IBM Lotus Notes and Domino Strategy

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SUP04

What this session is about

- Roadmap for Notes/Domino
  - How your existing and future investment is protected
  - How IBM will continue to grow the Notes/Domino customer base and market success
- Highlights of Notes/Domino 7
  - Including DAMO, DWA,
  - See numerous breakout sessions for details
- Where Notes/Domino goes beyond 7
  - Notes client evolution/revolution
  - Domino plans
61,000 Customers 118M Users and Growing

- 1989 – A star is born, Lotus Notes R1
- 1991 – Notes R2
- 1993 - Notes R3
- 1996 - Notes R4 and Notes/Domino R4.5
- 1999 – Notes and Domino R5
- 2000- Notes and Domino 6.0
- 2002 – Notes and Domino 6.0
- 2003 – Notes and Domino 6.5
- 2004 – Notes and Domino 6.5.1
- 2005 – Notes and Domino 7 and beyond

Notes/Domino 6.5 – success breeds success

- Fastest adoption of any post-R3 release
  - Over 90% of priority support customers
  - Approximately 80% of market overall
- 6.5.4 release focused on addressing SPRs and real-world implementation
- Notes business is growing for IBM
  - ~1500 new customers in 2004
  - 17% revenue growth in Q1

![Support incidents by Notes release](image-url)
Ferris Research Notes/Domino 6 TCO Study

**Q1 2005 study finds: 15% savings via upgrade**

- “Our research shows that most large customers are well on their way to completing the Notes Domino 6 upgrade. Those who have can expect to realize cost savings in several areas, including reduced help desk call loads, lower administrative effort and easier upgrades.”

- “Customers have reported decreases of up to 25% in helpdesk call loads based on the client improvements incorporated into Notes 6.”

- “Notes and Domino 6 customers rank improved user productivity as a strong justification for the upgrade – improvements to calendaring and scheduling, and leveraging integration with instant messaging are particularly compelling.”

- “Per user upgrade costs for customers upgrading from 6.0 to 6.5 releases with Smart Upgrade have decreased by an average of 40%.”

- “Companies like Huntsman Chemical have increased their number of users per server by as much as 500% by leveraging the scalability of Release 6.”

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IBM Lotus Notes/Domino 7

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

**Ease of use...**
- Attention indicators
- Auto Save
- Background views
- Support for Office 2003 Smart Tags
- Interoperability between Lotus Notes and IBM Workplace Managed Client

**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
**Real Business Benefits**

<table>
<thead>
<tr>
<th>Functional Area</th>
<th>Features</th>
<th>Business Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scalability</td>
<td>Performance improvements</td>
<td>Enable server consolidation</td>
</tr>
<tr>
<td>Administration</td>
<td>DDM &amp; Policy Management</td>
<td>Reduce admin &amp; support cost</td>
</tr>
<tr>
<td>Notes Client</td>
<td>New user features</td>
<td>Improved user productivity</td>
</tr>
<tr>
<td>Integration</td>
<td>IBM Workplace client plugin</td>
<td>Extend Notes user experience</td>
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<tr>
<td>Applications</td>
<td>Web Services hosting</td>
<td>Streamline app integration</td>
</tr>
<tr>
<td>Platforms</td>
<td>Enterprise class Linux support</td>
<td>Flexible deployment options</td>
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<tr>
<td>Database</td>
<td>DB2 alternative data store</td>
<td>Consolidate data management</td>
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</tbody>
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**IBM Early Deployment**

*25% less CPU with Domino 7*

- **Weekly Average**
  - 10/18 (6.5)
  - 10/25 (6.5)
  - 11/01 (6.5)
  - 12/06 (7)
  - 12/13 (7)
  - 01/10 (7)

**CPU Busy**

- 0%
- 10%
- 20%
- 30%
- 40%
- 50%
- 60%
- 70%

**Transactions (Millions)**

- 0
- 5
- 10

IBM p650, 6 1.45 GHz CPUs, 16 GB RAM, AIX 5.2, D6 template
2 DPARs, 3350 register users, 1340 active, 5 million trans/day
Domino and DB2 – What’s the Value?

Enterprises can leverage IBM DB2 Universal Database (DB2) for common storage of data, including IBM Lotus Domino and IBM Lotus Workplace applications. DB2 is a relational repository that provides robust data management capabilities and advanced data integrity. Designers can build applications that blend collaborative services and relational data using Standard Query Language (SQL).

- Optional database architecture that will:
  - Enhance and build new Domino applications to access DB2 data
  - Allow DB2 applications and tools to access Domino data
  - Provide opportunity for data server consolidation
  - Provide better performance for some applications
  - Enable Domino to operate better in the J2EE environment
  - Provide better integration between Domino applications and other external applications

Lotus Notes 7 – A can’t miss upgrade

- Focus areas:
  - Productivity
  - Usability – Some overdue features, some innovation
  - Total cost of ownership
  - Continued quality improvements
  - Continued integration with Lotus Sametime
  - Integration with Workplace (client and server)
<table>
<thead>
<tr>
<th>APRÓVADO POR:</th>
<th>CONTADOR JUAN MANUEL SÁENZ</th>
</tr>
</thead>
<tbody>
<tr>
<td>NÚMERO DE CONTROL:</td>
<td>P-12345678</td>
</tr>
<tr>
<td>FECHA:</td>
<td>01/01/2023</td>
</tr>
</tbody>
</table>

**Observaciones:**
- Se ha solicitado la renovación de la visa.
- Se ha indicado que el solicitante está en buen estado de salud.
- Se ha comprometido a respetar las leyes del país de destino.

**Antecedentes:**
- Ninguno de importancia.

**Contacto:**
- Teléfono: 123-456-7890
- Correo electrónico: info@visainstituto.com

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**Información adicional:**
- Se han incluido documentos que demuestran el cumplimiento de los requisitos.
- Se ha adjuntado una foto del solicitante.

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**Incumplimiento:**
- Se ha indicado que se cumplierán con todas las regulaciones correspondientes.
- Se ha comprometido a informar de cualquier cambio en el estado de salud.

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**Firma:**
- Firmado por el representante del instituto de visas.

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**Fecha de expedición:**
- Fecha: 01/01/2023
- Personas firmantes:
  - Contador Juan Manuel Sáenz
  - Instructores de visas

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**Forma de entrega:**
- Entrega personal.
- Entrega por correo electrónico.
Activity Explorer

Shared Objects
- Messages/Documents/Chats/etc
- Drag/Drop Access Control
- Shared Object Editing
- Shared Objects become first class elements

Activity Threads
- Capturing Adhoc collaborative workflows around objects
- Add people to existing threads or parts of threads
- Activity as a first class element
Notes and Domino 8 (from Lotusphere 2005)

- Converged Client
  - WCT Benefits
    - Rich client portal
    - Productivity tools
    - Composite applications
    - Deployment
  - Full Notes application support
    - Continuity with Notes development model
  - Mature Mail system
  - Activity centric paradigm

- Converged Server Admin
  - Management
  - Security
  - Protocols

IBM Workplace is...
A family of products for transforming the way people work

Provides:
- Access to the people, resources and tools needed, based on their role, in order to make better informed decisions faster

IBM Workplace family includes:
- Portal technology
- Collaboration tools
- Content Management tools
- Workflow capabilities
- Solutions
Workplace Client Technology

Eclipse-based Extensible Run-time Environment

**User Experience**
- Rich, Contextual
- Disconnected
- Componentized
- Provisioned

**Replication/ Synchronization**

**3rd Party Extensions**
- IBM Value Added Extension Services

**IBM Eclipse Contributions**
- Eclipse 3.0 Foundation
  - User experience framework, windowing, component interaction

**Operating System Utilities**
- (Browsers, Drivers, etc.)

**Operating System**
- (Windows, Linux, Mac [future])

**Local Server**
- (Servlet/JSP)

**Local Data Store**
- (Derby/DB2e)

**Provisioning/ Management**
- (Tivoli & RPCML Agent)

**Replication & Offline**
- (SyncML4J)

**Server Based Management**

**Workplace Client Technology**
- Componentized
- Server Managed
- Pervasive
- Secured Data
- Offline Capable

**Major Objectives for "Hannover"**

Simplify and enhance the end user experience in the next release of Lotus Notes:

- Continuity for Lotus Notes user, with step function improvement in email, calendar and contact management
- Improving the way people work with innovations such as Activity Centric computing and contextual collaboration
- Extending the unique qualities of the Notes platform to support a new class of composite applications, based on open standards
- Delivered in a managed environment that can be tailored for your business
Drag a name to the Contacts list.

New Inbox experience…

Lukas is added to the Contacts list.

Click the Recent Collaborations tab…

…and his new contact record opens with his information from the corporate directory, as well as space to take notes.
to see recent interactions and projects you shared with Lukas

List of all activities. View by date/time.

At-a-glance view of resources for an activity.
Composite application

Connects Notes data to other related applications & 3rd party data.

The Domino Investment Continues Plays A Key Role in the IBM Workplace Strategy

Domino 5.x  Domino 6.5.1  Domino 7.0  Domino 7.5  Domino 8.x

Investment Protection – Backwards Compatibility

Leveraging the power of IBM Workplace
Additive Value Starting from Notes today

Lotus Notes
- Rich email client
- Integrated Security
- Mobile applications

Lotus Notes 7*
- Lotus Notes Application Plug-in
- Access portal views from embedded browser w/in Notes

Lotus Notes ‘Hannover’
- Eclipse programming model support
- Embedded editors
- TCO
- Server Managed client
- Rich client portal

Messaging Principles
- Messaging is part of a broad collaborative framework
  - Role based Workplaces
  - Innovation beyond the inbox
- Dedication to reducing TCO
  - Proven gains from ND5 to ND6
  - Impressive gains in ND7
  - Continuity in infrastructure
- Productivity of applications paired with messaging
  - ‘Designer’ programming model
- Choice, Openness, Flexibility
Release tactics

- Annual releases
  - 12-15 months
- Alternating releases
  - Server emphasis
  - Client emphasis
- Upward compatibility
- Parallel Streams

Summary --

- Notes/Domino is the market leader, with a fifteen year proven track record
- Notes/Domino 7, shipping later this year, is the best release ever
- Upgrading to Domino 7 can lower your Notes/Domino operational costs
- Domino 7 integrates with more of your IT infrastructure than ever before
- Notes/Domino is part of IBM Workplace, a family of collaboration and productivity offerings
- Notes/Domino have a long product life ahead of them, protecting existing and future investments
- IBM has always focused on evolution and integration, not "rip and replace" migrations