Bingham
  - ◆ Malcolm J Rowan
- ◆ Lotus sales (3/20)
  - ◆ Boyd Stratton1

#### My Libraries

- Actions ▾
- ◆ liberate on squash
  - ◆ ports on squash
  - ◆ ukisa on squash
    - ◆ Drafts Views
    - ◆ Personal Views
    - ◆ Shared Views
  - ◆ Discussion
  - ◆ Index
  - ◆ Library

#### Activities

- Your Activities (7)
- ◆ Business Partners' LCTY events
    - 22-Feb-2007 | Darren Adams
  - ◆ Leeds City Council Collaboration RFI
    - 21-Feb-2007 | B. H. Tutt
  - ◆ Sametime 7.5 for resellers and distribut
    - 16-Feb-2007 | K. O'Byrne
- [Dashboard](#)

Thank you

**Darren Adams**

