



# LotuspHERE

## Comes to You

**IBM**<sup>®</sup>

Lotus



# What's New in IBM Lotus Notes 8 – and Beyond

Your name

Your Title



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# What's New in IBM Lotus Notes 8 – and Beyond

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*A HECK OF A LOT!*



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*From June 14, 2005 announcement at the DNUG Conference in Hannover, Germany:*

“Hannover” will deliver a world class user experience in mail, calendar and contact management, and new capabilities such as activity management and composite applications...



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“Hannover” will deliver a world class user experience in mail, calendar and contact management, and new capabilities such as activity management and composite applications...

***Focus on Improved UI and Productivity***



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*From June 14, 2005 announcement at the DNUG Conference in Hannover, Germany:*

“Hannover” will deliver a world class user experience in mail, calendar and contact management, and new capabilities such as activity management and composite applications...

***Innovation in How to Collaborate***



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*From June 14, 2005 announcement at the DNUG Conference in Hannover, Germany:*

“Hannover” will deliver a world class user experience in mail, calendar and contact management, and new capabilities such as activity management and composite applications...

***Powerful Application Paradigms***



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*From June 14, 2005 announcement at the DNUG Conference in Hannover, Germany:*

“Hannover” will deliver a world class user experience in mail, calendar and contact management, and new capabilities such as activity management and composite applications...

***Delivered in an Open, Extensible,  
Server Managed and Common Platform***



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# Agenda

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- § What we've done recently
- § Lotus Notes® business overview
- § Lotus Notes 8 features overview & demo
- § Addition of collaborative tools & demo
- § Extensibility of Lotus Notes 8 & demo
- § Futures and Q&A



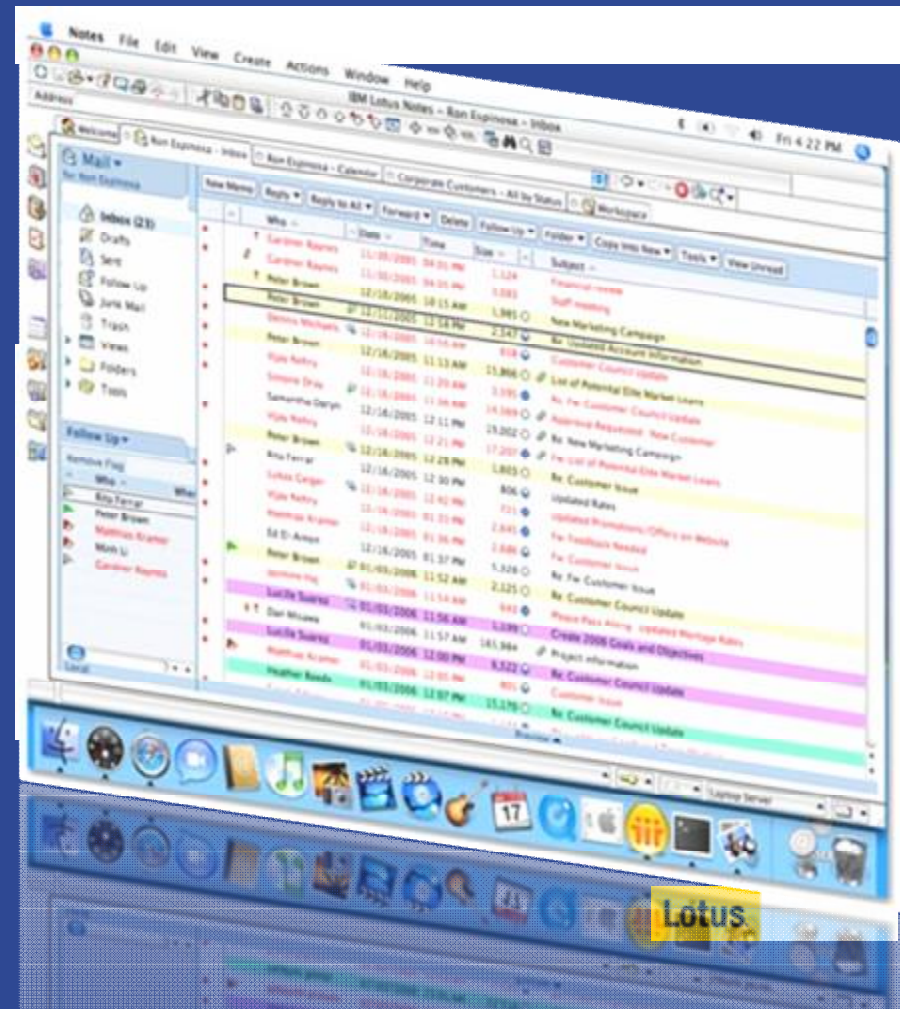
# What we've done recently

## § Lotus Notes 7.0.1

- 4 Lotus Notes access for SAP solutions feature
- 4 Linux® -based client

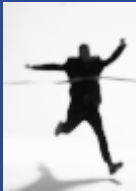
## § Lotus Notes 7.0.2

- 4 Lotus Notes on a USB memory stick
- 4 Blog template
- 4 RSS Feed Generator
- 4 iCalendar support
- 4 Macintosh support
  - § Domino Web Access
  - § Lotus Notes client
- 4 And more...



# Lotus Notes and Domino Business Highlights

## § Strong Financial Performance



- 4 Double-digit growth in revenue for *2005 and 2006*
- 4 Year-over-year revenue growth for the past 9 consecutive quarters

## § Growing Customer Base



- 4 127M+ seats of IBM Lotus Notes® and Domino® licensed
- 4 913 competitive wins in 2006
- 4 400 companies and thousands of clients using Lotus Notes Access for SAP solutions Feature

## § On-time Product Delivery



- ü Q1: IBM Lotus Notes 7.0.1 on Linux®
- ü Q2: IBM Lotus Notes Access for SAP solutions Feature
- ü Q3: IBM Lotus Notes 7.0.2 on Linux, Microsoft® Windows® and Mac (Q4)
- ü Q3: IBM Lotus Domino 7.0.2 on Microsoft Windows, Linux, IBM AIX®, Sun Solaris, IBM i5/OS®, IBM zOS®
- ü Q3: IBM Lotus Domino Web Access 7.0.2 on Microsoft Windows, Linux and **Mac (new!)**



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# Lotus Notes 8 – Four Guiding Principles

- § UI and Design Excellence
- § Leadership in Application Development
- § Innovation in Collaboration
- § TCO and Time to Value

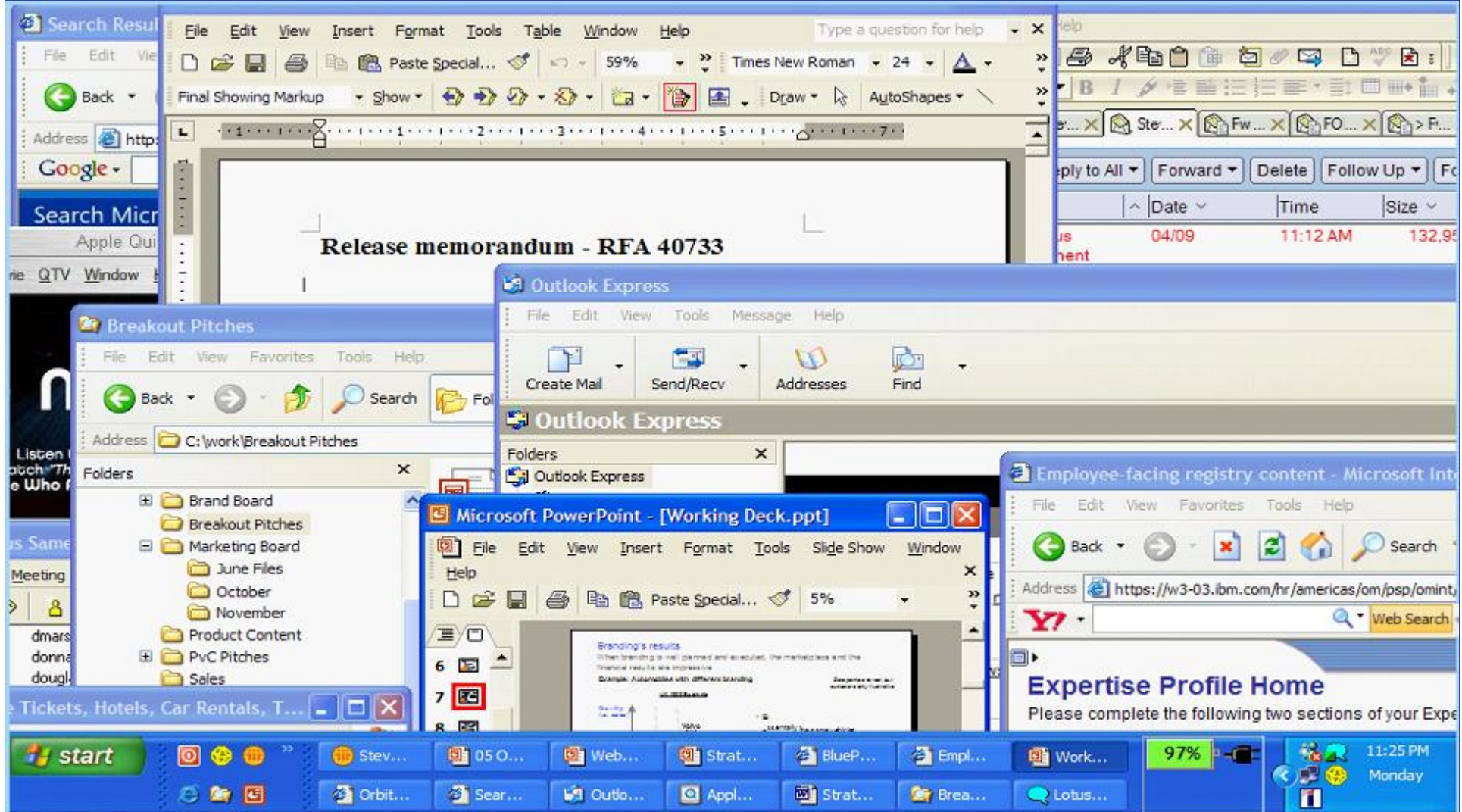


# Lotus Notes 8 – Basics

- § Represents a significant investment in a growing business
- § Subscription upgrade
- § Open beta scheduled for Q1 of 2007 – generally available mid-year
- § Microsoft Windows (XP and Vista), Linux (SLED and RHEL), and Mac
- § Seamless Interoperability – works with your existing Lotus Notes applications
- § Much of added value only needs Lotus Domino Server
- § Basis for future innovations



# Evolving today's disparate user experiences...



**Frank Adams**  
on Local

- Inbox (28)
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Chat History
- Views
- Folders
  - Administration (1)
  - Customer Inquiries (2)
  - Customer Council (1)
- Tools
- Other Mail

Sender	Subject	Date	Size
Ted Amado	New Trade Advertisement	01/22/2007 07:58 AM	3K
Betty Zechman	Introduction to Finance Management	01/22/2007 07:57 AM	3K
Ted Amado	Privacy Policy Coming Soon	01/22/2007 07:50 AM	2K
Matthias Kramer	Customer Issue	01/22/2007 07:37 AM	1K
Rita Ferrar	Rescheduled: Marketing call (Jan 23 04:00 PM EST)	01/22/2007 07:14 AM	1K
Minh Li	Re: Assistance with \$500K Small Business Loan	01/22/2007 07:03 AM	4K
Rita Ferrar	FYI - Fw: Re: Verify Q1 and Q2 Estimates Mortgage Rates - Updated Spreadsheet	01/22/2007 06:34 AM	22K
Dennis Michaels	Customer Council Update	01/22/2007 05:55 AM	1K
Simone Dray	Approval Requested : New Customer	01/22/2007 03:34 AM	14K
Peter Brown	List of Potental Elite Market Loans	01/22/2007 01:35 AM	15K
Vijay Nehry	Fw: Fw: Customer Council Update	01/21/2007 11:35 PM	3K
Minh Li	Rescheduled: Mortgage Rates and Business Accounts (Dec 13 10:00 AM CST in 555-555-1992 passcode 123456)	01/21/2007 10:54 PM	2K
Ron Espinosa	Fw: Please Pass Along: Updated Mortgage Rates	01/21/2007 10:08 PM	2K
Minh Li	Assistance with \$500K Small Business Loan	01/21/2007 09:37 PM	1K
Lucille Suarez	Finacial Review Meeting	01/21/2007 09:13 PM	3K
Ron Espinosa	Re: Updated Account Information	01/21/2007 08:55 PM	3K
Samantha Davis	Customer Review - Key Accounts	01/21/2007 08:44 PM	2K

**Follow Up**

Remove Flag

When	Who
09/18	Ron Espinosa
09/28	Minh Li
10/02	Vijay Nehry
10/06	Dennis Michaels

**Privacy Policy Coming Soon**  
**Ted Amado** to: Frank Adams  
 01/22/2007 07:50 AM  
 Cc: [Show Details](#)  
 Default custom expiration date: 01/22/2008

The Finance Portal is developing a Privacy Policy statement to be posted on the main home page. This policy, which is a derivative of the renovations.com privacy policy, is designed to inform users of the Finance Portal on the policies and uses of information collected from users of the portal and how that information is used.

Ted Amado  
 Vice President of Marketing  
 Renovations

**Activities**

Type to find activities

Your Activities (2)

- Privacy Policy  
Jan 18, 2007 | Ted Amado
- Bookings reconciliation  
Jan 18, 2007 | Ted Amado

Dashboard

Sametime Contacts

Available Lotusphere

Type to find name

**Work (11/11)**

- Amadou Alain
- Frank Adams
- George Bandini
- Harry Greene
- Heather Reeds
- Helena Muzakis
- Jody Liu
- Liz Schonfeld
- Natalie Olmos
- Renata Washington
- Rita Ferrar

**Day At-A-Glance**

Thu, Jan 18, 2007

John's Birthday

3:00 pm Backup & Recovery Update  
Frank Adams

Feeds

Online

# How we got here

§ 28 Design Partners visited Westford for a two day review (2005)

§ Customer visits

4 Day in the life interviews

§ Mary Beth Raven's blog

§ Usability Scorecard

§ Users First! program in March, 2006

4 "Renovations on the Road"

4 ~2,000 users

§ Competitive usability sessions

§ Design Partner and Managed Beta programs

§ 4,000+ internal users





# Notes 8

## § General

- 4 In-line spell check
- 4 MIME rendering
- 4 Intelligent addressing
- 4 Multi-level undo
- 4 Open button
- 4 Multiple window themes
- 4 Consolidated Preferences
- 4 Windows-style selection

## § Calendar

- 4 Free-time lookup
- 4 Unprocessed calendar entries

## § Mail

- 4 Conversation threads
- 4 Vertical preview
- 4 Message recall
- 4 Out of Office improvements

## § Contacts

- 4 Recent collaborations
- 4 Recent contacts
- 4 Business Card view
- 4 Contact delegation



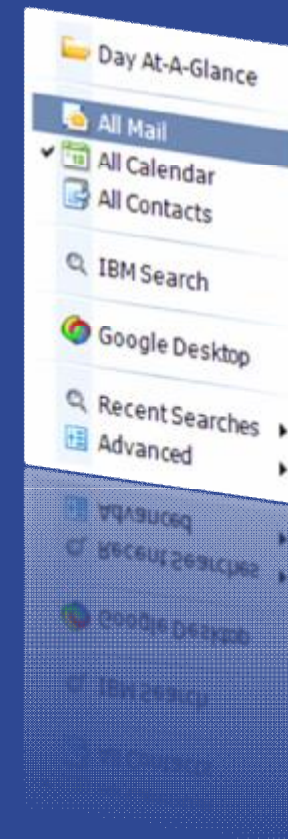
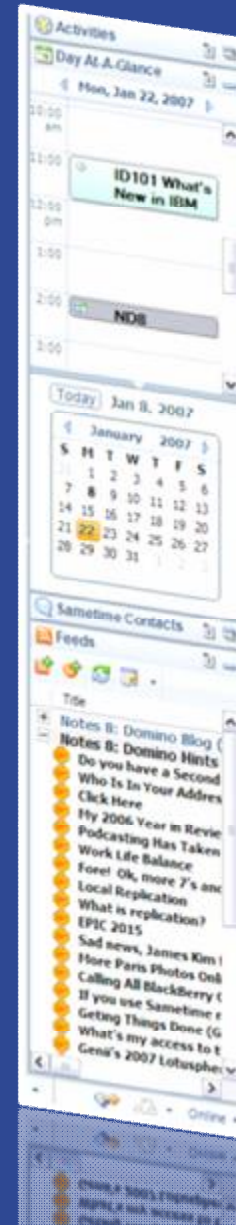
# Demonstration



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# Exposing the artful business process

- § Standards-based Productivity Editors
- § Search Center
- § Sidebar
- § Activities
- § IBM Lotus Sametime®
- § RSS and ATOM feeds
- § Day at a Glance



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# Demonstration



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*A quick diversion under the covers*



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# Lotus Notes 8 – Based on Eclipse

## What is Eclipse?

- § Open source Java™ - based platform
- § Contributors include IBM
- § Platform for end-user and developer products

## What's the benefit?

- § Powerful contribution model
- § Large (and growing) developer community
- § Cross platform (Microsoft Windows, Linux, & MAC)

Eclipse 3.2 Foundation



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# Lotus Notes 8 – Using the IBM Lotus Expeditor Platform

## What is Lotus Expeditor?

- § IBM common platform based on Eclipse
- § Available embedded and as standalone product

## What's the benefit?

- § Same extensions work across many IBM products (Lotus Notes, Lotus Sametime, etc.)
- § Server managed
- § Powerful services available to applications (e.g., offline)

Lotus Expeditor

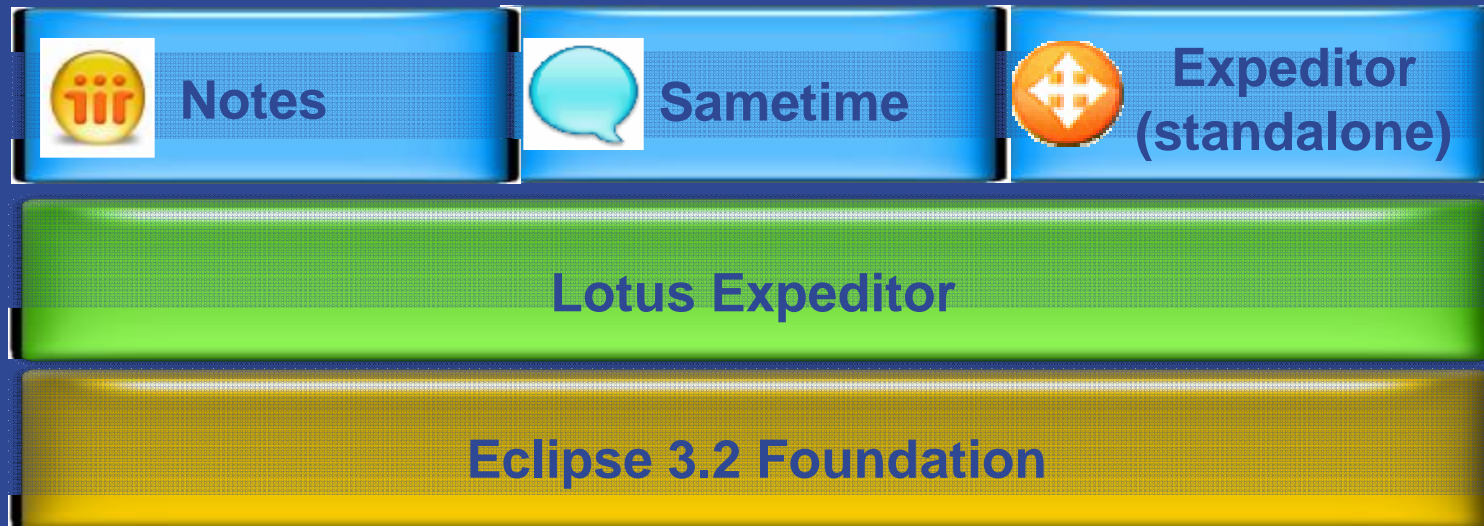
Eclipse 3.2 Foundation



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# Extensible clients, enabling innovation

One client platform – multiple products





# So what does this technology really mean?

## § For an end-user, nothing

- 4 Except of course improved user experience, productivity, etc.

## § For a developer, increased flexibility and possibilities

- 4 Can continue doing what you're doing (LotusScript, @Formula, Forms, Views, etc.)
- 4 Can leverage new mechanisms (Eclipse plug-ins, Composite Applications, etc.)

## § For an administrator, increased flexibility and possibilities

- 4 Can continue managing and deploying clients the way you do today (Smart Upgrade, SMS, etc.)
- 4 Can take advantage of Lotus Expeditor client management features to help improve TCO



# Extending/Customizing Lotus Notes – some ideas...

In addition to the all the ways you're used to

4 Templates, Extension manager, etc.

§ Add new search target to search center

§ Add new application to sidebar

§ Add new action when click right on someone's name

§ Add new menu items

§ Branding



# Mashups for Business

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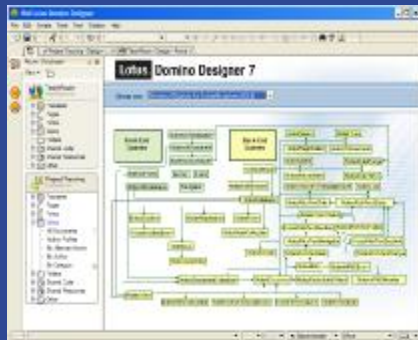
- § Build and deploy next-generation composite applications
- § Customize interfaces easily
- § Get high value for low cost – quickly
- § Aggregate functionality with no coding required



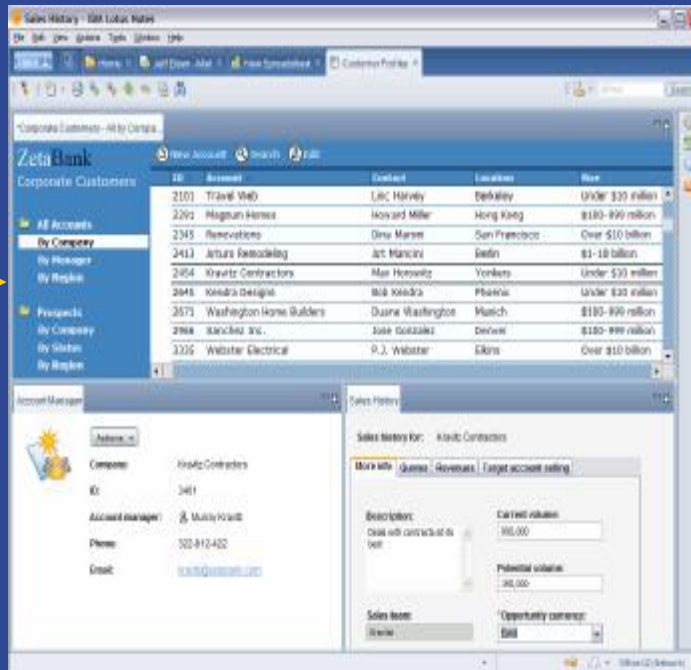
# Example of Components



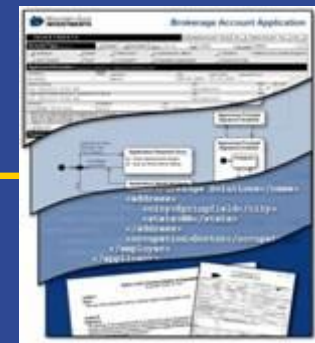
SAP-based component built with IBM WebSphere® Portlet Factory



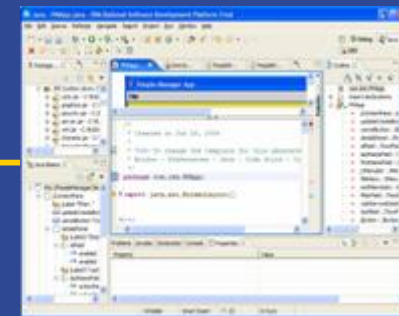
Lotus Notes applications built with IBM Lotus Domino Designer®



Collaborative components built with Lotus Component Designer



E-form built with IBM Workplace Forms™ Designer



Eclipse component built with Rational® RAD



# Demonstration



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# Beyond Notes 8 – Some Themes

§ Continued focus on the End-user

§ Innovation & Integration

4 RSS, External Calendars, Lotus Connections, Productivity editors, Quickr, ...

§ Application Development

4 Tooling, Tooling, Tooling

4 More Public APIs – if we can do it, you can too

§ Lots planned for Lotus Domino server...



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# Questions?



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