



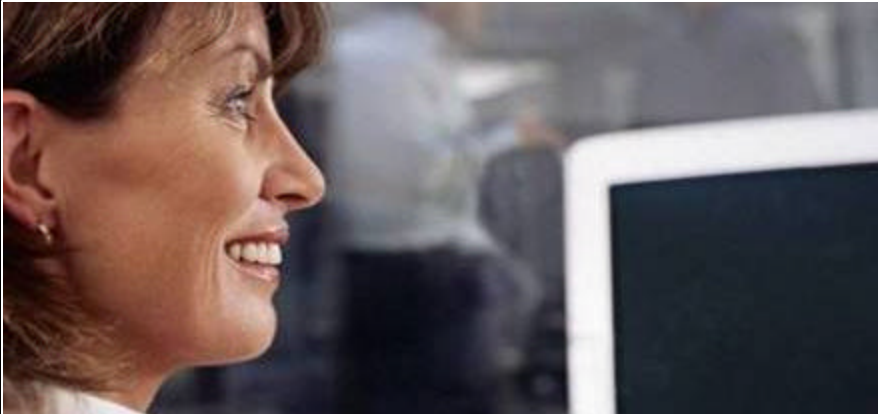
Workplace, Portal and Collaboration Software

IBM® Workplace™: Live! *Strategy & Launch Event*

May 2005



On the Minds of Top Executives Worldwide



CEO needs

- **Revenue growth** with cost containment
- Key competency: **responsiveness**
- Critical success factor: enable effectiveness of **people**

Source: CEO Study of 456 WW CEOs IBM Corporation - Feb 2004



CIO challenges

- Aligning IT and business goals to grow revenue and contain costs
- Building responsiveness and agility into the organization through IT
- **How can IT help enable people and teams to be more effective**

Source: Operating Environment Market Drivers Study, IBM Corp. 2004

Your People Use Collaboration Every Day

Working in unison with people, information and technology in order to complete a project or activity

Collaboration:

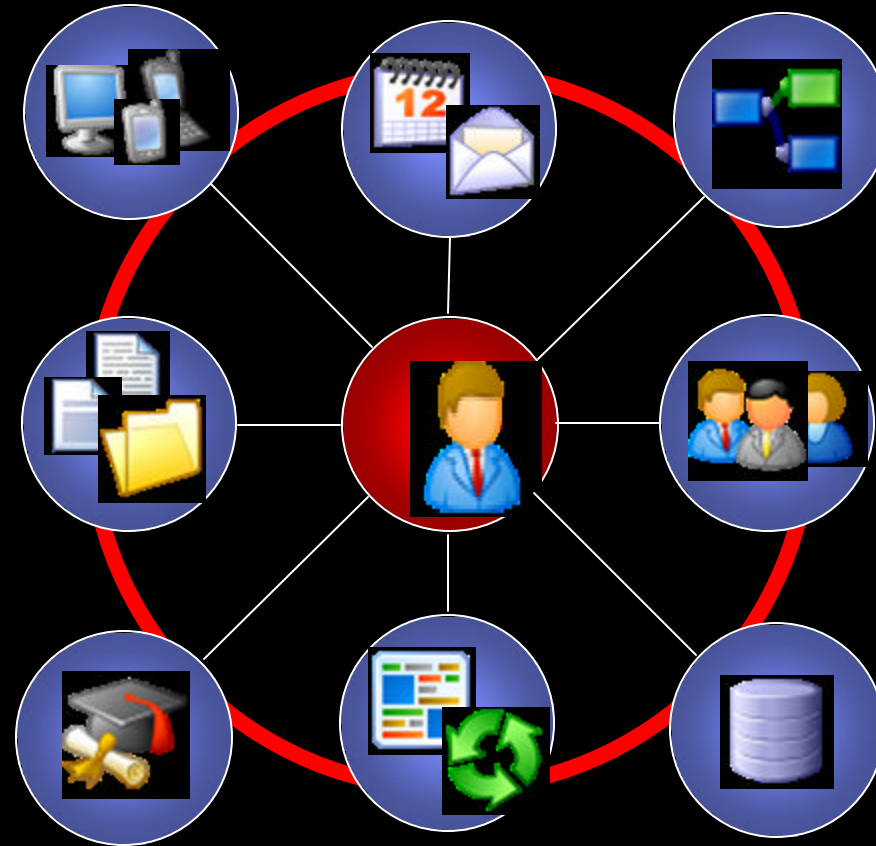
- Starts with people

Extends to:

- Documents
- Communications
- Content

Now includes:

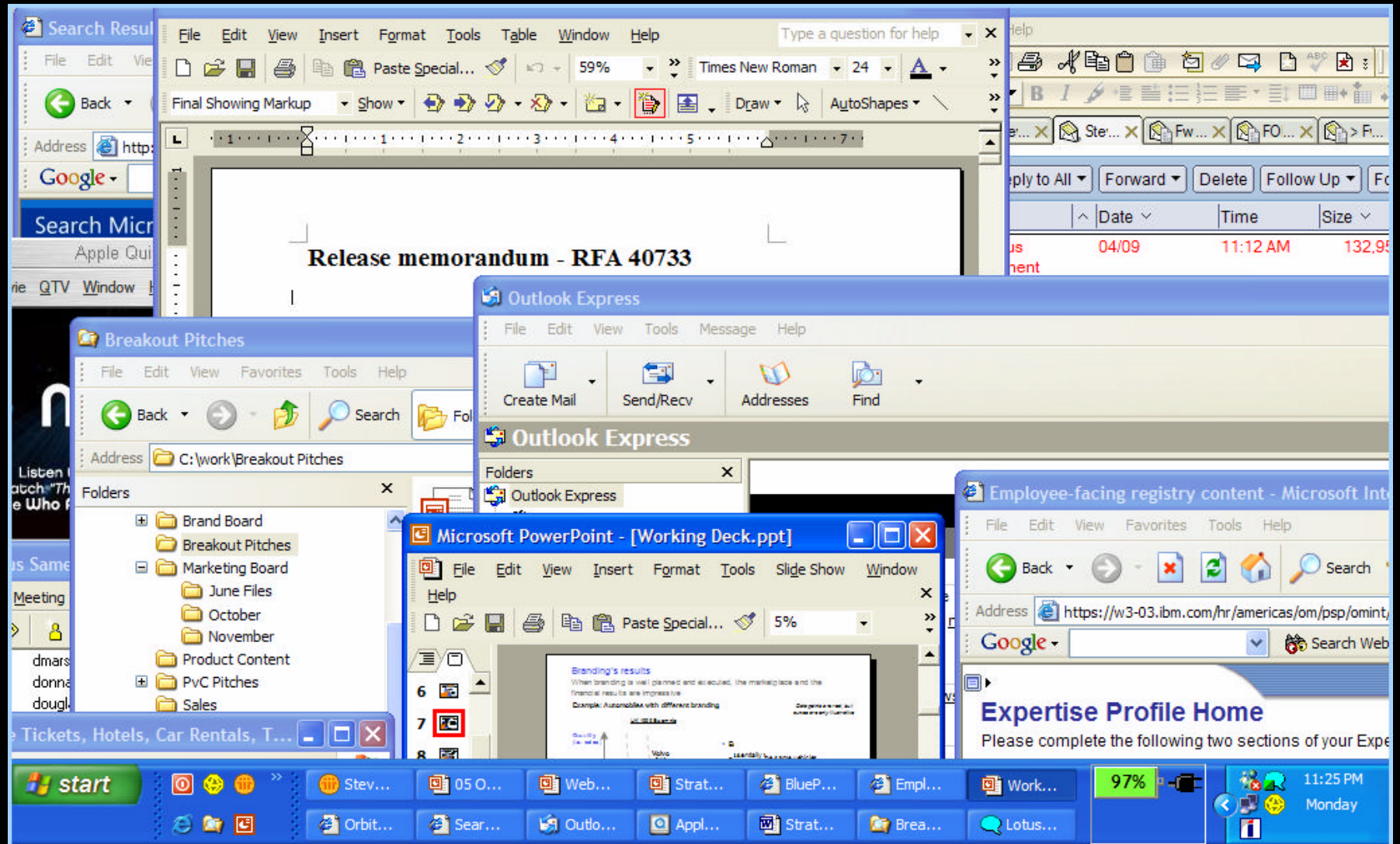
- Devices
- Processes
- Data
- Skills Development



**Discovering
new ways
to connect
existing
assets and
information**

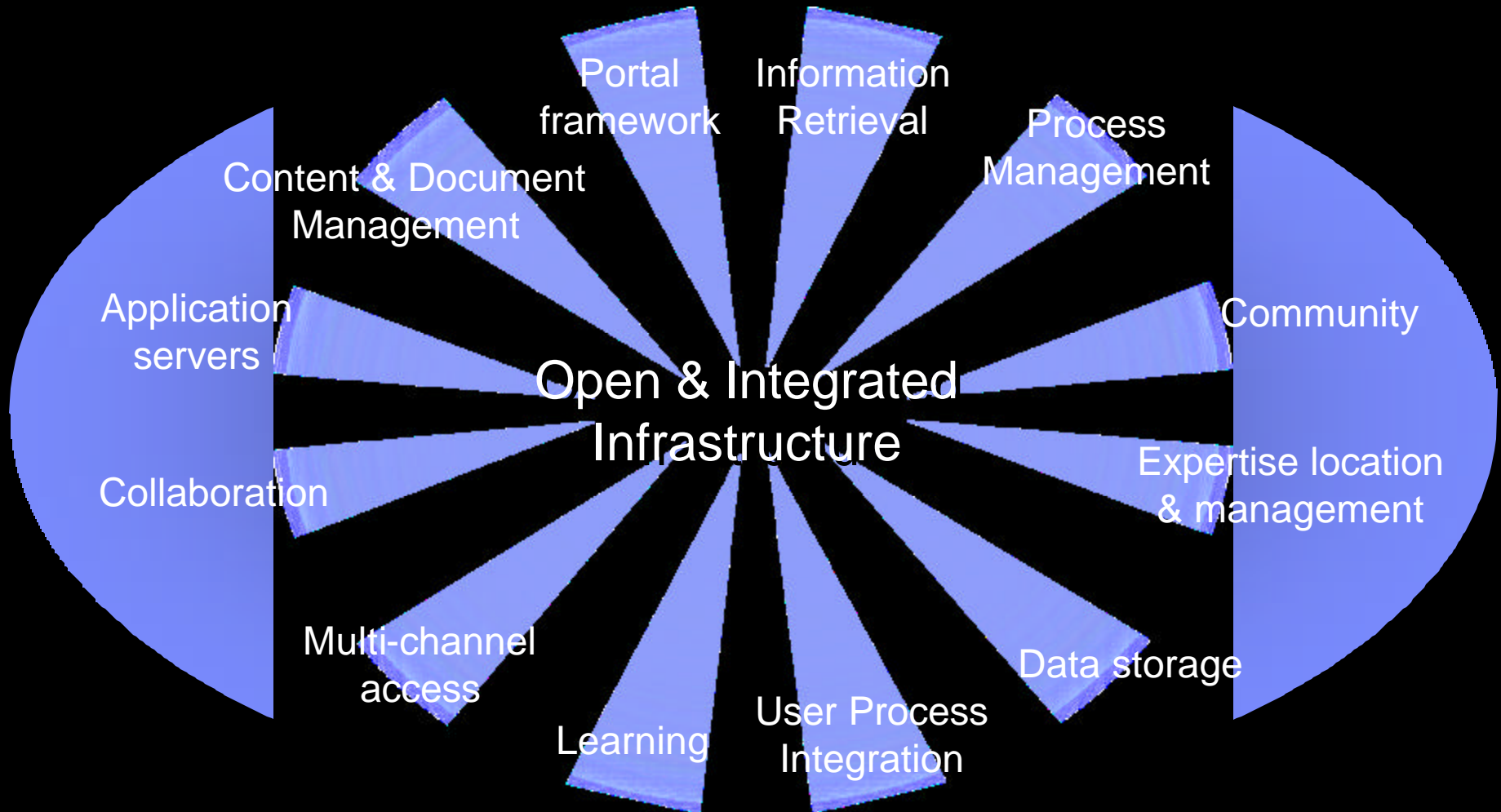
Innovating – Driving Growth

Today, Many People Work Like This...



There is a Fundamental Shift Underway...

Technology convergence in the marketplace



IBM Workplace

Simply a better way to connect people to business

IBM® Workplace™ represents a new strategy for improving the productivity of people at the front end of computing.

Key objectives of the IBM Workplace Strategy:

Simplify

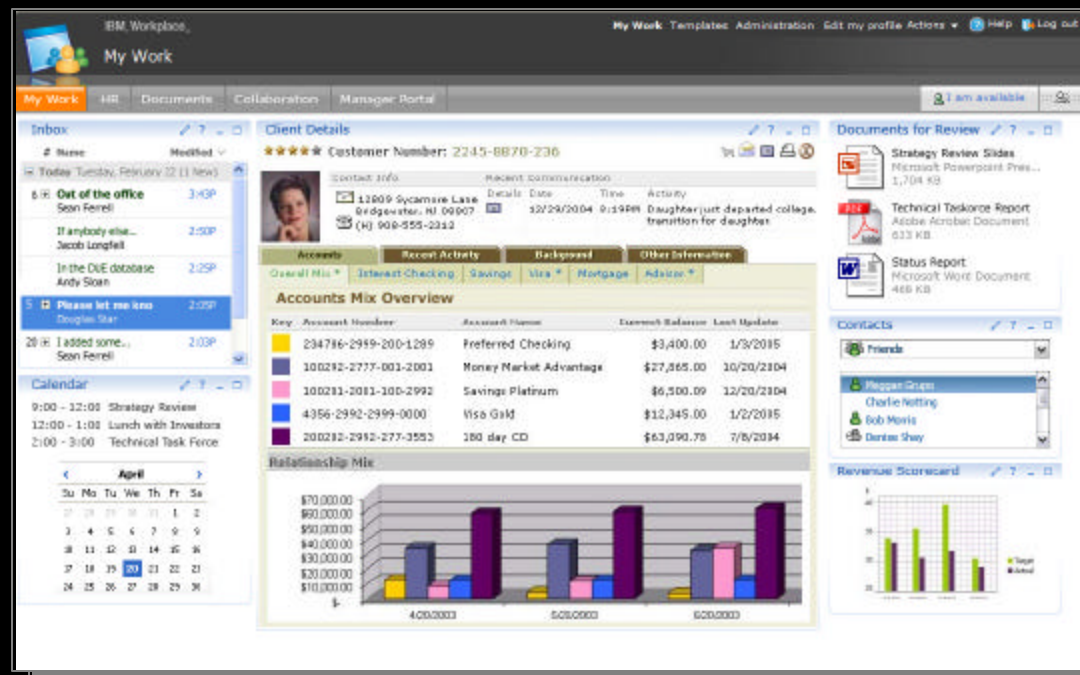
the end-user experience

Centralize

management of entire end-user environment

Streamline

development & delivery of applications



Growing Portfolio of Products for Improving Productivity

New IBM Workplace software adds value on top of other software

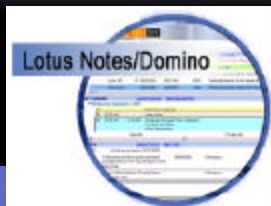
IBM Workplace Software

New family of products, solutions, tools and technologies for providing a simplified end-user experience with common collaboration tools in a single integrated environment



IBM Lotus Notes/Domino

Family of market leading messaging and collaboration products



IBM WebSphere Portal

Family of market leading products for integrated access to people, information and business processes



IBM WebSphere Everyplace

Provides people mobile access to people, information and applications



Inside IBM Workplace Software

A unified environment for developing, deploying and managing a simplified end user experience

Presentation Services



Web
Browser



Rich
Client



Mobile
Client



Collaboration & Content Services

Team
Collaboration



Documents



Workflow



Web Content



Forms



Productivity
Tools



Portal Services



Content



Data



Applications

Mainframe/Legacy



Business
Processes

IBM Addresses the Needs of Organizations of All-Sizes

Solutions

IBM Workplace for...
Business Controls and Reporting; Procurement;
HR Managers; Branch Banking, Sales Managers...

Products for Small Businesses and Departments

IBM Workplace
Services Express
Lotus Domino Express
WebSphere
Portal Express

IBM Workplace Offerings

Products for Enterprise

IBM Workplace
Collaboration Services &
Managed Client
Lotus Notes
Lotus Domino
WebSphere Everyplace®
WebSphere Portal

Tools and Technology

Workplace Builder
Workplace Designer
Workplace Client Technology™
Lotus Domino Designer



One destination...

Make **more** people...
more productive...
in the context of what they do...
everyday

IBM Workplace Software Announcements

- **IBM Workplace Collaboration Services 2.5**
- **IBM Workplace Managed Client™ 2.5**
- **IBM Workplace Services Express 2.5**
- **IBM Workplace for Business Controls and Reporting 2.5**



Sneak Peek

Exciting Updates

- **IBM WebSphere Portal 5.1**
- **IBM Workplace Application Development Tools**
- **IBM Workplace Solutions featuring IBM Workplace for Business Strategy Execution**
- **IBM Lotus Notes & Domino 7 (*Beta 3*)**



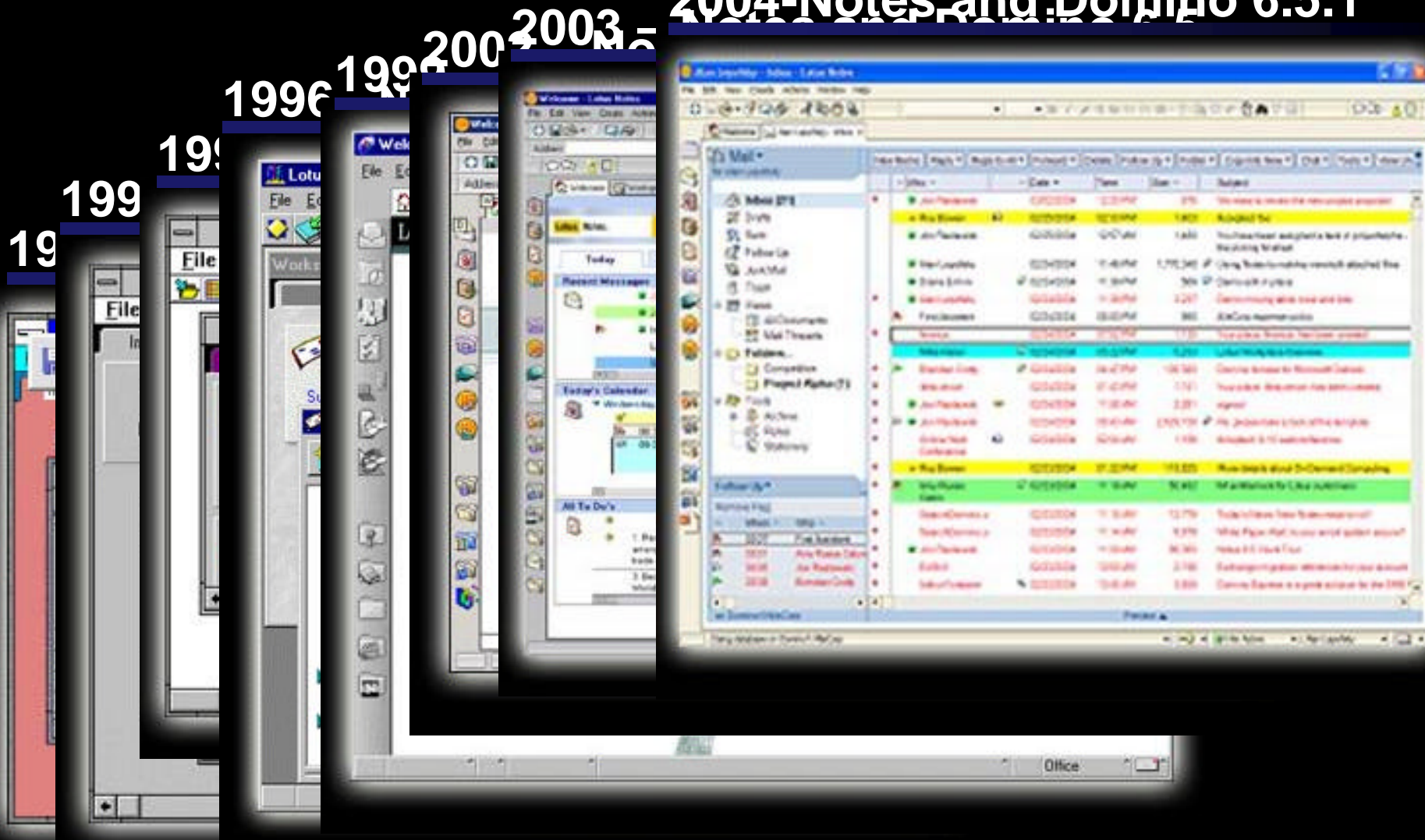
IBM Lotus Notes & Domino

- Platform Choice
- Security
- Scale
- Cost of Ownership



IBM's Leadership In Messaging and Collaboration

2004-Notes and Domino 6.5.1



IBM Lotus Notes/Domino 7 Targeted Ship Q3 2005

Simply a better way to enhance and grow your proven collaborative infrastructure

Ease of use...

- Improved Notes integration with Instant Messaging (calendar integration)
- Attention indicators
- Support for Office 2003 Smart Tags
- Interoperability between Lotus Notes and IBM Workplace Managed Client & Editors
- Auto Save

Ease of management...

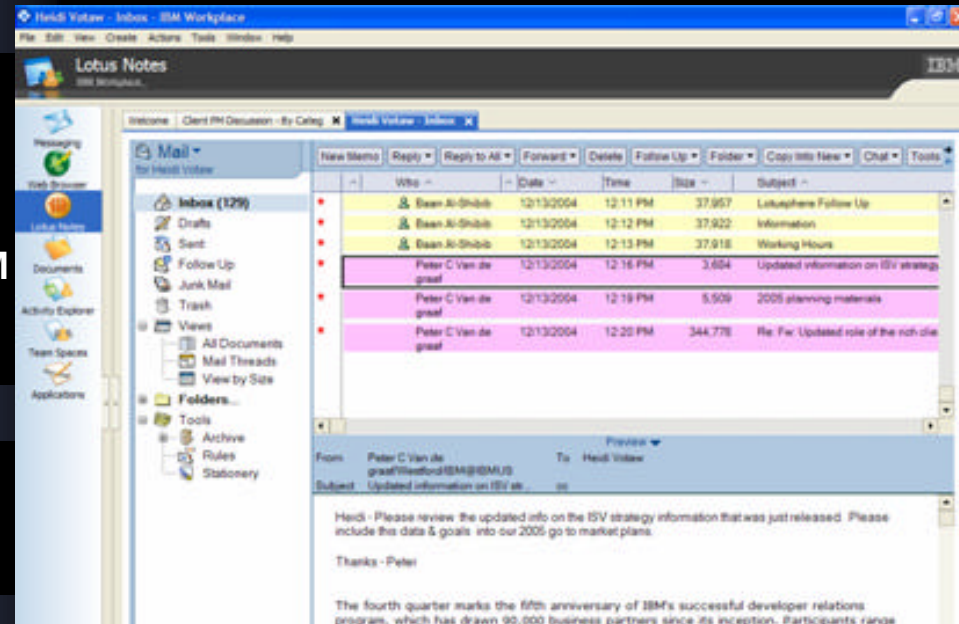
- Domino Domain Monitoring
- Enhanced Policy Based Management
- Fully featured Domino Web Admin on Linux

Ease of development...

- Web Services hosting of Domino applications
- Optional DB2 Relational storage

TCO...

- Dramatic Scalability Gains
 - Up to 70% more users
 - Up to 25% CPU reduction
- Simplify Administration



Mail | Calendar & To Do | Access & Delegation

Basics | Letterhead | Signature | Follow Up | Message Marking

Senders | Recipients

The following settings will apply to mail addressed to you or any alternate or group name you specify below, but will not apply if you receive mail as a member of a group. Enabling any setting will display a new column in the mail views.

- ☒ Display a solid circle ● when I am the only recipient in the To field
- ☒ Display a half-solid circle ◐ when my name is one of UP TO this many names in the To field:
- ☒ Display an empty circle ○ when my name is in the cc field or is one of more than 2 in the To field

Continued Leadership in Integrated Collaborative Environments



IBM Workplace Collaboration Services

- Enterprise level
- Integrated
- Contextual
- Open & Modular



IBM Workplace Collaboration Services 2.5

Simply a better way to collaborate and share across an enterprise

Ease of use...

- **Single, consistent, unified interface**
- **Activity centric experience, based on role**
- **Activity Explorer - New mode of collaboration**
- **Masks the complexity of the business**

Ease of management...

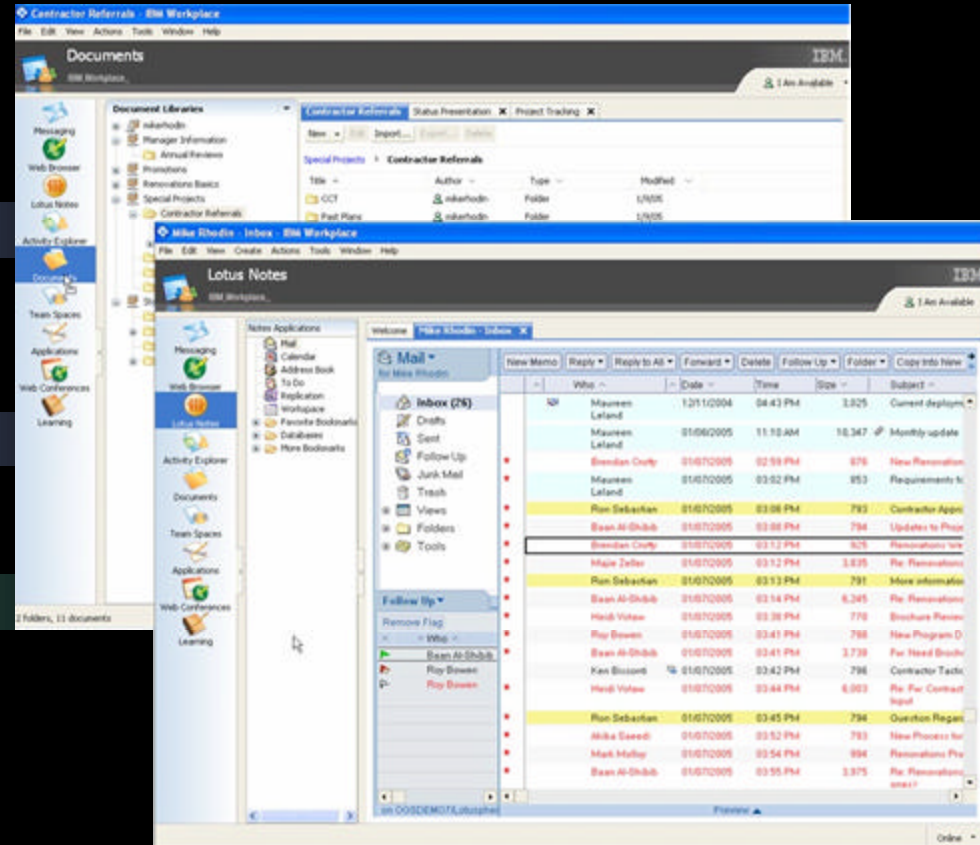
- **Efficient network delivery**
- **Entirely managed at admin level**
- **Policy based provisioning**

Ease of development...

- **Intuitive tools available today**
- **Standards based**

TCO...

- **Choice of platforms – now including iSeries, Solaris**
- **Choice of clients/devices**
- **Full range of collaboration services available on demand**



The foundation for improving the efficiency of people across your business



IBM Workplace Managed Client



- Platform Choice
- Server Managed
- Off-Line Support

IBM Workplace Managed Client 2.5

Simply a better way to deliver a rich client-based portal experience

Ease of use...

- Comprehensive, approachable interface
- Built in rich document management
- Rich set of embedded productivity tools
- Interoperable with Lotus Notes/Domino application

Ease of management...

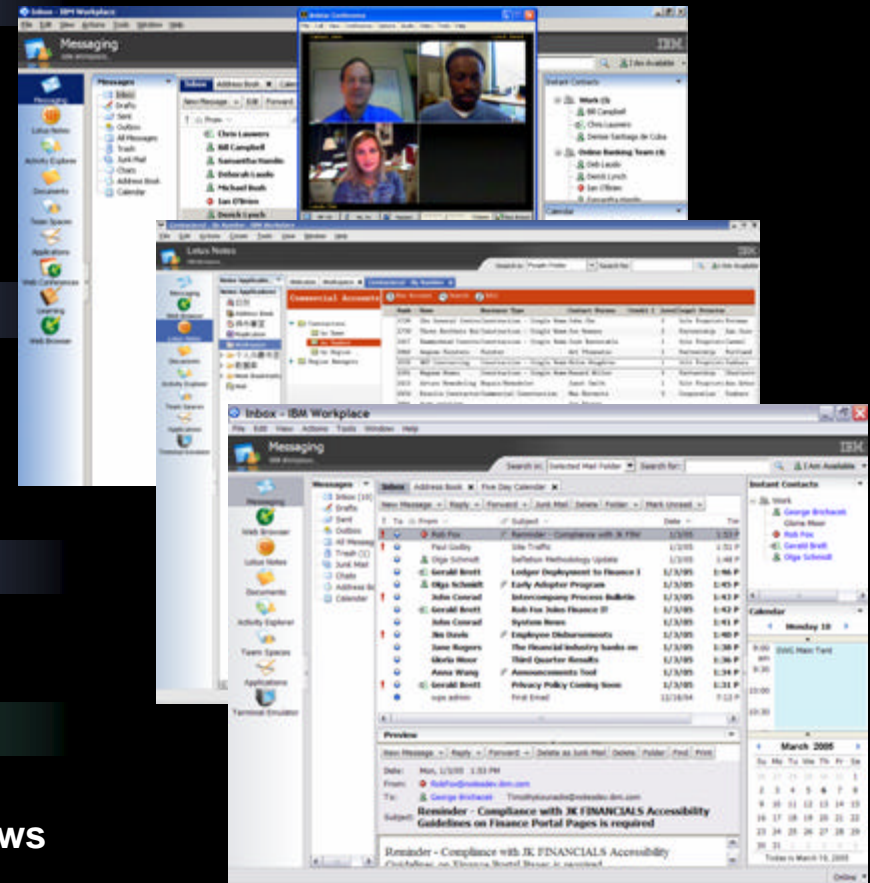
- Centralized deployment – no deskside visits
- Updates are automatic
- Entirely managed at admin level
- Policy based provisioning

Ease of development...

- Common tool set
- Standards based

TCO...

- Choice of platforms and clients/devices
- Supports multiple versions of Office and Windows
- Simplified administration and maintenance



Delivering a server managed rich client experience with powerful productivity tools



IBM WebSphere Portal

- Market-Leading Portal
- Flexible Role-Based Access
- Rich Personalization
- Secure



The Rise of Portals

The need for faster access to disparate applications and resources is driving adoption

- Combines application user interfaces and/or content together into one unified presentation
- Delivers a highly personalized experience
- Separates site design, site/page assembly/administration, from application design
- Provides application integration, collaboration, single sign-on services and much more



IBM WebSphere Portal 5.1

Simply a better way to deliver a role-based portal experience

Ease of use...

- New Orchestrated Workflow Process Integration capabilities
- Enhanced Portal Search capabilities
- Interoperable with Lotus Notes/Domino application

Ease of management...

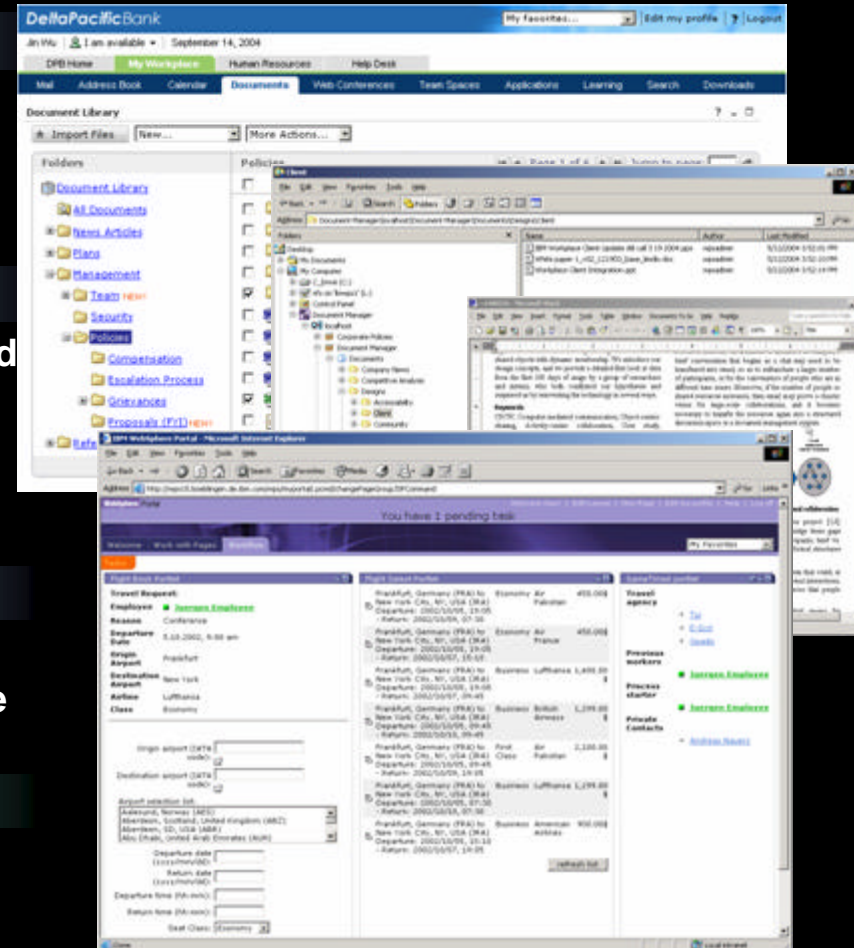
- Improved and simplified installation, deployment and administration
- Server-based, policy driven administration
- Support for Virtual Portals
- Expanded platform support for iSeries and zSeries

Ease of development...

- Enhanced Content Integration and Personalization
- Shared foundational technology with IBM Workplace
- Standards based

TCO...

- Choice of platforms and clients/devices
- Enhanced Web Content Management



Delivering market leading portals for integrating applications, information and process



IBM Workplace Services Express

- Streamlined Implementation
- Easy To Use
- Document-based Collaboration



IBM Workplace Services Express 2.5

Simply a better way for small businesses and departments to collaborate

Ease of use...

- Project-centric experience, based on role
- Single, unified interface
- Built in rich document management
- Integrated instant messaging and team spaces
- Microsoft Windows integration

Ease of management...

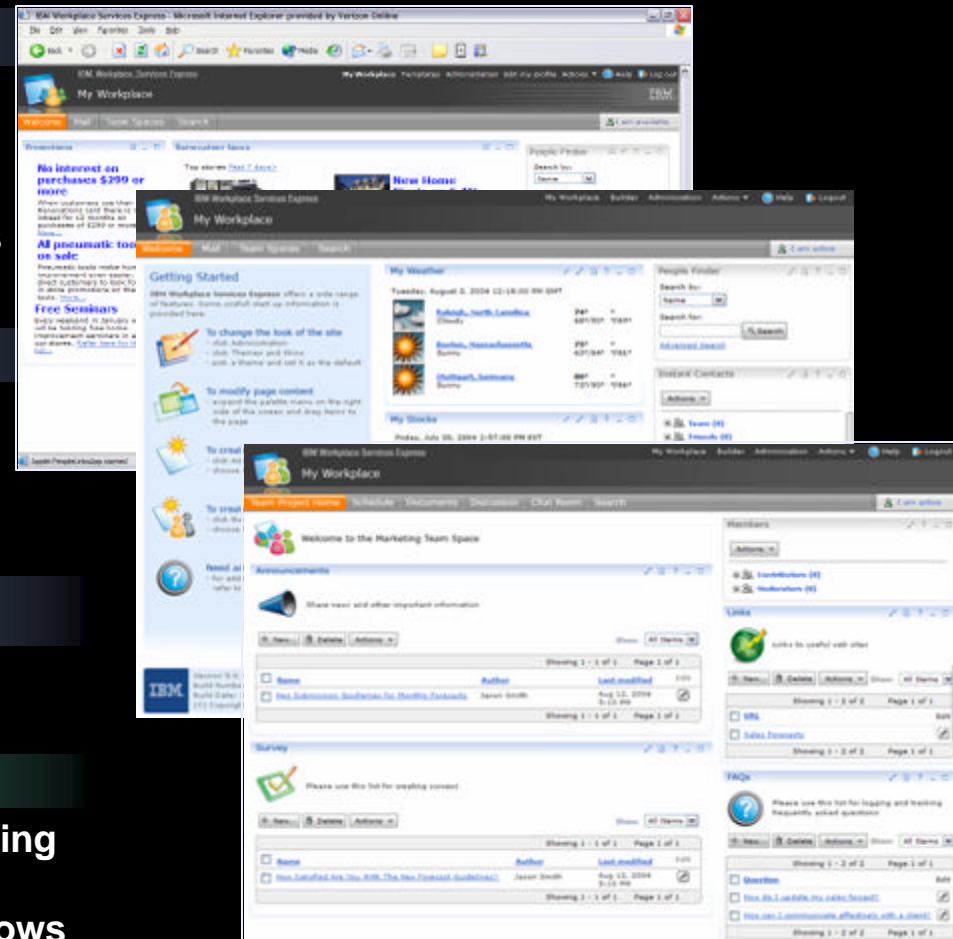
- Rapid deployment model – up and running in 30 minutes
- Preloaded with team space templates and list portlets to jumpstart projects

Ease of development...

- Standards based
- Full power of IBM's leading portal server

TCO...

- Choice of platforms and clients/devices including Linux
- Supports multiple versions of Office and Windows
- Integrate with choice of messaging systems



Delivering collaborative, team-based document management, & portal capabilities

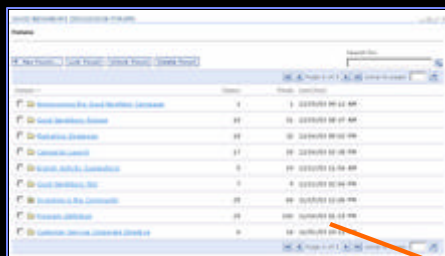


Application Development Agility

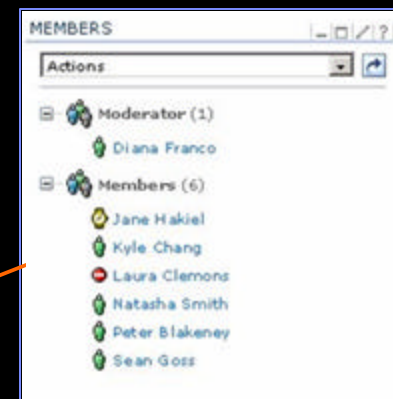
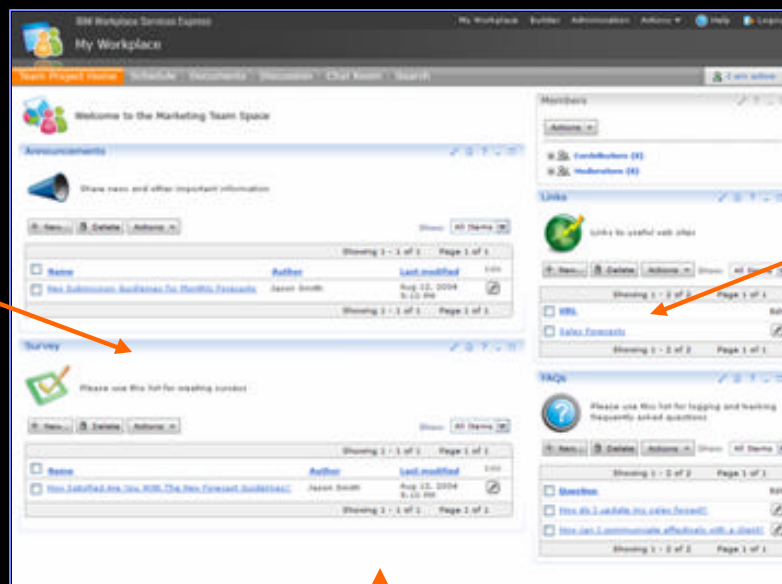


- Composite Applications
- Collaboration in Context
- Expand your Horizons

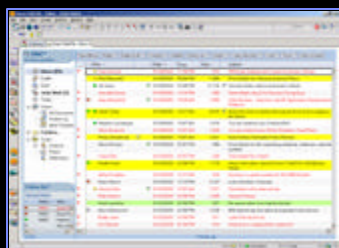
IBM Workplace Applications - Collaboration in Context of Business Process



Discussion
Component



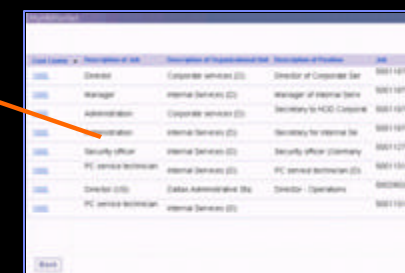
People



Domino
Application



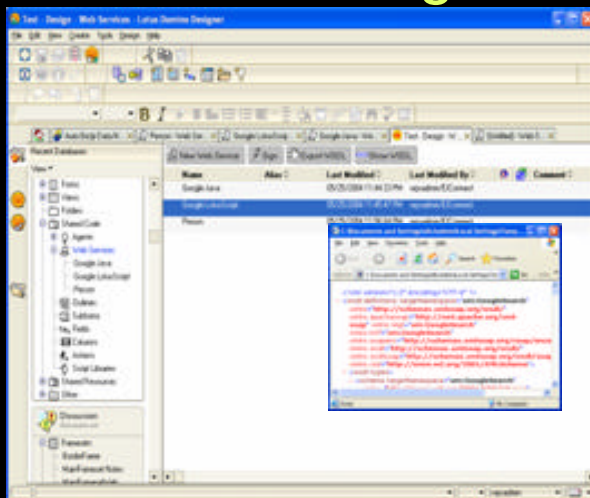
Custom forms, workflow



Enterprise
Content

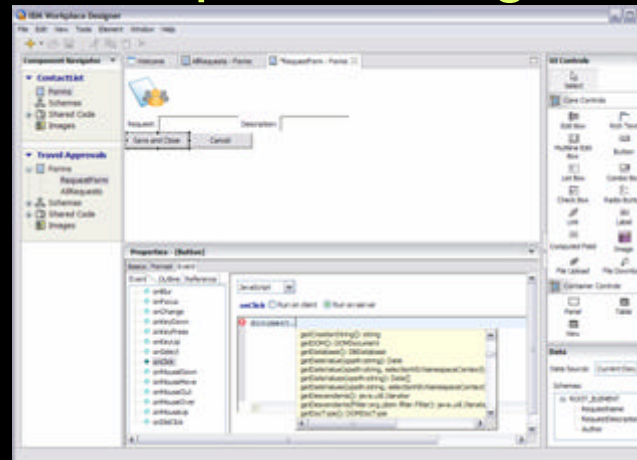
Build Components and Applications with Variety of Tools

Domino Designer



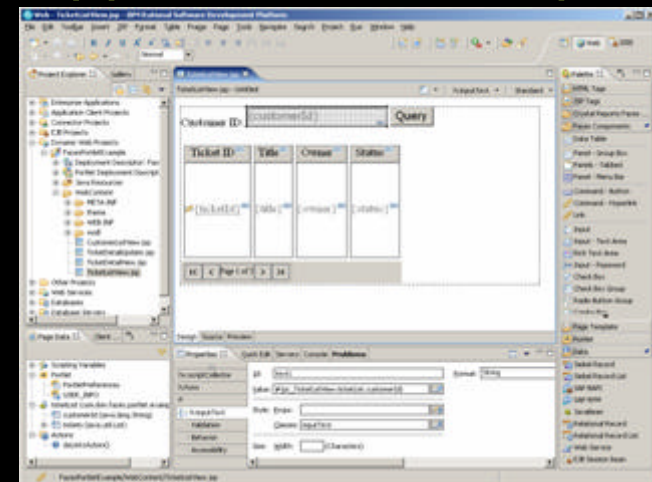
Leading Development Environment – Continued Innovation with Web Services Support and Expanded Usability.

Workplace Designer



Rapid, Visual Script Component Creation Tool for IBM Workplace Collaboration Services 2.5 and Workplace Services Express 2.5.

Rational Application Developer



Comprehensive IDE for Portal and Managed Client Applications.



IBM Workplace Solutions

- Role-based
- Industry Focused
- Horizontal Solutions
- Integration



IBM Workplace Solutions and Products

Delivering Transformational Power

**Network-Delivered
Capabilities**

**Industry Know-How
& Best
Practices**

**Partner
Solutions**

**Investment
Protection**

Role-Based Workplace Environments



IBM Workplace
for Branch
Banking

- **Point of View**
- **Framework & Platforms**
- **Guidance**

IBM Workplace Solutions

Simply a better way to experience the benefits of role-based work environments

Ease of use...

- Integrate collaboration into business process
- Maintain user focus
- Expand peripheral vision
- Leverage industry and process expertise

Ease of management...

- Built on IBM Workplace products
- Integrated with system management portfolio & tools

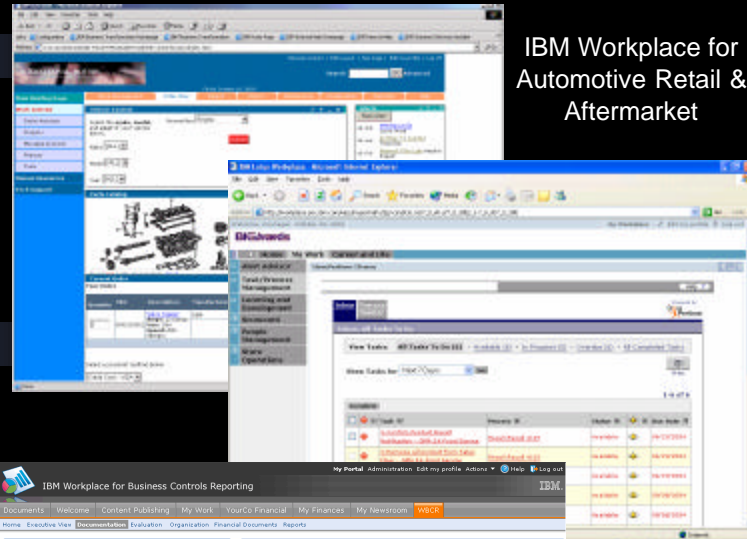
Ease of development...

- Enhance using familiar tools and applications
- Leverage WebSphere Portal portlets available from Portal catalog and partners

TCO...

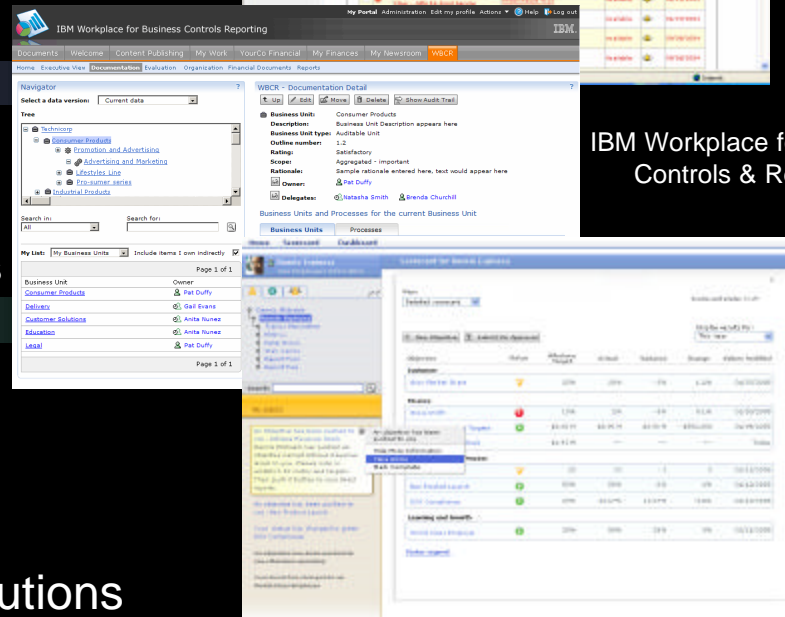
- Deploy of variety of hardware
- Integrate with and leverage existing investments

IBM Workplace for Automotive Retail & Aftermarket



IBM Workplace for Retail Store Operations

IBM Workplace for Business Controls & Reporting



IBM Workplace for Business Strategy Execution

www.ibm.com/software//workplace/solutions



We're on the Right Path



Lotus Notes/Domino Customers Are Already On the Right Path

Notes/Domino 6.5

- Single platform of core & extended products
- New portlets & sample portal pages
- Better integration (& support) with WebSphere Portal
- Integrated Instant Messaging support
- Domino as Workplace directory support

Notes/Domino 7.0

- Web Services Enablement of Domino Applications
- DB2 common data store
- Notes plug-in for Workplace rich client
- Common mail & PIM portlet support
- Interoperability with Workplace IM

Notes/Domino 7.x*

Workplace Documents integration

Linux client support for IBM Workplace Client Technology

Improved services interoperability (IM, C&S, Docs, admin)

Notes/Domino 8.0*

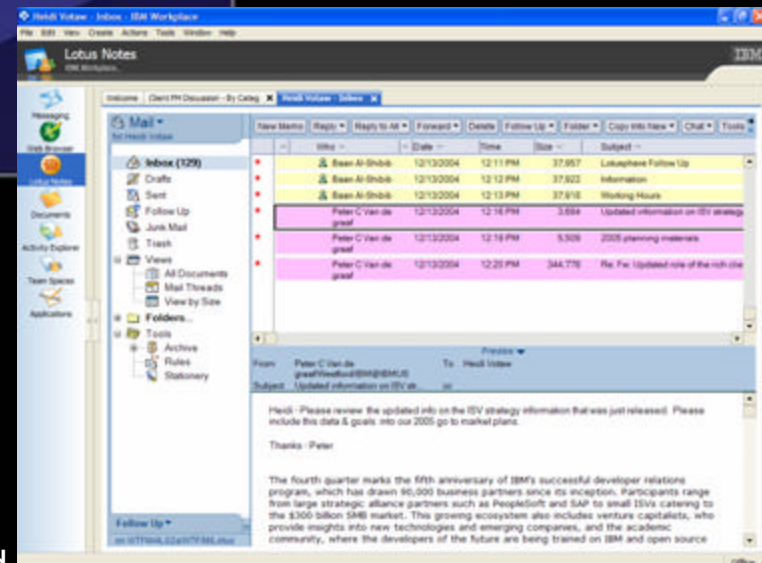
Notes client on IBM Workplace Client Technology

Notes becomes a rich portal client

Composite applications support

Admin and install integration

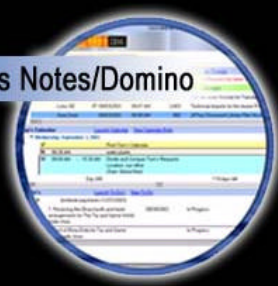
Future releases
of Notes /
Domino continue*



* As currently planned

Start from Anywhere

Lotus Notes/Domino



WebSphere Portal



Non-IBM Environment



***Regardless of environment
IBM Workplace provides
new value***

- Role-based work environments
- Integrated business solutions
- Server-managed client technology
- Activity-centric collaboration

Workplace Solutions Catalog – Premier Solutions Repository

- Over 1,950 solutions available
- Constantly Growing
- Discover By
 - Industry
 - Category
 - Solution
 - Provider
 - Geography
 - Language

<http://www.ibm.com/software/workplace/solutionscatalog>



Expanding our Leadership in delivering people productivity

