



# Lotusphere Comes to You

**IBM**<sup>®</sup>

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## ID502 - Introducing WebSphere Portal Express Version 6.0: New Portal and Collaboration Solutions for Small and Medium Business



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# Session Abstract

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## Introducing IBM WebSphere Portal Express 6: New Portal and Collaboration Solutions for Small and Medium Business

You'll discover how collaborative portals, document management and team collaboration can dramatically help small and medium businesses grow. This session will show the features and capabilities of WebSphere Portal Express and will demonstrate how organizations can do more with less, deliver ready-to-use portals and build applications for teams right out of the box.

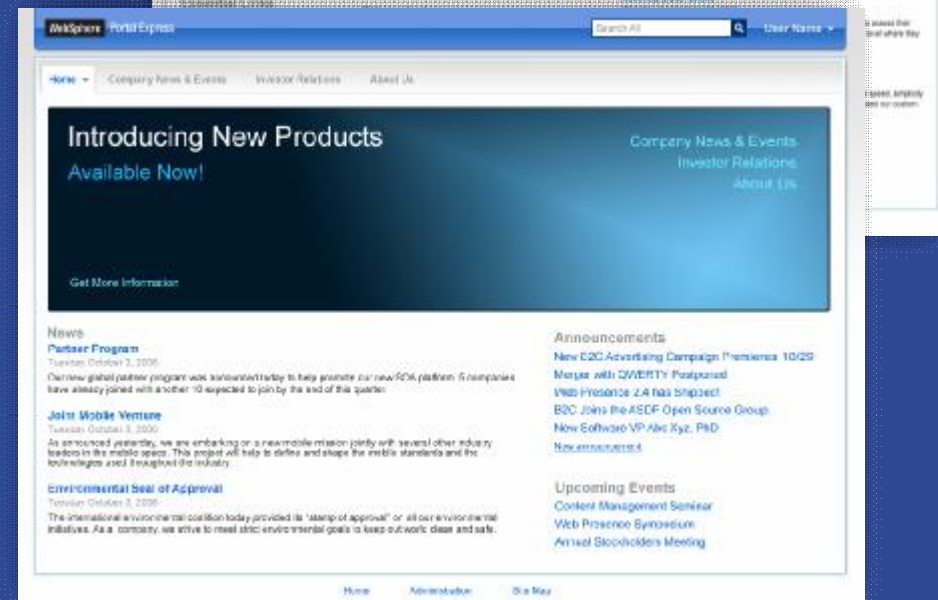
Track Three: Planning and Managing Your Collaboration Infrastructure



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# Introducing WebSphere Portal Express Version 6.0

- § *Share* information, collaborate and make better decisions
- § *Integrated* portal, document management, web content management and collaboration capabilities
- § Receive immediate benefit from current investment, with *fast installation* and *pre-built example web sites* which can be easily customized and deployed
- § Organize and aggregate information and applications as well as provide teams with an easy way to coordinate and manage documents in a central location
- § For the *small and medium business*, or departments of larger organizations with under 1000 users
- § Single package with *flexible pricing options*



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How does a

small and medium business

work today?



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# Current Business Challenges – How do I...

## Improve efficiency and productivity of my staff

*Empower staff to solve problems*

*Help staff to collaborate on documents and projects*

*Provide a connection point for dispersed teams*



## Make the most of what I have

*Save time and money by fully utilizing, and building on, the systems and applications that already work for you*



## Keep customers, partners and staff informed

*Provide timely access to information, applications and people within a single interface*



# How does a small and medium business work today?

The organization's information is scattered across multiple systems :

- ü Email
- ü Hard drives/file servers
- ü Back end systems (Procurement, Stock control, Warehouse etc)

Making it unorganized, unmanaged and difficult to collaborate on



**Mary, Sales Manager**  
Coordinates activities between sales engineering, services and procurement teams to deliver customer results

They each work individually and use email, phone and fax to keep each other in the loop. There are multiple disparate systems for accessing information.



**Lisa, Sales Engineer**  
Works with customers to determine requirements and specifies the system to be ordered and ensures stock is available



**Bob, Delivery Manager**  
Places orders with supplier, makes sure they receive stock on time and that technicians are available to perform installation



**Susan and Andrew, Procurement Team**  
Work to ensure that orders are entered, and contracts are in place with the customer



# How could a small and medium business work with WebSphere Portal Express?

- ü Single user interface for all the information they need
- ü Share and save documents in a central location
- ü Collaborate in real time using Instant Messaging and Presence Awareness



Mary, *Sales Manager*, can now Review all proposals and contracts, review customer activity, review post/pre-sales installation activities, review flagged issues

## Collaboration beyond EMAIL



Lisa, *Sales Engineer*, can now Review past proposals, latest product information from suppliers, stock levels and resource availabilities all from a single interface



Bob, *Delivery Manager*, can now Review new proposals from Sales Engineers, schedule deliveries/installs and collaborate with suppliers



Susan and Andrew, *Procurement Team*, can now

- § Place orders, work together on documents, review contracts
- § Collaborate with sales engineers and Delivery Manager to ensure contract captures correct terms and conditions

# Demonstration – How does WebSphere Portal Express help?

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# WebSphere Portal Express Version 6.0 provides access to people, information and applications for everyone who interacts with your business

## Within your organization

- § Provide a single access point to all the data an employee needs to do their job.
- § Keep teams and employees connected with instant messaging and presence awareness capabilities
- § Allows individuals and teams to work on documents using enhanced document management capabilities that integrate with the tools you already use



## With your partners

Build partner relationships through integrated business processes

- § Provide access to information and applications personalized for your partners to help you and them be more productive

## With your customers

- § Increase customer loyalty
- § Increase all revenue
- § Provide information about your products to your customers
- § Increase sales by your web site
- § Reduce costs by your staff to keep customers happy



# WebSphere Portal Express Version 6.0 Features

- § Provides employee, customers and partners with **access to web sites** on which the information and applications they need have been consolidated and organized for easy access and use
- § Pre-built example web sites are supplied to **accelerate deployment of portal sites**
- § Provides document management capability to enable individuals and teams to **share and save documents in a central location**
- § Provides instant messaging capabilities to allow **real time communication** between employees
- § Includes **support for access to a wide variety of applications** such as Lotus Notes, or Microsoft® Exchange so employees can work with the applications they know.
- § Included development tools **accelerate customization of applications** to an organizations unique need.
- § A solution **based on industry standards** that can grow as the companies needs grow without high maintenance and migration costs.



# IBM WebSphere Portal Express V5.x helps firms across industries achieve immediate answers to common business problems

## United States cosmetic surgery center with 24 employees

- Challenge:** In danger of losing patients to competing facilities; faced declining revenues due to outmoded business processes and poor productivity
- Solution:** Portal Express solution for real-time, responsive patient management system enables collaboration between doctors and staff
- Results:** \$250,000 a year in additional revenue through improved productivity, full payback in just 3 weeks, strengthened patient relationships

## Finnish producer of dairy products with 50 employees

- Challenge:** Meet new stringent government regulations, improve production efficiencies, cut operational costs
- Solution:** Portal Express solution aggregates data from existing manufacturing systems to provide advanced management reporting
- Results:** Data from multiple sources is collated and presented automatically in a single view, offering reduced costs, greater control, and improved efficiency

## German professional services company with 400 employees

- Challenge:** Improve customer service while reducing phone, fax and administrative workload
- Solution:** Portal Express solution consolidates multiple Web sites and legacy applications into a single user interface
- Results:** Easily market their services on their web site, with non-technical staff able to keep content up to date



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Let's look

at the product in

more detail



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# High Level Benefits for *End Users*



*WebSphere Portal Express Version 6.0 provides:*

- § Access to a single unified interface where users can access all the information, applications and people they need to do their job
- § Secure environment for working on documents, either on their own or in a team
- § A way to easily update content on intranet, internet or extranet sites without technical skills
- § The ability to keep using the applications they are familiar with
- § Pre-built content filled web sites enables fast deployment of new sites without the need for technical skills

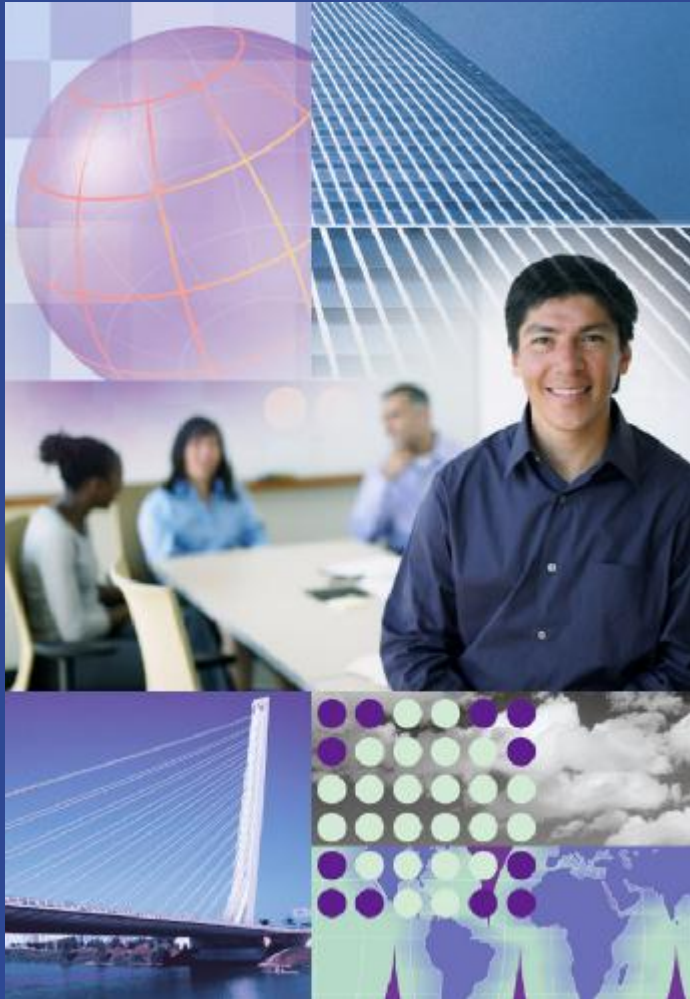
# Demonstration of End User Features

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# High Level Benefits for *Developers*



*WebSphere Portal Express Version 6.0 provides:*

- § A better way to develop loosely coupled tightly integrated solutions
- § Set of pre-built building blocks that speeds up development time for developing composite applications
- § Development tools and APIs are included for fast development of solutions customized to an organization's unique needs
- § A solution based on open standards making it easier to integrate with 3<sup>rd</sup> party solutions
- § Ability to add leverage other IBM applications including Workplace Forms Express, Workplace Dashboard Framework, WebSphere Portlet Factory and Domino Express for additional capabilities



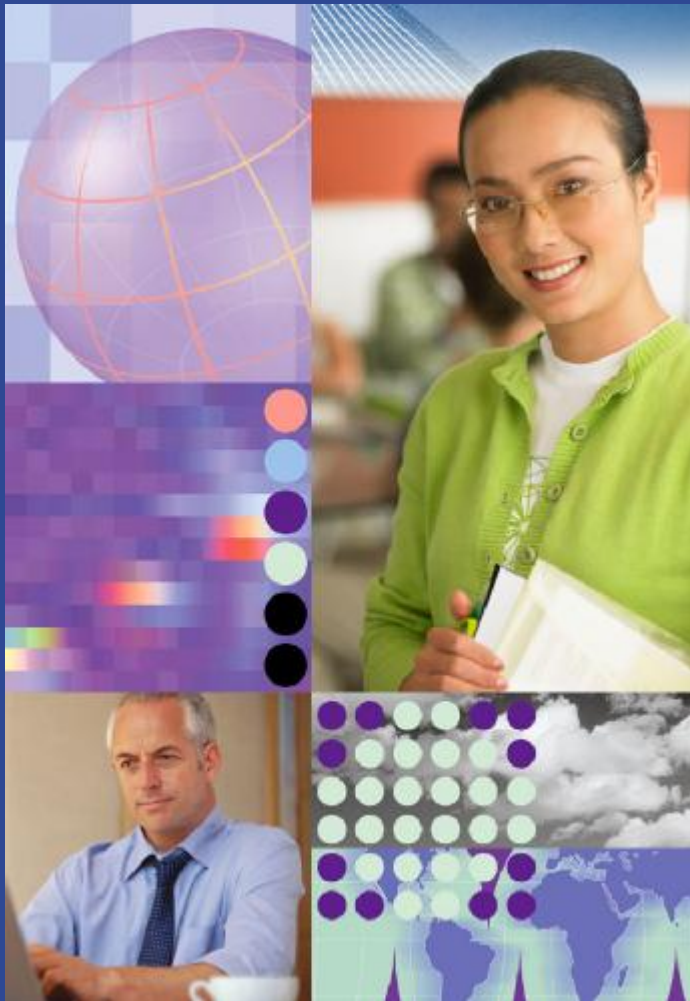
# Demonstration of Development Features

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# High Level Benefits for *Administrators*



*WebSphere Portal Express Version 6.0 provides:*

- § Fast installation and included pre-built example web sites which can be easily customized and deployed.
- § Easier to deploy and administer a diverse set of applications for different communities of users
- § A solution that works with existing infrastructure and existing applications
- § Easy to train new users with a single interface across all applications
- § Single system to administer users and applications, reducing the effort/time to deploy and maintain solution
- § Scalability and performance
- § Easy to delegate responsibility of applications and virtual servers to line of business managers



# Demonstration of Administration Features

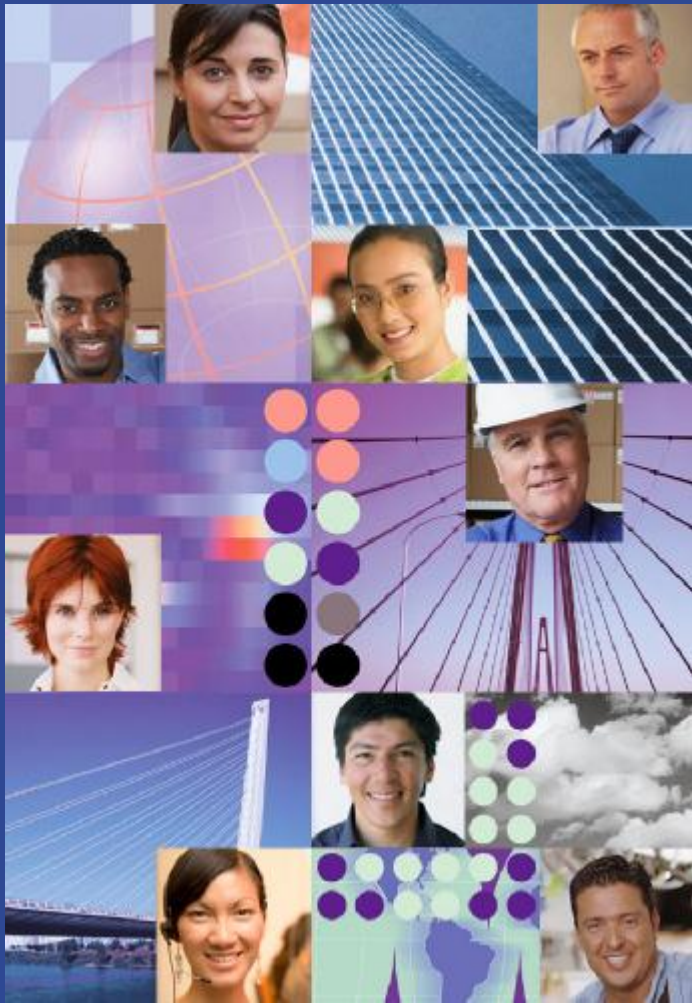
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# High Level Benefits for the *Entire Organization*



## *WebSphere Portal Express Version 6.0 provides:*

### § Timely information and access to applications for employees and customers

- 4 Portal, collaboration and document management, and web content management capabilities
- 4 Makes it easier to get the right information to the right user

### § Improved productivity from employees

- 4 Out of the box sites and components to get started quickly
- 4 Easier for end-users to find people, information and applications, and create and manage content
- 4 Easier for end-users to work on-line in virtual teams

### § Faster business solutions provided by developers

- 4 Development tools and APIs are included
- 4 Fast development of solutions customized to an organization's unique needs

### § Lower administration costs

- 4 Better administration capabilities
- 4 Virtual portals make it easy to administer

### § Standards-based so that it can grow as the company's needs grow

- 4 Support of latest standards, operating systems and development tools
- 4 Flexible pricing options



Let's look

at what's in

the box



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# What's in the box?

What's included with WebSphere Portal Express Version 6.0 ?

Portal Server :	WebSphere Portal Server Version 6.0 includes Document Management and Web Content Management
Database :	DB2 Express also integrates with other databases
LDAP Directory	Tivoli Directory Server also integrates with other LDAPs
Application Development	Lotus Component Designer WebSphere Portal Factory runtime
Collaboration	Lotus Sametime Presence Awareness and Instant Messaging



# Summary

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## § WebSphere Portal Express Version 6.0:

- 4 Save time and money: pre-built intranet and extranet experience out of the box for immediate use
- 4 Increase employee productivity: integrated portal, document management, web content management and collaboration
- 4 Simplify IT management: installs quickly, in a single package, flexible pricing options



## Additional information...

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Visit us on the IBM website:

 [ibm.com/websphere/portalexpress6](http://ibm.com/websphere/portalexpress6)

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