



IBM Software Group

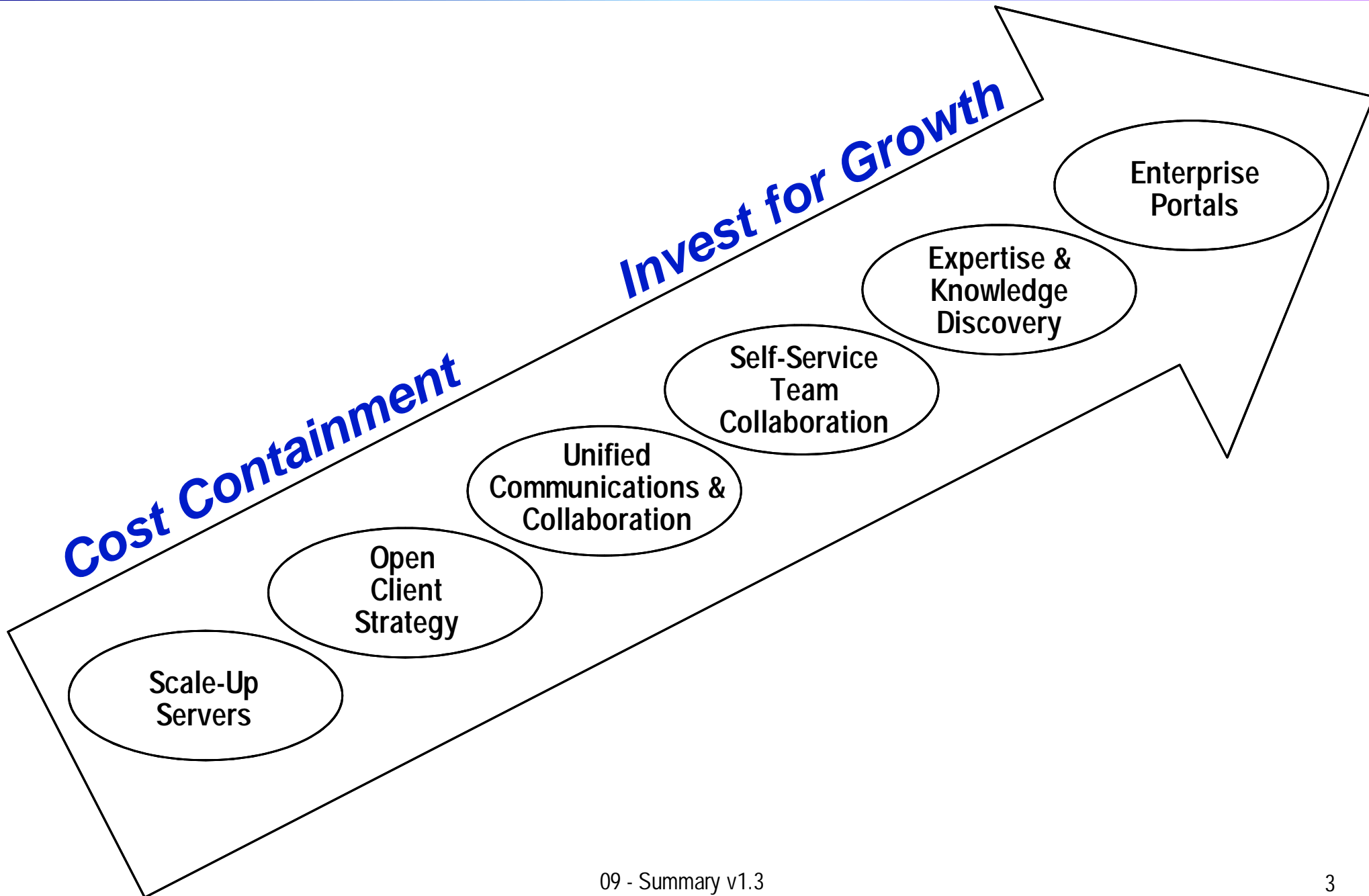
Summary / Next Steps

We've covered a lot of material today...

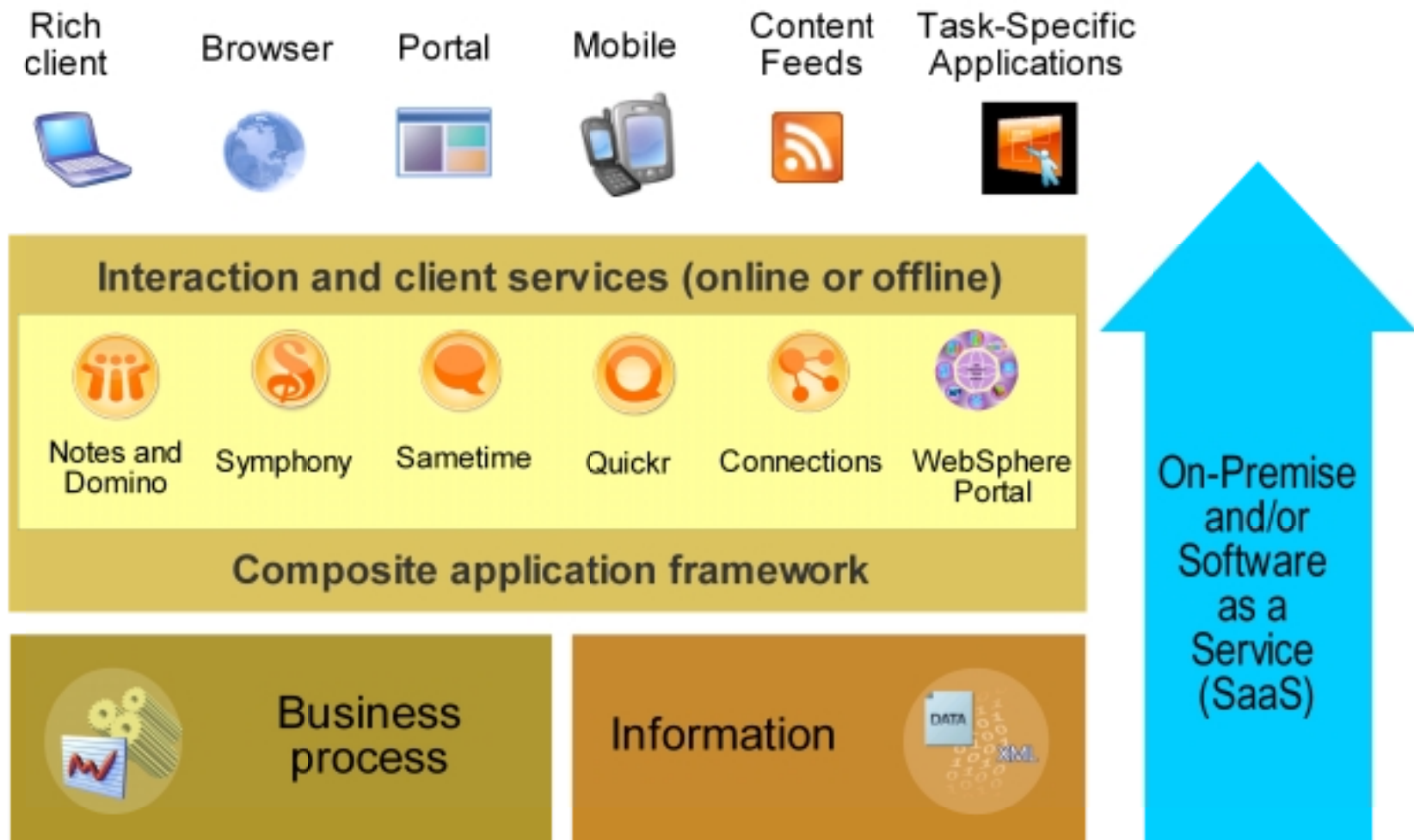
Let's summarize and talk about next steps...



IBM Blueprint for Success



IBM Lotus is Uniquely Positioned To Deliver Next Generation Collaboration



Next Steps:

... For customers tired of server sprawl



- Scale up to IBM Power Systems and Linux
- Migrate to Lotus Domino
 - ▶ Numerous IBM Business Partners can assist

Next Steps:

... For customers concerned about spiraling client costs



- Adopt Lotus Symphony and the Open Document Format – take back ownership of your documents!
- Make the move to the Lotus Notes – the integrated, open client collaboration platform – and run on Linux

Next Steps:

... If you're looking for unified communications and collaboration



- If you're running Outlook, add Sametime Entry as a cheaper alternative for instant messaging and presence in your email
- If you're running Lotus Notes, move up to Sametime Standard or Sametime Advanced for the latest in unified communications and collaboration

Next Steps:

... If you're looking to move beyond departmental team sites, and have rich Web 2.0 based virtual team support



- Make the move to Lotus Quickr, and bring team collaboration into the context of your work
- Use Lotus Quickr Content Integrator to migrate SharePoint content in to Quickr

Next Steps:

... If you're looking for enterprise-ready next generation social software



- Make the move to Lotus Connections!
- Discover new sources of knowledge and expertise within your organization

Next Steps:

... If you're looking for enterprise portal solutions



- Make the move the WebSphere Portal
- Get faster return on investment with WebSphere Portal Accelerators

Next Steps:

Read what IBMers are saying – The Lotus Blogs

[Domino blog -- News, views and directions](http://www.dominoblog.com/dominoblog/dblog.nsf)

<http://www.dominoblog.com/dominoblog/dblog.nsf>

by the Domino server team

[Figure out FUD vs Fact](http://www-03.ibm.com/developerworks/blogs/page/AntonySatyadas)

<http://www-03.ibm.com/developerworks/blogs/page/AntonySatyadas>

by Antony Satyadas

[Domino hints and tips](http://www.alanlepofsky.net/alepofsky/alanblog.nsf?Open)

<http://www.alanlepofsky.net/alepofsky/alanblog.nsf?Open>

by Alan Lepofsky

[Collaboration](http://www.edbrill.com/ebrill/edbrill.nsf)

<http://www.edbrill.com/ebrill/edbrill.nsf>

by Ed Brill

[Designing the user experience for Lotus Notes and Sametime](http://www-03.ibm.com/developerworks/blogs/page/marybeth)

<http://www-03.ibm.com/developerworks/blogs/page/marybeth>

by Mary Beth Raven



[Lotus Sametime, Real-time Collaboration and Marketing](http://www.adamgartenberg.com/gartenberg/agamanberg.nsf/)

<http://www.adamgartenberg.com/gartenberg/agamanberg.nsf/>

by Adam Gartenberg

[Inside Lotus](http://www-10.lotus.com/idd/insidelotusblog.nsf)

<http://www-10.lotus.com/idd/insidelotusblog.nsf>

by Chris Reckling and Ted Stanton

[Open Standards, ODF](http://www-03.ibm.com/developerworks/blogs/page/BobSutor)

<http://www-03.ibm.com/developerworks/blogs/page/BobSutor>

by Bob Sutor

[ISVs, Partners](http://www-03.ibm.com/developerworks/blogs/page/Buell)

<http://www-03.ibm.com/developerworks/blogs/page/Buell>

by Buell Duncan

[Innovation](http://irvingwb.typepad.com/blog/)

<http://irvingwb.typepad.com/blog/>

by Irving Wladawsky-Berger

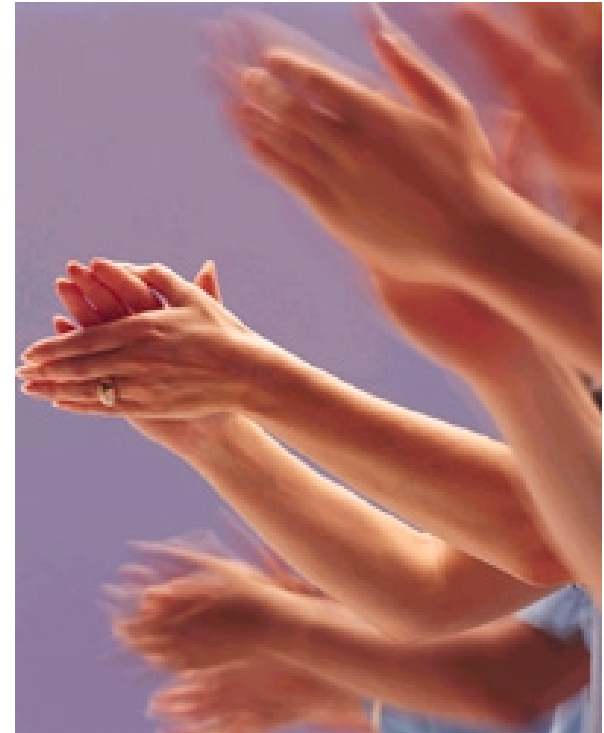
[Social Networking](http://www-03.ibm.com/developerworks/blogs/page/jcarol)

<http://www-03.ibm.com/developerworks/blogs/page/jcarol>

by Carol Jones

<http://www.ibm.com/software/sw-lotus/lotus/general.nsf/wdocs/lotusblogs>

Thank You



Entire presentation available at

<http://www.ibm.com/developerworks/offers/techbriefings/details/lotus.html>

Two Competing Visions for Collaboration

MS Document-Centric Model

- Proprietary architecture, proprietary formats
- Single-focus, discrete, separate applications
- Limited extensibility
- Requires expensive Office and Windows updates

IBM Services-Centric Model

- Open architecture, open standards, open computing model
- Centered on concept of services
- Flexible extension points
- Rich with Web 2.0 and next generation social software