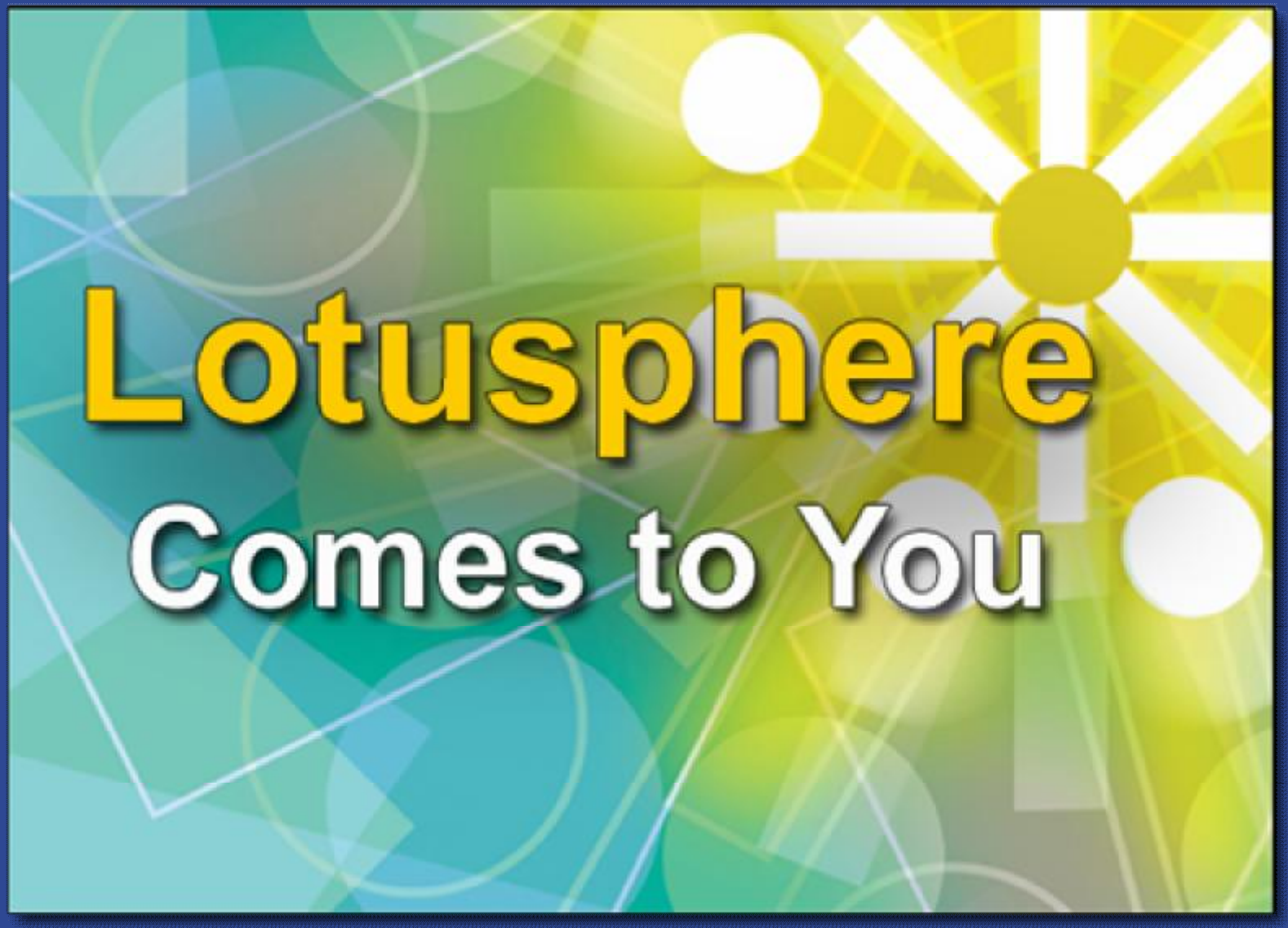

IBM

Lotus

Lotusphere Comes to You

INV107
Lotus Notes and Domino: A Look Ahead

Speaker Name & Title

IBM

Lotus

Agenda

- Updates from Past Year
- "~~Hannover~~" Lotus Notes and Domino 8 in Beta
- Plans for Future Releases
- Strategic Directions
- Summary

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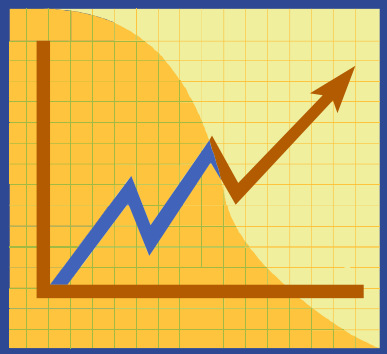
Lotus Notes and Domino Business Highlights

Strong Financial Performance

- 2 Year sustained double-digit growth
  - 9 consecutive quarters
  - 30% growth in 4th quarter for Lotus business
- Growth rate exceeds market

"Lotus benefited from strong momentum in its Notes/Domino family of collaboration products and broad adoption of its enhanced version of Sametime, which shipped in the third quarter of this year."



Growing Customer Base

- 130M+ seats of IBM Lotus Notes® and Domino® licensed
- Net increase of 2,500 customers worldwide
- 400 companies using Lotus Notes Access for SAP solutions feature

IBM®

On-Time Product Delivery

Releases shipped in 2006

- IBM Lotus Notes 7.0.1 on Linux® *(new!)*
- IBM Lotus Notes Access for SAP solutions Feature

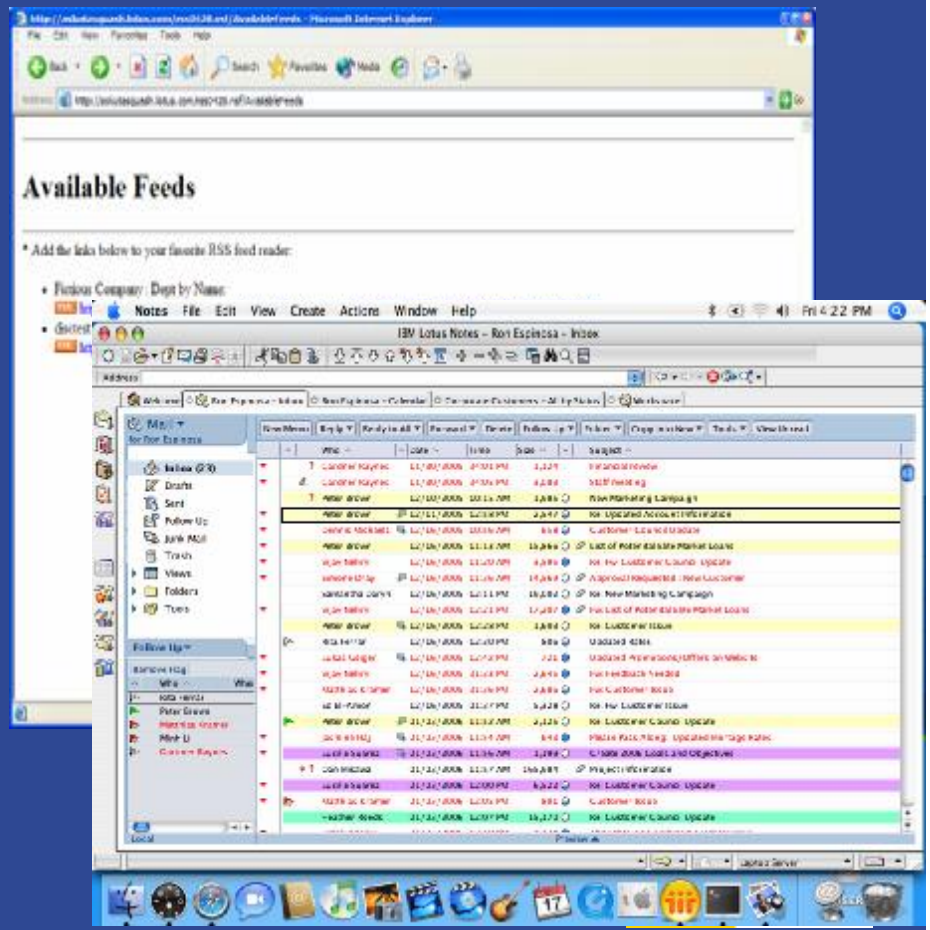
- IBM Lotus Notes 7.0.2 on:
  - Microsoft® Windows®
  - Mac *(new!)*
- IBM Lotus Domino Web Access 7.0.2 on:
  - Microsoft Windows
  - Linux
  - Mac *(new!)*
- IBM Lotus Domino 7.0.2 on:
  - Microsoft Windows
  - Linux
  - IBM AIX®
  - Sun Solaris
  - IBM i5/OS®
  - IBM zOS®

IBM®

Lotus.

Lotus Notes 7.x - Driving Fastest Upgrade Cycles in History

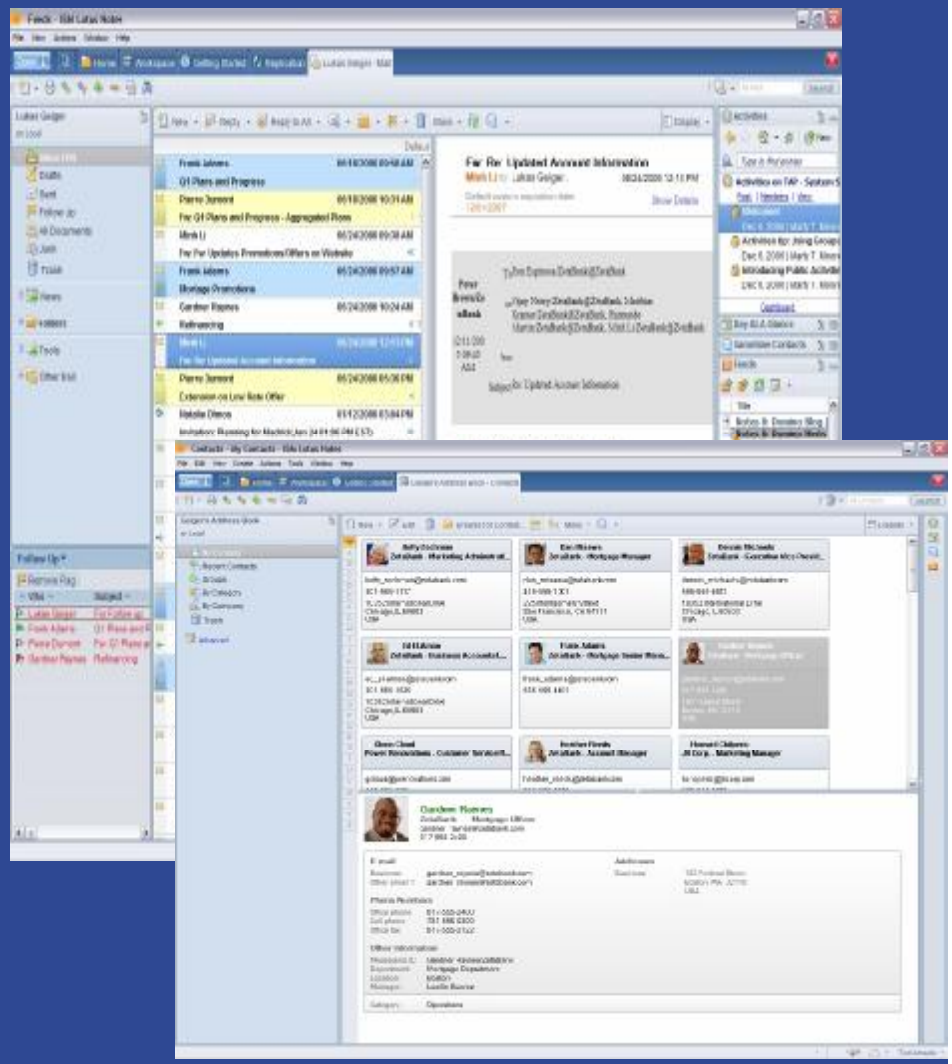
- Lotus Notes on a USB Memory Stick
- RSS support
- Blog template
- iCal import and export
- Lotus Notes Access for SAP solutions feature
- Linux
- Mac
  - Rich client and browser
  - Mac OS X 10.4
  - Power & Intel



IBM

Our Commitment to You for Notes and Domino 8

- A fully integrated client
- Protection for existing investments
- No rip-and-replace overhauls
- OPEN



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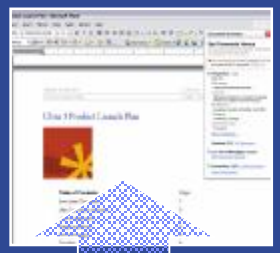
Access to information and expertise in multiple contexts

E-mail / calendar

Instant messaging

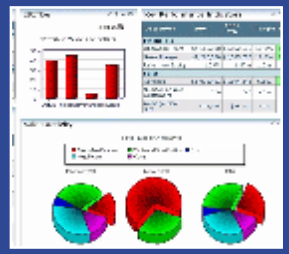
Office productivity



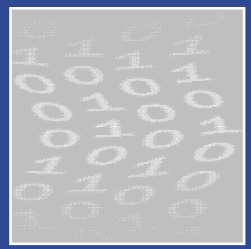
Communities

Blogs

Business information



Feeds



Bookmarks

Activities

Personal profiles

IBM

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Lotus Notes 8 Re-Invents Business Collaboration

Far more than e-mail:

- Built on open eclipse.org standard
- Supports composite applications
- And Eclipse plug-in extensions

Integrated at-your-fingertips access to applications

- Integrated IBM Lotus Sametime® 7.5-based IM and presence awareness
- Optional integration: Lotus Connections/Activities and Lotus Quickr™
- Embedded tools: presentations, documents, spreadsheets
  - Support for Open Document Format (ODF)
  - Support for MS Office file formats
  - Open Lotus SmartSuite® files
  - *No additional charge to Lotus Notes 8 customers*

Innovation in Collaboration

- Link together what we have
  - Lotus Sametime, Lotus QuickPlace®/Quickr, Lotus Connections/Activities in sideshelf
- Incorporate Web Standards
  - RSS
  - ATOM
- Explore new modes
  - Activities/Lotus Connections
  - ODF Editors
- TCO and Time to Value
  - Build on the heritage of Release 6 and 7
    - Scalability
    - Admin client
    - Security features
    - Extended Mail Management support

IBM

Lotus

The Buzz Around Lotus Notes and Domino 8 Beta

- A vibrant, engaged community of testers
  - 4,000+ users within IBM
  - 175+ companies in multiple programs
    - Design Partners Program
    - Managed Beta Program
  - Public beta begins in Q1
- Early favorites
  - The fresh user interface
  - RSS reader
  - Activities
  - Documents, Presentations, Spreadsheets editors
  - Mail threads
  - Intelligent addressing
  - New Contacts (Personal Address Book) automatically-populated
  - Composite applications

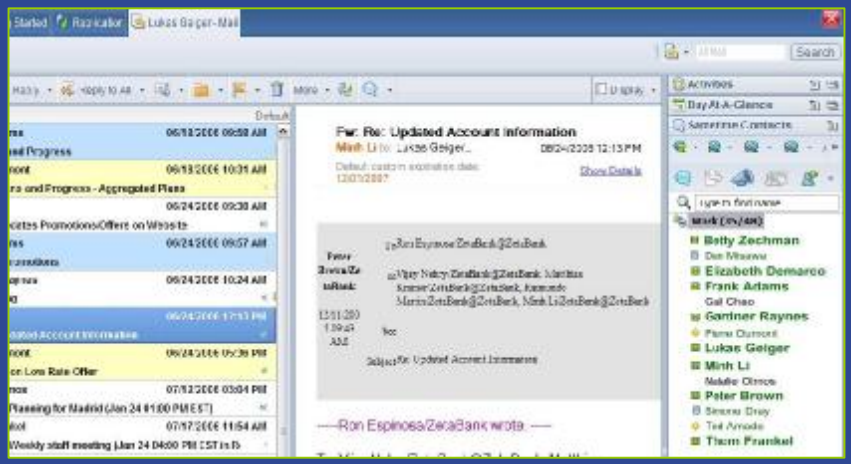
IBM

Lotus

Lotus Notes 8 UI and Design Excellence

New user-friendly look-and-feel driven by your feedback

- 118 design sessions at Lotusphere 2006
- "Users First" initiative launched in March 2006: 1,925 participants
- "Renovations-on-the-Road" sessions at customer sites
- IBM Technology Adoption Program: 1,115 users
- Design Blog (Mary Beth Raven)



The Result? Early Beta feedback

"The UI hands down is number 1."

"This puts an end to the *'I like Outlook because it looks good'* statements."

IBM

Lotus

You're Making Us Blush..

"The Lotus Hannover release is pretty frigging slick.... IBM has just completed a multi-year refactoring of Notes/Domino and the benefits are going to be felt from here on in.

The new UI is sweet ..."

James Governor,
Industry Analyst with Redmonk
jgovernor@redmonk.com
January 17, 2007

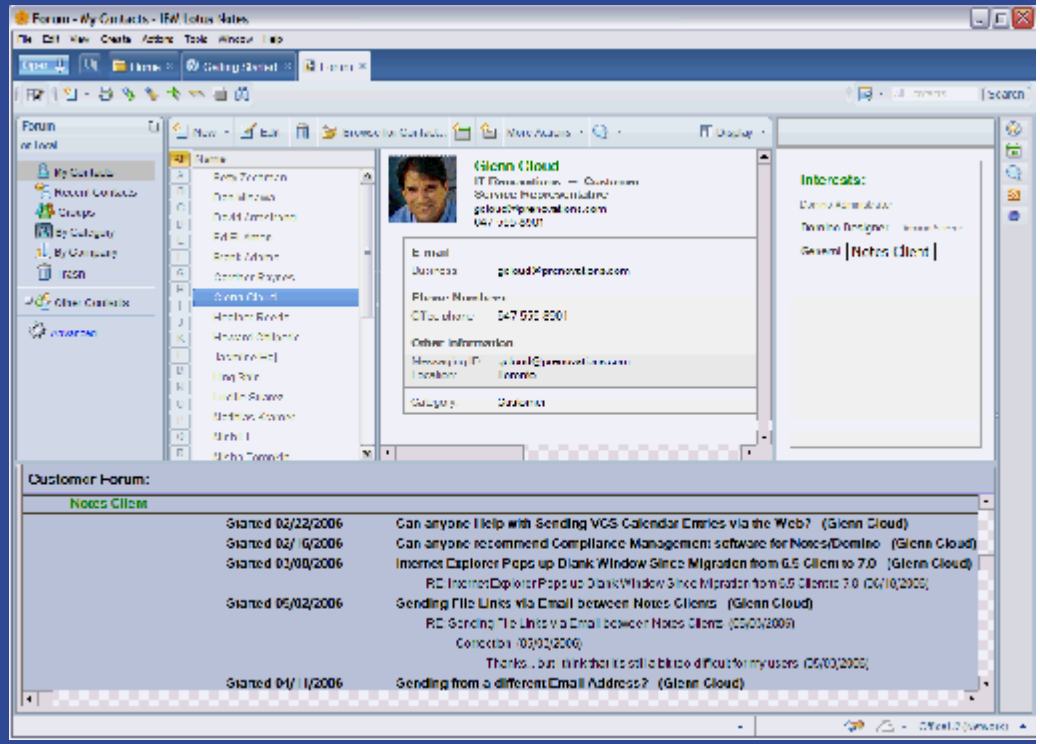
IBM

Lotus

Demonstration

Leadership in Application Development

- Openness thru Standards
- Continuity:
  - Run/extend existing applications
- Tools
- Conform to IBM Services Oriented Architecture (SOA)
  - Web Services
  - Consistent rich client architecture across
    - Lotus Notes, Lotus Sametime
    - Lotus Expeditor SDK and runtimes



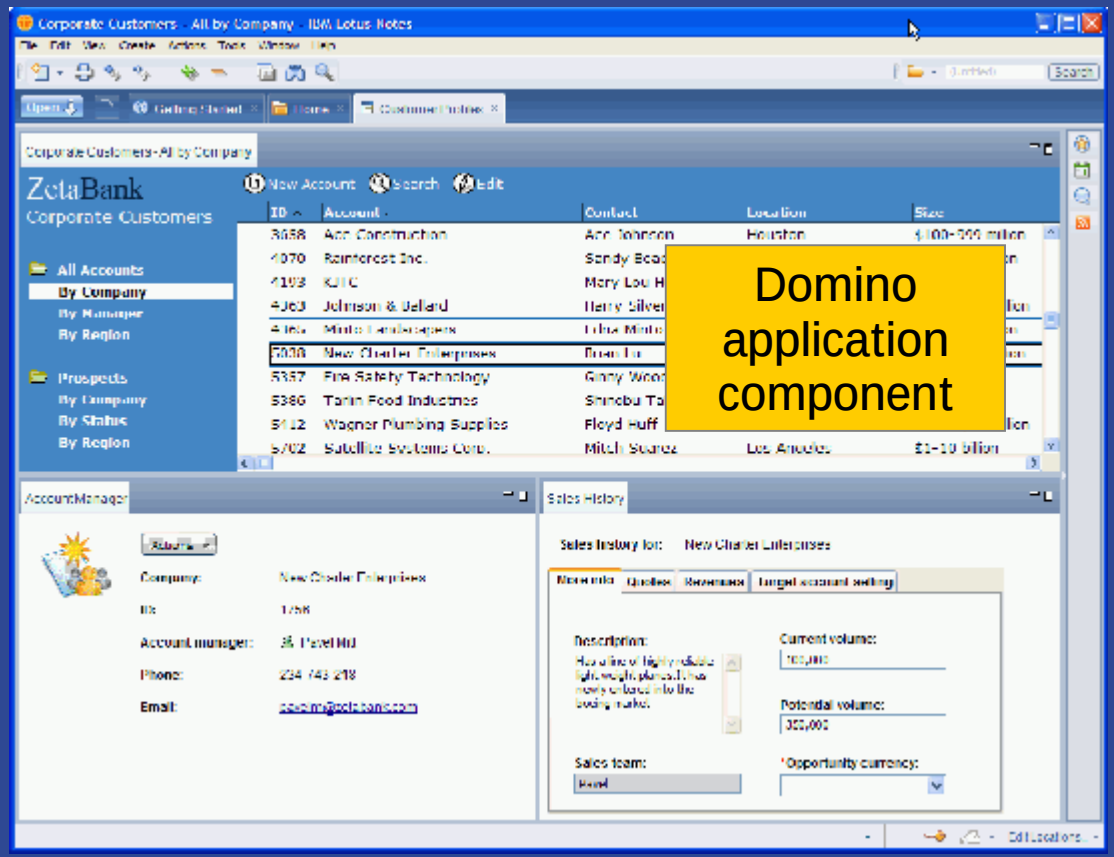
Composite Application

IBM

Lotus

All Domino 8 Apps are Composite App Ready

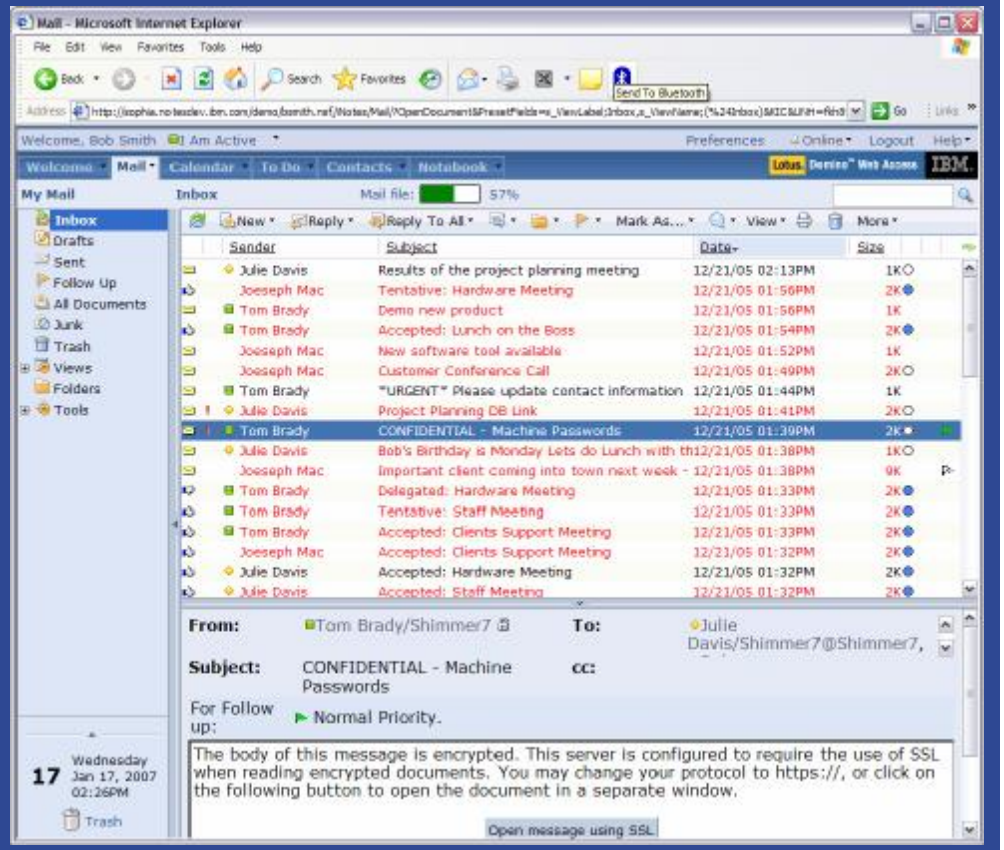
- Domino application elements can become components of new Composite Applications
- Domino apps can be wired to non-Domino apps via new design features and tools



Demonstration

Lotus Domino Web Access 8: Look-and-Feel Closer to Lotus Notes!

- Updated User Interface
- Single, merged (mail8.ntf) mail template
- Improved contact management
- Lotus Notes/Internet password management
- Improved Out-of-Office
- Lotus Notes 8.0 interoperability & co-existence
- Leverage of Lotus Domino 8
  - Performance enhancements
  - LTPA2 Token support

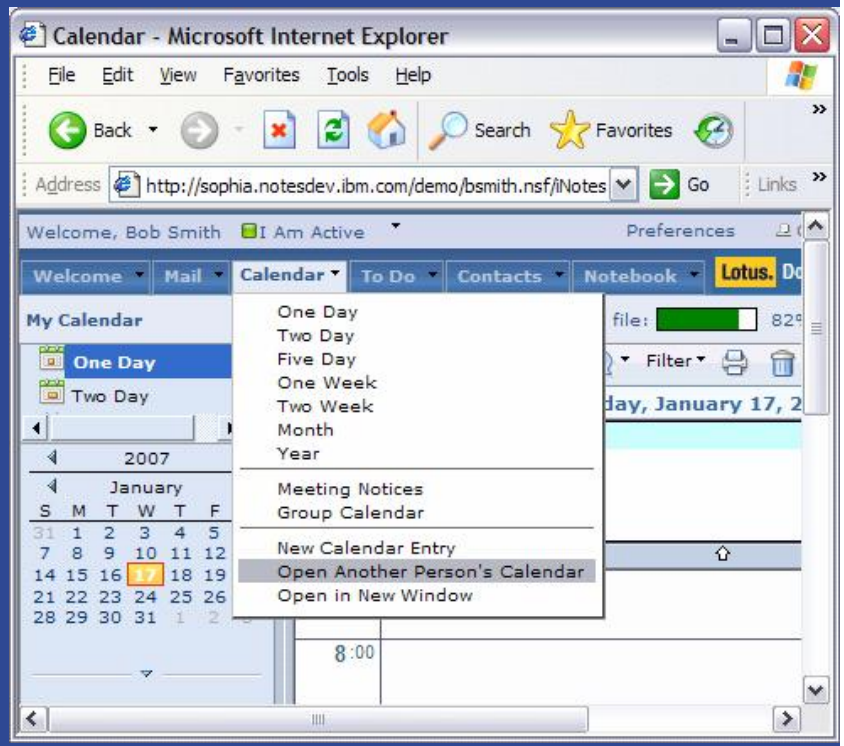


IBM

Lotus

Lotus Domino Web Access 8: Improved Usability & Productivity

- Preview Pane
- Improved calendar delegation
- Integrated IM Contacts List
- Enhanced Spell Check engine and dictionary integration
- Feed-enabled mail files (RSS/ATOM)
- Calendar filtering
- Default location for resources
- Support for dynamic view column updates
- Improved integration with IBM WebSphere® Portal software



IBM®

Lotus.

Lotus Domino Strategy

- The integrated messaging & collaboration platform of choice
  - Highly available & scalable messaging
  - Easy to build/deploy collaborative applications
  - Client access choices
  - Integrated end to end security features
  - Built in administration tools
  - Platform choices
  - Partner ecosystem of supporting products

- Investment protection
  - Simple to upgrade - no hardware “Rip & Replace”
  - Compatibility of applications - cross-version & backwards
  - Opportunity for significant TCO reductions with every release

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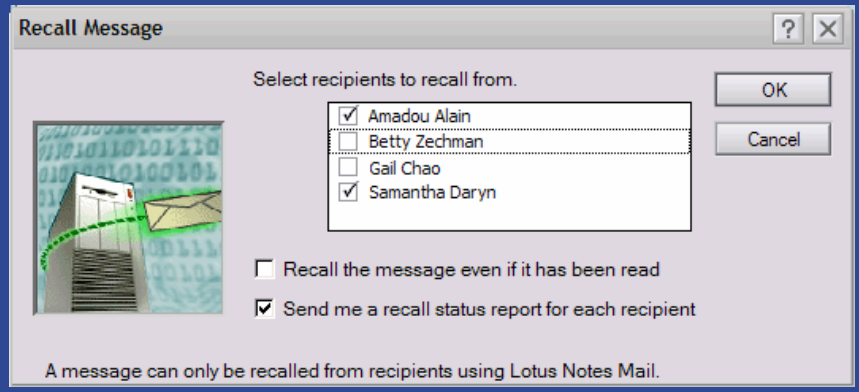
Lotus

The New Lotus Domino 8



- New and enhanced features
  - Message recall
  - Improved out-of-office
  - Message threads
- Open applications infrastructure
- Improved Integration with WebSphere Portal
- Support for IBM DB2® as alternative data store
- Dramatic improvements in
  - Administration, Directory, Security features, Performance & Efficiency
- All this and no rip-and-replace

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Lotus

Lotus Domino 8 Server Improvements

- Administration
  - Lotus Notes 8 server-managed clients
  - Lotus Domino Domain Monitoring improvements
  - AdminP performance
  - Redirect bookmarks after DB moves and deletes
  - Automatic in-box cleanup
- Directory
  - Entitlement of IBM Tivoli® Directory Integrator for use with Lotus Domino
- Security features
  - Internet account lockout due to password entry failure
  - Stronger encryption keys and simplified key rollover
- Performance
  - Tuning improvements help reduce I/O, CPU and storage costs
  - Improve CPU

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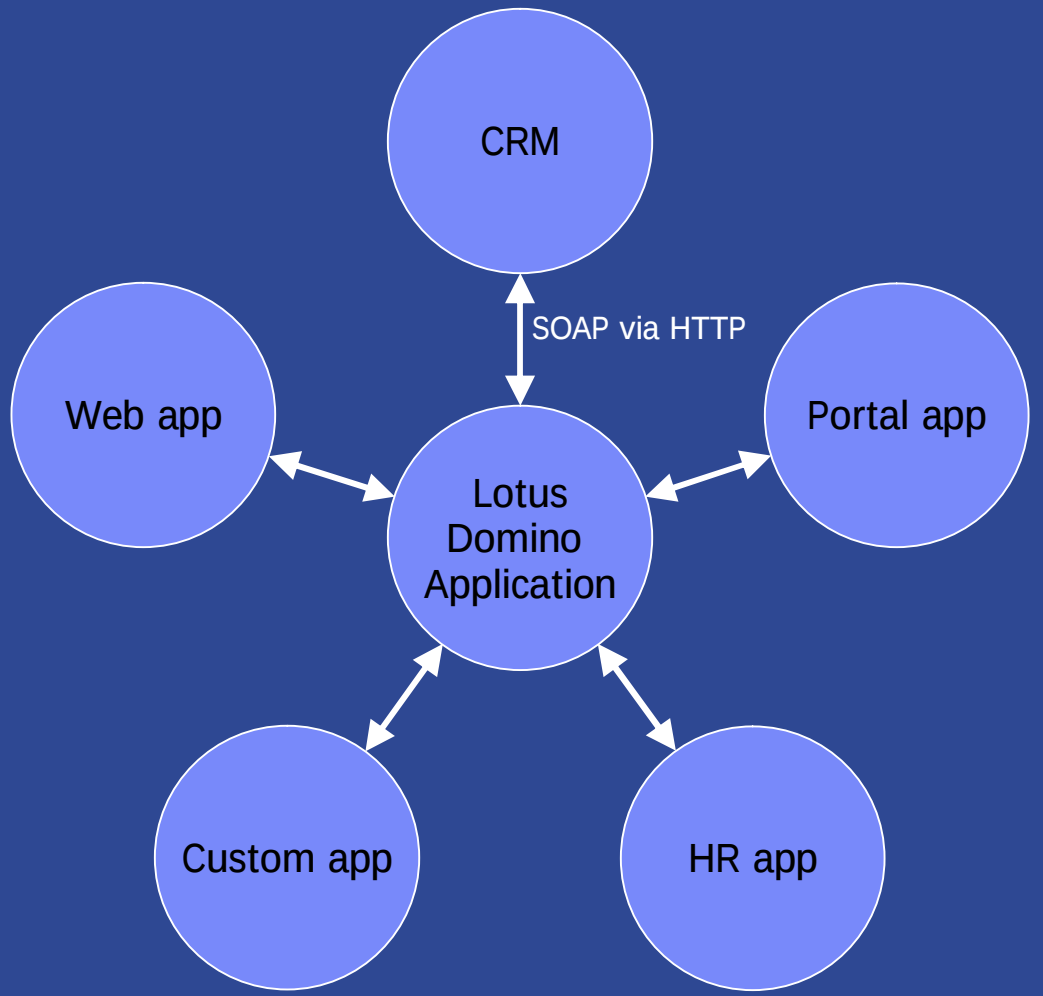
Lotus.

Web Services in Lotus Domino 8

- Web services consumer and provider in Lotus Domino 8
- Web services can be built into Lotus Domino applications
- New design element accessed within Lotus Domino Designer 8
- Click-and-select import WSDL
- Supports LotusScript and Java
- Web Service Interoperability improvements



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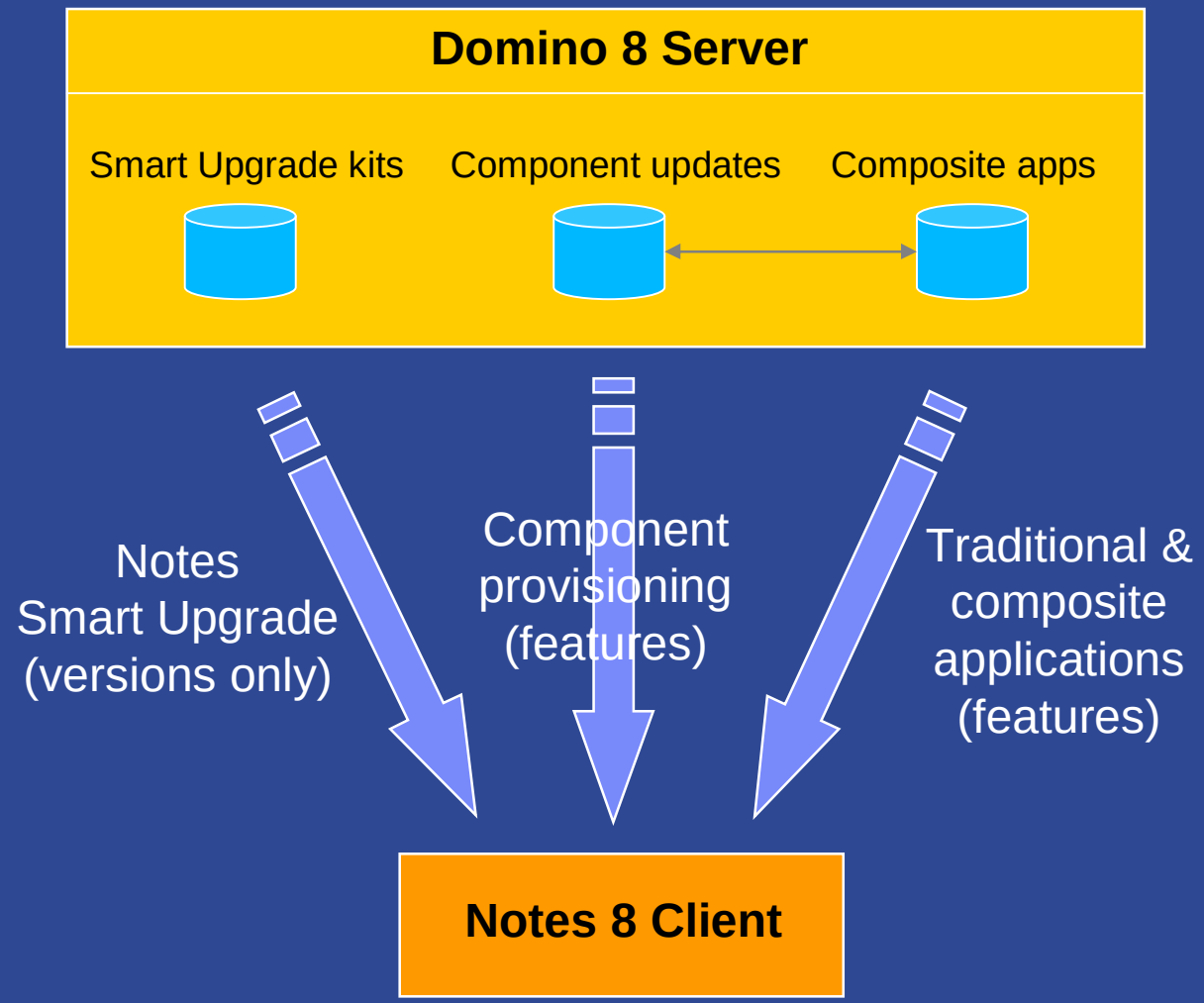
Managed Client Overview



Platform Versatility

- Microsoft Windows 2003 Server (Standard & Enterprise Edition)
- Microsoft Windows 2003 x64 Edition
- x86 Linux
  - Novell SUSE Linux (SLES) 10 (32 bit & 64 bit hardware)
  - Redhat Enterprise Linux (RHEL) 5 (32 bit & 64 bit hardware)
- Sun Solaris 10
- IBM System p™: IBM AIX 5.3 & 5.4
- IBM System i™: i5/OS (IBM OS/400®) v5R4
- IBM System z™
  - IBM z/OS® 1.7 and higher
  - Novell SUSE Linux (SLES) 10
  - Redhat Enterprise Linux (RHEL) 5
- Native 64-bit Lotus Domino
  - Beta planned to be available at Lotus Domino 8.0 GA
  - GA planned for in 8.0.x maintenance release
- 32-bit platforms will continue to be supported

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Lotus

Plans for Lotus Notes and Domino 8.0.1

- Lotus Notes
  - Search extensions
  - Mac
  - iCal subscriptions
  - Notes-on-a-Stick
- 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
  - Further integration with Lotus Notes 8

IBM

Lotus.

Plans Beyond Lotus Notes and Domino 8.x

- Some Boring Consistency
- Releases every 12-18 months
  - No waiting for 'mega' release every 5 years
- Alternating between client and server focus
- Release-to-release compatibility
  - No rip-and-replace overhauls

IBM

Lotus

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
- Management of e-mail storage costs
- Quality of service improvements
  - better Notes failover
- Modernize Web/ HTML programming

Domino Web Access

- Activities integration
- Domino Administration policy integration
- Improved mobile device support

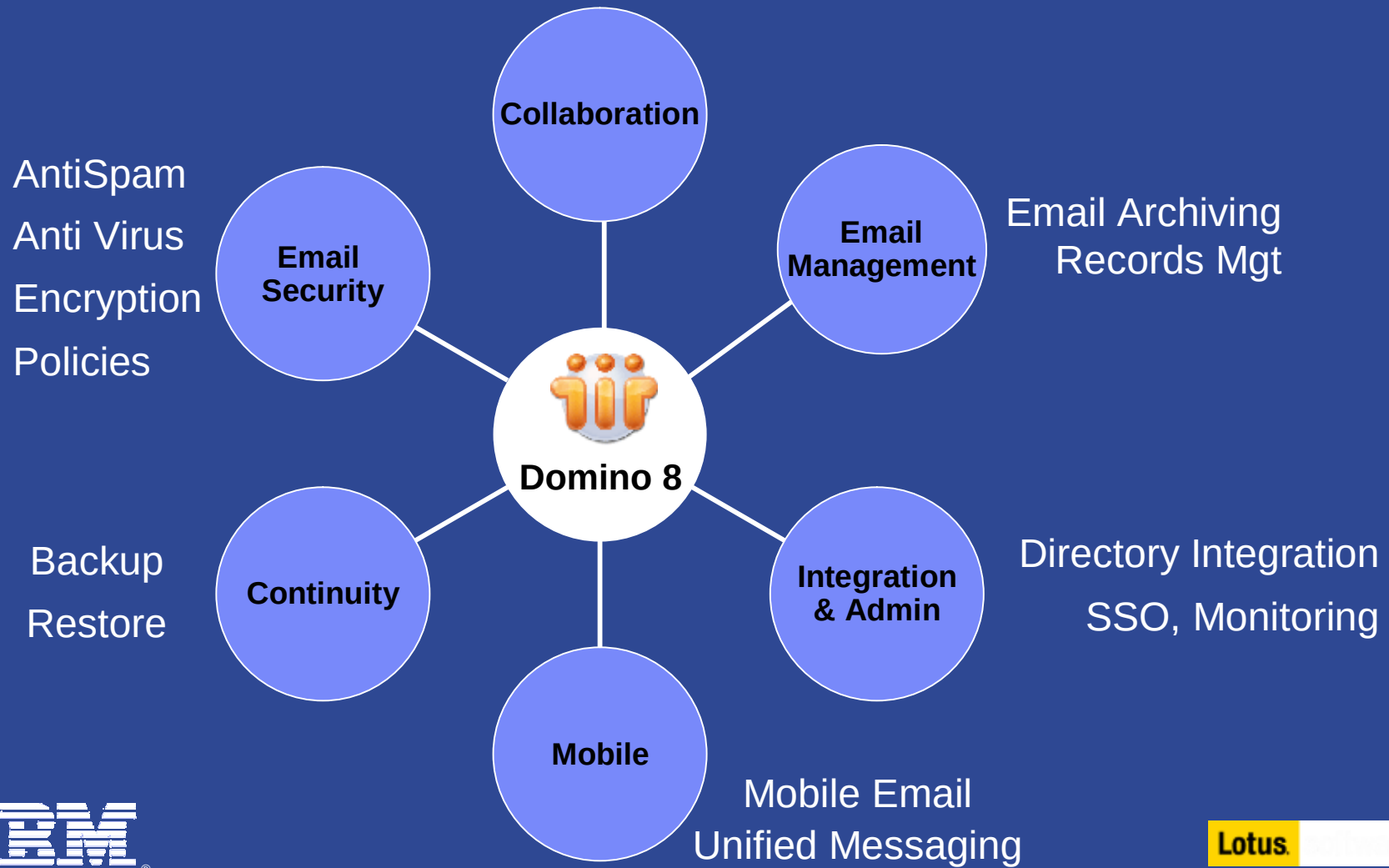
…But ongoing client work

Lotus Notes

- Integration of "Traditional PIM apps" with social software and doc mgt
- Calendaring enhancements
- Extended client provisioning
- Deeper RSS/Atom integration
- Extended search capabilities

Lotus Domino Ecosystem - IBM + Business Partners

Lotus Sametime, Lotus Connections, Lotus QuickPlace, Websphere Portal



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Future Directions for Lotus Notes & Domino

Lotus Notes "Next"
- Continued UI refinement
- Composite application extensions
- Social software extensions

2008/2009

Lotus Domino "Next"
- Reduce cost of storing e-mail (e-mail mgt)
- Extended directory support
- Support for alternative forms of authentication

2007/2008

Mid 2007

Q3 2006

Public Beta

Note: Information is subject to change

IBM

Lotus

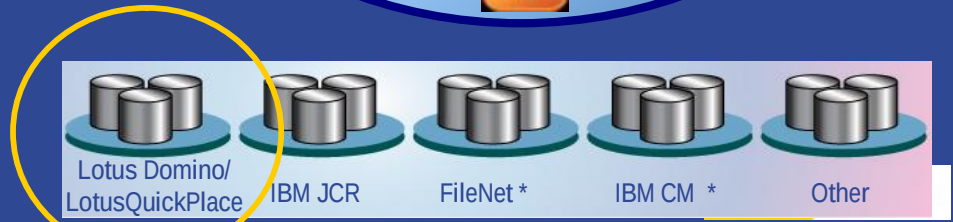
New IBM Offerings for Lotus Notes and Domino

Introducing IBM Lotus ~~Quickplace~~ Quickr 8

The Fastest way to share everyday business content

- The Next Gen for Lotus QuickPlace
  - Lotus Quickr connectors can save and retrieve to/from existing QuickPlaces
  - Current Quickplaces automatically appear
  - An intuitive extension of current UI
  - Entitlement for QuickPlace customers
- Set of connectors to desktop apps
- Fully supports Notes 6.5, 7, and 8!
- Open architecture for developers
- Integration with Domino and JCR content stores
- Available mid-2007

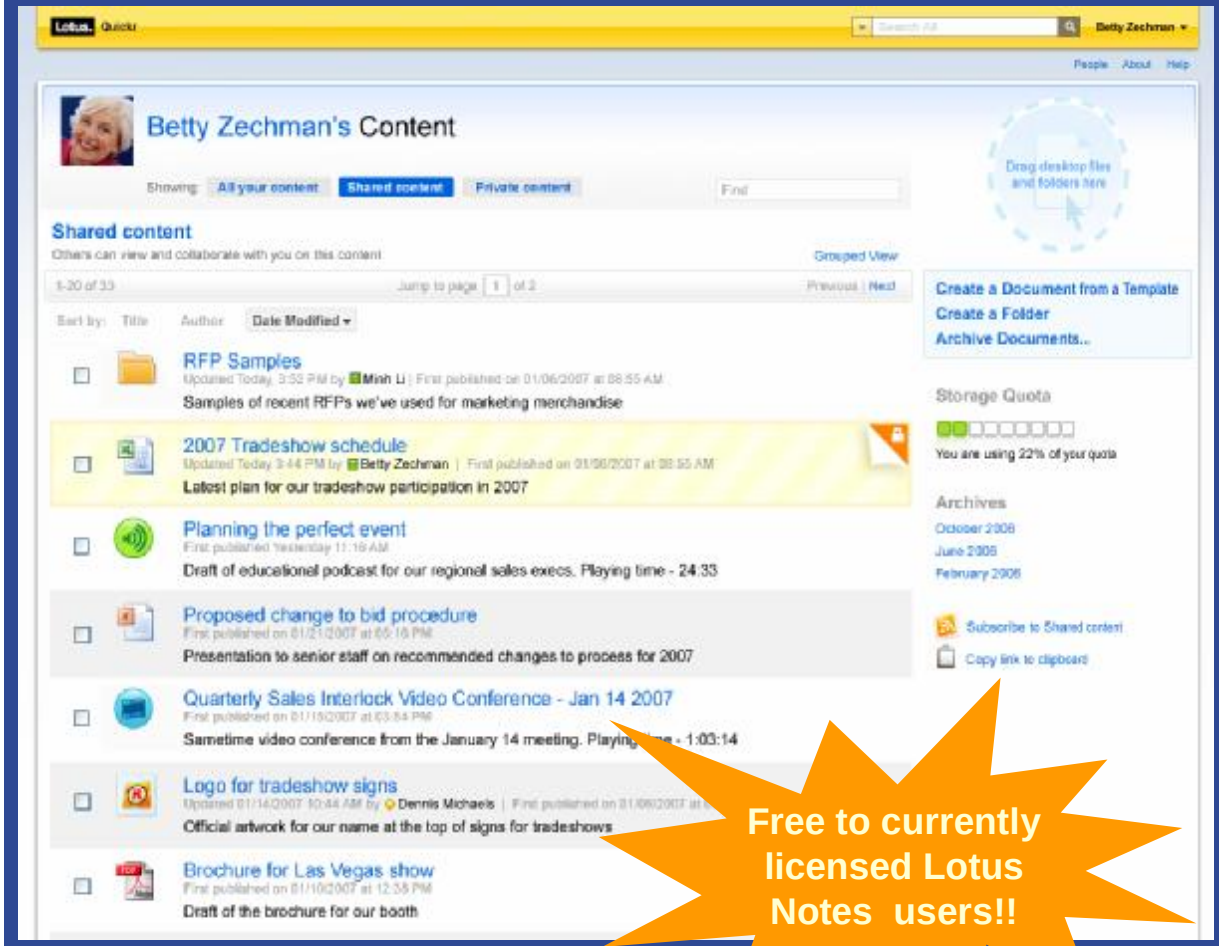
www.ibm.com/lotus/quickr



* - Requires separate purchase & supported after Lotus Quickr release 8.0

Lotus Quickr 8 Personal Edition

Personal Edition provides a "starter set" of Lotus Quickr capabilities



- Fast & easy on-line personal content library
- Familiar folder metaphor
  4. Easily move content to secure, managed servers
     1. Private content
     2. Shared content
- Includes Lotus Quickr Connectors
- Available 2H 2007

Lotus.

IBM Proventia® Network Mail Security System

- Spam control
  - Multi-level message analysis
  - Blocks latest image spam at ~98%
  - Phishing email checks
  - Leverages massive IBM Proventia Filter Database
- Integrated ISS intrusion prevention technology (IPS)
- Zero-day protection from viruses, spyware, and other malware
- Sophisticated ruled-based mail policy management
  - Social security & credit card # detector for inbound & outbound email
- LDAP integration with IBM Lotus Domino

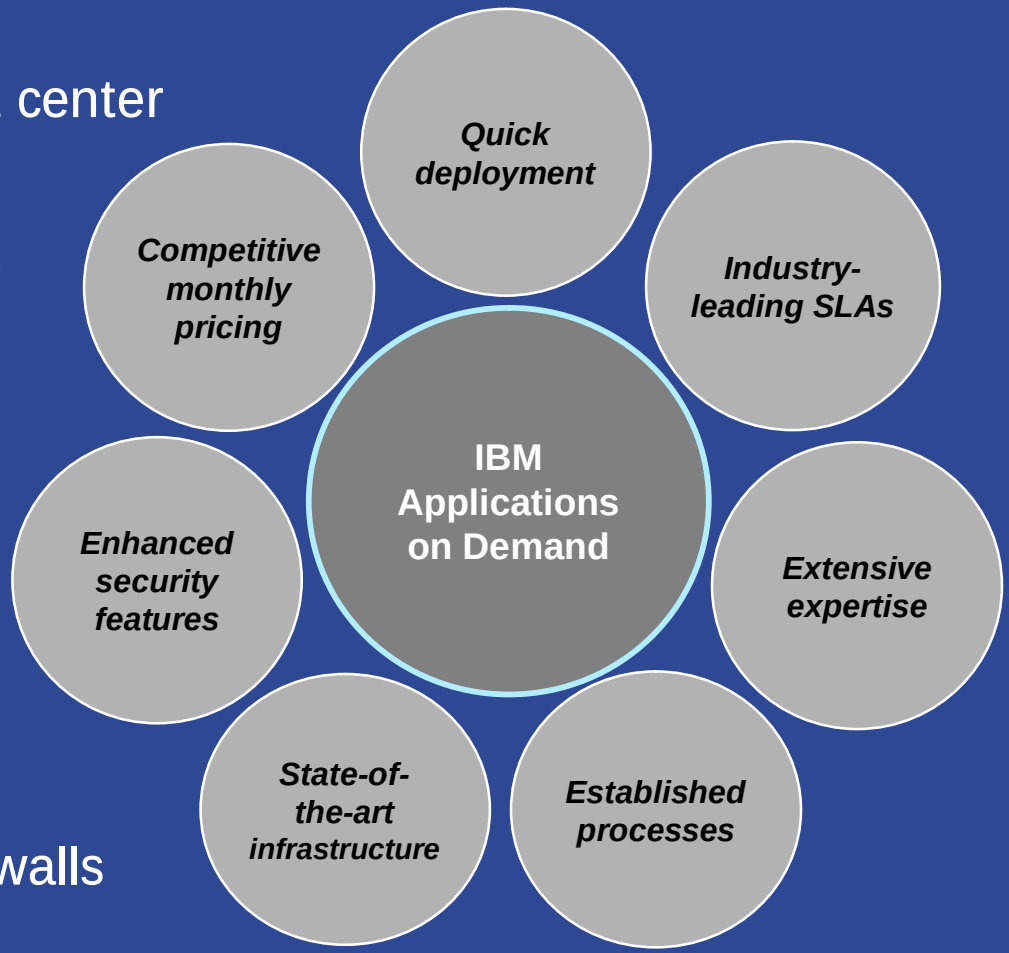
IBM

Lotus

IBM Applications on Demand

IBM Hosted: Lotus Notes, Lotus Sametime, Lotus QuickPlace/Quickr

- Hosting in a world-class IBM data center
- Best of breed app management
- 24x7x365 Expert Domino support
- Anti-virus and anti-spam
- High Availability
- Disaster recovery
- Wireless support
- Web access
- Archiving
- Predictable monthly billing
- All server hardware, storage, firewalls



http://www.ibm.com/services/aod

Lotus

IBM CommonStore Archive, Discovery & Compliance

IBM Information Management & Lotus Domino teams are working together to take CommonStore to the next level

- Simplified installation, configuration and administration
- Scalable: single server or across multiple servers
- Reduces cost of ownership by adding autonomics
- Reduces storage: strong de-duplication rates across emails and attachments
- Integration with Domino: installation, deployment, admin UI, search, doc

IBM

Lotus

Summary

Lotus Notes and Domino 8 Re-Invents Business Collaboration

- Lotus Notes 8 built on the open *Eclipse.org* standard
- Transforms the in-box into a high performance integrated client
  - Anchored by Lotus Notes, extended with Lotus applications, composite applications and “Eclipse” plug-ins
- Embedded documents, presentations, spreadsheet tools
- Backward compatibility: no rip-and-replace
- An exciting roadmap
- Visit www.ibm.com/lotus/nd8 for beta details!