

Lotus software

Work smarter Together:

Decrease Cost & Improve Productivity





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TODAY'S

Never waste a good crisis, Clinton says on climate

Sat Mar 7, 2009 1:44am IST

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By Pete Harrison

BRUSSELS (Reuters) - Secretary of State Hillary Clinton told an audience Friday "never waste a good crisis," and highlighted the opportunity of rebuilding economies in a greener, less energy-intensive way.

Highlighting Europe's unease the day after Russia warned that gas flows via Ukraine might be halted, she also condemned the use of energy as a political lever.

Clinton told young Europeans at the European Parliament that global economic turmoil provided a fresh opening. "Never waste a good crisis ... Don't waste it when it can have a very positive impact on climate change and energy security," she said.

RELATED VIDEO



Clinton: "Never waste a good crisis"

[Play Video](#)

[More Video...](#)

Building a smarter planet



- Working smarter is what is required
- Collaboration is key to working smarter



“...Collaboration needs grow as a result of layoffs, mergers, and deepening external partnerships (requiring new infrastructure to collaborate outside the firewall with trusted, external partners...and customers). And this happens while IT’s services shrink as a result of layoffs, a focus on streamlining operational costs, while not taking on new projects.”

- Predicting the battle over collaboration infrastructure in 2009 - Gil Yehuda, Forrester, ZDNet, December 12th, 2008



Smarter Collaboration can help you reduce costs, get more efficient, and grow revenue

Aspects of advanced collaboration



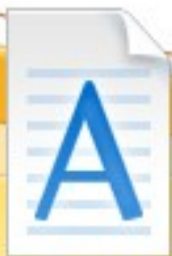
- Collaboration is evolving
 - **Document centric collaboration**
 - **Conversation centric collaboration**
 - **Activity centric collaboration**
- A Wiki. This very simple technology does a very profound thing. It combines incremental knowledge capture with conversational persistence.
 - People treat Wiki's as static
 - Blogs are less static but also too ...?
 - Mash-able documents – collaborative document editing – beyond Office - Dandelion
- Working in the context of the things you do every day
 - Not thinking of "creating documents"
 - Not document centric, but may ultimately involve creating or versioning a document

Lotus Symphony



Be Free. Work Smart.

Office productivity software that is intuitive, easy to use and provided at no charge.



Compose Documents



Create Presentations



Build Spreadsheets



Lotus Symphony: the best cure for the recession



- Symphony can save you millions of IT dollars that can be better spent.
 - Available at no charge as an embedded component of Notes 8.0+, iNotes 8.02+ and Lotus Foundations
 - Also available standalone at no charge
- Rich and growing catalog of plug-ins:
 - 3rd party database
 - Lotus Quickr, Microsoft Sharepoint
- Broad OS coverage; strong accessibility support
 - Windows, RedHat, Suse , Ubuntu and MacOS (Intel)
- Aggressive product roadmap, easy to pilot



WORLDWIDE SALES ENABLEMENT

Market has been very receptive to Symphony

1.08.09: IBM's Lotus Symphony proves it has what it takes to compete in the dog-eat-dog world of productivity application software.



Symphony Gained SmartPartner's Best New Product Award

IBM 免费办公软件 Lotus Symphony



2008 Editor's Pick — China Information World

Lotus Symphony awarded Most Innovative Product of the Year
by Spanish IT publication, Actualidad Economica

IBM Lotus Symphony is an Excellent--And Free--Office Suite
This onetime rival to Microsoft Office still works beautifully--and it's free.

Test Center review: Office killers pack some heat
Cloud-based Google Docs and Zoho, as well as desktop-bound IBM Lotus Symphony and OpenOffice.org, put Microsoft's productivity suite on notice

Review: Symphony Sings As Office Clone
By Fahmida Y. Rashid, ChannelWeb

Save \$400 on Microsoft Office: Use Lotus Symphony instead

Customers around the world are considering Lotus Symphony

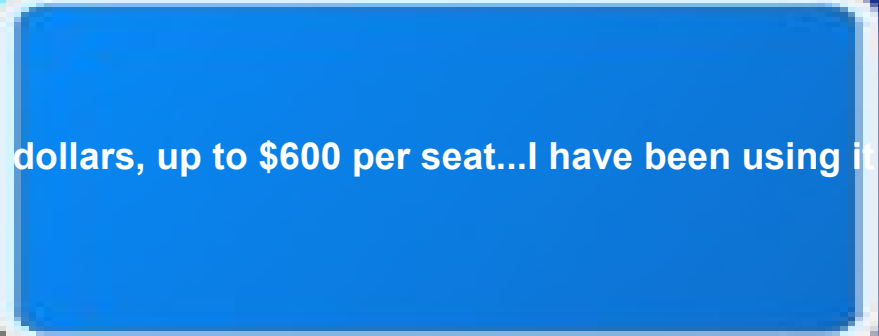
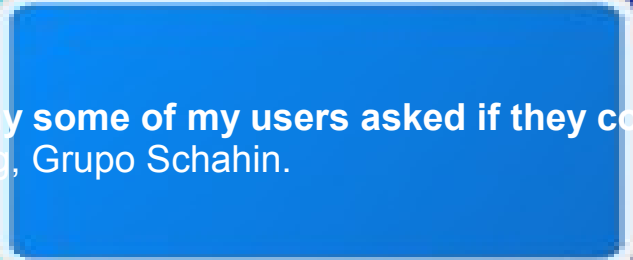
over 200,000 deployed in IBM
over 3 million downloads (standalone version)
many companies, of all sizes, evaluating and/or deploying

"After one day of using Lotus Symphony some of my users asked if they could have it..."
Katia Sanfins, CIO of Schahin Engineering, Grupo Schahin.

- IBM
- Schahin
- Ambu A/S
- Dot River
- John Lewis Partnership
- Amadori
- Gauteng Gambling Board
- PAE
- Sinochem Corporation
- Suntel
- Anglican Diocese of Australia
- SmartLine
- Calvary Baptist Academy
- Hester Group
- and more.....

... is an exciting offering which can save our business real dollars, up to \$600 per seat...I have been using it for
shnan, IT Manager, Smartline Mortgage Services.

...e Symphony software and have found it to be as good as or better than Microsoft Word...I would recommend
... Calvary Baptist Academy.



Gaining market share?

Lotus Symphony is a fantastic Sales Play when it comes to TCO, license costs, ...



AMADORI selected Lotus Notes, Lotus Symphony and other Lotus solutions as a replacement to MS Exchange 2000.
Amadori is using both MS Windows and **Linux** on 1500 desktops



CEGELEC decided in Q1, to extend the current Lotus Notes infrastructure with Lotus Websphere Portal, Cognos, ...

CIO of Cegelec has been personally using Lotus Symphony from last September 2008 (see Symphony forums)



INEOS decided to consolidate on Lotus Notes instead of MS Exchange.

Lotus Symphony is bringing an additional savings of 4 millions of euros in 3 years.

Customers Taking The Symphony Quickstart



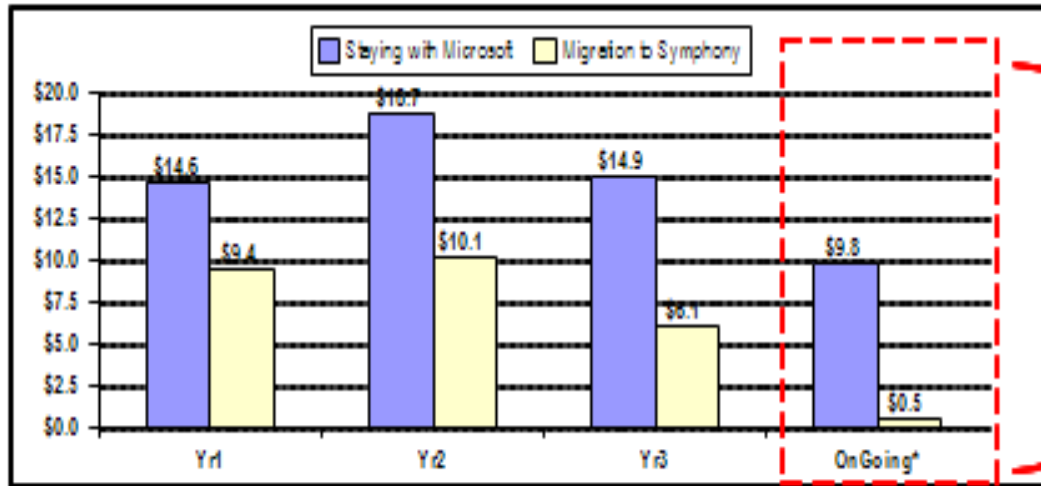
John Lewis Partnership



Lotus Symphony Business Value Calculator

- Designed to provide a fair, transparent initial look at the potential savings that can be realized with moving some portion of employee base to Lotus Symphony.
- Rely on customer provided data for the analysis

1



Migrating to Lotus Symphony could potentially reduce office productivity application costs by - based on customer provided data

95% !!

The model of total software costs is based on customer provided numbers for the deployment of the Symphony and Microsoft...



WORLDWIDE SALES ENABLEMENT

http://symphony.lotus.com

IBM Lotus Symphony - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://symphony.lotus.com/software/lotus/symphony/home.nsf/home

BluePages | BluePages profile

IBM Lotus Symphony

Lotus Symphony. Home Products Plug-ins Gallery Buzz Support Help Developers IBM

Lotus Symphony

Be Free. Work Smart.

Office productivity software that is intuitive, easy to use and provided at no charge.

Compose Documents

Create Presentations

Build Spreadsheets

Lotus Symphony 1.2

Download

A new window will open for you to download Lotus Symphony at no charge.

[Installation Guide](#) | [Release Notes](#)

Now available

[Lotus Symphony 1.2.1 for Mac](#)

Business Partner Spotlight

[Learn more about our partners](#)

Announcements

[New Plug-in from SmartDraw Now Available](#)

Team Blog

[Download new clip art from Lotus Symphony website](#)

[View more Buzz](#)

Why IBM Lotus Symphony? Why Free? [Find out now.](#)

Requires Adobe Reader

“Lotus Symphony named Best Desktop Application” - ChannelWeb, Monday December 08, 2008

CRN, a leading industry publication, announced its 2008 Product of the Year awards and named IBM Lotus Symphony its Product of the Year for Desktop Applications.

"The Test Center found Symphony a snap to use, and switching to Symphony after years of using Microsoft Office was painless. "

The editors at the Test Center for CRN evaluated hundreds of products in 2008 in categories that ranged from hardware to operating systems. In selecting each product of the year, the editors considered market impact and end user value. They concluded that 2008 has been a banner year in the technology sector. Lotus Symphonies represents one of these milestones.

[Read more](#)

Lotus Symphony Business Partners Page Announcement

No symphony is complete without a robust set of players and to that end the Symphony team is pleased to introduce a new section to our orchestra - the Business Partners Page. Discover who is leading the group and what music they are playing with Lotus Symphony.

[View Business Partners](#)

“More than 80% of the processes in public and private businesses depend on forms.” - IDC

Typical Form-Driven Processes

- New Business Acquisition
- Loan Application & Approval
- Customer Self Service
- Health & Safety compliance processes
- Threat and Risk Assessment
- Supplier Management
- Dealer Management
- Leave Request and Approval
- Travel Request and Approval
- Procurement Approval
- Timesheet Recording & Approval
- Performance Management
- Personnel Profile and Updating
- Records Management
- Contract Management
- Forms Management
- Compliant Document Generation
- Many, many others



Meeting demands for:

- Customer/Partner/Citizen interaction
- Scalability and Security
- Standards & Usability

Addressing industry needs for:

- Legislation
- Industry standards
- Scalability and robustness

eForm applications can be

Horizontal
Vertical
External

Streamlining internal processes with:

- Cross-platform integration
- Cross-function access
- User-friendly front-end to business process automation



Obvious costs...

- Paper and printing, transmission
- Unused form disposal
- Archival and storage costs

...hidden inefficiencies that can paralyze

- Lengthy process cycles
- Incorrect and incomplete data
- Data re-keying
- Physical routing time
- Complex approval chains
- Data aggregation across forms
- Inaccessible data
- Stove-pipe solutions for each process

Cost of Paper:

Typical 100 Person Office	Paper	\$30,000
	Printing	\$105,000
	Copying	\$135,000
	Faxing	\$20,000
	Mailing	\$27,000
	Courier	\$50,000
	Storage	\$70,000
	Disposal	\$10,000
		\$447,000

The Capabilities of Lotus Forms Turbo

Out of the box. 5 Easy Steps. All from your Browser.

Compose Form

Compose eForms right from your Web Browser!
No desktop software required. →

Send Link

Publish or email a simple web link to your form for employees, customers and partners to fill

Fill

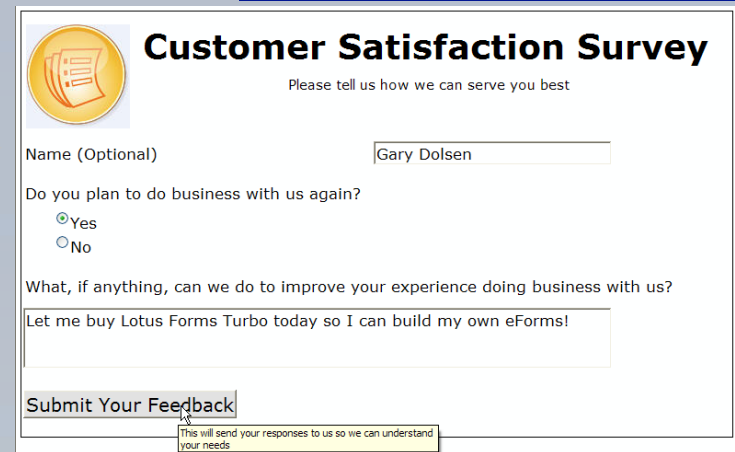
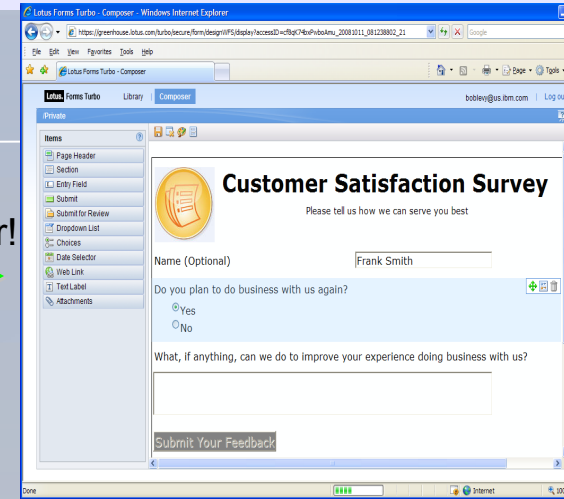
Respondents fill eForms directly from the Web →

Store

Submitted forms data is stored

Analyze

Open submitted data into your favorite spreadsheet.
Perform basic graphing & analysis directly from the Web.



Introducing the new Sample Catalog

Easy starting point to help you gain faster ROI.

Includes ready-to-use samples and demos for common scenarios:

- Request for submission
 - Approvals
 - Surveys
 - Job applications
 - Notifications/filings
 - Transaction records/orders
 - Feedback/reviews
 - ... and more!
- Quickly demonstrate Forms ROI to management

IBM Lotus Forms Viewer - PAGE 1

renewations
mobile device survey

Welcome, answering all 16 survey questions will help us provide products that meet your needs.

Contact Information:

First Name: _____
Last Name: _____
Email: _____
Retype Email: _____

Win a prize
By providing your name and email you have a chance to win a \$100 gift certificate.
Please see our website to learn more about our privacy policy and prize details by going to [Renovations Mobile](#)

1. What is your main motivation for using a mobile device?
 Work
 Contact Friends & Family
 Fun (music, movies, games)
 Safety

2. What type of mobile device do you already own? (Select one or more)
 Cell Phone Portable Music Player (e.g. iPod & MP3) eBook Reader
 Smart Phone Portable DVD Player Notebook PC

IBM Lotus Forms Viewer - PAGE 1

Application for Employment
Zeta is an Equal Opportunity Employer.
If you want to be considered for a position fill out the entire application form (* Indicates required).
Applications are accepted only for posted positions.

Position - Posted job for which you are applying

Post Title: _____
Reference Number: _____

General Information-Enter your name and contact information

Last Name* _____
Middle Initial _____
First Name* _____
Street Address* _____
City* _____
State/Province* _____

IBM Lotus Forms Viewer - PAGE 1

Survey Sections

Section Done

Filler Contact Info

Address of Household

Residents

Benjamin Grissom

Samantha Grissom

Johnny Grissom

Agatha Church

Housing General

Utilities

Done: 7 of 9

Save as a Draft Submit

IBM Lotus Forms Viewer - PAGE 1

Federal Government Statistical Agency Household Census Survey

Survey Sections

Section Done

Filler Contact Info

Address of Household

Residents

Benjamin Grissom

Samantha Grissom

Johnny Grissom

Agatha Church

Housing General

Mortgage Details

Utilities

Done: 8 of 10

Save as a Draft Submit

On what day did the residents [2006-07-23]

What type of home is the residence?
 Apartment
 House (Free standing)

Is this residence part of a condominium?
 Yes No

Under what circumstances do you own this home?
 Owned by a member of the household
 Rented
 Occupied without payment

Is this home owned with a mortgage?
 Yes No

IBM Lotus Forms Viewer - PAGE 1

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Utilities

Done: 9 of 10

Save as a Draft Submit

What are the MONTHLY payments?
\$900.00

Does the monthly payment include taxes?
 Yes No

Does the monthly payment include insurance?
 Yes No

What is the ANNUAL cost of mortgage interest?
\$750.00

What is the ANNUAL property tax?
\$2,400.00

Do any members of the household have a second home?
 Yes No

IBM Lotus Forms Viewer - PAGE 1

Federal Government Statistical Agency Household Census Survey

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Done: 10 of 10

Save as a Draft Submit

What is the primary fuel used to heat this home?
 Natural Gas (piped in) Solar Energy Other Fuel
 Natural Gas (bottled in tank) Fuel Oil No Fuel Used
 Propane Wood
 Electricity Coal or Coke

What is the yearly cost of heating?
\$800.00

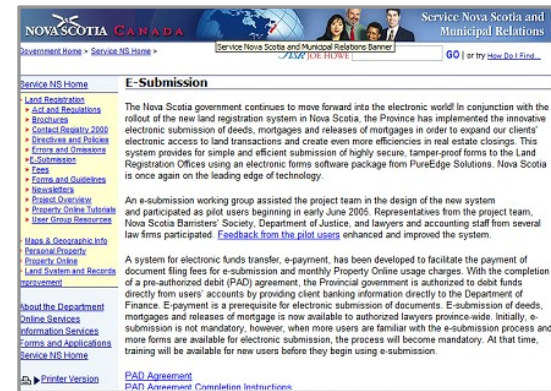
What is the yearly cost of water?
\$670.00

What is the yearly cost for sewage services?
\$340.00

What is the yearly cost of electricity?
\$1,400.00

Province of Nova Scotia (Local Government)

- Challenge
 - Automation of land registry processes
 - Poor service and delays to citizens
 - Many “resubmits” increasing load in all agencies
- Solution
 - Legal, Accounting, Citizen and Govt joint working group
 - Integration of Forms to submission process
 - Electronic bill payment as a component
 - Online screen videos to assist adoption
- Benefits
 - Reduced registration time from 1 week to 1 day
 - Rejection rate reduced from 15% to 3%
 - No manual handling of Funds
 - 97% of registration paperwork is now electronic
 - Planning “mandatory” in future



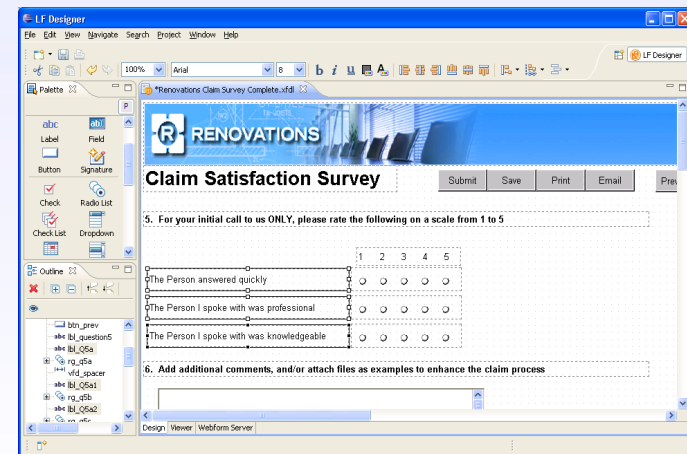
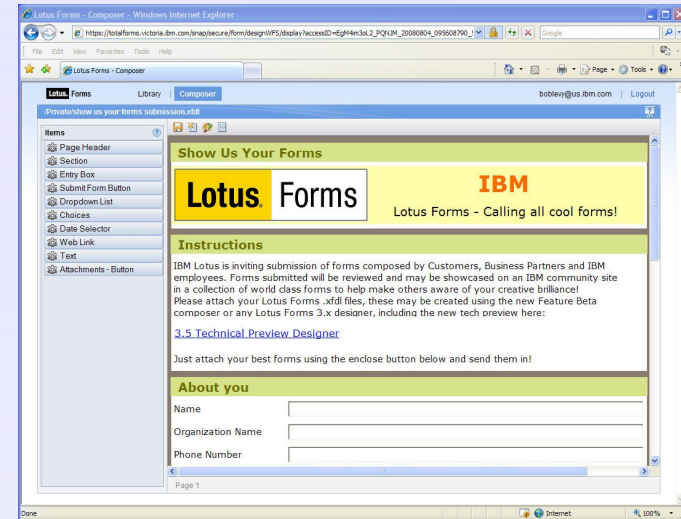
“With the IBM solution in place, we can provide better and more secure document submission services to our clients, and we can receive and process land transactions faster and with more error checking up front than ever before.”

*— Nancy Saunders, Acting Director,
Registry 2000 Project, Corporate
Registries of Service Nova Scotia*

Some Lotus Forms ROI Proof Points



- Lotus Forms Turbo on Greenhouse
<https://greenhouse.lotus.com>
- OR, try the installable beta in your own environment: <https://www14.software.ibm.com/iwm/web/cc/earlyprograms/lotus/ilfs35/>
- Lotus Forms Product Documentation
<http://www.ibm.com/developerworks/lotus/document>
- Lotus Forms DeveloperWorks
<http://www.ibm.com/developerworks/lotus/products/>
- Forms Sample Forms Catalog
<http://www-01.ibm.com/software/lotus/forms/catalog>



Leverage your organizational intelligence



- Provide means to increase the use and awareness around your subject matter experts
- Perfect tool fit for Connections, with or without Lotus Notes and Domino
 - Profiles
 - Wiki's
 - Blogs
 - Dogear
 - Communities of knowledge
- Quickr as a store for organizational intelligence
 - Developed and maintained in collaborative teamspaces
 - Efficient sharing of documents
- Characteristics
 - Pervasive
 - Dynamic
 - Collaborative

LotusLive Offerings

Web Conferencing



LotusLive Meetings

(Sametime Unyte Meeting)

Full-featured Web conferencing service includes polling, hand raising, record & playback.

- Supports G1 languages

Available Today



LotusLive Events

(Sametime Unyte Events)

Internet-based event capabilities. Provides tools to create & manage webinars.

Available Today

Collaboration



LotusLive Engage

("Bluehouse")

An integrated suite of Web collaboration and business networking solutions including:

- On line Meetings
- Files
- Chat service
- Activities
- Survey Forms
- Live Charts
- Profiles and Contacts

Available Q1 '09



LotusLive Connections

An integrated suite of Web collaboration and business networking solutions including:

- Files
- Chat service
- Activities
- Profiles and Contacts

Available Q2 '09

eMail



LotusLive Notes

(Lotus Notes Hosted Messaging)

Full-featured, dedicated hosted Email service. (rich client and browser)

- Supports 27 Languages

Available Today

Future Add-ons

Available 1H '09

LotusLive Mobile for Blackberry

LotusLive Sametime IM



LotusLive iNotes

Web-based Email service with personal calendar & shared contacts. Mobile sync capability.

Available Q2 '09

The information on the new products is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information on the new product is for informational purposes only and may not be incorporated into any contract. The information on the new product is not a commitment, promise, or legal obligation to deliver any material, code or functionality. The development, release, and timing of any features or functionality described for our products remains at our sole discretion.

The Lotus Product Portfolio 2009



Lotus Notes and Domino
Mail, calendaring and rapid application development



Lotus Connections
Social software for business



WebSphere Portal
Composite applications and integration services with 7 accelerators



Lotus Protector
Security services for e-mail



Lotus Quickr
Collaborative content and team services



Lotus Forms
Pixel perfect, digitally signed forms



Lotus Sametime
Lotus Sametime Unyte
Unified communications and collaboration services



Lotus Mashups
Easily remix content and uncover insights



Lotus Expeditor
Eclipse based Client-side integration which extends composite applications to laptops, desktops, kiosks and mobile devices



Lotus Symphony
Free productivity tools for documents, presentations, and spreadsheets



Lotus Foundations
On-premise servers for small businesses



Lotus Greenhouse *Where Ideas come to grow*

Lotus Greenhouse is a premier showcase website to experience Lotus products.

It is a live community website to share information, collaborate, and exchange ideas on emerging technologies with Lotus and members of the Lotus Greenhouse community.



SW as a Service / Cloud Computing



Thank You!

