



Benefit from Lotus Innovation

The Business Value of Upgrading to Lotus Notes & Domino 7.0

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Lotus Notes and Domino Today

- **The Lotus business is stronger than ever...**

- ♦ Grew double-digits in 2005
- ♦ Gaining market share

- **Lotus Notes and Domino has...**

- ♦ More than 124 million users worldwide
- ♦ More than 60,000 customers worldwide
- ♦ 1,319 competitive wins in 2005

- **Notes and Domino 7 has the fastest adoption ever...**

- ♦ Over 3 million users have already upgraded to Release 7
 - ♦ More than 90% were already on Release 6.x

- **Analysts agree...**

- ♦ Gartner recommends that enterprises upgrade to Release 7
- ♦ Ferris Research predicts 15% TCO reductions from 6 to 7 upgrades

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Top Reasons to Upgrade to Notes and Domino 7

■ Run More Users on Less Hardware

- ◆ More Users, Fewer Servers, Less Network Resources

■ Lower Administration Costs

- ◆ New autonomic tools, more policies & better smart upgrade

■ Better Integration with more of your IT

- ◆ With Web Services, DB2, SAP, WebSphere Portal

■ More Client Platform choices

- ◆ Better Mac client, Linux Desktop support

■ Make Users more Productive

- ◆ Inbox management, Sametime integration enhancements

■ More Functionality Out of the Box

- ◆ Rooms & Resources, Weblogs, RSS feeds & Podcasts

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Lotus Notes and Domino 7.0 in practice

"We have been able to consolidate from three servers down to one server for comprehensive collaboration ... This has lowered our operating costs by about 40 percent."

—**Daniel Lieber, president, Innovative Ideas Unlimited, Inc.**

"When we upgraded to Lotus Domino 7, we documented 13.5 percent CPU reduction for both mail and application servers."

—**Chris Whisonant, senior midrange systems administrator, Comporium**

"We are running Domino 7 software today on the same 700MHz machines we bought for release 4."

— **Matthew Henry, technical architect, collaborative business applications, KEMET Corporation**

"Version 7 has been so stable that we upgraded our production servers before it was even released! ... All our homegrown and purchased applications took the upgrade without incident."

—**Andrew H Wolff, vice president, products, DYS Analytics, Inc.**

"Many of our customers and partners standardize on a service-oriented architecture. The new Web service design element provides the option to easily integrate Domino applications into their existing IT infrastructure... Agent profiling and the option to debug Java™ code will significantly lower our development cost."

—**Ingo Erdmann, director Notes and Domino research, University of Paderborn, Germany**

"People need to know the context of mail to respond appropriately. Being able to view the full thread in the header of an e-mail really enhances my personal productivity."

—**Ingo Erdmann, director Notes and Domino research, University of Paderborn, Germany**

ftp://ftp.software.ibm.com/software/lotus/lotusweb/product/domino/ND7_testimonials.pdf

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Lotus Notes and Domino has a Healthy Future

■ IBM is investing strongly in developing the portfolio

- ♦ Analysts, Press, Partners, Customers now accept that **Notes & Domino** are a cornerstone of the **IBM Workplace** strategy
- ♦ Lotus Notes “**Hannover**” is largest Notes development effort since R5
- ♦ Major upgrade to **Lotus Sametime** (7.5) delivered this year
- ♦ Improved integration with Domino a major focus area in **Portal 6.0**
- ♦ Innovations made in the IBM Workplace products are being delivered as extensions to the next release of Lotus Notes & Domino
 - ♦ e.g. **Composite applications, activity centric computing**
- ♦ **Web 2.0** technologies are being aggressively adopted by Domino
- ♦ IBM is turning collaboration into a **standards-based** value proposition
 - ♦ Defining, promoting, adopting standards: Eclipse, ODF, JCR, JSR168...
 - ♦ Integration into **Service Oriented Architectures**

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Why Upgrade to Lotus Domino 7?

■ Reduce your TCO

◆ Improved Performance & Scalability

- ◆ Up to 25% less CPU
- ◆ Up to 4 times the capacity (Linux)

◆ New Administration Tools, e.g.

- ◆ Domino Domain Monitoring
 - Alerts & Autonomic Management for whole domains
- ◆ Activity Trends
 - Resource Balancing, Capacity Planning

◆ Enhanced Policy Settings

- ◆ Lock down the client desktop

◆ Smart Upgrade Enhancements

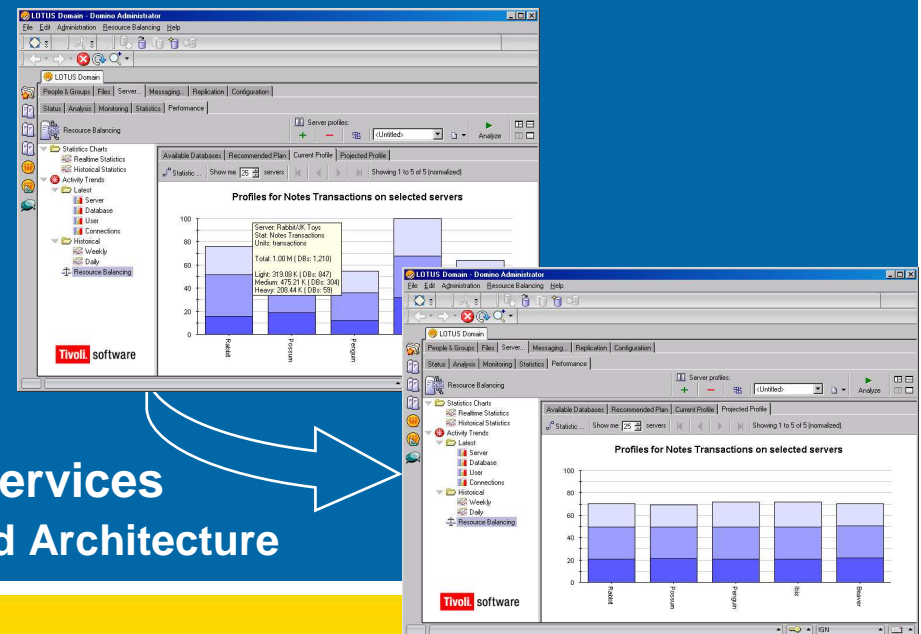
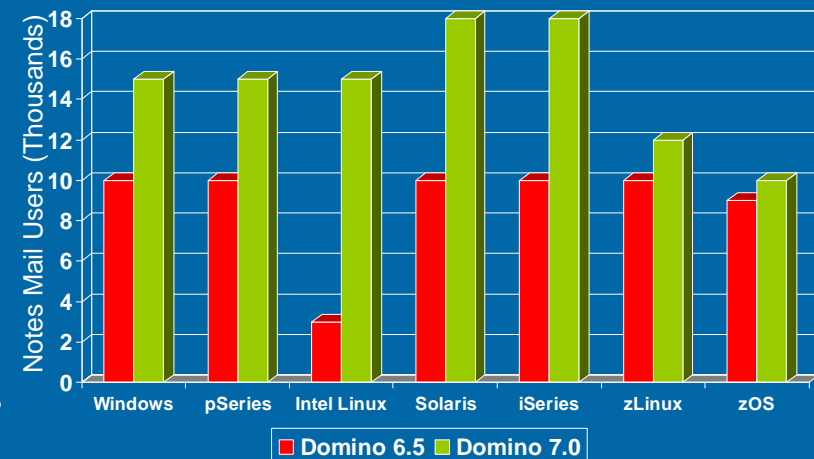
- ◆ Tracking, governor, failover, policies

■ Enhance your Integration

◆ Optional use of DB2 as a data store

◆ Make Domino apps available as Web Services

- ◆ Domino participation in a Service Oriented Architecture



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Why Upgrade to Lotus Notes 7?

■ Improved Usability & Productivity

◆ Many of your most requested features...

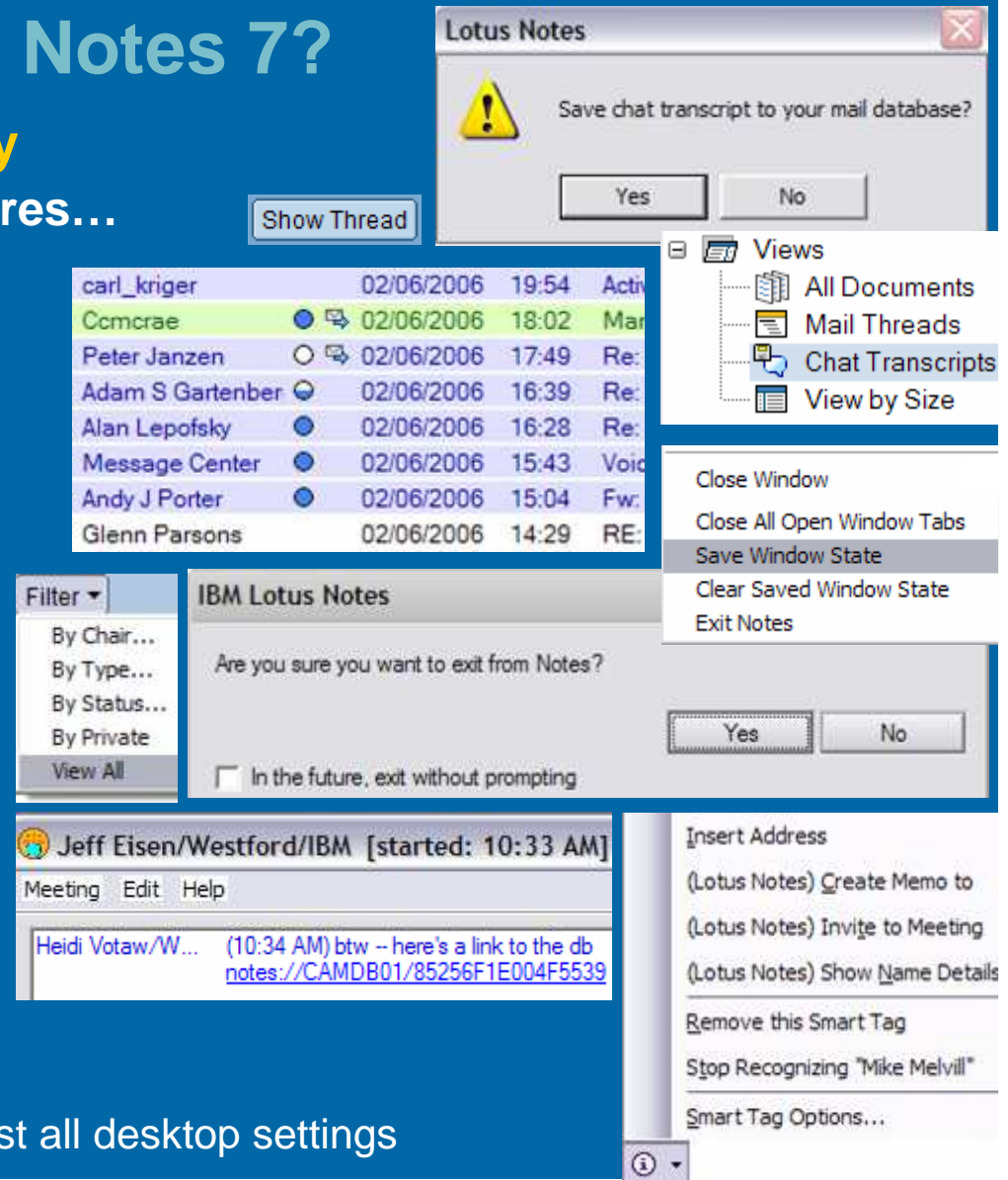
- ◆ Auto Save
- ◆ Discover Folders
- ◆ Calendar clean-up
- ◆ Sort by e-mail Subject
- ◆ Prompt if Subject is blank
- ◆ Asynchronous "Open View" processing
- ◆ Instant Messaging & Awareness in the Calendar, Discussions, Team Rooms
- ◆ Access to Sametime Web Conferences
- ◆ Integration with Google Desktop

◆ Enhanced Rooms & Resources

- ◆ Reliable, resilient, clustered
- ◆ Can replace home grown solutions

◆ Comprehensive Desktop Policies

- ◆ Policy can be locked down
- ◆ Reduce help desk calls & support costs
- ◆ Includes all mail/calendar settings. almost all desktop settings



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... and if you are still on R5 (or even 4.6!)

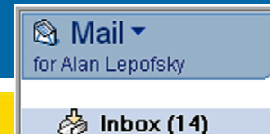
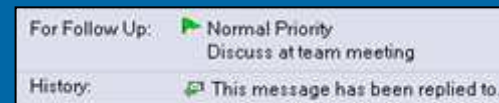
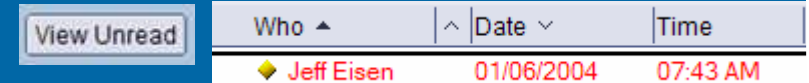
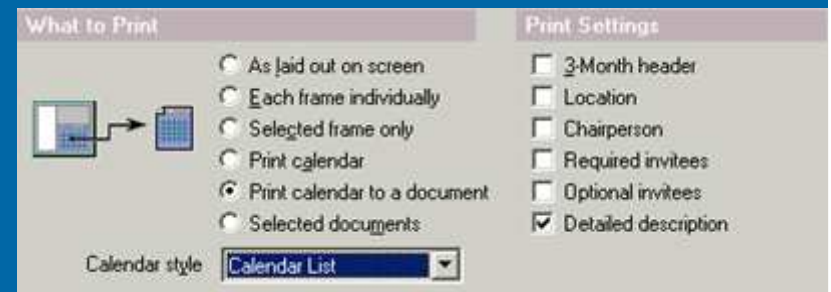
■ Many more enhancements were delivered in 6.0 & 6.5...

◆ To reduce costs and improve TCO

- ◆ Compression over the network
- ◆ Streaming replication
- ◆ Single Copy Mail Template
- ◆ Smart Upgrade
- ◆ Policy Based Management framework
- ◆ Replicate Unread marks between clustered servers

◆ To make your Users more Productive

- ◆ Instant Messaging integration and entitlement
- ◆ Forward without Attachments, Forward Internet style
- ◆ Edit attachments in place, non-blocking detach
- ◆ Edit fields in Views; Drag & Drop
- ◆ Make Notes the default mail client
- ◆ Domino Web Access enhancements
- ◆ Roaming User Support



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What is coming in Notes & Domino 7.0.2?

■ Notes Client integration with SAP applications

- ◆ Notes support for common SAP use cases
 - ◆ Leave request, Time Reporting, Contact Management
 - ◆ Meeting Scheduling, Workflow, Reporting
- ◆ Source provided to adapt to other applications

■ Carry Notes with you on a USB stick

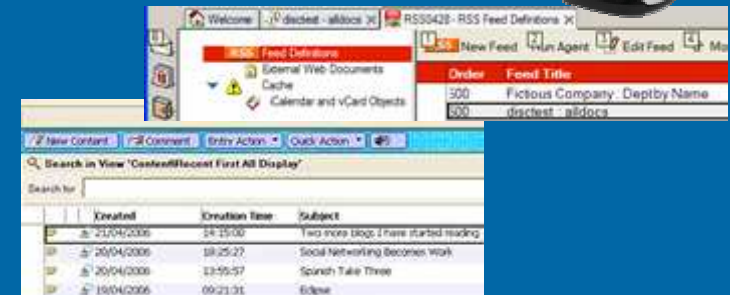
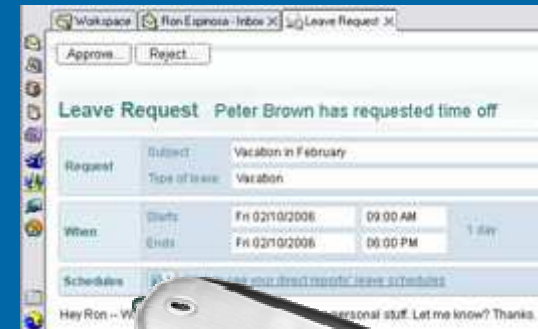
- ◆ Plug in and run your Notes & databases
- ◆ Remove it and leave no data behind

■ Web 2.0 Functionality

- ◆ Generate RSS feeds from any database
 - ◆ Including Podcasts!
- ◆ Weblog Template to get your users online

■ Improved Smart Upgrade applicability

- ◆ “Run as Admin” support



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Increasing Effectiveness with Sametime

■ Live Awareness is everywhere in Notes 7

◆ Instant Messages displace e-mails & phone calls

- ◆ Make users more productive & reduce telephony costs
- ◆ Restricted entitlement for all Notes 6.5.x & 7.0 users

■ Major new capabilities in Sametime 7.5

◆ New user interface with rich text & smiley faces

◆ Voice over IP support out of the box

◆ Extensible plug-in model

- ◆ Telephony & Video integration from specialists

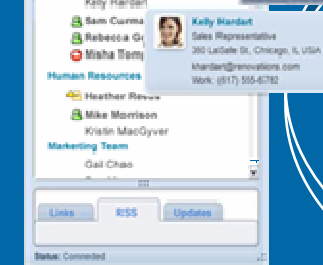
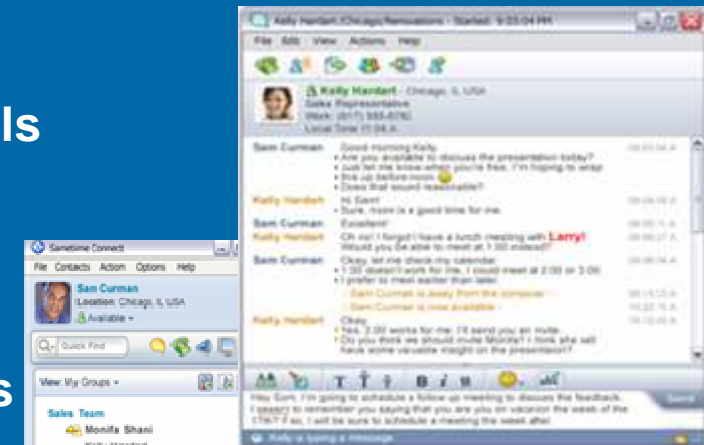
◆ Gateway to public Instant Messaging services

- ◆ No charge feature included in Sametime 7.5

■ Extra Features beyond Notes 7 support

◆ License limitation only – upgrade easily on demand

- ◆ Separate client, Awareness in Web pages, API toolkit
- ◆ Web conferencing, white boarding, VoIP, Telephony
- ◆ Mobile device support, external IM connectivity, file transfer



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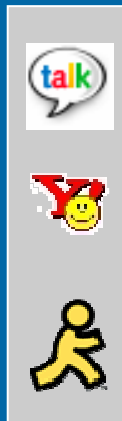
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Enhancing Domino 7 with WebSphere Portal

■ Build web based Dynamic Workplaces

◆ Integrating Domino with other applications

- ◆ Thousands of Portlets in the Portlet Catalog
- ◆ Rich programming environment
- ◆ Support from many ISVs

◆ e.g. remote access for travelling users

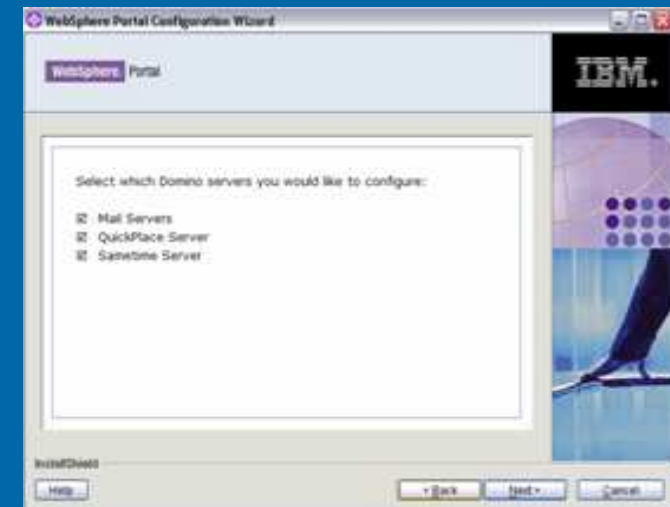
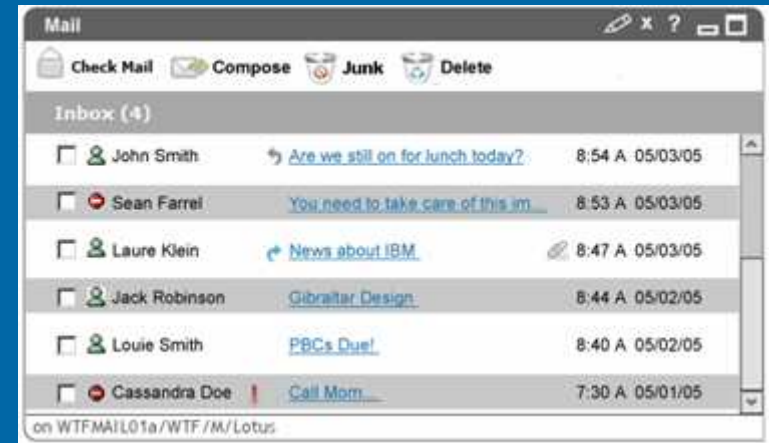
■ Out of the Box support for Domino

◆ Introduced in Domino 6.5.1

- ◆ Domino Application Portlet
- ◆ Domino Web Access, Mailbox, Calendar, Tasks, Directory, Team Rooms, Discussions, QuickPlace, Sametime Web Conference, Buddy List, Documents
- ◆ Builder for Notes Views and Forms in a Portlet

◆ Enhanced with Domino 7 and Portal 6

- ◆ Domino Configuration Wizard for easy set-up
- ◆ Common PIM Portlets for simplified e-mail access
- ◆ WebSphere Portlet Factory support for Domino



IBM WebSphere developments can leverage Domino collaboration

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FOUR IN SIGHT

What is “Next” with “Hannover”?

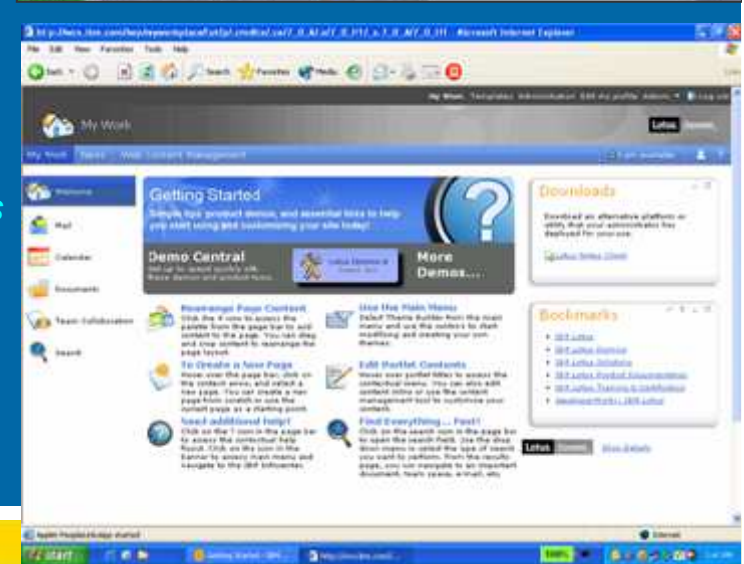
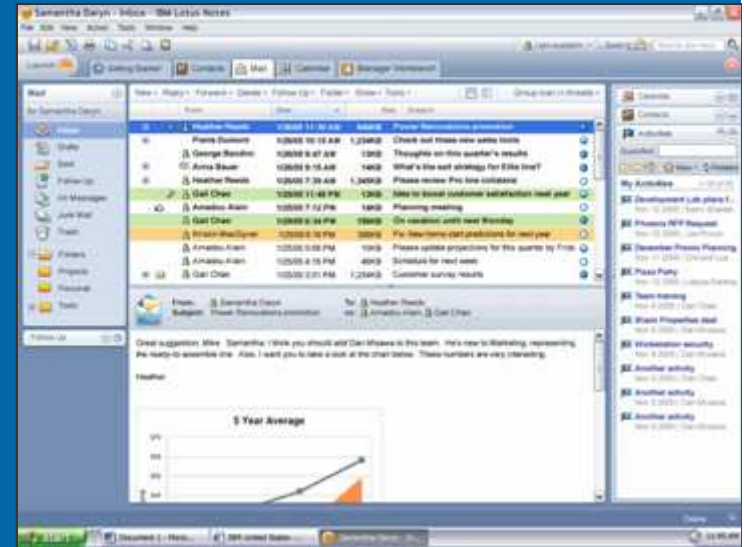
■ Notes & Domino 7 is the pathway to...

◆ Lotus Notes “Hannover”

- ◆ Preserves your investment...
 - *All current Notes applications will run!*
- ◆ Extends your choices...
 - *A client platform for composite applications*
 - *Open document editors on every desktop (optional)*
- ◆ Smart Upgrade will move your users to “Hannover”

◆ Lotus Domino “Next”

- ◆ Provides support for “Hannover” clients
 - *Notes users do not need to deploy WebSphere*
- ◆ Integrates even more easily with WebSphere Portal
 - *Allows Portal and Domino services to be combined in Composite Applications running on “Hannover”*
 - *Provides an even better Portal workplace for Domino users*
- ◆ Provides enhanced user functionality
 - *E-mail recall, MS-TNEF support, better anti-spam*
- ◆ Provides even more platform choice
 - *Will exploit 64 bit server platforms (optional!)*
- ◆ Easy incremental upgrade from Domino 7



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Where to Go for More Information

- Lotus Notes & Domino Product Pages

- ♦ <http://www.ibm.com/software/sw-lotus/products/product4.nsf/wdocs/dominohomepage>
- ♦ <http://www.ibm.com/software/sw-lotus/products/product4.nsf/wdocs/noteshomepage>

- Lotus Support Upgrade Central

- ♦ <http://www.ibm.com/software/lotus/support/upgradcentral/index.html>

- Notes/Domino 7 Upgrade Best Practices & other Redbooks/Redpapers

- ♦ <http://www.redbooks.ibm.com/cgi-bin/searchsite.cgi?query=domino+7>

- Notes/Domino 7 Product Documentation

- ♦ <http://www.lotus.com/ldd/doc>

- developerWorks: Technical resources for Notes & Domino

- ♦ <http://www-128.ibm.com/developerworks/lotus/products/notesdomino/>

- Domino 7 Performance Data

- ♦ www.ibm.com/developerworks/lotus/performance/

- Notes Domino 7 Resource Center

- ♦ <http://www.alanlepofsky.net/alepofsky/alanblog.nsf/dx/notesdomino7>

- Lotus User Groups & non-IBM resources

- ♦ <http://www.lotususergroup.org>

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Summary

■ IBM Lotus Domino 7.0...

- ◆ Will reduce your total cost of ownership (and make your CFO happier!)
- ◆ Provides new opportunities for integration with the rest of your IT
- ◆ *Make Lotus Domino part of your **Service Oriented Architecture** strategy!*

■ IBM Lotus Notes 7.0...

- ◆ Will make your users more productive (and make them happier!)
- ◆ Is your path to “Hannover” (for Composite Applications & Activity Centric Computing)
- ◆ *Make Lotus Notes the heart of your **Client Strategy**!*

■ IBM Lotus Sametime 7.5...

- ◆ Will make your organisation more effective (and make your CEO happier!)
- ◆ Extends collaboration to Partners, Suppliers and Customers
- ◆ *Make Lotus Sametime your **Real Time Collaboration** strategy!*

■ IBM WebSphere Portal 6.0

- ◆ Will make your intranet more usable and useful (and make your CIO happier!)
- ◆ Complements Notes & Domino by integrating all your processes & applications
- ◆ *Make WebSphere Portal & “Hannover” your **Composite Application** strategy*

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Reasons to upgrade (continued)

TCO Improvement Areas in 7.0

| Cost Area | Potential 7.0 Savings |
|----------------------|--|
| User productivity | Notes client features improve user productivity |
| Server hardware | Server performance gains lead to server hardware savings (more users per server) |
| Upgrade costs | Smart Upgrades reduces cost of client upgrades |
| Administrative costs | Domino Domain Monitoring (DDM) reduces administrative time spent monitoring system for problems Less admin required after server consolidation due to performance |
| Support costs | Desktop & mail policy lock down reduce client support call volume / fix time |
| User downtime | Reduced downtime due to better monitoring via Domino Domain Monitoring (DDM) |

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Reasons to upgrade (continued)

Potential Notes/Domino 7.0 TCO Savings

| Cost Area | Description of Saving | Potential saving per user/year |
|-------------------|---|--------------------------------|
| User productivity | Improved Notes client user productivity | 38 |
| Server hardware | 50% server performance gains - less server hardware | 8 |
| Upgrade costs | Smart Upgrade | 8 |
| Admin costs | Domino Domain Monitoring (DDM) reduces admin time spent monitoring system for problems and fewer administrators required due to consolidation | 15 |
| Support costs | Desktop & mail policy lock down reduces client support volume | 11 |
| User downtime | Reduced downtime due to better monitoring via Domino Domain Monitoring (DDM) | 12 |
| | Total Potential Savings ND7 vs. ND6 | US\$92 |

Cost savings are example estimates projected using industry average costs according to Ferris Research, and using the stated assumptions. The savings do not reflect actual cost structures at a specific customer.

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