

Lotusphere

2007 Comes to You



Lotus software

Go  gelov  
CEO  
IBS Group Bulgaria

**Lotus.** software

# Perpetual business pressures accelerate Nothing new, but importance grows in 21<sup>st</sup> century

- Как да се възползваме от промените в бизнес климата?
- Как да максимизираме ефективността на работното място?
- Как да се възползваме от новите технологии в бизнеса?
- Как да насърчим иновациите?



# Changes in the business climate

***The agile business is connected,  
responsive and embraces change***

- Информацията пътува по-бързо
- Продукти се анонсират на пазара по-често
- Клиенти и конкуренция са много по-добре информирани
- Хората имат нужда да са свързани с бизнес процесите
- Глобализация
- Нови и конкурентни бизнес модели



# По-ефективни на работно място

***Effective organizations allow for great flexibility in the way people work...anytime, anywhere***

- Екипите са виртуални и работят през географските граници или тези на организациите
- Новите служители очакват различни софтуерни приложения
- Служителите не са вече свързани с бюрата си и офиса
- Линията мажду работа и личен живот е все по-размита.



# Информационните технологии се променят



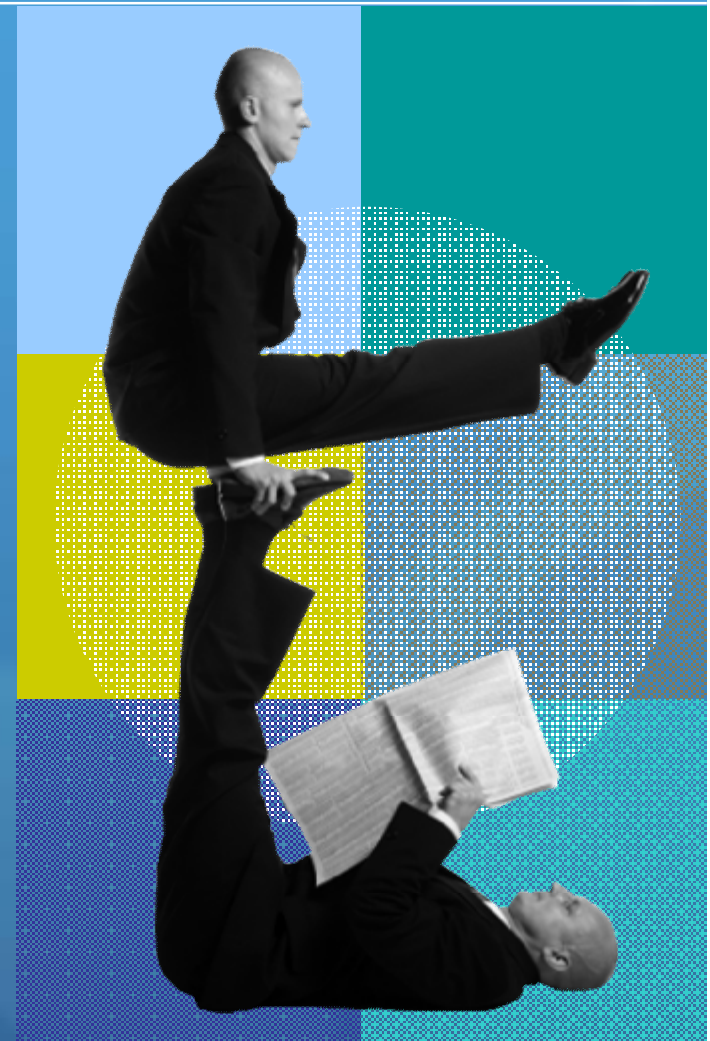
***The responsive enterprise leverages new technologies to get access to new opportunities***

- Интернет вече е Платформа
- Компютрите са достъпни
- Разрастване на високоскоростни и безжични мрежи
- Индустриални стандарти заместват частни формати
- “Social computing” разрушава комуникационни бариери и запълва културни пропасти

# Driving innovation

## ***Innovation is key to competitive advantage***

- Да открием добрите идеи, където и да са
- Да се открием сред конкурентите си
- Да изградим култура на споделяне на идеи
- Да грабнем ново откритие
- Да се възползваме от иновациите в цялата организация
- Да реализираме потенциала на общностите





# IBM Lotus mission

**“Помагаме на хората да бъдат по-ефективни, по-изпълнителни и по-иновативни в контекста на работата, която вършат”**



Industry's richest continuum of communication  
and collaboration tools for business

# Messaging and Collaboration



**Lotus.** Notes

**Lotus.** Domino

**Lotus** software

**Miros**  **aptchiev**  
Manager  
IBS Lotus Services

# Lotusphere 2007 Comes to You

## Създаването на NOTES

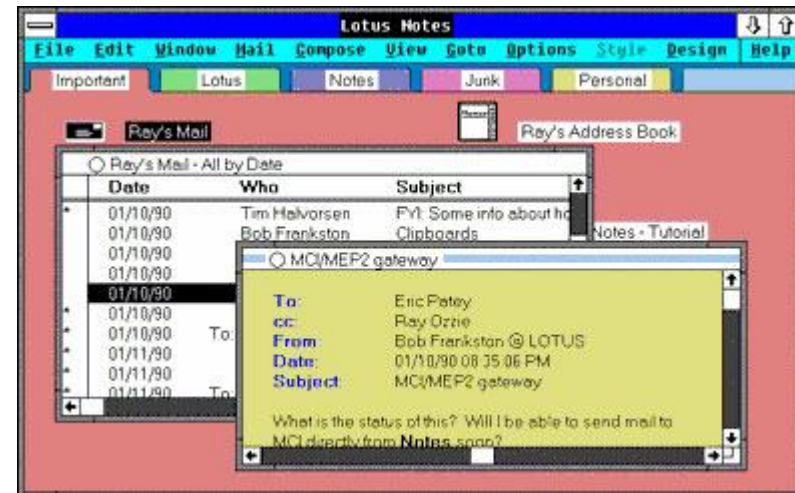
- § Вдъхновение: Plato Notes
- § 1984 - Основаване на IRIS Associates
- § 1985 – Начало на разработката
- § Версия 1.0 – 5 Декември 1989



# Lotusphere 2007 Comes to You

## NOTES – Version 1

- § Цена:  
\$62,500 за 200 потребителя
- § 35,000 потребителя за 1 година
- § Първи клиенти:  
PWC и Arthur Andersen
- § Платформи:  
OS/2, DOS 3.1/4.0, Windows 3.0
- § Функции:  
Group Mail, Group Discussion, Group  
Phone Book, Directory, ACLs,  
doclinks, репликация, Dial-up към  
сървъра



# Lotusphere

2007 Comes to You

## NOTES – Version 2

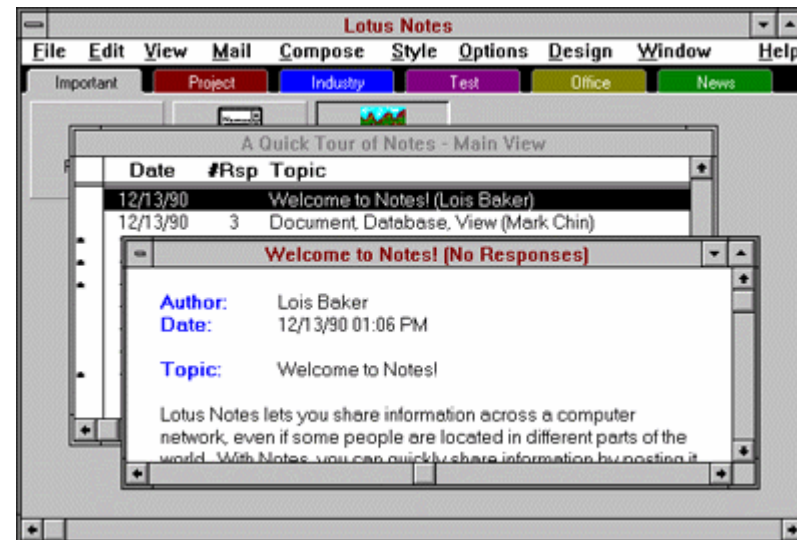
1991

§ Скалируемост

§ APIs (Application Program Interfaces)

§ Функции:

Column totals в view-тата,  
Таблицы и стилове, Rich text,  
Разширение в @functions,  
Поддръжка на множество  
адресни книги, Return receipt  
за и-мейлите



# Lotusphere 2007 Comes to You

## NOTES – Version 3

1993

§ 500000 потребителя

§ 2000 организации

§ Екип – 25 човека

§ Функции:

Full-text search, Йерархични имена, Йерархични документи,  
Background replication, Selective replication, Поддръжка за  
Macintosh, Сървър за Windows





A banner for Lotusphere 2007 with a background of overlapping orange and yellow geometric shapes. The word "Lotusphere" is in a white, rounded font with a white circle around the 'o'. To its right, "2007 Comes to You" is written in a smaller, black, sans-serif font.

# Lotusphere 2007 Comes to You

## 1995

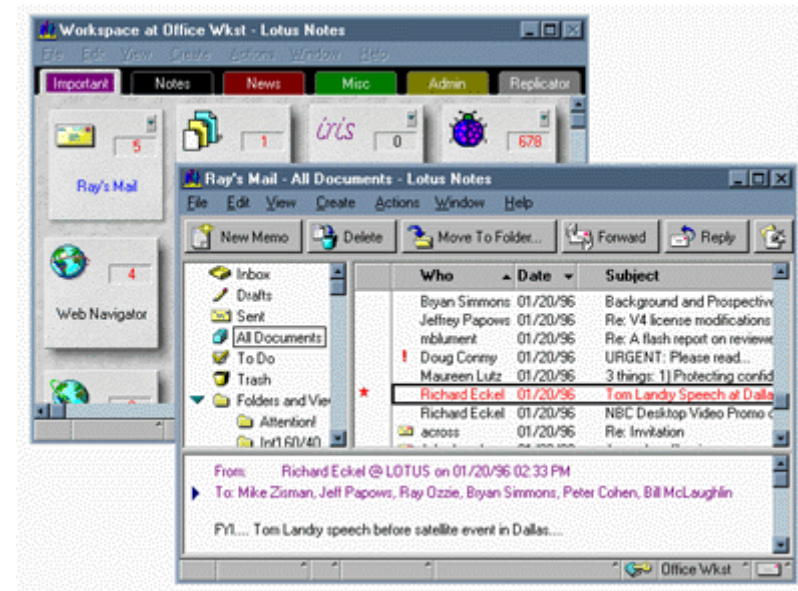
- § Настъпващи технологии – Интернет и уеб
- § Акциите на Lotus падат от \$80 на \$30
- § На пазара излизат MS Office и Windows 95
- § AT&T представя Network Notes
  
- § IBM закупува Lotus за \$3.5 билиона през юли

# Lotusphere 2007 Comes to You

## Notes Release 4 – 1996

§ Еволюция в клиент/сървър “messaging” продукт

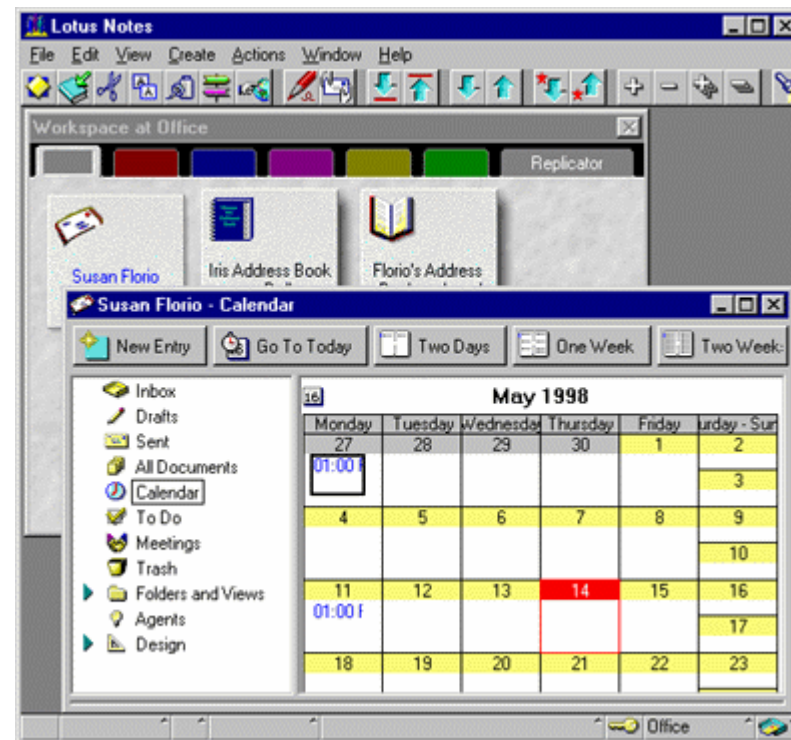
§ Функции:  
LotusScript, 3 панелен UI за пощата и други приложения, Интернет интеграция – Достъп до Notes бази през уеб браузър, Подобрения в сигурността



# Lotusphere 2007 Comes to You

## Notes R4.5 и 4.6

- § Групови календари
- § Domino сървър
- § Поддръжка на настъпващите интернет стандарти: POP, IMAP, LDAP, HTTP
- § Поддръжка за UNIX, Novell и iSeries



**1996 – 1998**

§ MS Exchange [1.0.]4.0 – Април 1996

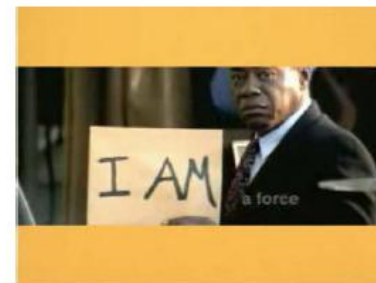
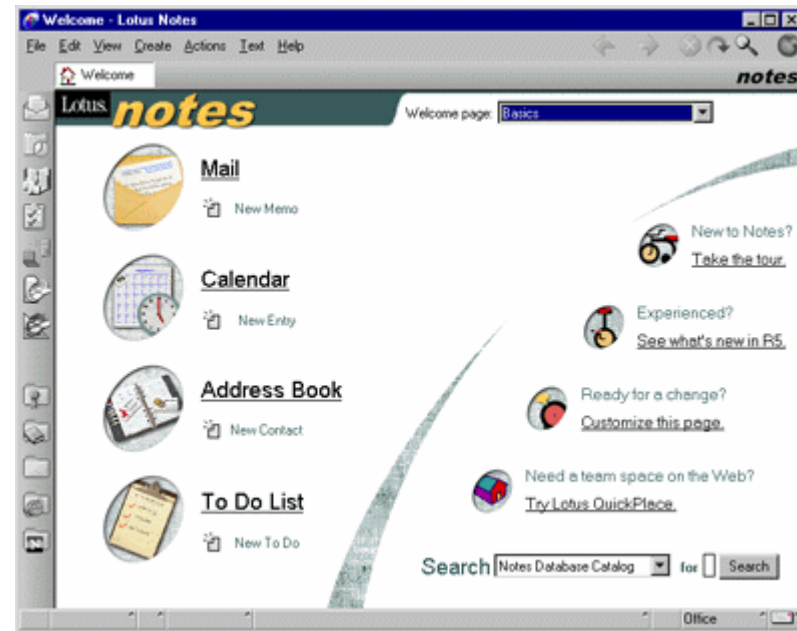
§ Войната за потребители

§ 20 милиона потребители

# Lotusphere 2007 Comes to You

## Notes R5 – 1999

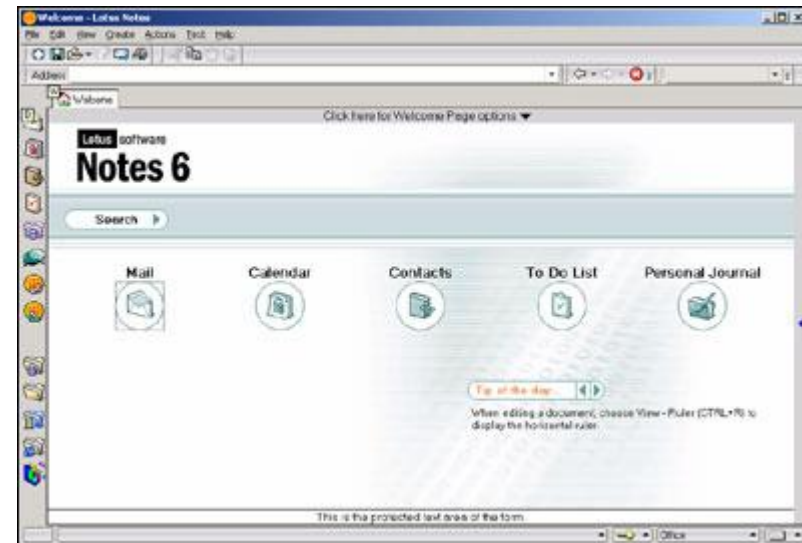
- § Огромен маркетингов бюджет
- § Изцяло нов интерфейс
- § Java и JavaScript
- § iNotes – Domino Web Access



# Lotusphere 2007 Comes to You

## Notes R6 – 2002

- § Отново подобрения в потребителския интерфейс
- § Администрация
- § Фокус върху мобилните потребители
- § Последната “голяма” версия



## **Notes R6.5 – 2003**

§ Интеграция с Sametime

§ Поддръжка на Mozilla

§ 6.5.1 – единна версия за всички продукти от Lotus портфолиото – QuickPlace, Sametime, Domino.Doc

§ LEI

# Lotusphere 2007 Comes to You

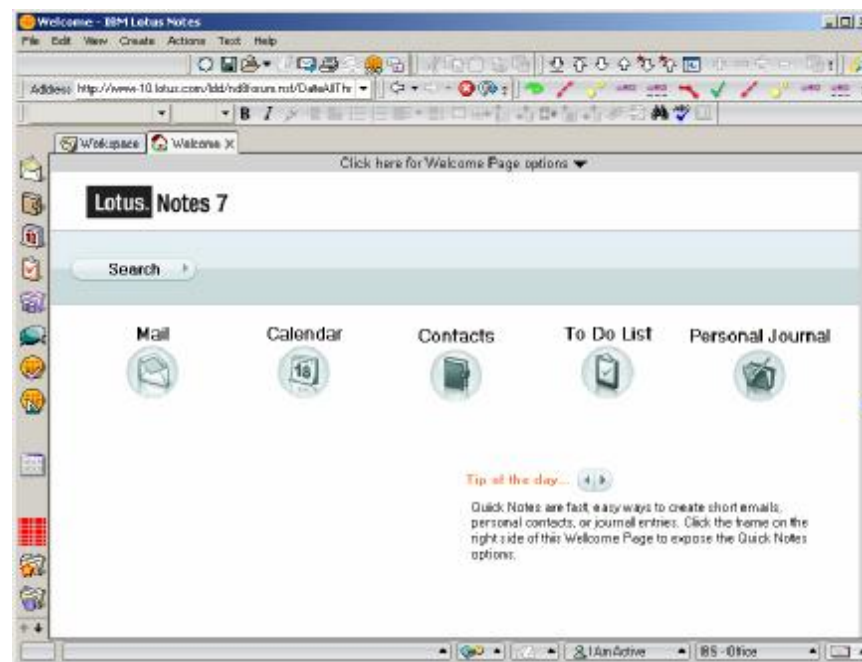




# Lotusphere 2007 Comes to You

## Notes R7 – 2005

- § Пренаписан Domino сървър
- § Подобрения в администрацията
- § DB2 като алтернатива за съхранение
- § Интеграция с Portal





2007 Comes to You

## A fundamental commitment: Investment Protection



- Forms/Views
- @Formulas



- Forms/Views
- @Formulas
- Agents
- ODBC



- Forms/Views
- @Formulas
- Agents
- ODBC
- LotusScript
- SMTP



- Forms/Views
- @Formulas
- Agents
- ODBC
- LotusScript
- SMTP
- POP/IMAP
- HTML Pages



- Forms/Views
- @Formulas
- Agents
- ODBC
- LotusScript
- SMTP
- POP/IMAP
- HTML Pages
- CORBA
- Java/Javascript



- Forms/Views
- @Formulas
- Agents
- ODBC
- LotusScript
- SMTP
- POP/IMAP
- HTML Pages
- CORBA
- Java/Javascript
- Servlets
- JSPs
- SOAP/XML



- Forms/Views
- @Formulas
- Agents
- ODBC
- LotusScript
- SMTP
- POP/IMAP
- HTML Pages
- CORBA
- Java/Javascript
- Servlets
- JSPs
- SOAP/XML
- DB2
- Web Services
- Other Open Standards



Investment Protection – Backwards Compatibility

The Lotus software logo is displayed on a blue background with a starry pattern. It consists of a yellow rectangle containing the word "Lotus" in black, followed by a white rectangle containing the word "software" in black. The entire logo is enclosed in a thin, dotted white border.

**Lotus** software

**Hristo Dimitrov**  
Software Sales Representative  
IBM Bulgaria

# Messaging and Collaboration

**Lotus.** Notes

**Lotus.** Domino



group, calendaring contact management documents to dos  
offline support web browsers  
documents spreadsheets search personal journal  
composite applications  
instant messaging **Now an integrated high performance**  
personal journal **work environment** news readers  
collaborative applications  
search activities teamrooms activities presentations  
content libraries file sharing encryption  
spreadsheets email

Samantha Daryn - Inbox - IBM Lotus Notes

File Edit View Create Actions Tools Window Help

Open Mail Calendar Contacts New Document New Presentation

Samantha Daryn +

- Inbox (13)
- Drafts
- Sent
- Follow Up
- All Messages
- Junk Mail
- Trash
- Folders
- Views
- Tools

Sort by Date

Re: Power Ren...  
Heather Reed 4:28 11:38 AM  
Re: Power Renovations promotion

Pierre Dumont 4:28 12:15 AM  
Check out these new status tools

George Bandini 4:26 1:47 AM  
Thoughts on this quarter's results

Samantha Daryn - Calendar - IBM Lotus Notes

File Edit View Create Actions Tools Window Help

Open Mail Calendar Contacts New Document New Presentation New Spreadsheet

Samantha Daryn +

New Owner Actions Chat More Actions Display

Today: August 13, 2006

August 2006

12 Mon Aug 2006 13 Tue Aug 2006 14 Wed Aug 2006 15 Thurs Aug 2006 16 Fri Aug 2006

06:00 AM

07:00 Team Meeting Mon 22 1:00 PM

08:00 Team Meeting Mon 22 1:00 PM

Team Anniversary

3Q Sales Kickoff

11 Allhands Call Room 4134 1-800-555-1212

Monthly Status 1-800-555-3456 Dan Curdick

Team Meeting Mon 22 Lunch

Team Meeting Mon 22 Lunch

Team Meeting Mon 22 Lunch

Sametime Contacts

- Available Chicago, IL
- Sales Team
  - Monika Shari
  - Kelly Horvath
  - Sam Curman
- Human Resources
  - Rebecca Desinger
  - Wisha Tompkin
- Marketing Team
  - Heather Reed
  - Mike Morrison
  - Dino Marini
  - Dennis Wickles
  - Dan Misawa
  - Larry Morony
  - Mike Moser

New Presentation - IBM Presentation Editor - IBM Lotus Notes

File Edit View Tools Create Layout Presentation Window Help

Open Mail Calendar Contacts New Document New Presentation New Spreadsheet

Page Properties

Margins

Left: 0.00" Top: 0.00"

Right: 0.00" Bottom: 0.00"

Page number format: 1, 2, 3, ...

Fit object to paper format

More Page Properties

ZetaBank

Boosting Market Share in 2006  
Ron Eggen, Commercial Business Accounts  
January 23, 2006

© 2006 IBM Corporation

Title Agenda Page 3 Drawing View

Page 1/1 Default 100% H=0.28" W=0.28" Office

Manager Workbench

Help

Band	Band Mos	Pos Code	Job Family	Work Location	PBC History
07	70	499A	24A	Chicago	-2-2
08	40	499A	24A	New York	-2-2
08	58	499A	24A	Paris	-3-2
08	28	499A	24A	Chicago	-2-2
08	70	499A	24A	New York	-1-1

EmpID: 1234567 Hire Date: 09/02/2001  
Job Code: SysAdmin Department: Market Support  
Location: CH Country: USA

Contact Record

Paul Clemmons  
Renovations - System Admin

Phone: 301-555-8878  
E-mail: pclemmons@renovation.com  
Address: Building 3, Room 102  
10052 Renovations Way...  
City: Chicago  
Division: Corporate

Assessment period: 2007/01/01 to 2007/12/31

My PBC goals  
Business goals

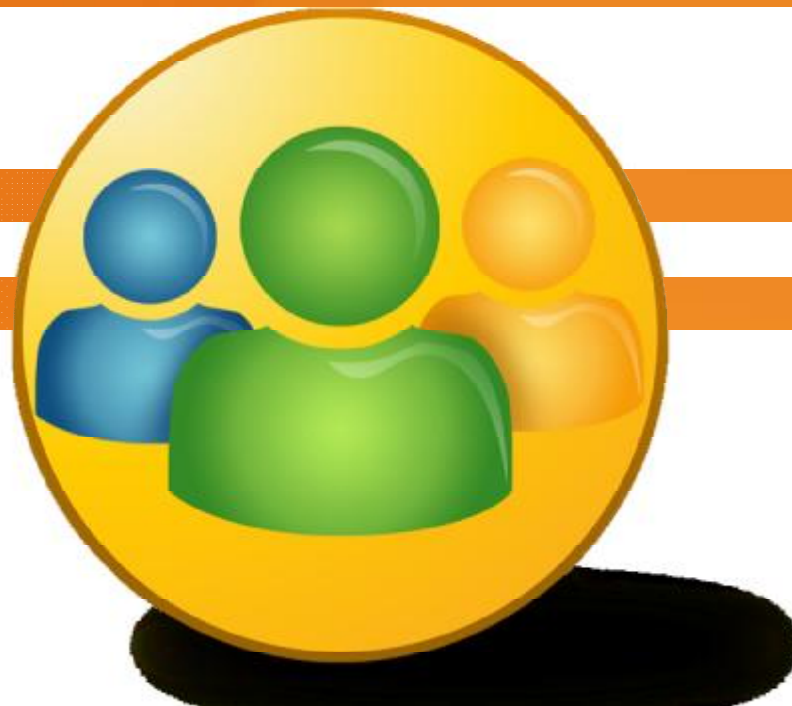
You have new mail on Server17



дем



**Lotus** Sametime





**NEW!**

**Lotus Sametime**

## Features & Platforms

Point to Point video

Tabbed chat

Microsoft Office and  
Outlook integration

Linux server

Apple Macintosh  
client





**data**



**voice**



**video**

*Unified Communications & Collaboration = UC*

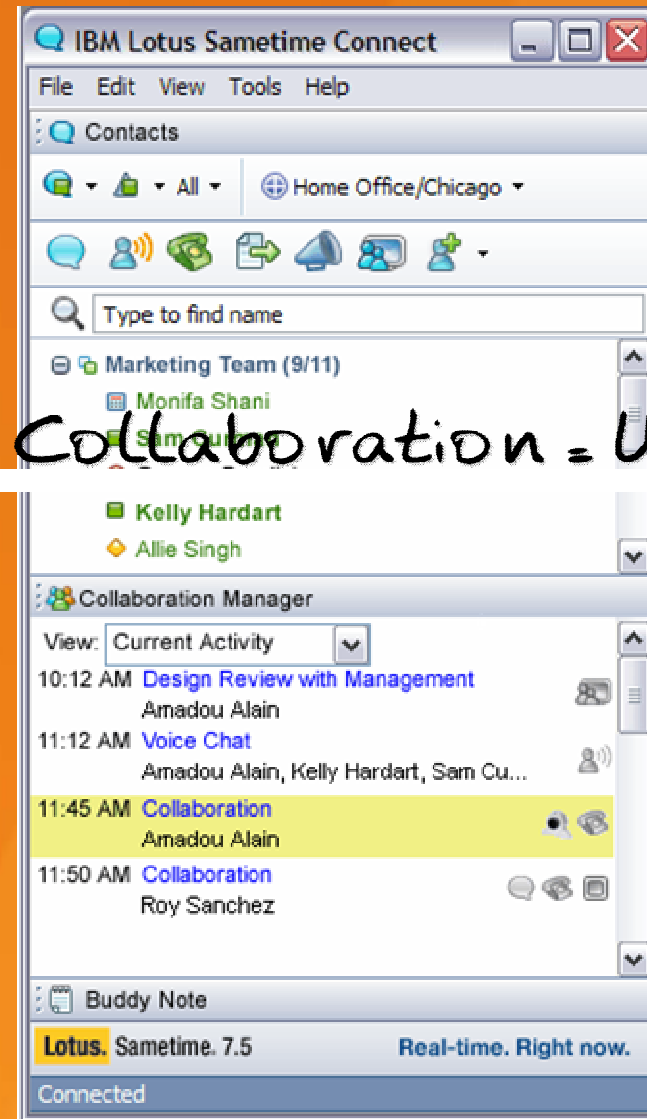
**Unified  
Communications  
& Collaboration**

## Sametime plug-ins can include:

- Click-to-call
- Интегрирано видео
- Контрол над телефонния апарат

*Unified Communications + Collaboration = UC<sup>2</sup>*

- Soft phone
- История на комуникациите
- Гласова поща
- Web/audio/video конференции
- Подобрена индикация за присъствие
- Местонахождение



TANDBERG =

 POLYCOM

NORTEL

  
CISCO



= UC<sup>2</sup>

Alcatel-Lucent 

 RADVISION  
Delivering the Visual Experience

AVAYA

SIEMENS

 AVISTAR

IBM

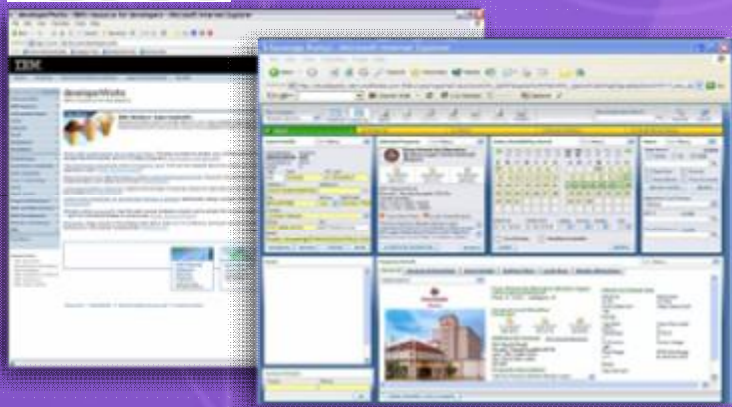
де



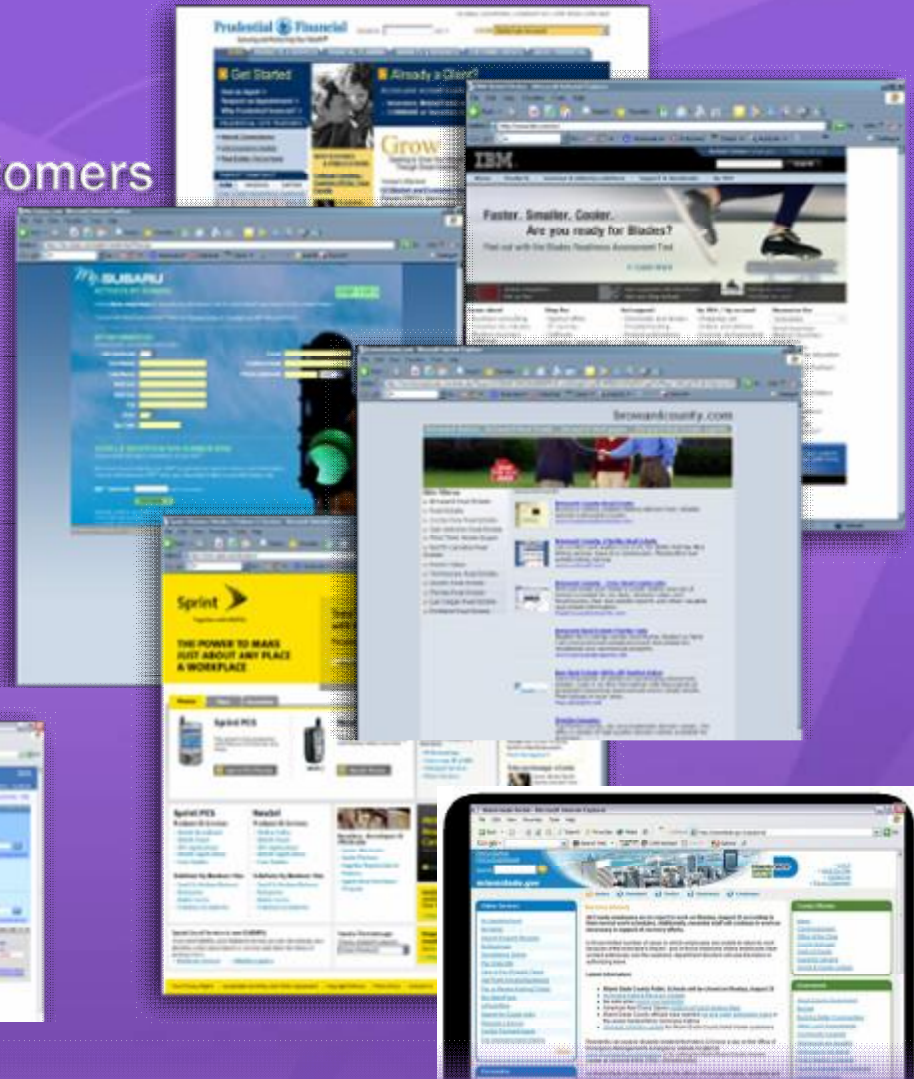
# Portals

# Solve many different Problems

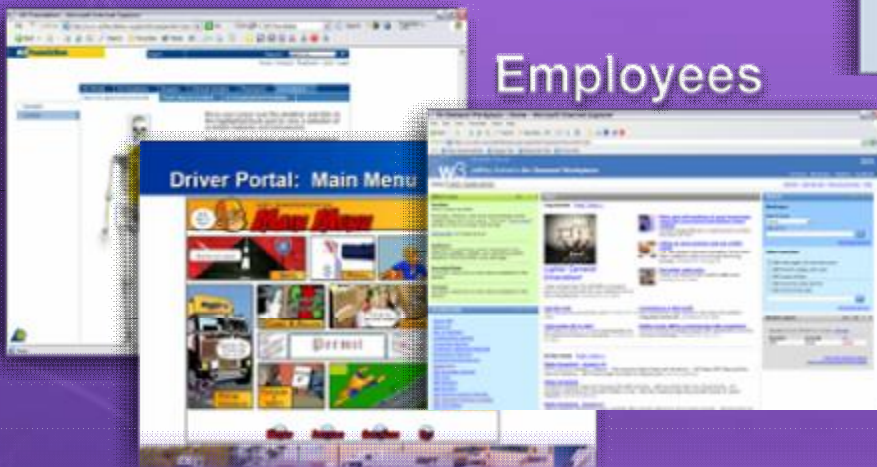
## Partners



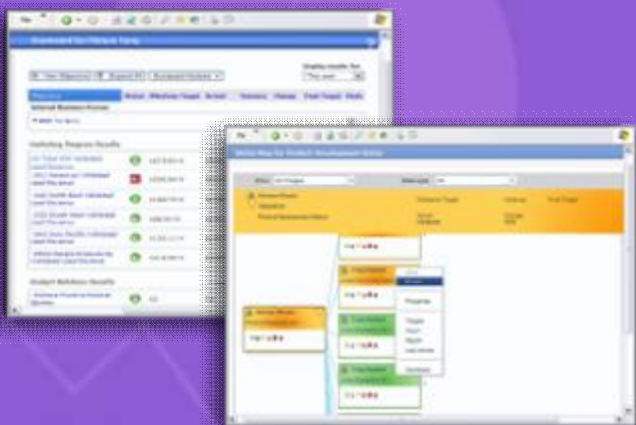
## Customers



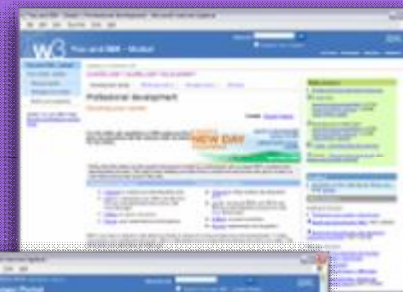
## Employees



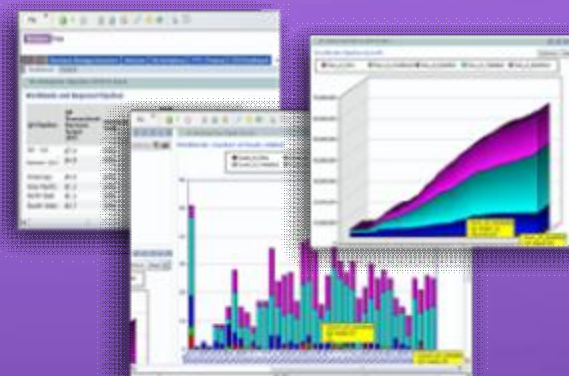
## Employee Self-Service Dashboards



Executive Scorecards



Manager Self-Service Dashboards



Performance Management Dashboards

# WebSphere® Portal Version 6.0

- Updated Look and Feel
- Fly Out Menus & Page Navigation
- Drag and Drop Support
- Portlet Palette
- Prebuilt Template Library



# WebSphere Portal Version 6.0

## Intelligent FORMS

The image displays two screenshots of a web form titled "Flexible Lifetime - Investments - Switch Form" within a WebSphere Portal environment. The top screenshot shows the form with a red error message: "This entry is invalid. Please try again." The bottom screenshot shows the form with a blue message: "This item is digitally signed and cannot be altered." The form includes fields for Title, Last Name, First Name, Date of Birth, Client Number, and Address. A sidebar on the left lists various services like "Additional Investments" and "Banking Deposit". A table below the form lists client information.

Client ID	Client Name	Date of Birth	Client Number	Client Address
Mr John Barlow	234514	04/18/1964	Brandon Jensen	04/12/2005 Direct Debit Client: 234514 Adviser: MSP-24738
Mr David Harrison	648530	10/10/1940	Karl Giles	08/12/2005 Fee Change Client: 648530 Adviser: 6457-4774
Mr Wayne Bennett	433776	10/10/1978	Kathy Staples	03/14/2006 Salary Protection Client: 433776 Adviser: 19273-773
Mr Bruce Chapman	123458	10/10/1964	Gary Wickham	02/12/2006 Investments Add Client: 123458 Adviser: ADM-6L3C
Mr Mike Handes	123456	06/25/1971	Gary Wickham	02/25/2006 Investments Switch Client: 123456 Adviser: ADM-6L3C

# WebSphere Portal Version 6.0

## Express

The fast **portal solution**  
for small and  
medium-sized  
businesses

A screenshot of a financial data table with columns for 'Company', 'Market', 'Current Price', and 'Target Price'. The table contains several rows of data with green and red highlights indicating price movements.

A collage of images. At the top right is a white gift box with a purple ribbon. Below it are two browser window screenshots. The top screenshot shows a product page titled 'Introducing New Products Available Now!'. The bottom screenshot shows a news page with various articles and a sidebar. A red box highlights a 'Essential Links' section in the bottom screenshot, containing links like 'Corporate Travel', 'Expense Accounts', 'Corporate Security', 'Corporate IT', 'Payroll', and 'Human Resources'.



**Lotus** software

An  **IBS** podinov  
CTO  
IBS Group Bulgaria

**IBM**

ДЕМ



*Introducing*

**Lotus** Quickr



**IBM**





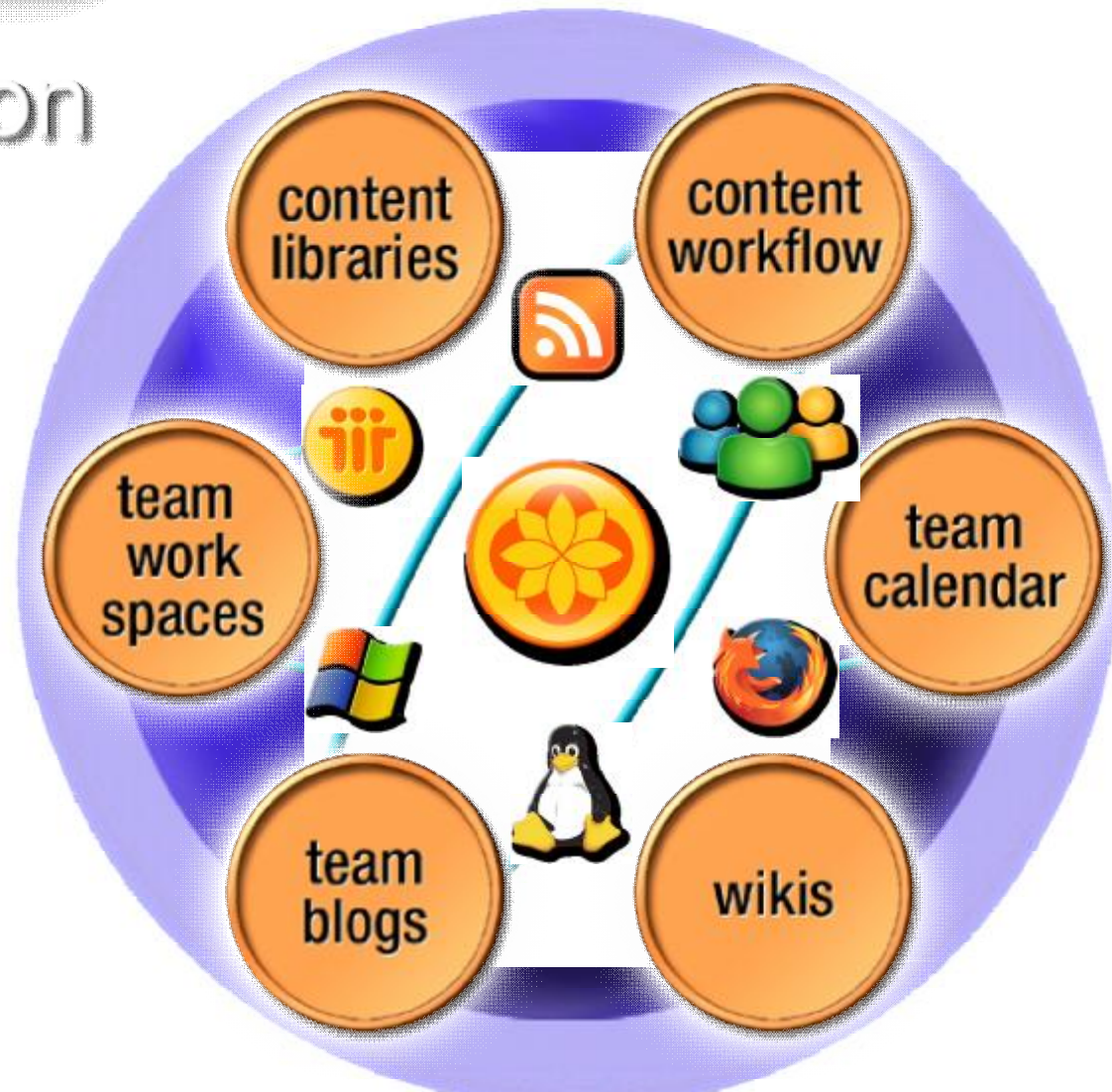
**Lotus** Quickr

connectors



# Lotus Quickr

standard edition





# Lotus Quickr

This screenshot shows the 'Special Promotions Library' dashboard. It features a search bar, a 'Create' button, and a grid of document thumbnails. The thumbnails include 'Promo Cf Podcast...', 'Weekend Project.jpg', 'Promo Walkthrough.ppt', and 'Logo.jpg'. A sidebar on the right contains options like 'Work with Templates', 'Set Access', and 'Library Settings'.

This screenshot shows a dashboard with a prominent notification: 'Proposal Review today in CR165 @ 2:30 pm'. Below the notification is a table of documents with columns for 'Title', 'Author', and 'Date Modified'. The table lists items such as 'Estimate for "Do-it-Yourself" Weekend promo', 'Create product list', and 'Create bill of materials options'. A right-hand sidebar contains sections for 'Recent Documents', 'Recent Forums', and 'Recent Blogs'.

This screenshot shows a Wiki document page titled 'Do-it-This-Weekend Workshops - 2007 planning'. The page includes an image of a hand holding a pen over a document. The main content area contains the text: 'Objective - invite customers to a 2-hour in-store workshop where experts teach them everything they need to know to complete a home project.' Below this is a list of workshop topics: 'Build a deck', 'Finish a basement bonus room', 'Remodel a kitchen/bath', and 'Create a baby/nursery's playroom'. A 'Revisions' table is visible on the right side of the page.

This screenshot shows a blog post titled 'Web campaign badge art'. The post text reads: 'I've been working with our design partner on alternatives to the "Make Your Office Special" badge artwork. This art will be used on our corporate home page as well as select partner websites as we launch the new campaign. The intent is it will link to the campaign home page. I need your help to review this art and also help craft the text which will accompany it. I can quickly get any modifications mocked up as Jason, our designer, is very responsive! What do you think? I expect to get a banner version of this art tomorrow morning and I will post that here as well. I like it.' The page also features a 'New Post' button, 'Blog Settings', and an 'Archives' section.

# Lotus Quickr

personal edition

The screenshot displays the Lotus Quickr personal edition interface for Betty Zechman. The top navigation bar includes the Lotus logo, the text "Quickr personal edition", a search bar, and the user name "Betty Zechman". Below the navigation bar, there is a profile picture of Betty Zechman and the title "Betty Zechman's Content". The interface shows a list of shared content items, including "RFP Samples", "2007 Tradeshow schedule", "Planning the perfect event", "Proposed change to bid procedure", and "Quarterly Sales Interlock Video Conference - Jan 14 2007". On the right side, there are utility buttons such as "Create a Document from a Template", "Create a Folder", and "Archive Documents...", along with a "Storage Quota" indicator showing 22% usage and an "Archives" section with dates like "October 2006".

Lotus Quickr personal edition

Search All Betty Zechman

People About Help

Betty Zechman's Content

Showing: All your content Shared content Private content Find

**Shared content**  
Others can view and collaborate with you on this content

1-20 of 33 Jump to page 1 of 2 Previous Next

Sort by: Title Author Date Modified

- RFP Samples**  
Updated Today, 3:52 PM by Minh U | First published on 01/06/2007 at 08:55 AM  
Samples of recent RFPs we've used for marketing merchandise
- 2007 Tradeshow schedule**  
Updated Today 3:44 PM by Betty Zechman | First published on 01/06/2007 at 08:55 AM  
Latest plan for our tradeshow participation in 2007
- Planning the perfect event**  
First published Yesterday 11:16 AM  
Draft of educational podcast for our regional sales execs. Playing time - 24:33
- Proposed change to bid procedure**  
First published on 01/21/2007 at 05:16 PM  
Presentation to senior staff on recommended changes to process for 2007
- Quarterly Sales Interlock Video Conference - Jan 14 2007**  
First published on 01/15/2007 at 03:34 PM  
Sametime video conference from the January 14 meeting. Playing time - 1:03:14

Create a Document from a Template  
Create a Folder  
Archive Documents...

Storage Quota  
You are using 22% of your quota

Archives  
October 2006  
June 2006  
February 2006

Subscribe to Shared content  
Copy link to clipboard

**дем**

**IBM**<sup>®</sup>

First

# Ready-for-Business

SOCIAL SOFTWARE



*Introducing*



# Lotus Connections

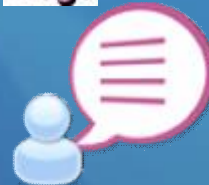
**Profiles**



**Communities**



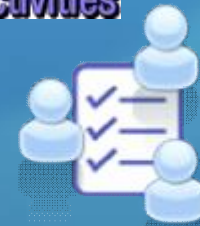
**Blogs**



**Bookmarks**



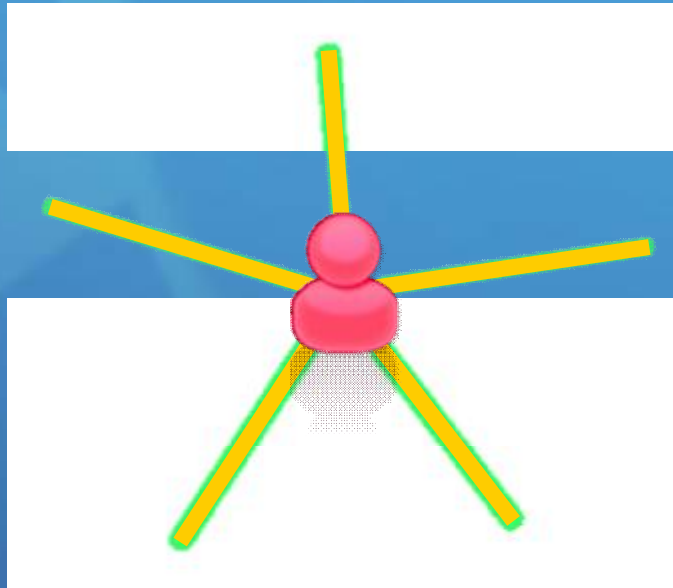
**Activities**



# What will it do for **my business?**

make decisions with confidence maximize contribution from experts  
staff projects with Dream Teams  
take control of your time mitigate baby-boomer exodus  
faster onboarding tap new markets propagate best practices  
fewer meetings – more execution  
avoid duplicate issues focus on the task at hand  
get home on time! complete tasks faster  
customers are in the loop  
test ideas with customers competition can't hire your network  
get ideas from customers unlock islands of knowledge  
wisdom of crowds  
professional networking without the lunch improve camaraderie for virtual teams  
search results you can use

# Lotus Connections



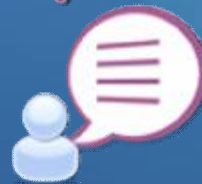
Profiles



Communities



Blogs



Bookmarks



Activities



# Lotus Connections

at work in IBM

-  Profiles
-  Communities
-  Blogs
-  Bookmarks
-  Activities

IBM's internal BluePages: 475,000 profiles and 6 million searches per day

IBM Community Map hosts over 700 communities

IBM's BlogCentral hosts over 27,000 weblogs





# Flexibility of context

integrating collaboration and community tools

# Integrated capabilities from many points of view

Access to information and expertise in multiple contexts

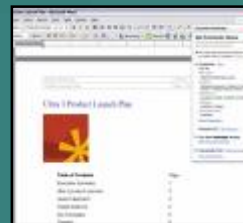
E-mail /  
calendar



Instant  
messaging



Office  
productivity



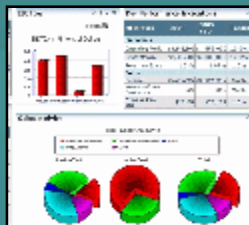
Communities



Blogs



Business  
information



Feeds



Bookmarks



Activities



Personal profiles



# Integrated collaborative capabilities in Notes

## Bookmarks



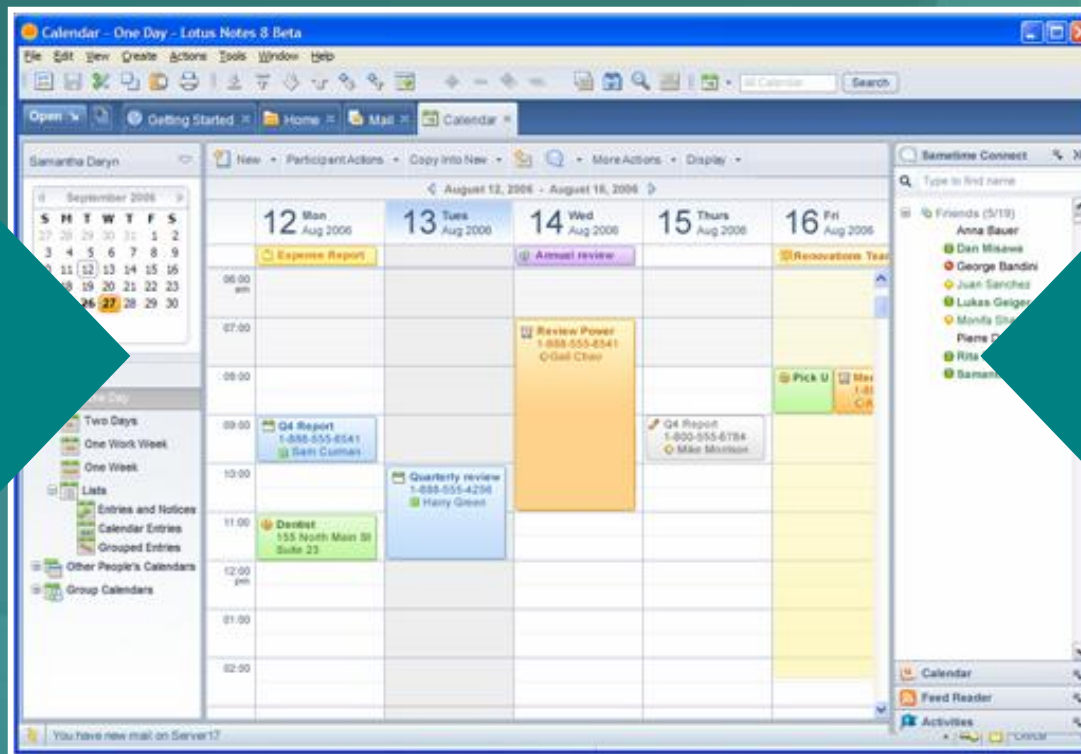
## Personal profiles



## Communities



## E-mail / calendar



## Blogs



## Instant messaging



## Activities



# Integrated collaborative capabilities in Sametime

## Bookmarks



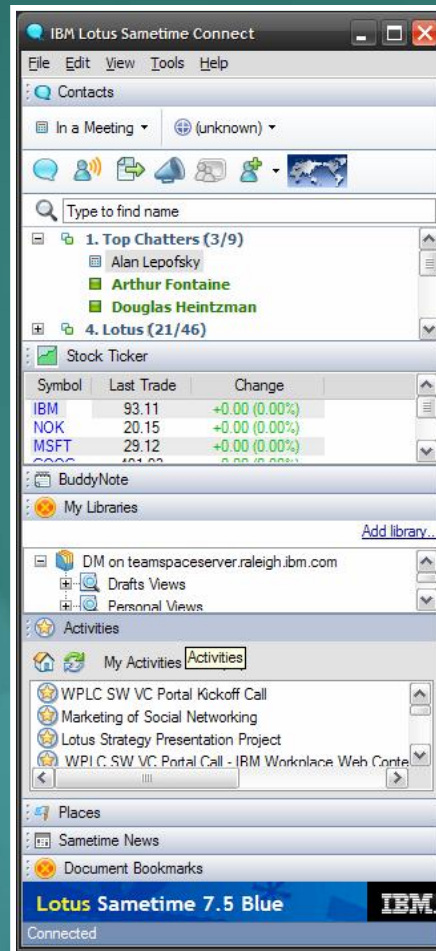
## Personal profiles



## Communities



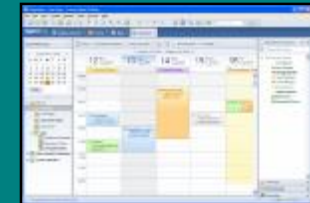
## Instant messaging



## Blogs



## E-mail / calendar



## Activities



# Integrated collaborative capabilities in Portal

## Bookmarks



## Personal profiles



## Communities

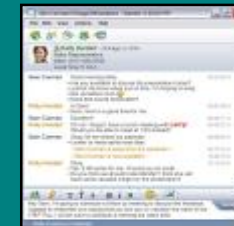


## Web-based portals

## Blogs



## Instant messaging



## Activities



# Flexibility of client context

## Mobile

- § Device-side components
- § Synchronization



## Portal

- § Personalization
- § Aggregation



## Integrated collaboration

- § E-mail, calendar and applications
- § Offline support



## Web

- § Ajax
- § Mashups



## Real time

- § Chat
- § Web conference
- § VoIP



# openness

Embrace openness, inclusiveness  
and extensibility

# Inclusive architecture, embracing heterogeneity

- § Leveraging existing technology investments
- § Quickly integrating new innovations
- § Delivering flexibility on the front, the back and in the middle

Seamless integration at the client layer



Open  
Standards

Leverages many collaboration services



Integration with multiple business processes and content sources



Open  
Middleware





# A SINGLE Composite Application Programming Model

**WebSphere® Portal Version 6.0**

**Lotus** Sametime



**Lotus** Notes

**Lotus** Domino



**Lotus** Expeditor 6.1

**Lotus** Expeditor 6.1

**Lotus** Expeditor 6.1



# IBM Lotus collaboration strategy

RSS / Atom



MS Windows  
MS Office



Rich Client



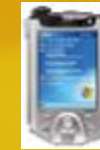
Browser



Portal



Mobile



## Interaction and client services (online or offline)

**Lotus** Domino

Mail, calendaring and collaborative applications

**Lotus** Sametime

Unified communications and collaboration services

**Lotus** Quickr

Collaborative content and team services

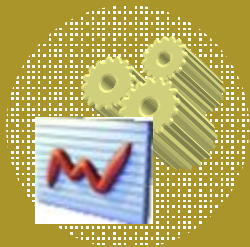
**Lotus** Connections

Social software for business

**WebSphere** Portal

Composite application and integration services

## Composite application framework



Business process

Information



# IBM Lotus Software

- Enable collaboration in context
- Extend collaboration into new innovative spaces
- Provide flexibility of context
- Embrace openness, inclusiveness and extensibility



Thank you software

YOU