

IBM Lotus Quickr Overview

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Note: at Lotusphere, this presentation was used in session INV110



Agenda



Business and market trends

IBM Lotus® Quickr™ overview

Relationship between Lotus Quickr and other products in our portfolio

Benefits of Lotus Quickr



The small print

This presentation provides a description of IBM's roadmap for document management and team collaboration.

The material is directional in nature and does not imply any product plan commitment on the part of IBM.

Plans are subject to change at any time without notice.

Enterprises need to adapt to a globally connected world

- Teams span the globe
 - ▶ Extended enterprises and strategic partnerships
 - ▶ Mergers and acquisitions
 - ▶ Outsourcing
- Teams are fluid
 - ▶ Changing from project to project
 - ▶ Crossing organizational boundaries

“WPP...looked at all its employees... as a vast pool of individual specialists who could be **assembled horizontally into collaborative teams**, depending on the unique demands of any given project. And that team would then become **a de facto new company...**”

Thomas L. Friedman, The World is Flat

Management models of the future will need to contend...with how to orchestrate a **complex and changing network** of individuals within and outside the boundaries that previously defined “the enterprise”...

*Global Innovation Outlook 2.0
March 2006*



Lotus. software



Innovation is critical to compete in the 21st century and collaboration is essential for innovation...

■ Top innovation priorities

- ▶ Extend the ability to collaborate inside and outside
- ▶ Innovate business models and processes
- ▶ Leverage information for business optimization



*87% of CEOs believe fundamental **change** is required in next two-years to drive innovation*

External collaboration is indispensable. CEOs stressed the **overwhelming importance of collaborative innovation** – beyond company walls. Business partners and customers were cited as top sources of innovative ideas ...

A workforce in transition provides challenges and opportunities

Older workers (Age 50 +)	Mid- career workers (Age 35 – 50)	New generation (born after 1980)
Growing as % of workforce	Shrinking as % of workforce	Growing as % of workforce
Hold the wisdom and intellectual capital of the organization	Essential source of professionals and middle managers	Critical to long-term viability and innovation
Traditional approach to technology, collaboration, organizational loyalty, and rewards	Tech savvy but not “native speakers”; mixed approach to collaboration, loyalty, and rewards	Technology is 2 nd nature; more interested in peer / interest groups than organizational identity; think work should be fun and fulfilling



Capture their knowledge before they retire



Relieve their stress and increase their effectiveness



Attract and retain; harness their collaborative style

Web 2.0 is the native language of “Millennials” and the new language of collaboration ...

Everyone contributes

By 2009, **wikis** are predicted to become mainstream collaboration tools in at least half of all companies.

Everyone’s opinion should be heard

A new **blog** gets created every second.

Communication is constant

Almost three-fourths of teens send **instant messages** more than e-mail.

And every generation wants the applications at work to be as “cool” and attractive as the ones at home ...

Technorati/ Law Technology News, Dec 1, 2005; Comscore, Aug 8, 2005; America Online /Research Alert, Jan 6, 2006

A “collaboration gap” looms large in the mind of the CEO



External collaboration is indispensable. CEOs stressed the overwhelming importance of collaborative innovation.

Financial performance: strong collaborators enjoyed healthier revenue growth and average operating margin over their competition...

The gap: although collaboration aspirations were high, actual implementation was dramatically lower...

Source: “Expanding the Innovation Horizon: 2006 IBM Global CEO Survey”

Lotus software



State of current tools contributes to the gap...

- **Fragmented:** collaboration tools are fragmented and disjointed
- **Hard-to-use:** only those with greatest need are willing to tackle the learning curve
- **Stove-pipe silos:** users are forced to change applications to access needed collaboration services
- **Lack of integration:** separation between communication and collaboration services leads many users to fall back to the pervasive “reply to all”
- **Unfamiliar:** current tools don't enable users to stay within their favorite applications



Transforming the trends into product strategy...

■ Integration & flexibility:

- ▶ Fits right into the applications you use
- ▶ Customizable to meet your needs
- ▶ Open

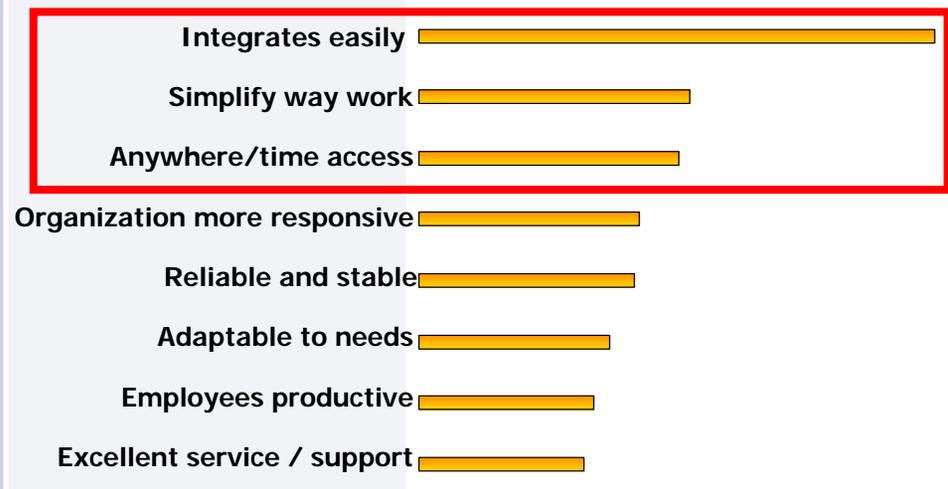
■ Simplicity:

- ▶ Easy to get started
- ▶ Easy to learn
- ▶ Simplifies your everyday work

■ Anytime, anywhere access:

- ▶ Collaborate inside or outside your firewall
- ▶ Take your content offline

Relative importance* of attributes to buyers of collaboration software



Source: internal IBM market research survey
(*Coefficients in Logistic Regression)

Agenda

Business and market trends

 **IBM Lotus® Quickr™ overview**

Relationship between Lotus Quickr
and other products in our portfolio

Benefits of Lotus Quickr



almost IBM Lotus Quickr has arrived

Lotus Quickr - the fastest way to share across connected teams.

Just getting started? [LEARN MORE](#)



Visit a place below to begin collaborating with others.

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Sort by: **Title** Author Date Modified Category

[Hide Details](#)

Contractor Hub

PowerRenovations' Comprehensive global e-marketplace for contractors, subcontractors, and suppliers to buy and sell online.

Innovation Place

Forum where employees, suppliers, partners, and customers meet directly to exchange ideas, share information, and more.

Promotions Central

The latest on promotions, events, and product offers, including the highly successful "Do-It-This-Weekend Workshops."

Supplier Zone

Brings construction industry suppliers together to achieve fast and cost-effective bid management and to provide a marketplace for materials and services.

Expo World

Events, business expositions, trade seminars, business conferences.

New Store Express

Cost data, project management details, and roll-out plans for new sites worldwide.

RFI Source

RFI Project Team Resources for responding to inquiries as to Renovations ability to undertake specific work efforts.

- Create a Place
- Work with Places
- Work with Templates

Collaborate quickr with
Quickr Connectors

Download Now

[Learn More](#)

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Introducing IBM Lotus Quickr

Fastest way to share everyday business content with your teams...

- Most complete set of **connectors** to desktop applications and an open connector architecture for developers
- Rich collaborative content and team **services** integrated with entire IBM portfolio
- Out-of-the-box business **templates** (e.g. Innovation Place) leveraging composite application support
- Integration with Lotus Domino® and JCR **content stores** initially, and plans for IBM FileNet P8 support, providing comprehensive, scalable end-to-end content management options



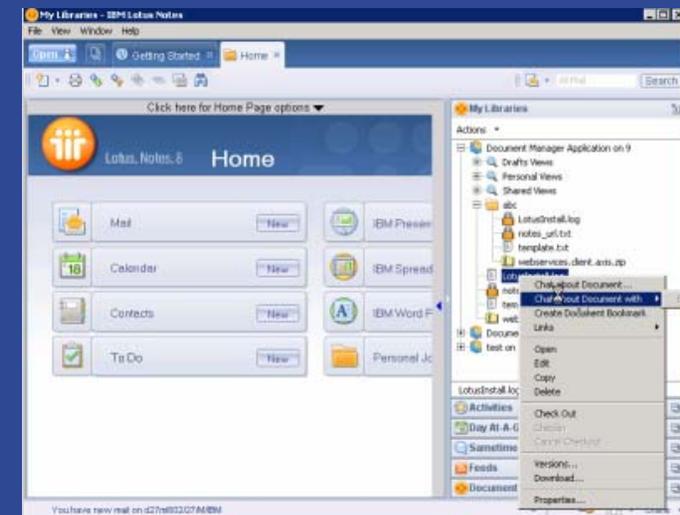
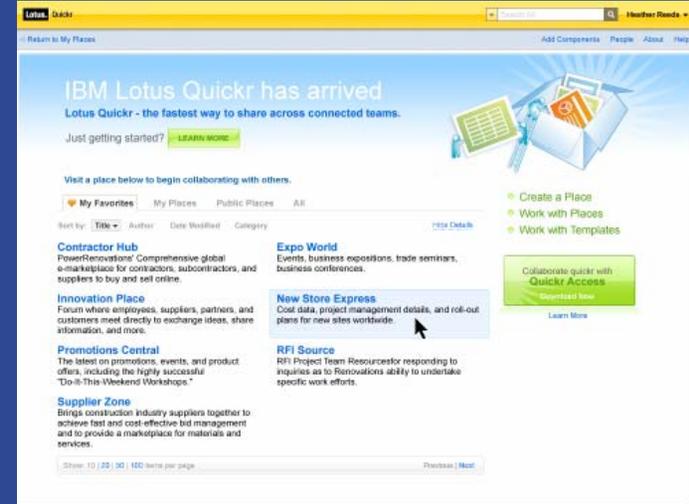
Lotus software



* - Requires separate purchase; supported in future release of Lotus Quickr

Lotus QuickPlace® & Lotus Quickr

- Lotus QuickPlace customers will be entitled to Lotus Quickr 8.0
 - ▶ QuickPlace 7.0 customers can think of Lotus Quickr 8.0 as their next release
 - ▶ With so much more: connectors, collaborative content management, composite applications, etc...
 - ▶ For QuickPlace 7.0 customers, moving to Quickr 8.0 will be even easier than previous release upgrades
- No need to upgrade your entire environment !
 - ▶ Lotus Quickr 8.0 runs on both Domino 7.0 and 8.0



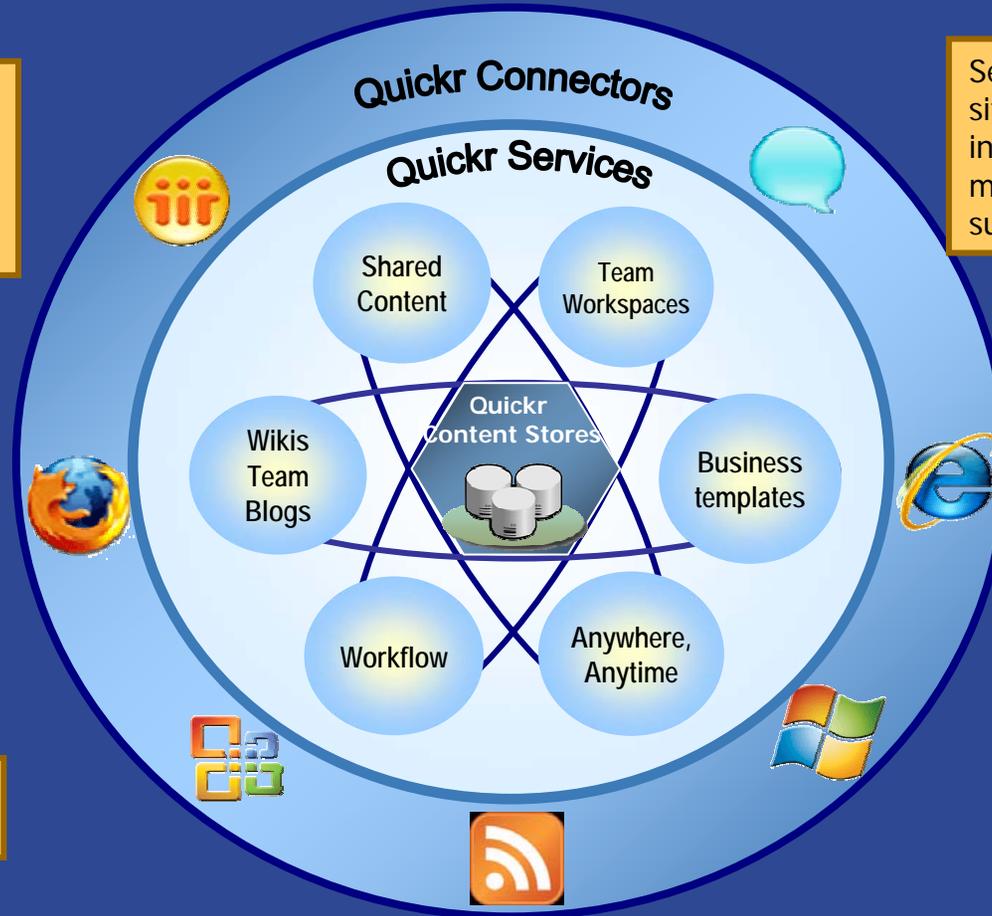
Lotus. software

Lotus Quickr provides a universe of capabilities...

Library management, check in & out, version control, views, security, custom meta-data for a variety of business content types

A collection of reusable collaborative components (libraries, calendars, tasks, blogs, lists, Web content authoring...) to build powerful applications

Basic workflow for notification and approval



Self-service, customizable team sites with an extensible infrastructure (membership mgmt, search capabilities), that support a full team lifecycle

Templates for immediate out-of-the-box value and support of common business processes, including Innovation Place, project & meeting management

Offline services, extranet access, versatile portlets, to expand and facilitate collaboration

Lotus software



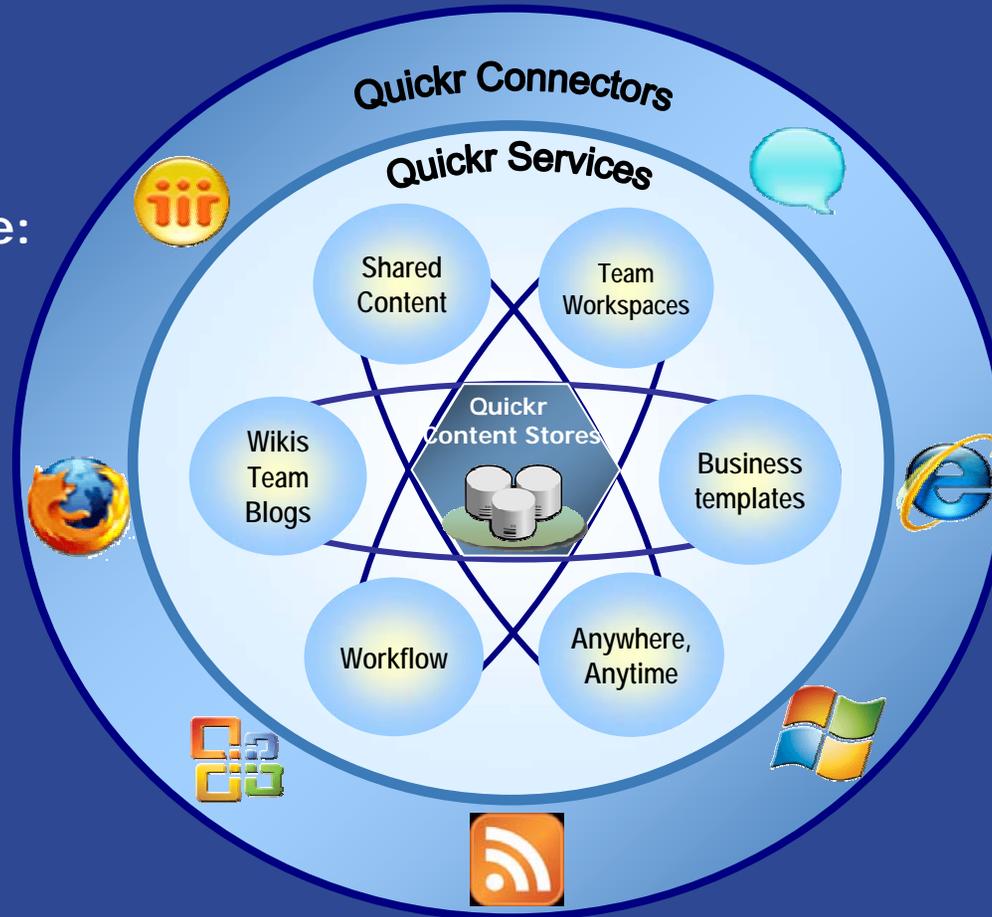
* - Requires separate purchase; supported in future release of Lotus Quickr



Lotus Quickr is open and flexible ...

■ Infrastructure:

- ▶ Repositories
- ▶ Directories
- ▶ Server operating systems
- ▶ Desktop operating systems
- ▶ Programming models



■ Industry standards:

- ▶ Eclipse
- ▶ Atom or RSS
- ▶ ODF
- ▶ AJAX
- ▶ Web Services
- ▶ REST
- ▶ Java
- ▶ Linux

Lotus software



* - Requires separate purchase; supported in future release of Lotus Quickr



Access Lotus Quickr from an inviting, intuitive Web 2.0 interface...

Lotus Quickr Search All Heather Reeds People About Help

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Lotus Quickr - the fastest way to share across connected teams.

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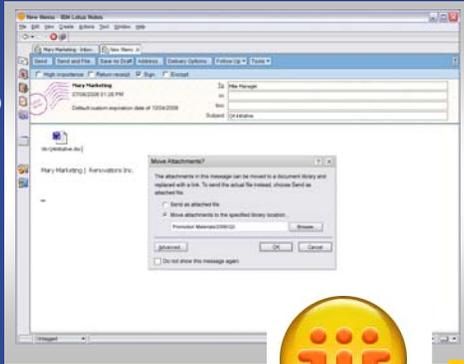
Lotus



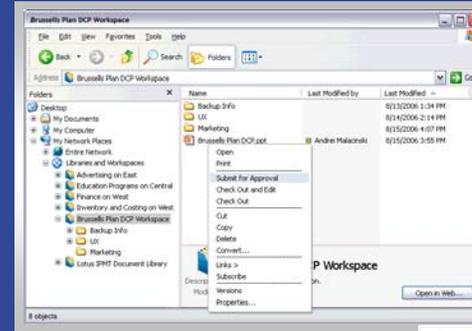
Lotus Quickr Connectors integrate right into your favorite applications...

Making sharing & collaboration transparent and natural

Lotus Notes® client



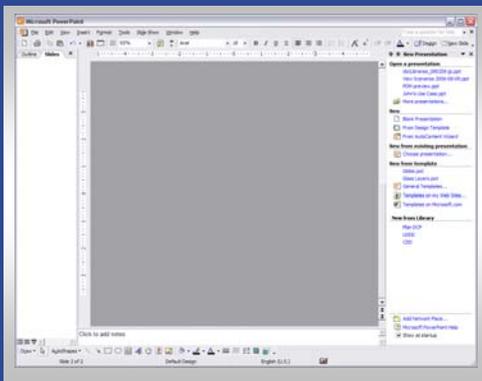
Windows Explorer / "My Documents"



Lotus Sametime®



Microsoft Office / IBM Productivity Editors



Lotus software



Simplicity

Anytime & Anywhere

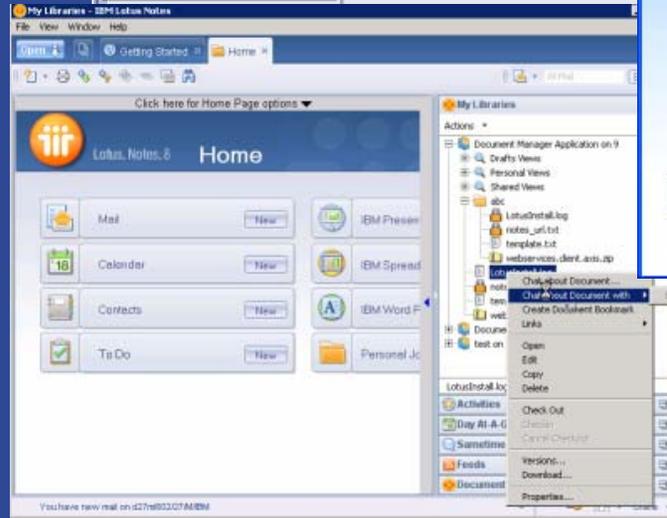
Integration & Flexibility



Lotus Notes Connector

Helps reduce e-mail attachments, content duplication, and “version anxiety”...

- Open and save attachments into library or team workspace
- Replace e-mail attachments with shared links
- Integrated into file menus and “right click”
- “Reminder” prompt encourages participation
- Supports Lotus Notes 7 & 8!



Lotus software



Simplicity

Anytime & Anywhere

Integration & Flexibility



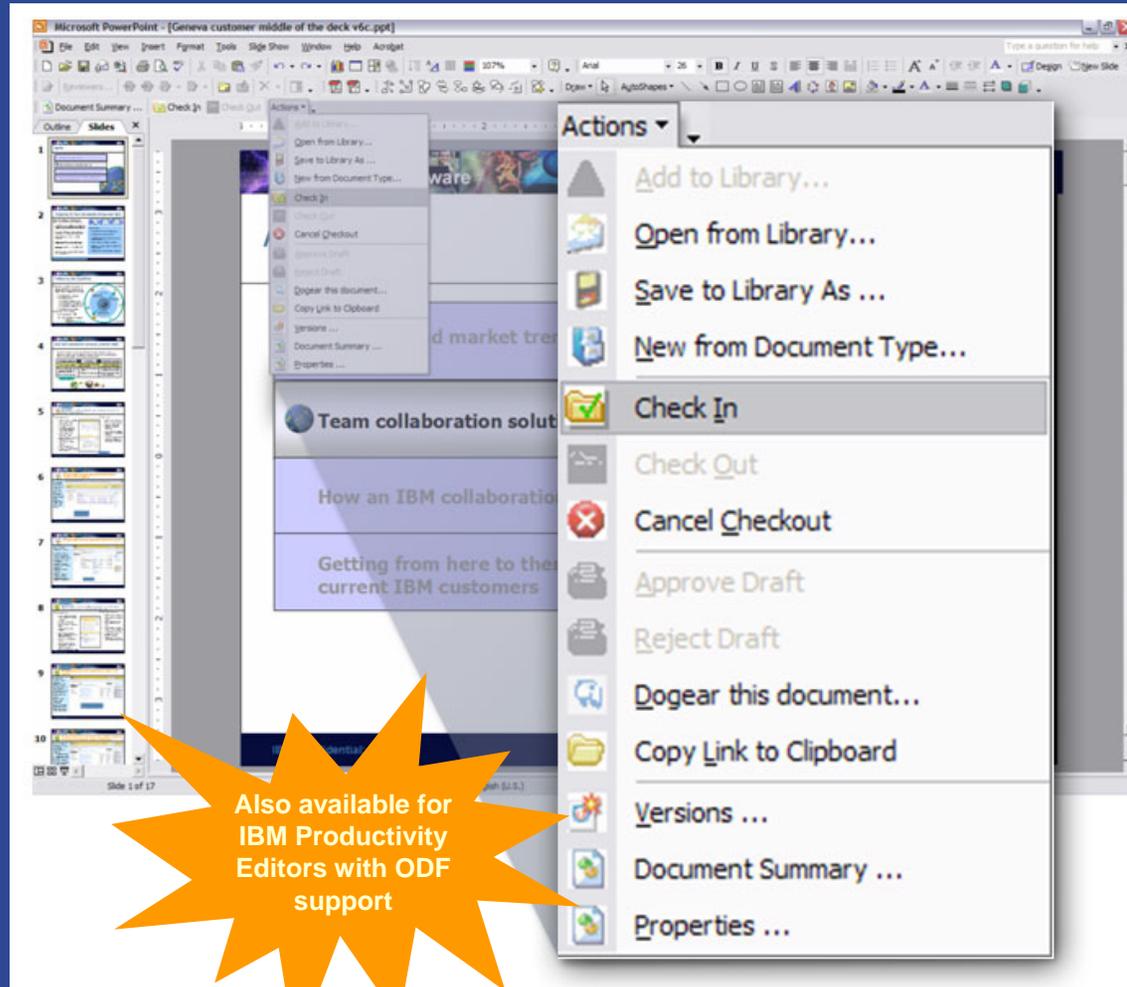
Microsoft Office Connector

Facilitates collaborative document authoring and version management...

- Open and save documents into library or team workspace
- Assign document properties (meta-tags)
- Integrate with workflow for approval routing
- Integrate with "dogear*" for tagging
- Use your editor of choice (no forced upgrade)
 - ▶ Microsoft Office XP, 2000, 2003...
 - ▶ IBM Productivity Editors

* Requires purchase of Lotus Connections

Lotus. software



Simplicity

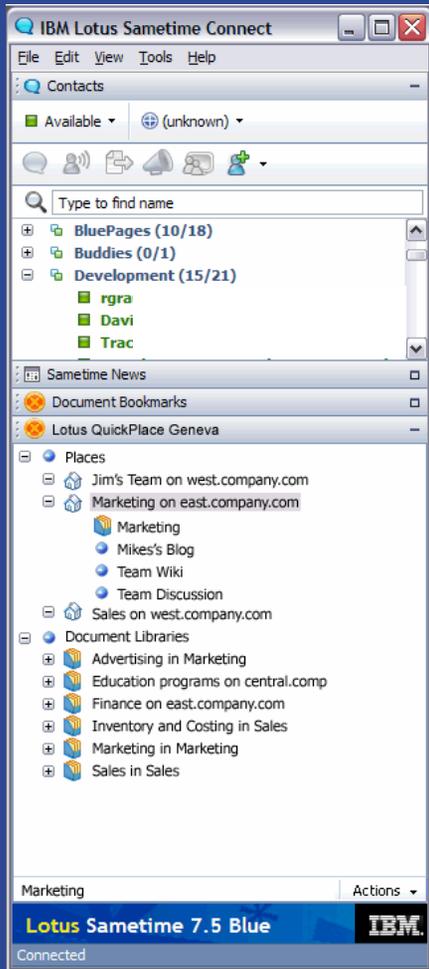
Anytime & Anywhere

Integration & Flexibility

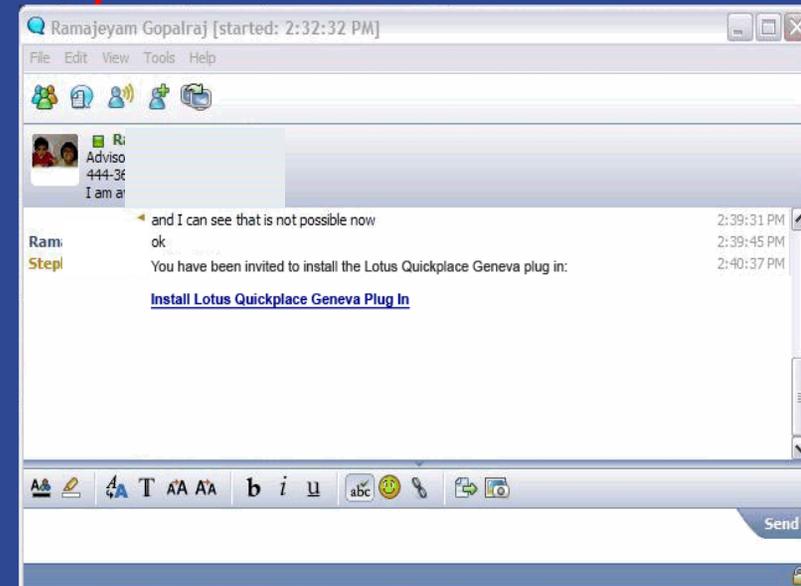


Lotus Sametime Connector

Provides easy access to shared content right from real-time client ...



- Navigate content through a simple tree interface
- Drag and drop from local system to libraries and team workspaces
- Integrated action menu
- Quick contextual access to shared documents
- Send links in chats
- Invite colleagues to download the connectors



Simplicity

Anytime & Anywhere

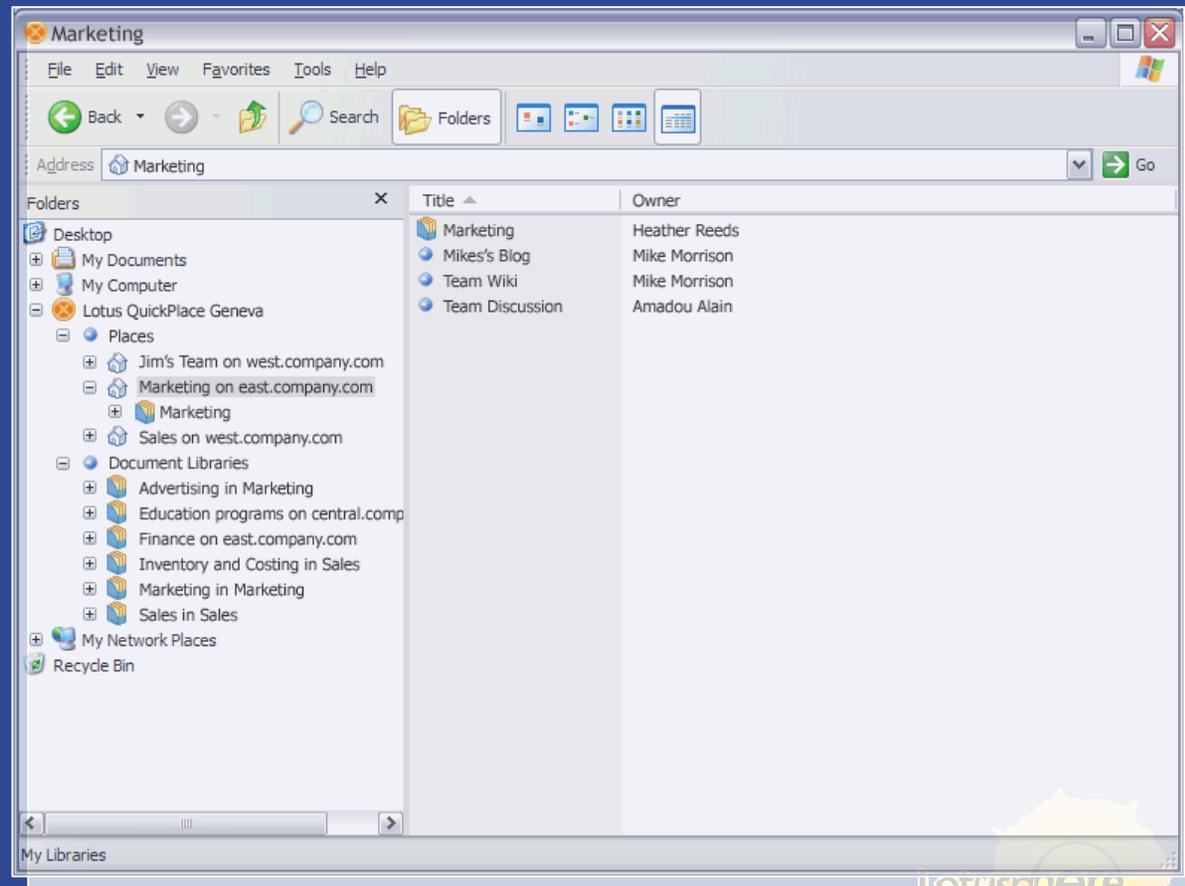
Integration & Flexibility



Microsoft Windows Explorer Connector

Makes it easy and natural to move content to collaborative environment...

- Navigate content through familiar tree interface
- Drag and drop content from local system to libraries and team workspaces
- Integrated action menu



Lotus software

Lotusphere 2007

Simplicity

Anytime & Anywhere

Integration & Flexibility

Team workspaces

Easily create online places for projects and teams

- Components for managing projects, including:
 - ▶ Document libraries
 - ▶ Team calendar and milestones
 - ▶ Lists for managing structured content
 - ▶ Discussions forums, blogs, & wikis
 - ▶ And more...
- Self-service with a step-by-step guide to set up the places

The screenshot shows a web-based workspace for the "Renovations Special Promotions Team". The interface includes a search bar at the top right with the name "Henry Nilsson" and a navigation menu with options like "Add Components", "People", "About", and "Help". Below the navigation is a "What's New" section with a prominent announcement: "Proposal Review today in CR165 @ 2:30 pm". A "Task Dashboard" section displays a list of tasks with columns for task name, assignee, progress status (represented by colored squares), and due date. The tasks include "Cost Estimate for 'Do-It-Yourself Weekend' promo", "Create product list", "Create bill of materials options", "Book Sales Forecast", "Arrange press releases & media blitz", "Educate store managers", "Schedule Teacher briefings", "Review/edit Advertising Flyers", "Team web conference planning session", and "Arrange Store Logistics". On the right side, there are sections for "Recent Documents", "Recent Forums", and "Recent Blogs". A "Welcome back Henry!" message is also visible, along with a "Drag desktop files and folders here" instruction.

Task Name	Assignee	Progress	Due Date
Cost Estimate for "Do-It-Yourself Weekend" promo	Samantha Daryn	5/5 (Green)	2/15/07
Create product list	Natalise Olmos	3/5 (Green)	2/15/07
Create bill of materials options	Gardner Raynes	2/5 (Yellow)	2/15/07
Book Sales Forecast	Dan Misawa	3/5 (Green)	3/1/07
Arrange press releases & media blitz	Samantha Daryn	5/5 (Green)	4/1/07
Educate store managers	Amadou Alain	2/5 (Yellow)	5/1/07
Schedule Teacher briefings	Betty Zechman	1/5 (Yellow)	4/15/07
Review/edit Advertising Flyers	Samantha Daryn	5/5 (Green)	5/3/07
Team web conference planning session	Amadou Alain	5/5 (Green)	5/15/07
Arrange Store Logistics	Betty Zechman	4/5 (Green)	5/20/07

Lotus software



End users can create custom team workspaces using flexible Lotus Quickr templates and components

Team blog

Wiki

Project dashboard

Many more...

RENOVATIONS

Renovations Special Promotions Team

Special Promotions Blog

Web campaign badge art

Industry demographic report

Renovations.com named in Top 10 Home Imp

RENOVATIONS

Renovations Special Promotions Team

Do-It-This-Weekend Workshops - 2007 planning

RENOVATIONS

Renovations Special Promotions Team

Welcome back Henry!

Proposal Review today in CR165 @ 2:30 pm

Task Dashboard

Sort by	Title	Author	Date Modified	Progress	Due Date
	Cost Estimate for "Do-It-Yourself Weekend" promo	Samantha Daryn	2/15/07	100%	2/15/07
	Create product list	Natalie Citros	2/15/07	0%	2/15/07
	Create bill of materials options	Gardner Raynes	2/15/07	0%	2/15/07
	Book Sales Forecast	Dan Mazza	3/1/07	0%	3/1/07
	Arrange press releases & media blitz	Samantha Daryn	4/1/07	100%	4/1/07
	Educate store managers	Amadou Alain	5/1/07	0%	5/1/07
	Schedule Teacher briefings	Betty Zechman	4/15/07	0%	4/15/07
	Review/edit Advertising Flyers	Samantha Daryn	5/07	0%	5/07
	Team web conference planning session	Amadou Alain	5/15/07	0%	5/15/07
	Arrange Store Logistics	Betty Zechman	5/20/07	0%	5/20/07

Recent Documents

Recent Forums

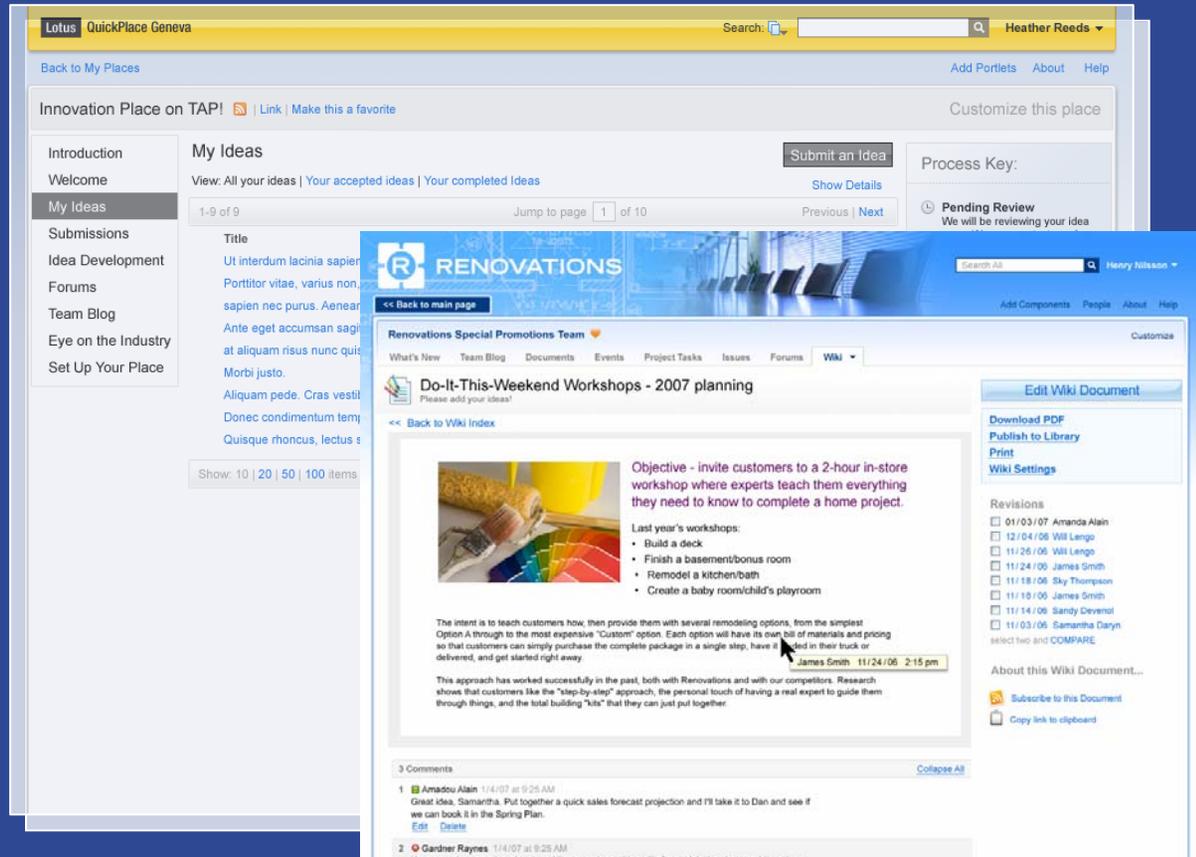
Recent Blogs

Lotus software

You do not need to reinvent the wheel

Use Lotus Quickr application templates designed for specific business needs...

- We will provide **extensible** business application templates
- Plus, we will provide a place for a community of contributors to exchange ideas and share business templates



Lotus software



Simplicity

Anytime & Anywhere

Integration & Flexibility

Content libraries

Quickly set up libraries to store and share content securely



- Check-in, check-out, version control
- Customizable views to organize content
- Multi-level security (library, folder, document)
- Search across multiple libraries
- Workflow for routing & approving content
- RSS/Atom feed support to share or consume content
- Extensibility: custom meta-data, document types and templates

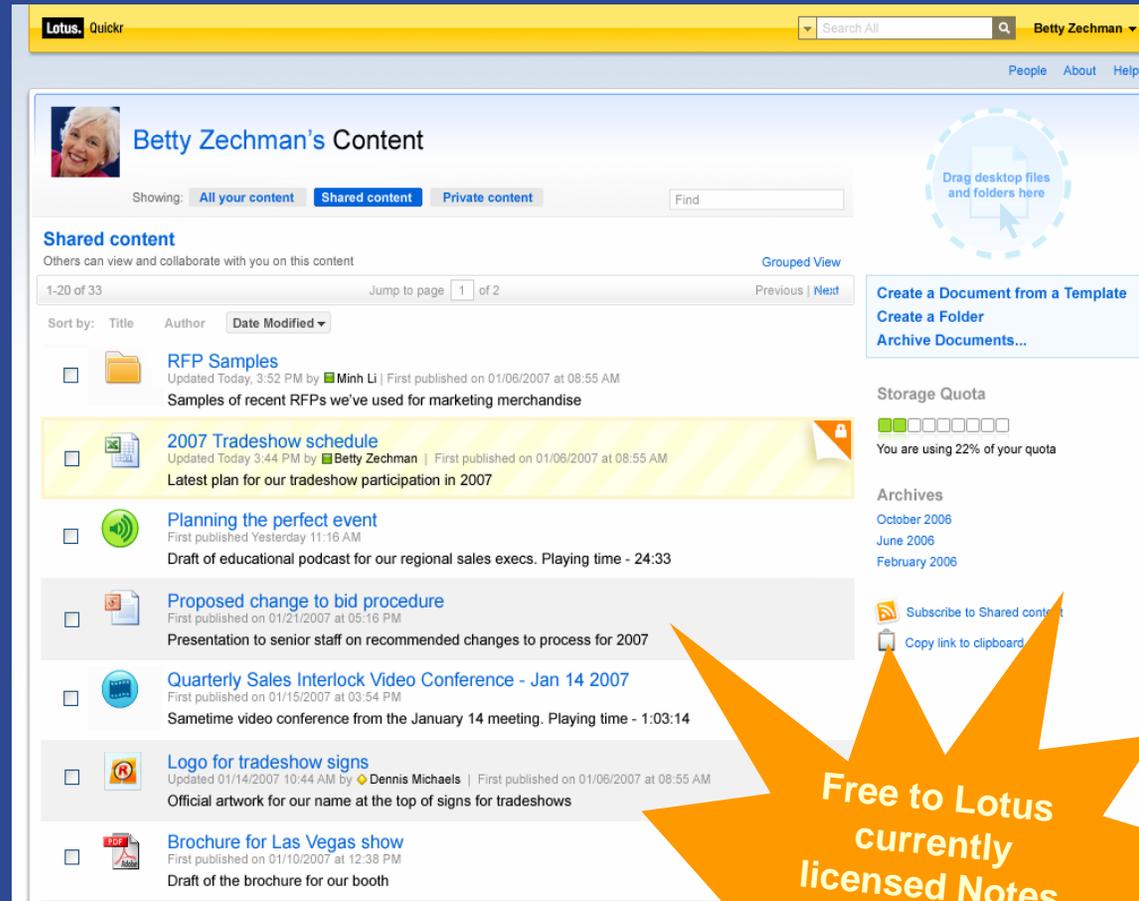
The screenshot displays the 'Renovations Special Promotions Team' library interface. At the top, there's a search bar and user information for Henry Nilsson. The main content area shows a list of documents with columns for 'Title', 'Author', and 'Date Modified'. The 'Online Store Plans' document is highlighted, and a comment bubble is shown over it, containing text from Heather Reeds and Samantha Daryn. The right sidebar includes options for 'Create', 'Work with Templates', 'Set Access', 'Library Settings', and 'About this Library'.

Lotus Quickr 8 -- Personal Edition

Personal Edition provides a "starter set" of Lotus Quickr capabilities



- Fast and easy on-line personal content library
- Familiar folder metaphor
 - ▶ Easily move content to secure, managed servers
 - ▶ Private content
 - ▶ Shared content
- Getting started is just an e-mail click away
- Includes Lotus Quickr connectors
- Planned availability 2H '07



Free to Lotus currently licensed Notes and Domino Web Access users!!

Simplicity

Anytime & Anywhere

Integration & Flexibility

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Benefits of Lotus Quickr



Lotus Quickr Roadmap

'06

2Q '07

4Q '07 – Q2 '08

QuickPlace 7

From IBM Workplace™
& IBM WebSphere®
Portal offerings

Lotus Domino
Document Manager 7



Lotus Quickr 8

- Modern intuitive UI with Web 2.0
- Business templates, blogs, wikis...
- Connectors for Lotus Notes, Lotus Sametime, Microsoft
- Collaborative content management
- Ease of administration

Lotus Domino
Document Manager 8

 Lotus Quickr
 personal edition

Lotus Quickr
- Futures

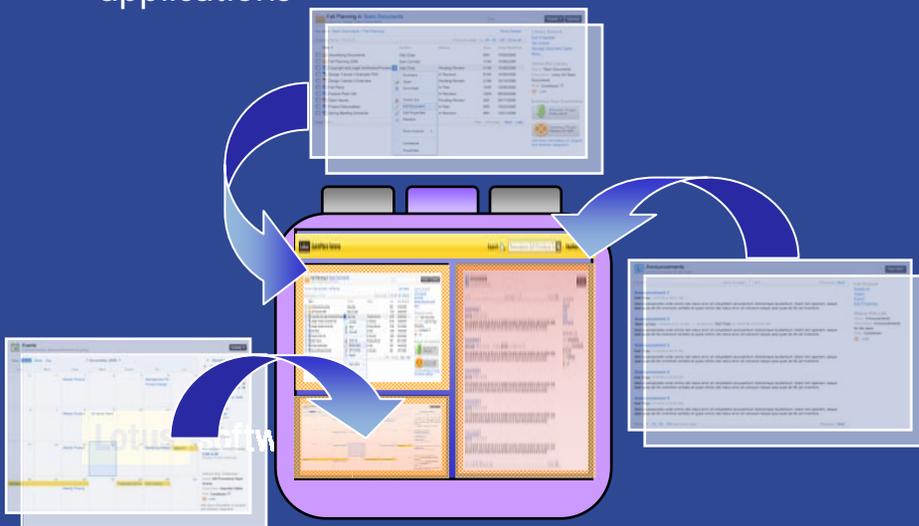
- Continued focus on user interface
- Continued focus on connectors
 - New Microsoft Outlook connector
- Continued focus on integration
 - In-context sharing & web conferencing
 - Profiles, dogear, activities, communities, etc.
- Extended tools support
 - Lotus Component Designer
- Integration with IBM FileNet
 - Records management, etc.
- Integration with IBM Domino.Doc®

Lotus. software

This product roadmap is directional in nature and does not imply any product plan commitment on the part of IBM. Plans are subject to change at any time without notice.

Lotus Quickr and composite applications

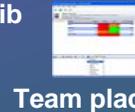
- ⊗ **Lotus Quickr** provides quick out-of-the-box value
 - ▶ A set of extensible services for end-users to quickly create rich business applications - with no programming skills required
- ⊗ **Lotus Quickr** leverages the strengths of the core IBM application platforms - **Domino, WebSphere Portal, Eclipse**
 - ▶ Programmers familiar with any of these platforms can integrate and extend Lotus Quickr services and components to create advanced custom applications



User Interface Services

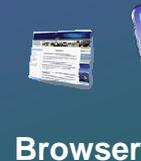


Content and Collaboration Services



Deployment Services

Multiple repositories, devices, directories...



Lotus Quickr and Lotus Connections: a perfect combination

Profiles



- ❖ Connect team members to their profiles for expert location

Communities



- ❖ Connect places and communities to support rich collaboration

Bookmarks



- ❖ Tag content, events, wiki pages, tasks, etc... for more accurate searching and retrieval

Blogs



- ❖ Complement Quickr contextual team blogs with personal blogs



Activities



- ❖ Add place content to an activity
- ❖ Grow an activity to a place
- ❖ Spawn-off activities from a place

Lotus software



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 **Benefits of Lotus Quickr**





Lotus Quickr solves key customer needs

To maintain competitive position, innovate, and grow revenue, organizations require solutions to enable them to collaborate across the enterprise and beyond—to more effectively manage their information and projects

Let me...	Work the way I want	Get control of my content and information	Better collaborate with partners and customers
I want to...	<ul style="list-style-type: none">▪ Be more productive▪ Work more effectively with my colleagues	<ul style="list-style-type: none">▪ Stop using my inbox to dump content▪ Reduce the duplication and inconsistencies of content	<ul style="list-style-type: none">▪ Quickly set-up places to share content with anyone I want▪ Manage projects securely
Lotus Quickr lets me...	<ul style="list-style-type: none">▪ Access and manage content naturally from within the applications I use everyday▪ Collaborate anywhere and anytime▪ Take my content and projects offline	<ul style="list-style-type: none">▪ Integrate my mail client with my shared places and libraries▪ Organize my files in a secured environment▪ Share simply and easily▪ Reuse and expose content across applications	<ul style="list-style-type: none">▪ Add users to my spaces myself▪ Provide tools to track and manage my team activities

Lotus Quickr integrates easily & provides flexibility

- For end users, Lotus Quickr connectors integrate into desktop applications
 - ▶ Increases adoption of collaborative tools
 - ▶ Simplifies collaboration among users with different styles and preferences
 - ▶ Improves effectiveness
- For IT, Lotus Quickr leverages current software and hardware investment
 - ▶ Works with multiple versions of Notes clients, Domino and Microsoft Office (no forced upgrades)
 - ▶ Supports open standards
- Roadmap: Support for additional repositories and clients
 - ▶ Designed for a heterogeneous environment; doesn't force adoption of a single set of tools

Lotus Quickr provides anytime, anywhere access

■ For end users:

- ▶ Take an entire team workspace offline to work wherever you are
- ▶ Access team workspaces from outside the firewall to collaborate with strategic partners
- ▶ Access the same content from multiple applications

■ For IT:

- ▶ RSS / ATOM feeds provide an easy way to post Lotus Quickr content to other applications
- ▶ Use Domino replication to move Lotus Quickr content to the edges of your network for better performance



Lotus Quickr = simplicity

■ For end users:

- ▶ Personal edition of Lotus Quickr lets you get started easily
- ▶ Lotus Quickr connectors let you collaborate with minimal disruption to your normal work patterns
- ▶ Setting up intranet or extranet team workspaces takes a few simple steps
- ▶ Templates make it easy to create business-specific team workspaces
- ▶ Use of Web 2.0 technologies makes UI more compelling and more similar to what they use at home

■ For IT:

- ▶ Leverages your current skills
- ▶ Provides self-service options for end users



Thank you!!



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