



Software Group

# IBM Workplace Launch - Prague

- IBM Workplace
- IBM Workplace Client Technology
- Lotus Workplace 2.0 and Workplace Builder, Lotus Notes/Domino, Websphere Portal, Websphere Everyplace

Michael Loria  
WW Product and Channels Marketing

# The Need for Workplace Productivity is Everywhere

**HR**



**Finance & Administration**



**Health benefits**



**Customer Service**



**Store Manager Operations**



**Event Management**



**Procurement**



**Wealth Management**



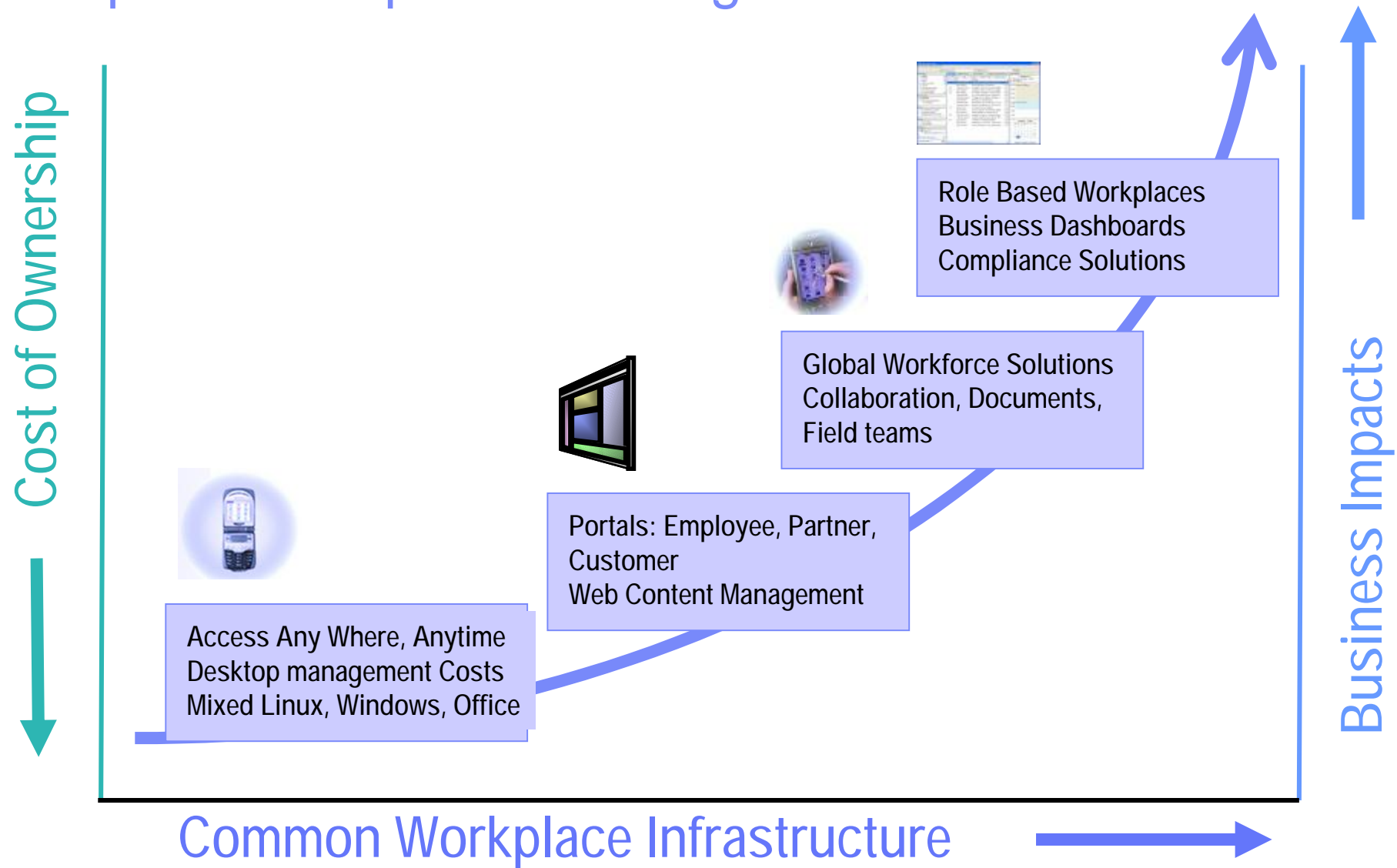
**Social Services**



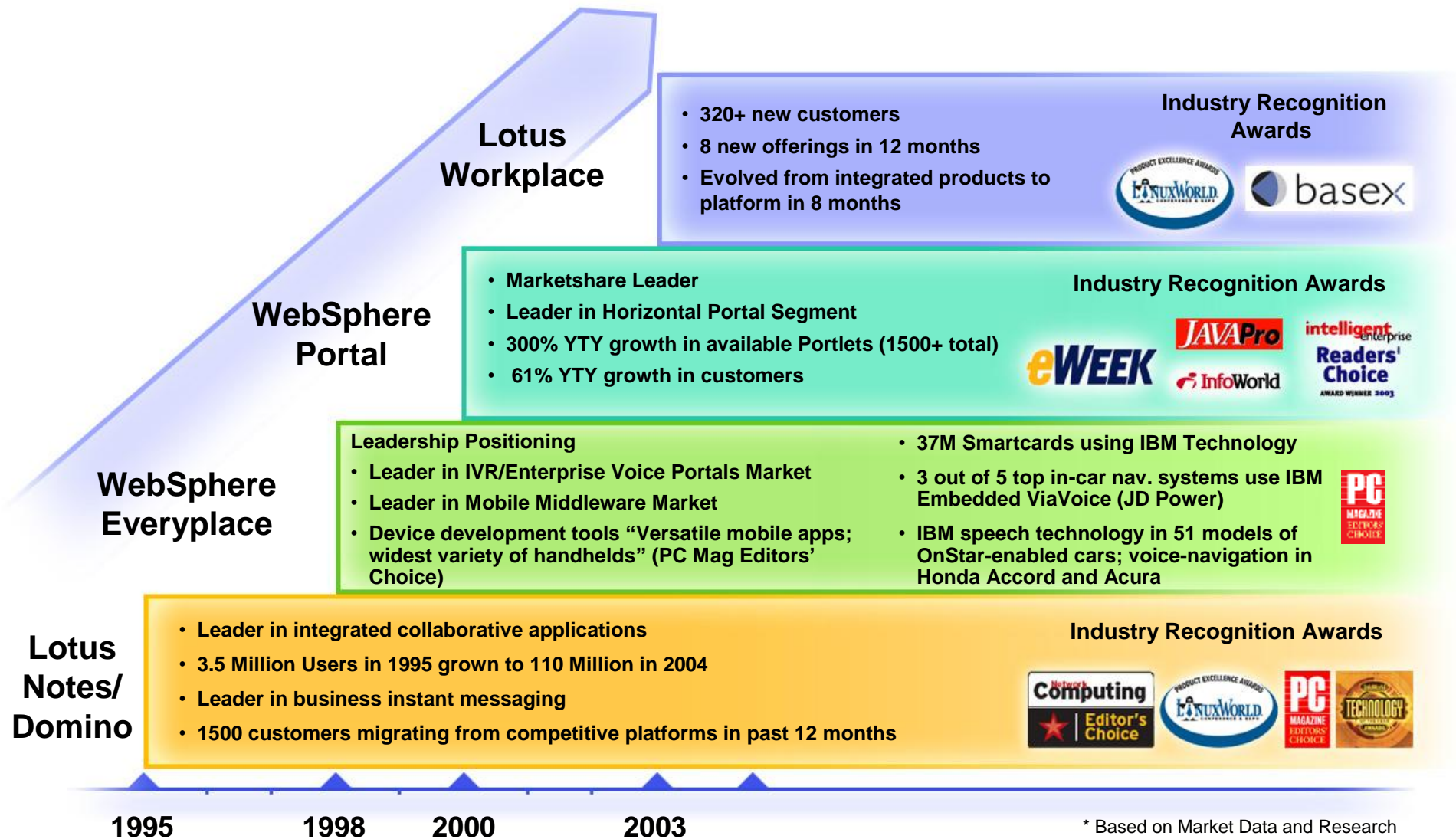
**Sales**



# Scope of Workplace Offerings



# Market Experience In Workplace Productivity



\* Based on Market Data and Research

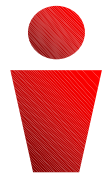


## IBM Helps Answers Those Needs Today



# IBM Workplace Capabilities

## Roles-based Access



**Office Worker**



**Field Rep.**



**Manager Executive**



**Customer Partner Supplier**

## Server Managed Clients



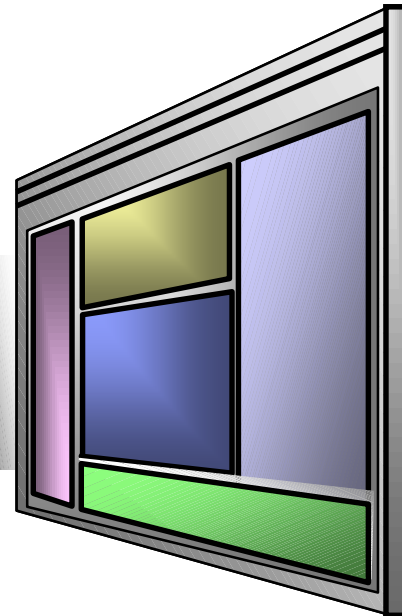
**Rich client**



**Browser**



**Mobile Clients**



## Productivity Components

- § Email/Messaging
- § Calendar/Group Scheduling
- § Workflow
- § Web Content Management
- § Team Spaces
- § Online Learning
- § Instant Messaging
- § Presence/Awareness
- § People Finder
- § Search
- § Web Conferencing
- § Document Management
- § Embedded Document Editors

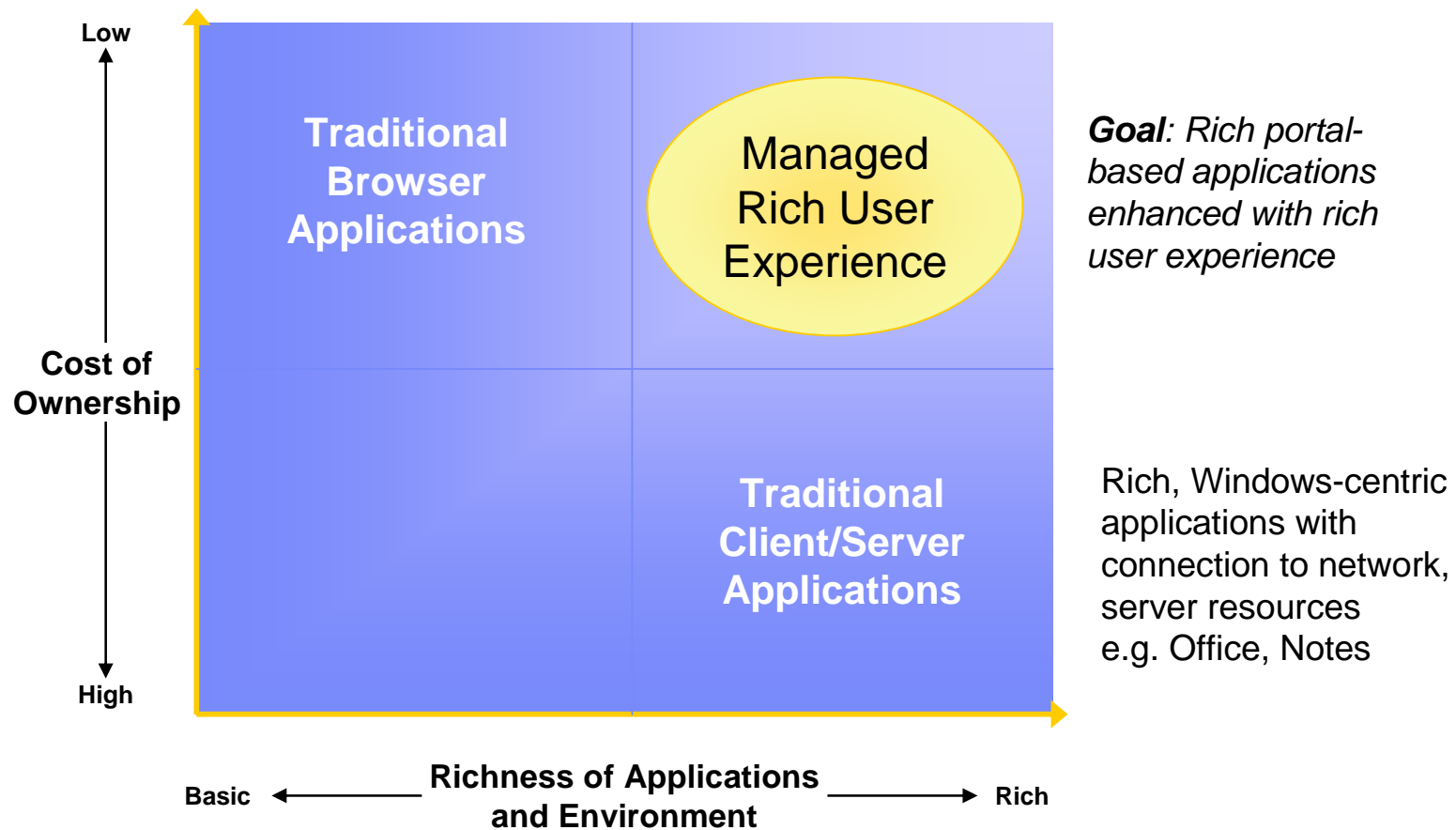
## Existing Investments

- § Custom Business Applications
- § Data Stores
- § Document Libraries
- § Business Processes
- § Internal Resources
- § Internet News

## Build, Manage, Deploy

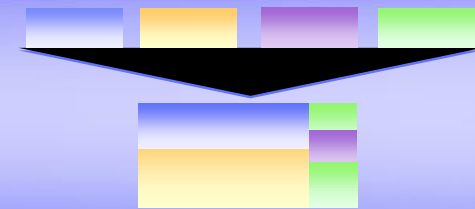
- § Portlet Builder
- § Workplace Builder
- § Workplace Designer
- § Provisioning
- § Embedded Voice
- § Role-based Personalization / Customization
- § Data/Application Integration & Aggregation
- § Built-in Local Encrypted DB
- § Synced Centralized DB Stores

## Challenge – To Achieve Rich Client Functionality at low TCO



# IBM Workplace Client Technology – What is it?

*A dynamically provisioned client middleware built on standards with choice of operating systems*



*An innovative component based assembly model for building dynamic workplaces delivered on demand*



*An improved security model delivered via secure, encrypted and replicated repository not accessible by rogue programs*

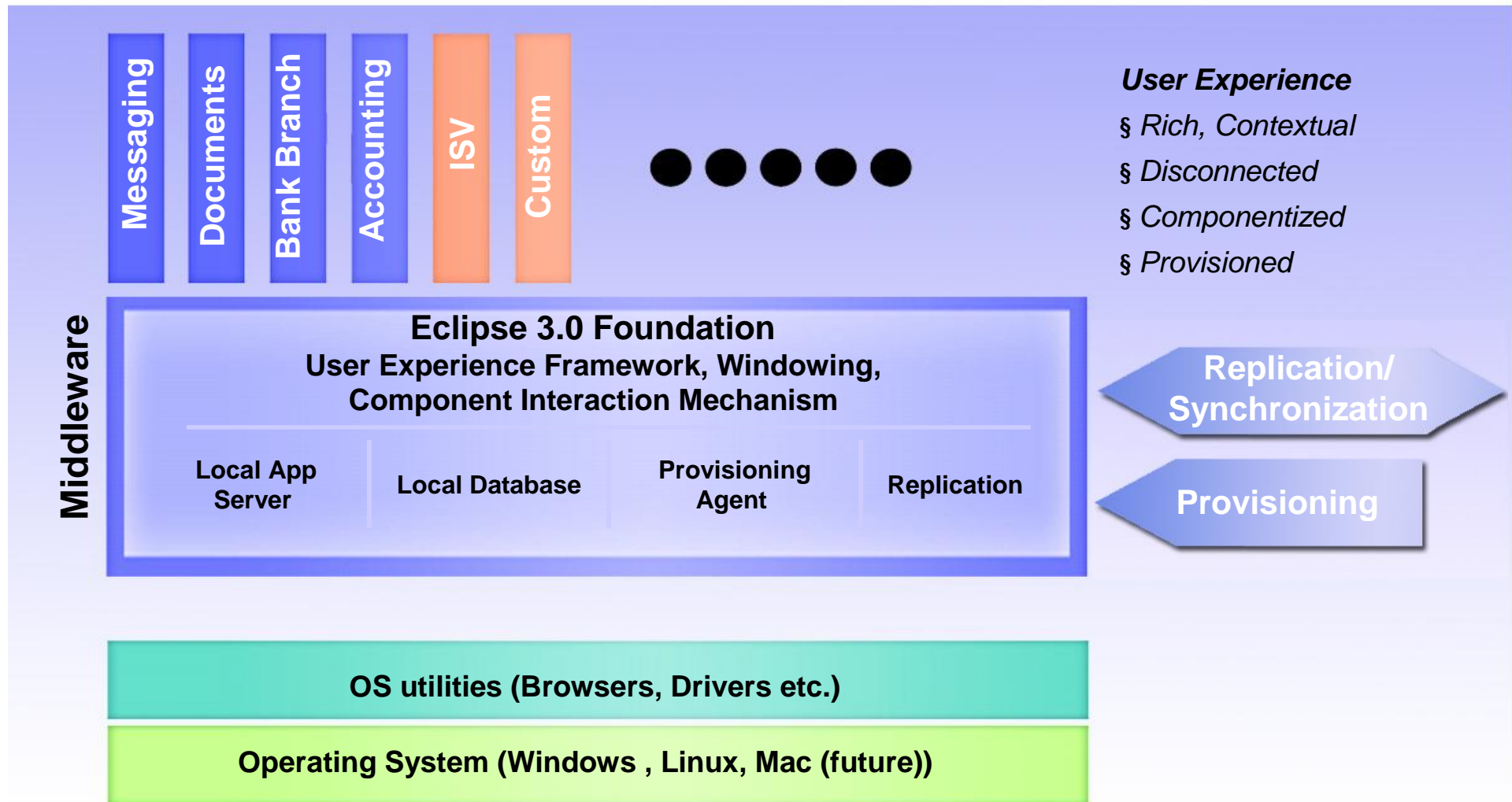


*A foundation for a new model of rich client computing for the industry...*

- § Lotus Workplace Messaging
- § Lotus Workplace Documents
- § Other IBM & Partner Applications



# IBM Workplace Client Technology



## The Path to IBM Workplace

*Depends on where you are starting, and where your business needs to go...*

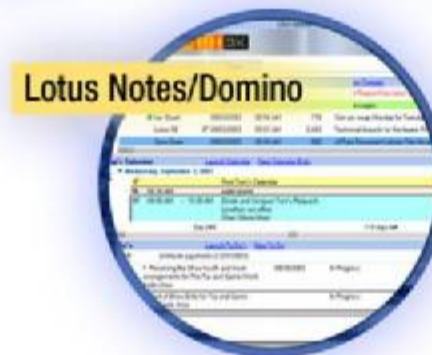
### § Defining a path starts with your current investments

Lotus Notes & Domino  
WebSphere/J2EE  
3<sup>rd</sup> party software  
Mixed environment



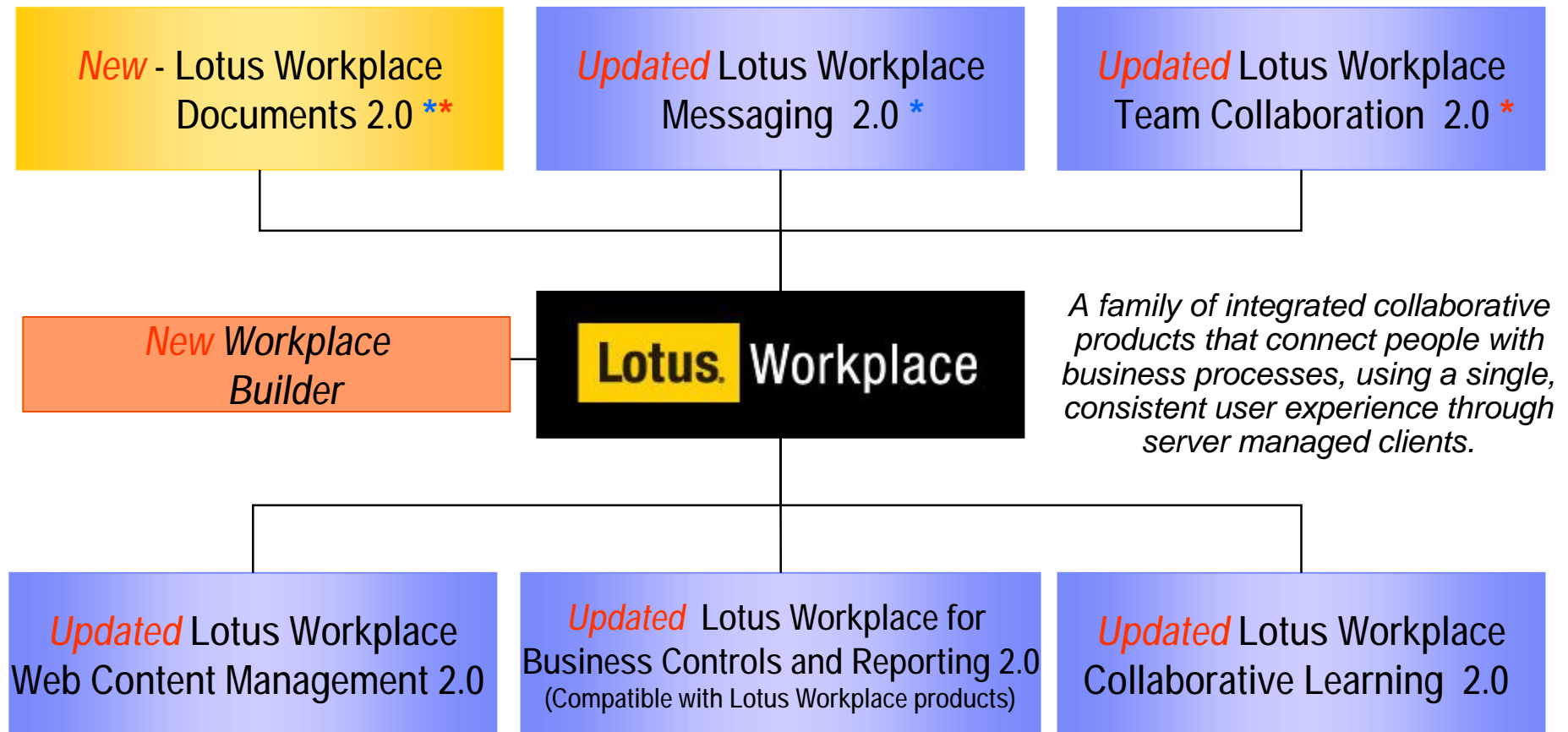
### § Business direction

Continue on current investment path  
Grow an existing Portal  
Integrate current investments into a single environment  
Transform part of your business



***IBM provides adaptable solutions to meet your business needs***

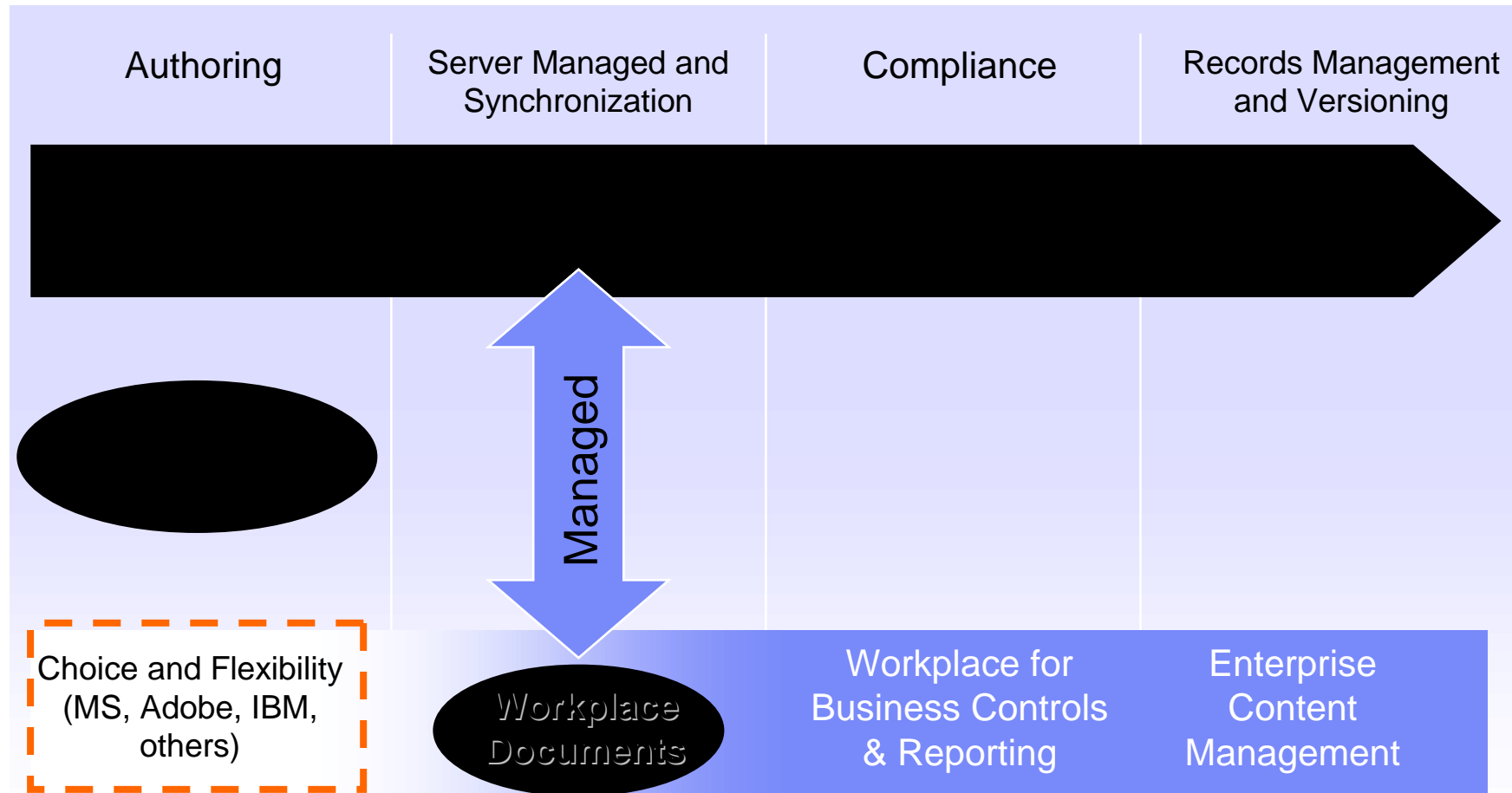
## Announcing...Collaborative Products & Capabilities



\* Utilizing IBM Workplace Client Technology

\* Includes the new Workplace Builder

# Value of Lotus Workplace Documents





# Workplace Documents

The screenshot displays the IBM Lotus Workplace application window. The title bar reads "IBM Lotus Workplace". The menu bar includes "File", "Edit", "View", "Tools", "Actions", and "Help". A search bar at the top right shows "Search in: Selected Mail Folder" and "Search for:". The left sidebar contains several panels: "Messages" (Inbox, Drafts, Sent, All Documents, Trash, Chats, Address Book, Calendar), "Document Libraries" (Document Manager, new library folder, Project information, smki 428, Templates, test folder), "Links" (Web Conferences, Teamspace, Learning), and "Instant Contacts". The main window is titled "Business Planning Template" and contains a document editor. The document title is "Business Planning Template", the description is "Guidelines and plans for business plans", the file name is "bplanning.sxw", and the file type is "Open Office Word Processor". The document content includes the heading "Background to Equity Funding" followed by a paragraph: "Equity funding is very important for new ventures and for high-technology ventures in particular. Debt funding will not usually be accessible for such ventures due to their lack of a secure cash flow and credit history. There are several potential sources of equity funding. These include corporate funding, business angels and venture capital funds. These sources can operate at several stages of opportunity development, outlined in Figure 1. The terminology and boundaries of each stage can vary between equity suppliers and there is often considerable overlap between the stages at which funders will consider investment." Below the text is a diagram titled "Figure 1" showing the stages of equity funding. The diagram is a graph with "Revenue" on the vertical axis and "Stages" on the horizontal axis. The stages are divided into three main sections: "Business Angels Founders", "Venture Capital Strategic Investors", and "Public Markets Funders". The "Business Angels Founders" section includes "Seed Capital". The "Venture Capital Strategic Investors" section is divided into "Early Stage" and "Later Stage". The "Public Markets Funders" section includes "IPO" and "Secondary Offerings". A line graph shows the progression of funding from Seed Capital through Early Stage, Later Stage, IPO, and Secondary Offerings. The status bar at the bottom indicates "Page 1 / 1", "Default", "100%", "INSRT", "STD", "HYP", and "1 object(s) selected". The right sidebar contains a "Calendar" panel showing "Monday 3" and a monthly view for "May 2004".

# Workplace Messaging

The screenshot displays the IBM Lotus Workplace Messaging application window. The interface includes a menu bar (File, Edit, View, Tools, Actions, Help), a search bar, and several sidebars for navigation. The main pane shows a welcome message from IBM.

**Messages Panel:** Includes folders like Inbox (1), Drafts, Sent (1), All Documents (2), Trash, My Chats, My Address, and My Calendar.

**Documents Panel:** Shows a tree structure with LWP, Team Project, META, templates, theme, and WEB.

**Links Panel:** Contains links to Web Conferences, Teamspace, and Learning.

**Instant Contacts Panel:** Lists contacts under 'Work (1)', including Andy Admin and Susan Adams.

**Main Message Content:**

**IBM Lotus Workplace Messaging (TM)**  
 Date: Mon, 5/3/04 2:04 PM  
 From: IBM  
 To: Susan Adams

Welcome to IBM Lotus Workplace Messaging™!

Your account is now active, and you can send and receive messages immediately. Workplace Messaging makes it simple to share information with your colleagues.

- Send and receive messages
- Create folders to organize your mail
- Store e-mail addresses and other personal information for your contacts in the Address

Check Help to learn more about how to use IBM Lotus Workplace Messaging.

**Calendar Panel:** Shows a daily view for Monday 3 and a monthly view for May 2004.

**Status Bar:** Indicates '1 object(s) selected' and includes buttons for 'Synchronize Now' and 'Online'.

# IBM Workplace Client Technology

## No Touch Deployment – Helps Lower TCO



- Server-managed delivery of rich clients to end user communities
- Centralized administration, setup and client updates
- Provision capabilities when needed – *on demand*

## Rich user experience



- Disconnected use and synchronization
- Power of client software – i.e drag-n-drop, improved responsiveness, UI control
- Componentized and Contextual
- Embedded Doc Management

## Extensible client platform for

- Collaboration, including mail, calendaring and scheduling, instant messaging, team spaces...
- Document management
- Existing Web, Java, .Net and Notes Applications
- New Applications – IBM and Business Partners

## Built in Data Management and Security Features



- Using local and server managed encrypted data stores
- With robust policy managed access and control

## Choice and Flexibility



- Linux, Windows and MacOS (planned) desktops
- Manage office documents and Java.Net and C++ applications
- Standards-based interoperability

# Lotus Software Tools Strategy –

Expand the Developer Population by Addressing a Range of Roles

## LOB Business Users/Administrators

ü Require easy to use, task-oriented tools

ü *Workplace Builder*

## LOB Developers

ü Require highly productive, visual tools

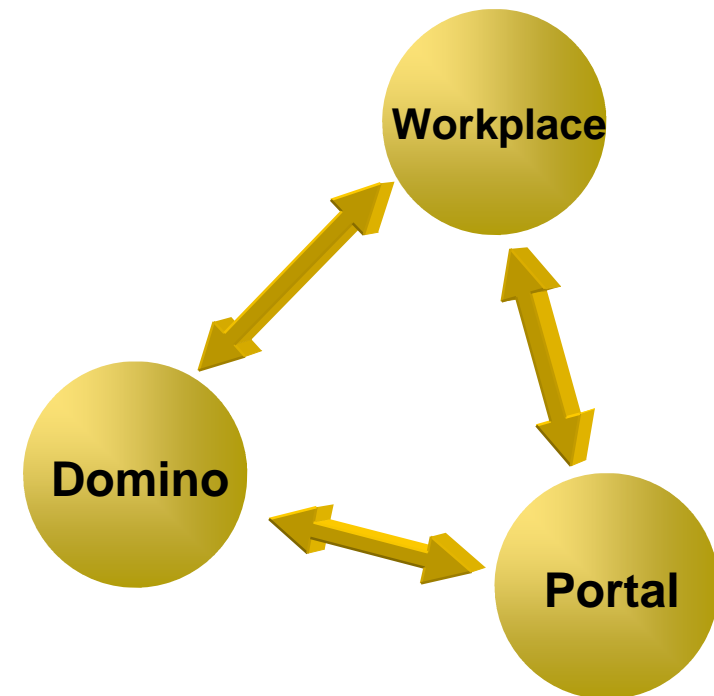
ü Domino Designer & Lotus Enterprise Integrator

ü *Workplace “Designer”*

## J2EE Developers

ü Require powerful extensions to the platform

ü *WebSphere Studio + Toolkits*



§ Enable different types of users with different skills

§ Optimize tools for each platform

§ Make platforms and tools work well together



# Lotus Workplace Builder – powerful end user tool

Customize and create new Workplaces, templates or forms for specific business purposes

§ Self-service tool designed for business users to:

easily work with the Workplace templates included with a specific product

assign access controls

create new forms

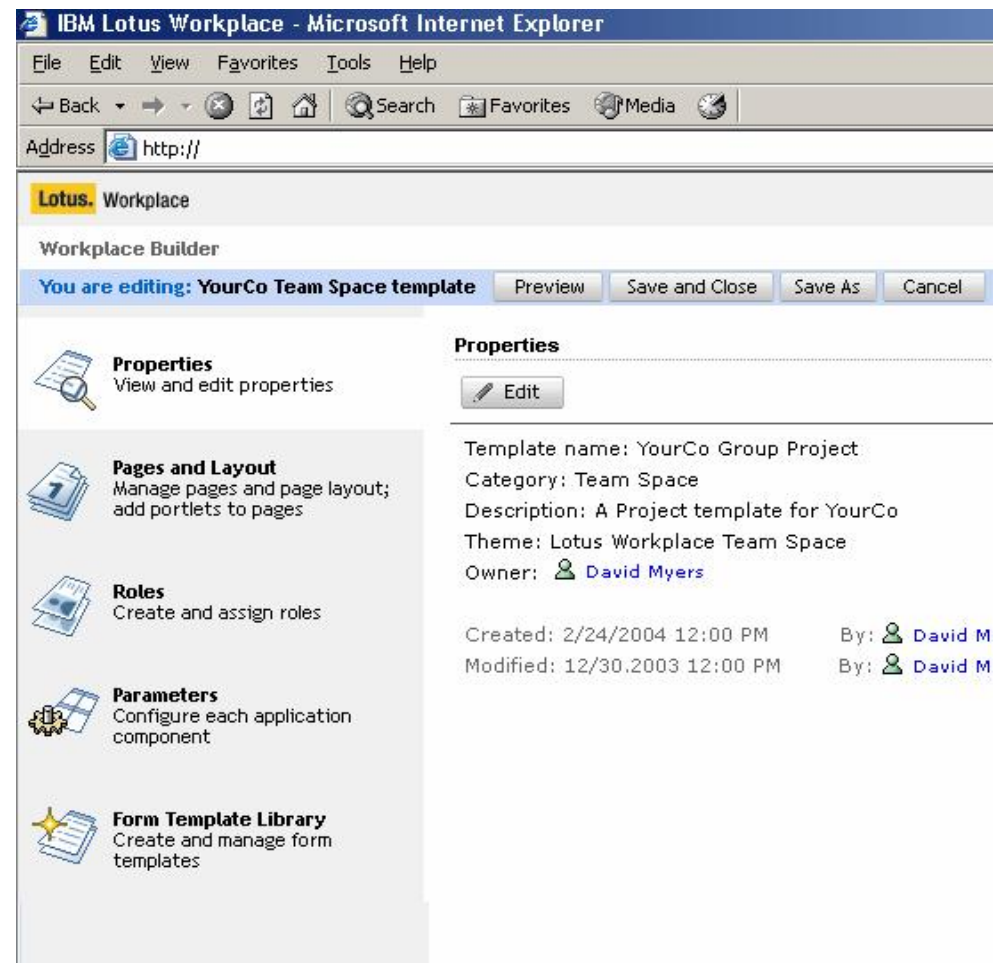
Template Properties, Page Layout, Roles

§ Available with Lotus Workplace Team Collaboration 2.0

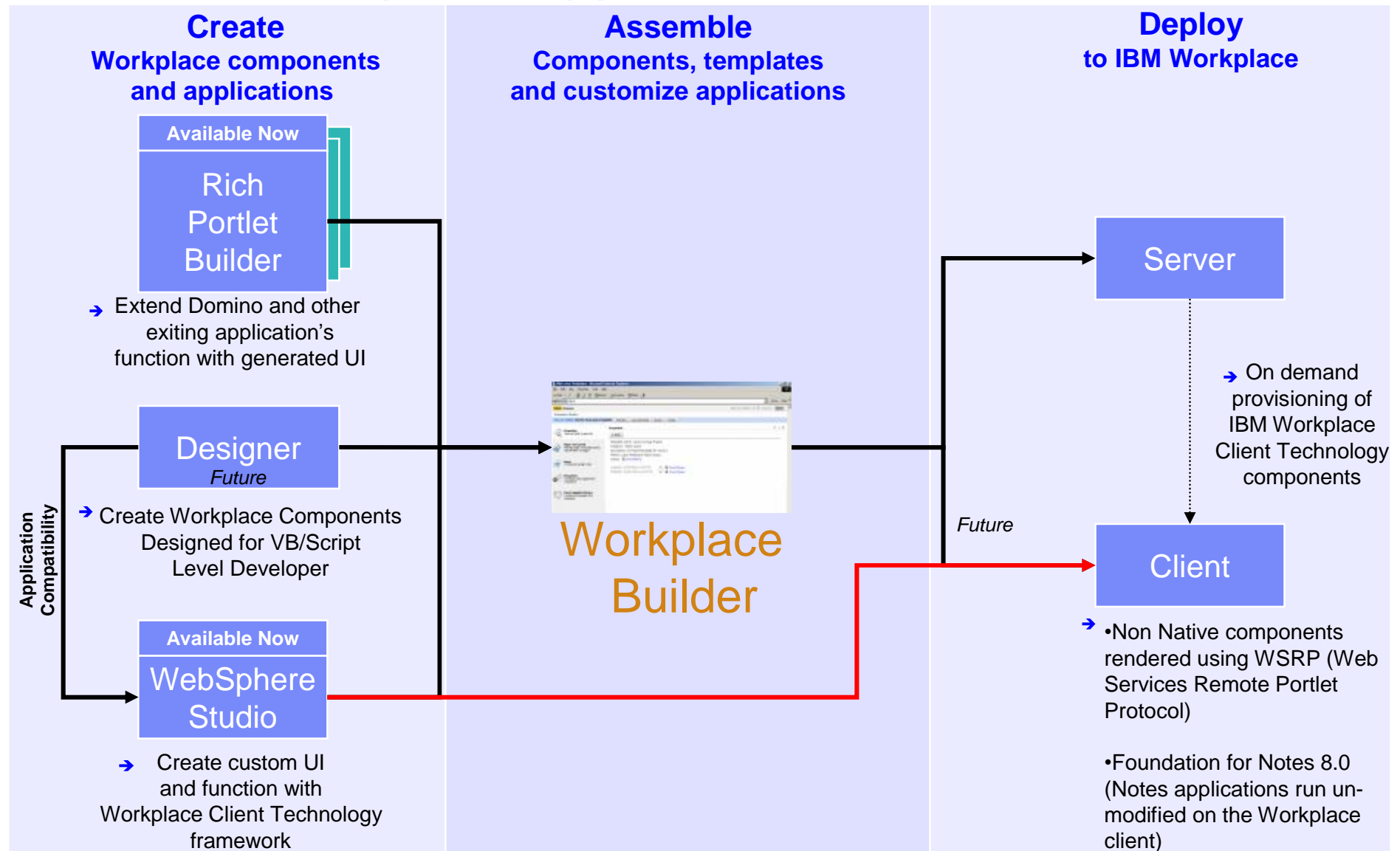
Create a Sales Workplace for RFP responses with the right content, the right people and tools to manage the RFP process

§ Available with Lotus Workplace Documents 2.0

Create a new document library for HR based on a template and control who can access it



# Tools for Workplace Applications



## Early Adopters of Workplace Client Technology





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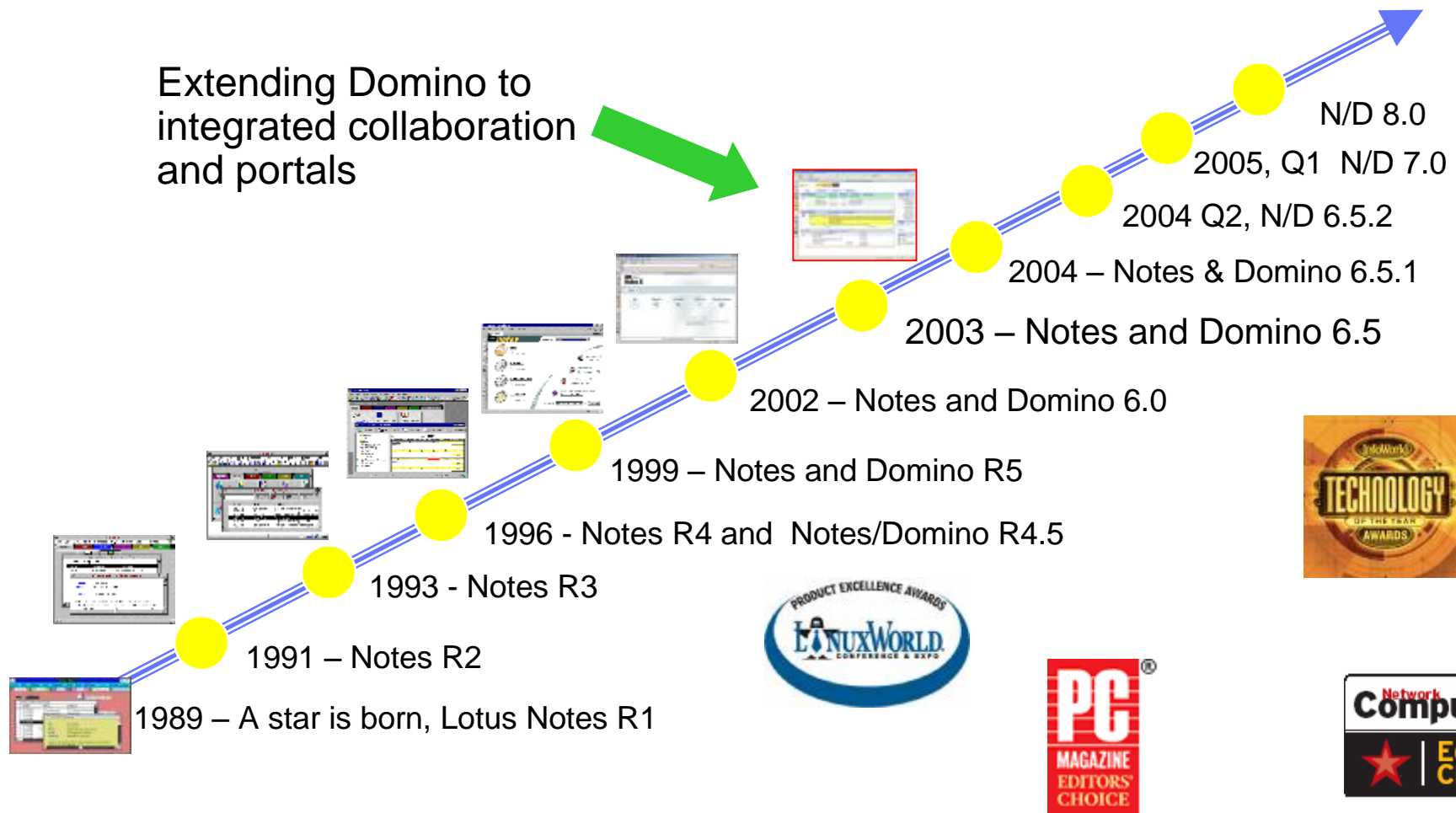
# IBM Lotus Notes/Domino 6.5.1



## Notes/Domino continued leadership in messaging and collaboration

...continuing long into the future

Extending Domino to integrated collaboration and portals



## IBM Lotus Notes/Domino 6.5.1 - Optimizing the Family

### § Version 6.5.1 Integration of the Notes/Domino Family

§ Customer Time-to-value – Deployment, Compatibility, Predictability

§ All products validated with Domino 6.5.1 platform and current WebSphere Portal 5.02 release

§ Moved to Consolidated Release Cycles

§ Integrated presence awareness and chat include with Lotus Notes, Domino Web Access, Domino Express, and the CEO bundles that include the above clients

#### Core Notes/Domino Family

- § Lotus Notes
- § Lotus Domino
- § Lotus Domino Web Access (iNotes)
- § Lotus Domino Access for Outlook
- § Lotus Domino Designer
- § Lotus Enterprise Integrator
- § Lotus Domino Toolkit for WebSphere Studio

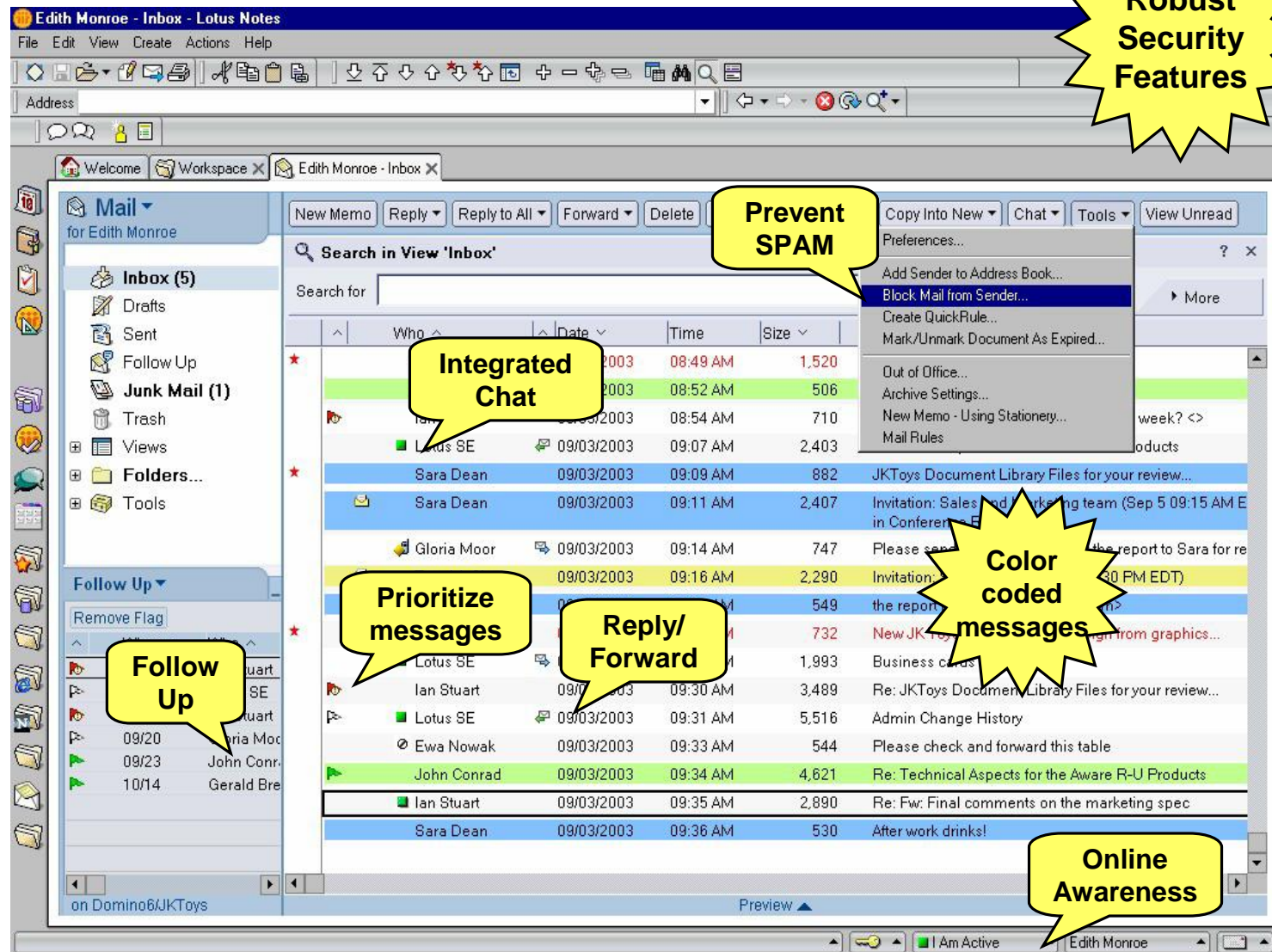
#### Extended Products

- § Lotus Instant Messaging and Web Conferencing (Sametime)
- § Lotus Team Workplace (QuickPlace)
- § Lotus Domino Document Manager (Domino.Doc)
- § Lotus Workflow
- § Lotus Workplace Web Content Management
  
- § Sample pages for Domino based products deliver a dynamic collaborative Workplace within WebSphere Portal

# IBM Lotus Notes 6.5.1

**Robust  
Security  
Features**

- § Smart Upgrade
- § Improved Productivity
- § Integrated Awareness and Chat Capabilities
- § SPAM control
- § Follow up
- § Compelling TCO
- § Calendaring Enhancements
- § ...



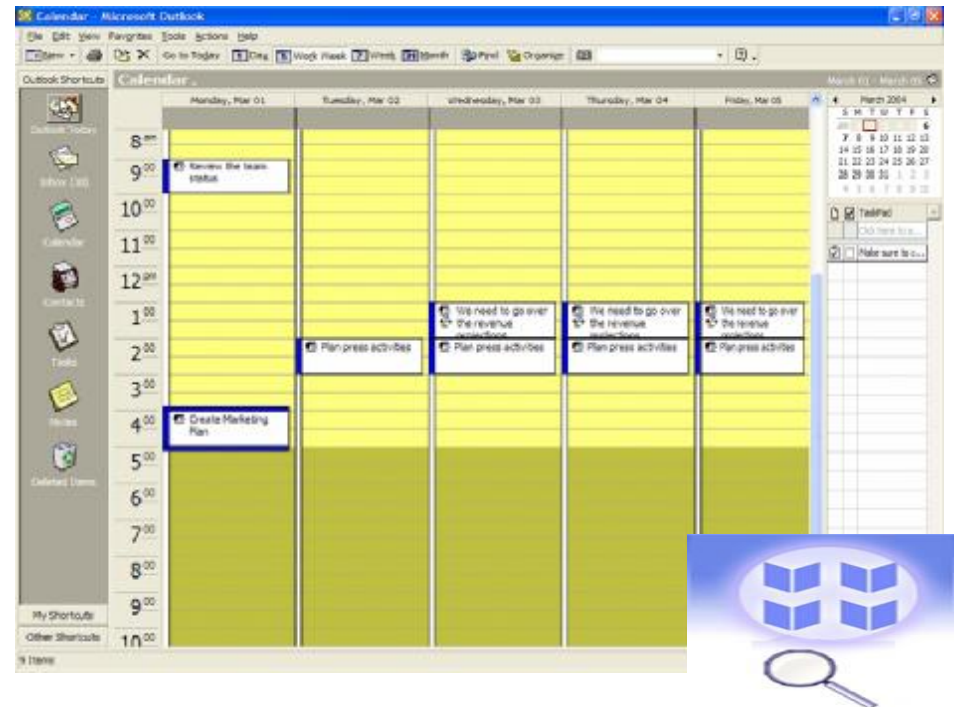
# Domino Access For Microsoft Outlook

## New features

- § Use MS Outlook 2000 and XP against a Domino 6.5 or 6.03 and higher server.
- § Utilizes Notes replication mechanism to synchronize the Outlook pst file with Domino For Mail, Calendar and Contacts.
- Accesses local data – improves performance
- IMAP/iCal support replaced by NRPC
- § Provides capability to decrypt Notes and X509 mail.
- § Provides access to key Domino preferences from within Outlook.
- § Data migration between Exchange and Domino has been improved

## Benefits

- § Accommodate Outlook client on desktop
- § Low user retraining
- § No costs associated with desktop change
- § All the benefits of Domino







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# IBM Websphere Portal



# IBM WebSphere Portal V5.0.2 – What's New

## § Provides integrated access to information and business processes across the enterprise

Portlet Builders for SAP, PeopleSoft, Siebel, JDBC, Domino, Oracle Applications, WebSphere Portal content publishing

## § Extending Collaboration

IBM WebSphere Voice Portlet – provides advantages of portal with Voice, XML, Automated Speech Recognition & Text-to-Speech technology

## § Reduces cost of integrating host applications in portal

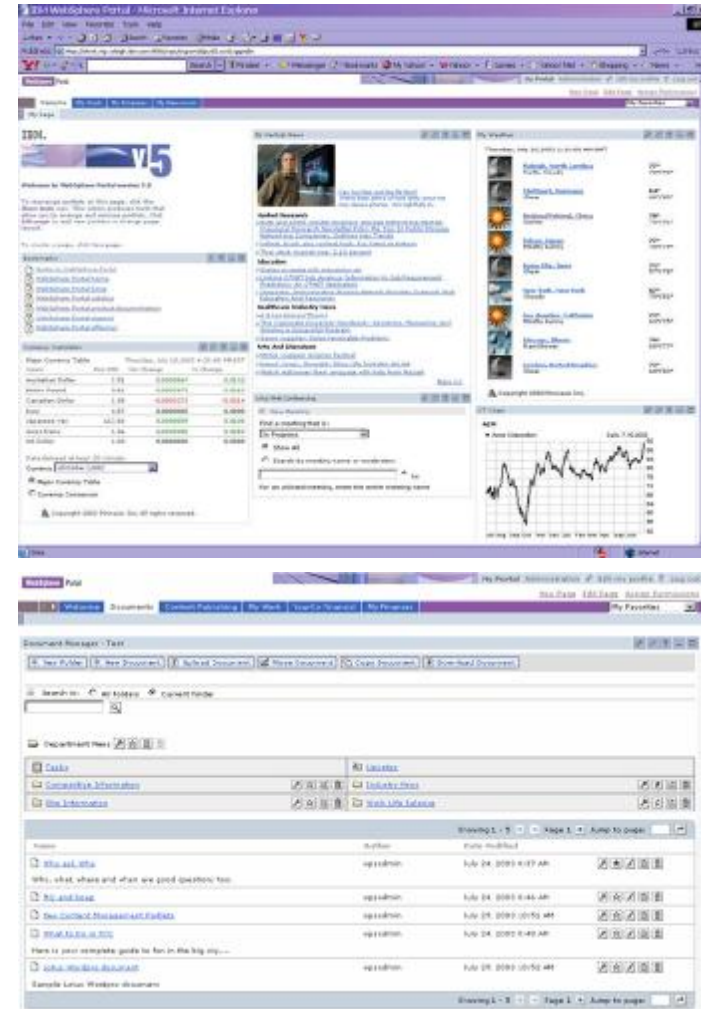
IBM HATS portlet converts green screens to GUIs in real time

## § Open standards & cross platform support helps reduce IT costs

WSRP (Web Services) and JSR 168 (portlet API) standards support

Microsoft Windows 2003, RedHat Linux for zSeries 7.2 2.4 kernel, Solaris 9, and SuSE SLES for S/390 8 2.4 kernel support

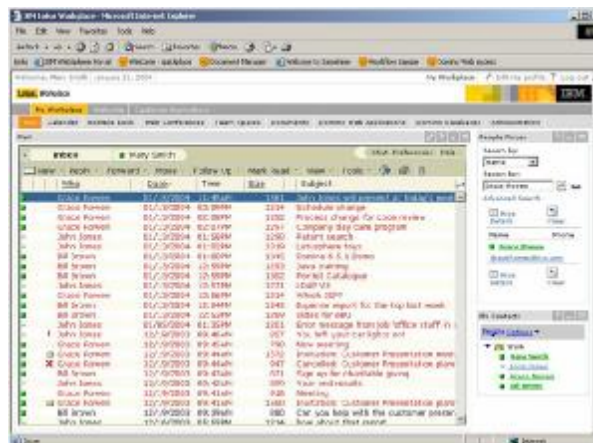
WebSphere Portal – Express and Express Plus support iSeries



# Domino Family Portlets

- § Applies Workplace principles to Notes & Domino product line
- § Appearance of Portlets and Sample Portal Page will be consistent with Lotus Workplace

Portlets will be tested with Domino 6.5.1 and Portal 5.0.2



People Finder  
My Lotus Team Workplaces  
Lotus Web Conferencing & Contact List  
Lotus Domino Document Manager  
Notes and Domino

My Lotus Notes Calendar  
My Lotus Notes Mail  
My Lotus Notes To Do  
Lotus Notes Discussion  
Lotus Notes Teamroom  
Lotus Notes View

Domino Web Access (iNotes)  
Domino Web Applications Portlet

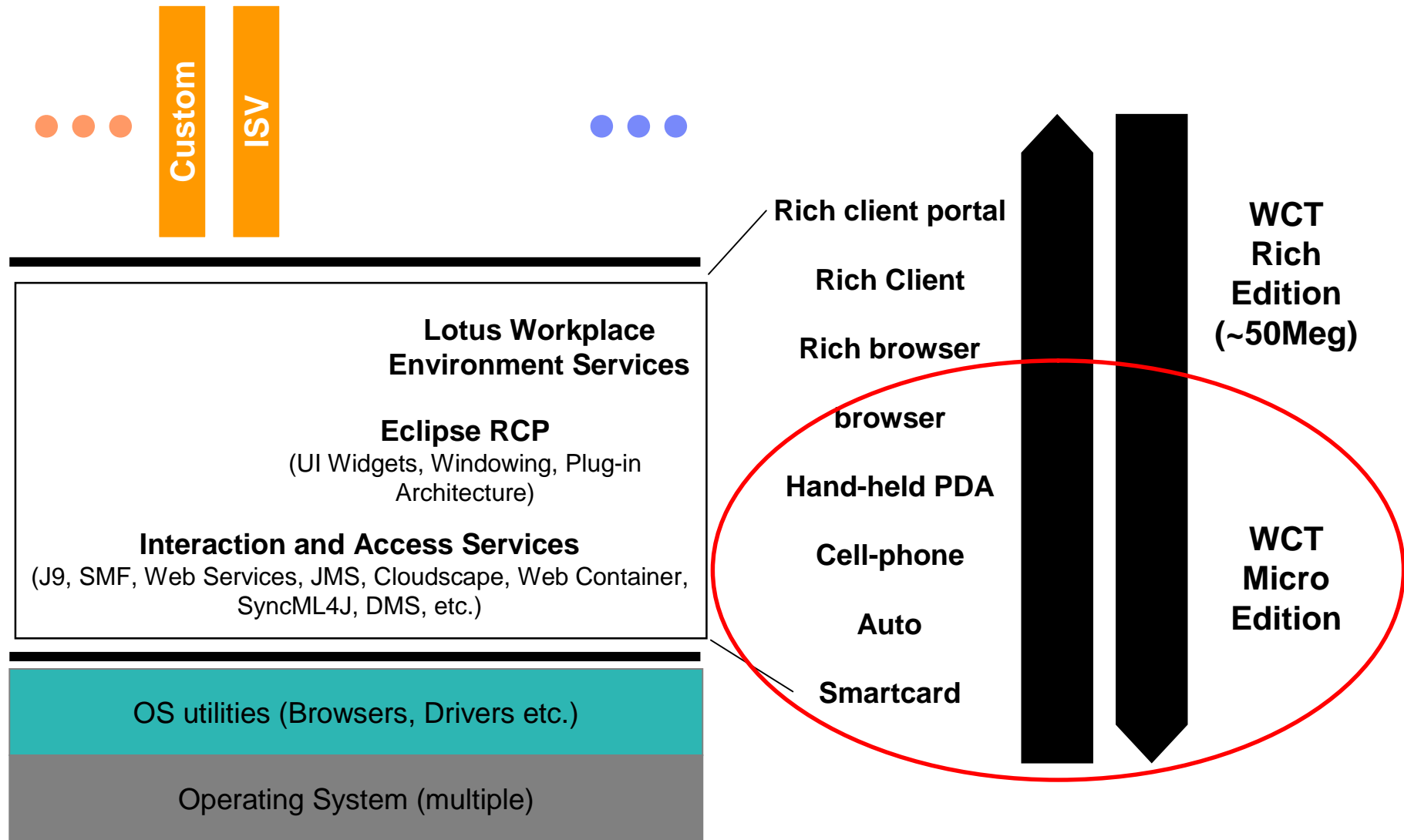




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# IBM Workplace: Innovations For People Productivity

# Single Consistent Framework for Client Side Technologies



# IBM Workplace Client Technology, Micro Edition

*An embedded middleware framework which enables application and services deployment, device configuration and life-cycle management, to a wide spectrum of mobile and pervasive devices via **server managed clients***

Standards based  
service delivery  
and management  
platform

## IBM Workplace Client Technology, Micro Edition

Industrial Controller

Telematics Controller

Smartcard

Cell Phones/PDAs

Banking ATMs

Laptop

### Workplace Micro Environment value

- § Applications, Services & Content made available to end users via a myriad of device types via a common, portable, standards based middleware framework, **increasing mobile worker productivity**
- § Productivity not gated by network connection availability; full application functionality is maintained on the device, and leverages the network when available, helping to **decrease network connection costs**
- § Allows Enterprise users to leverage existing applications, content, and programming skills, helping to **decrease development and deployment costs**
- § **Adaptable** to a variety of popular device types



# Workplace Client Technology Micro Edition Market Traction

## Micro Edition Customer Scenarios

### Productivity Services

§ **BLUE MARTINI** SOFTWARE  
 § Mobile CRM offering  
 § IBM ESWE technology



§ **NISSAY**  
 § Mobile Insurance App  
 § IBM ESWE technology



§ **SHARP**  
 § Zaurus Mobility Solutions  
 § IBM Workplace Client Technology Micro Edition

§ **symbol**  
 § Enterprise Mobility Solutions  
 § IBM Workplace Client Technology Micro Edition

§ **IBM Workplace Client Technology Micro Edition**



**palmOne**

§ **NOKIA**  
 § Enterprise Mobility Solutions  
 § IBM Workplace Client Technology Micro Edition

**CONNECTING PEOPLE**



§ **Intermec**  
 § Industrial RFID & Rugged Mobile Solutions



§ **HONDA**  
 § Accord, Acura MDX  
 § IBM Embedded ViaVoice

§ **OnStar**  
 § IBM Embedded ViaVoice  
 § 51 GM car models!



**Arcom**

§ **Arcom**  
 § Industrial Solutions  
 § RFID, Sensors

**VISA**



§ **Visa**  
 § SmartCard  
 § IBM Chip OS

§ **Prudential Financial**  
 § IBM WebSphere Voice Server  
 § Improved customer sat



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## The Road Ahead

# IBM Lotus Workplace

## Consistent User Experience



Notes Client



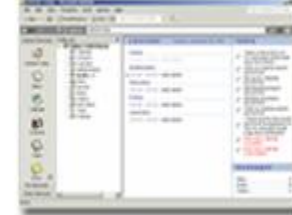
Web Browser



Rich Client



Mobile Client



MS Outlook Client

## Lotus Workplace collaboration platform & assembly tools

### Presentation Layer (Portal Based)

Mail & PIM		Real-Time Collaboration		Document Management	Dynamic Learning		Work Flow	And others ...  Including Extensions via 3rd parties
Calendar Picker	Unified Messaging	Contact List	Shared Screen	Document Library View	Content Authoring	Content Delivery	Workflow View	
Calendar	Mail Box	Awareness	App Share	Document Library	Learning Management		Workflow	
Organizational Modeling Extensions			User Interface Extensions		Storage & Content Extensions		Workflow & Notification Extensions	

Built on Open Standards (J2EE, LDAP, SQL and Web Services) and Domino Server

# Key Deliverables Expected within next Twelve Months

2Q04

3Q04

4Q04

1Q05

2Q05

## Lotus Workplace Products 2.0

- Rich Client (including disconnected)
- Collaborative Documents
- Workplace Builder
- Enhance 1.1 products

## IBM Lotus Notes/Domino 6.5.1 products

- Synchronize Domino family products
- Domino Based
- Lotus Instant Messaging & Web Conferencing
- Lotus Team Workplace
- Domino Document Manager

## Lotus Workplace Products 2.5

- iSeries, Solaris Server Support
- Expanded Data Store Support
- Continued API build-out
- Enhanced Tooling
- Rich Clients for Portlets
- ISV Tools for Rich Client Applications
- Mobile Rich Client
- Tech preview for Notes/Domino plug-in for Linux

## IBM Lotus Notes/Domino 7.0 products

- Tighter integration between Domino family applications
- Tighter integration with Workplace
- Continued focus on TCO
- Administration, performance and scalability improvements.
- Enhanced Application Development with DB2 storage and native web services
- Workplace for Notes Application

WebSphere Portal Enable &  
Extend 5.02

WebSphere Portal Express  
& Express Plus 5.02

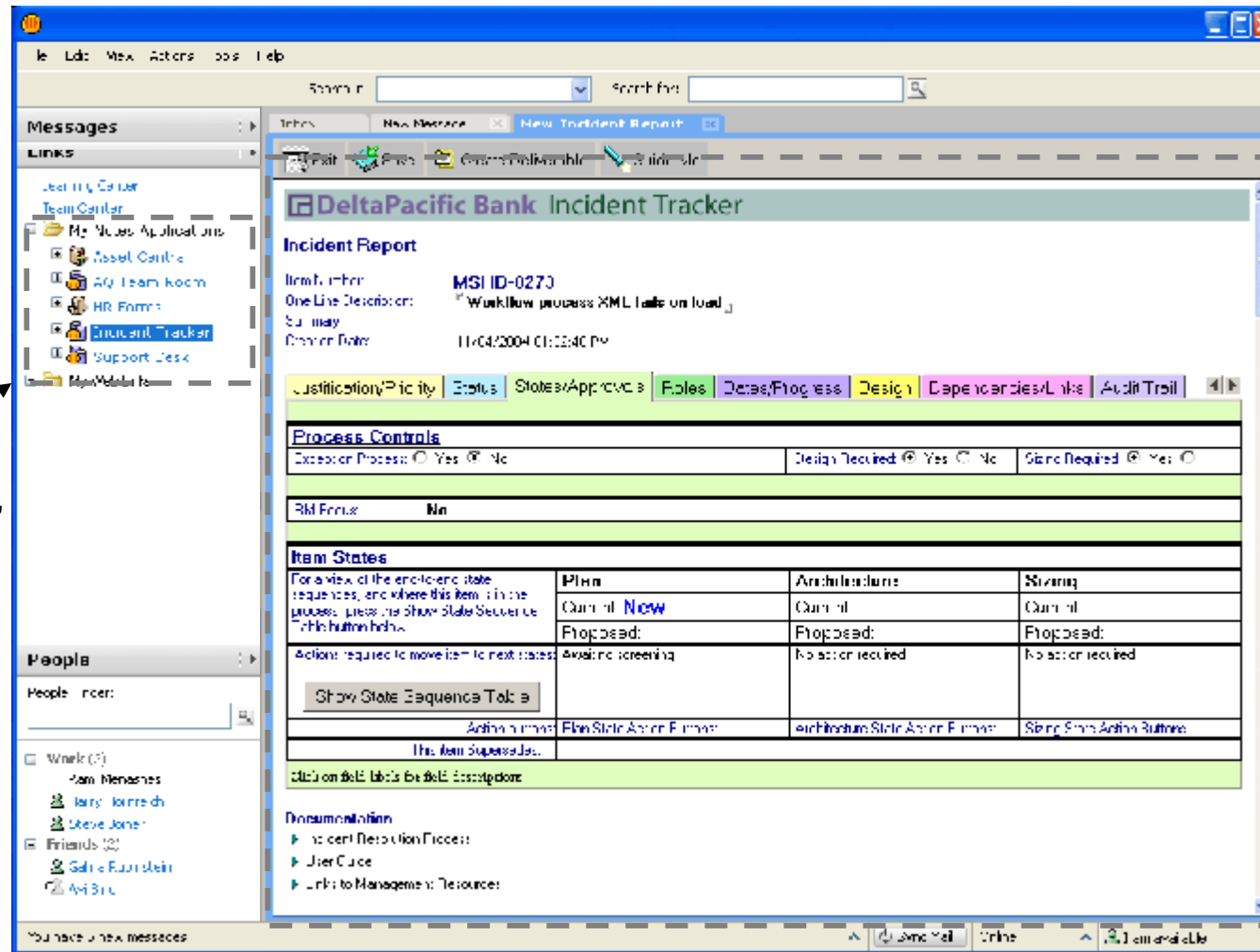
WebSphere Portal V5.0x

WebSphere Portal  
5.1

WebSphere Portal  
Enable & Extend for  
z/OS V5.1



# Workplace for Notes Applications (in Notes 7.0)



“My Notes Applications”  
will list the available  
Notes R5/6 Client  
applications that can  
be Run within the  
Workplace Platform

Viewer window  
for Notes  
applications  
within the  
Workplace



# Worldwide Business Partners



# IBM Workplace

*Flexibility and Choice*

*Managed Client Environment*

*Innovation for People Productivity*

***...Delivering on demand Organizations***



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Thank You