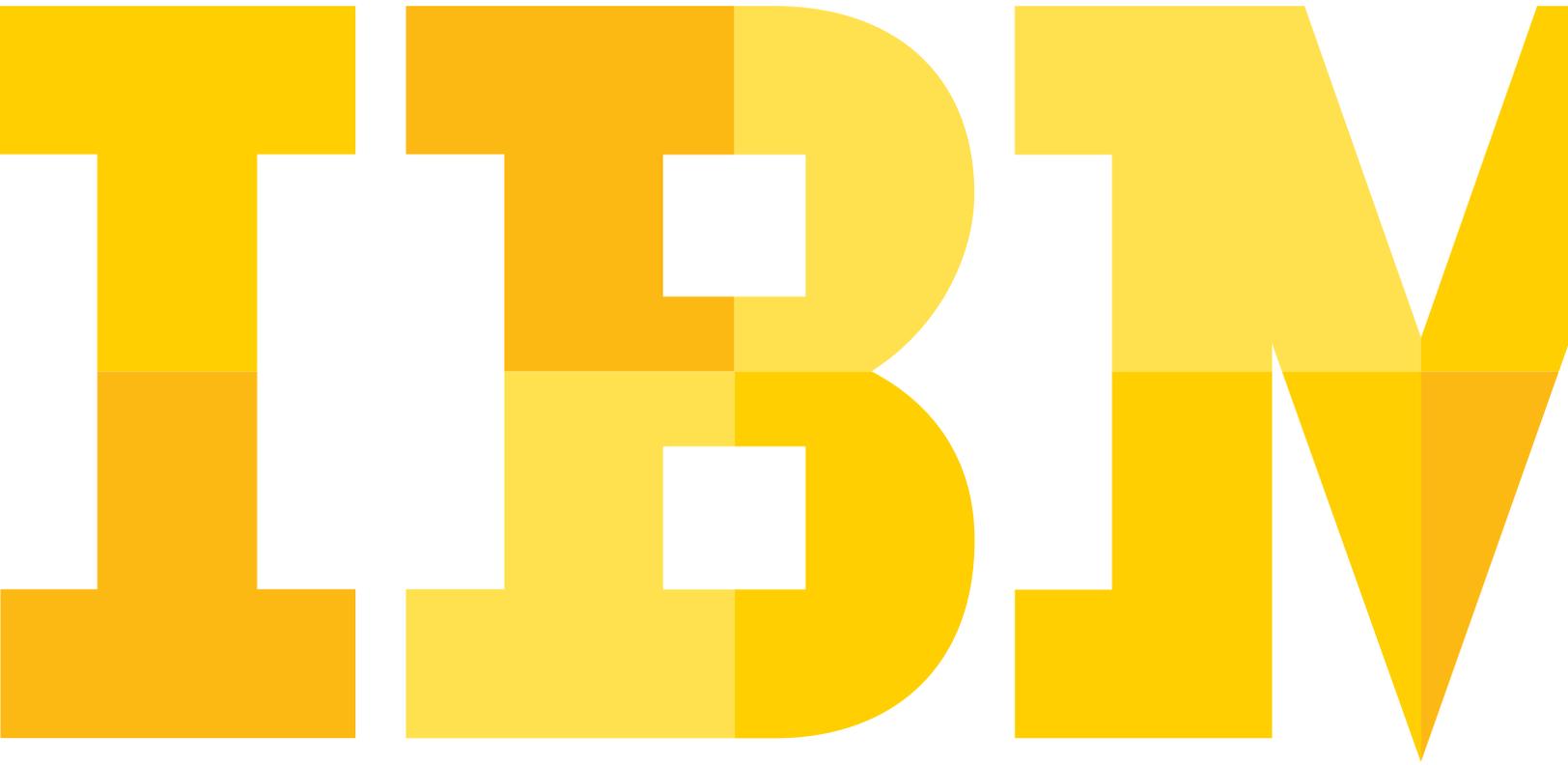


IBM Lotus Notes and Lotus Domino software.

A better way to create, connect and collaborate



Discover the IBM Lotus Notes and Lotus Domino software platform

Many businesses are focusing on doing more with less today in order to prepare for growth tomorrow. For thousands of companies worldwide, IBM Lotus Notes® and Lotus® Domino® software is helping them to do just that.

We understand the business challenges you face every day. Lotus Notes and Domino software not only helps you meet these challenges, but can also revolutionize the way your entire company operates. And you can choose the method of bringing this environment to your business: through the cloud; as a fully customizable, on-premise solution; or as an easy-to-deploy appliance. We provide flexibility and choice, allowing you to select the combination of methods that best suits your business needs.

Plus, you get the support of the IBM Business Partner community, providing wide-ranging solutions to practically any business problem in any industry.

In a commissioned study, Forrester Consulting determined that Lotus Notes and Domino 8.5 software can provide a three-year, risk-adjusted ROI of up to 147 percent, with a payback period within 12 months of deployment.¹

Sound familiar?

Businesses today struggle with many challenges:

- A more competitive landscape that demands a greater level of innovation
- Escalating pressure to reduce costs, save energy and reduce their carbon footprint
- Increasing compliance requirements
- Budget pressures that make it essential to reuse existing assets
- The arrival of a more technically savvy generation of workers that expects the latest social networking and information-sharing technologies at work
- Global business operations that require minimal downtime
- An increasingly mobile workforce that needs access to company systems from just about anywhere to keep the business running
- Growing popularity of software as a service as an alternative deployment method
- IT application backlogs that hinder the ability to address business needs in a timely manner

Whether you're a line of business manager, business end user, developer, manager or administrator, IBM Lotus Notes and Domino software is designed to help you meet your challenges head-on with tools that enable you to do more — and create more — with less.

“Moving from Microsoft Exchange and Outlook to IBM Lotus Notes and Domino software reduced software licensing costs by about 50 percent.”

—Dr. Tariq Marikar, director of product development and CIO, Suntel, Ltd.

Transform your business

Lotus Notes and Domino software is built from the ground up to help you make the most of your business. It has helped businesses of all sizes streamline their processes, cut costs and speed time to market.

Many companies use Lotus Notes and Domino software to run their critical business applications—customer relationship management, help desk, sales force automation, billing systems and more. This helps them get work done faster and make better decisions, optimizing both the top and bottom line.

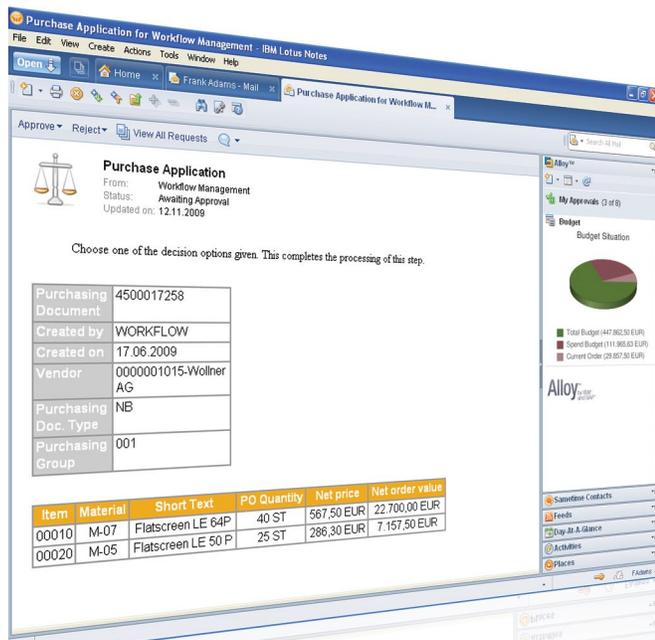


Figure 1: Alloy™ by IBM and SAP brings SAP applications into the familiar Lotus Notes client for optimized decision making.

Optimize compliance and approval processes

Lotus Domino software is built on a workflow-driven architecture, helping you to simplify your business processes. You can automate, manage and monitor the routing of approval-driven processes, helping you to audit them consistently and effectively. This can drastically reduce the time and expenses associated with tracking compliance requirements, particularly on large-scale or global projects.

Accelerate your business processes

Lotus Notes and Domino software can bring together multiple applications on the desktop to share and dynamically change information in real time as the end user works. By optimizing the information for the task at hand and freeing end users from distraction, precious seconds can be shaved off of time-sensitive business processes.

Take control of your information

Because Lotus Notes and Domino software is built on document-driven applications, you can streamline and optimize your processes in ways that aren't possible with paper. Searching, sharing, updating, input validation and checking—practically every step of the process is faster and more cost-efficient. And creating security-rich, document-driven applications is easier than ever, so you can get them to your users quickly.

IBM's Collaboration Agenda

The Collaboration Agenda brings together IBM's vertical industry experience, software lab specialists and consulting services experts to help clients realize measurable returns from improving the way in which people interact. For more information, go to:

ibm.com/software/lotus/collaborationagenda

Work without a connection

Users can work with their Lotus Notes and Domino applications even when not connected to the network. That way, they can still be productive no matter where they are. For example, an emergency medical technician could capture patient information at the scene of an accident rather than waiting until a connection is available.

Make informed decisions quickly

Because Lotus Notes and Domino software can import a wide range of business data from across the enterprise and beyond the firewall into an intuitive and productive client interface, it can give you a comprehensive look at practically any business issue in an easy-to-digest view. With the touch of a button, you can access a breadth of information and make fast, informed decisions based on it.

“By providing mobile access to central IT services, Lotus Notes Traveler software makes it easier for our nursing staff to complete vital administrative tasks, enabling them to work more flexibly and spend more time with the people who need them most.”

— Heike Albert, IT manager, Caritas der Diözese Linz

Get your work done fast

Lotus Notes and Domino software helps users take action, create and share knowledge, and collaborate. It provides a single, easy-to-use dashboard to help them get work done efficiently, reducing the routine tasks that can chip away at their time.

Bring the world to your desktop

Every day, you're faced with new tasks and demands on your time. Getting work done involves using resources across the enterprise and the Internet—and Lotus Notes and Domino software can bring them to you.

- You receive an e-mail and want to quickly follow up with the sender. Simply click her name to start a chat, then quickly resolve problems or make decisions.
- You get a meeting request. Check both your personal and professional calendars in one view, wherever you are, to make sure you're not already booked with a conference call—or soccer practice.
- You meet a new colleague and he wants to send you his contact information from his smartphone. No worries: Send it to Lotus Notes, and it will be integrated with your full contact list.
- You need to monitor breaking news stories. Get news delivered to you automatically via an integrated news reader.
- You want to block someone from sending you e-mail. Just click a button and messages from that person will never clutter up your in-box again.²

Create knowledge with a single click

You use social networking tools at home to discover new things and people you might like—why not bring that power into the workplace?

- You're reading an e-mail and come across, for example, an address or part number. Don't use a separate tool to dig up details, just click the highlighted text to get driving directions or inventory status.
- You need a price quote for a bid and the clock is ticking. Don't waste time playing phone tag; just use the built-in presence awareness to find someone who is online now, ready to help.
- You are copied on an e-mail chain about your project and see some people you don't know. Click on a name to find out who that person is, what her role is and what sort of experience she brings to the project.³
- You read about a phrase or concept and you want to learn more. Highlight it to search shared bookmarks tagged with that keyword. Similarly, you can tag your own documents so others can easily learn what you know.⁴

Collaborate in a smarter way

You need to work more effectively with your project team, and Lotus Notes and Domino software can help by providing powerful, intuitive collaboration tools.

- Use IBM Lotus Symphony™ software—included with Lotus Notes and Domino software at no additional charge—to create, open, save and share documents, spreadsheets and presentations in a variety of formats, including Microsoft® Office. You can even export content to Adobe® PDF. Find out more at ibm.com/lotus/symphony
- Manage your projects, share team content and find the right individuals for a given task, all from the always-available sidebar.⁵
- Capture ideas, share knowledge with your team and stay up-to-date on the latest project developments with Web 2.0–based blog and discussion forum templates.

Get work done anywhere

Your job is no longer confined to a desk. It can happen just about anywhere, at any time. Lotus Notes and Domino software can help you keep in touch and stay productive while you roam.

- Not connected? Keep working offline and your changes will be replicated when you reconnect.
- At home? Use what you love: Lotus Notes and Domino software supports Microsoft Windows®, Apple Mac OS, Linux®, Microsoft Internet Explorer, Mozilla Firefox and Apple Safari software.
- On the road? Access your e-mail and applications on a wide range of popular smartphones.
- Need access but don't have your laptop? Connect from practically any browser with a zero-footprint solution that won't leave behind sensitive data.
- Sharing a workstation? Access your personal desktop configuration, application preferences and settings from any system with Lotus Notes software installed.

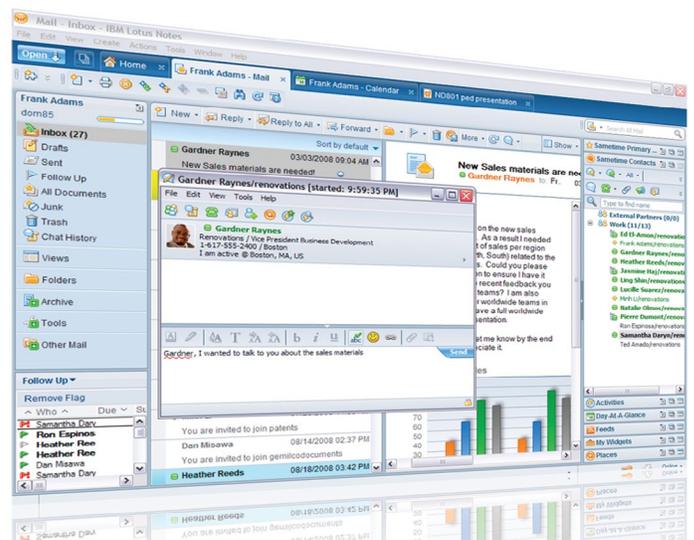


Figure 2: See everything in one place with Lotus Notes software.

“Lotus Notes and Domino provides a high-performance, highly reliable environment for workflow applications that helps to promote consistency and quality in our business processes.”

— Tatjana Vasiljeva, head of information systems development department, SEB Latvia

Optimize developer productivity

Lotus Notes and Domino software delivers rapid development and deployment of scalable, security-rich business applications. And with more than 280,000 Lotus developers; 10 million Lotus Notes applications; and an open, Eclipse software-based development environment, our community is thriving.

Rapidly develop collaborative business applications

Developers can integrate assets from across IT systems and provide application access through many different types of clients and devices.

- Use our radically fast development environment at no charge. IBM Lotus Domino Designer software, built on the Eclipse platform, provides a powerful set of tools, easy navigation and simplified integration of third-party tools.⁶ Download it now at ibm.com/developerworks/lotus
- Integrate multiple technologies and assets—including Lotus Notes applications, Web applications, desktop applications, Eclipse and Java™ components, and host-based systems—through composite application technology.
- Use existing Web development skills to quickly build powerful Web 2.0 applications with XPages, and then deploy these applications to the Lotus Notes rich client and Web browsers. That way, they are accessible from the desktop or mobile devices without having to rewrite code.
- Find contacts, reusable assets and insight on open source development in the OpenNTF.org—64,000 members strong and counting.



Figure 3: Access Lotus Notes and Domino software from a wide range of mobile devices.

Integrate enterprise resources

Speed business processes with a flexible application environment that can connect employees, partners and customers by bringing together enterprise and Web resources into a productive environment.

- Help integrate workflow capabilities into business applications to support processes that require reviews and approvals.
- Simplify business processes by integrating a wide range of resources into the workflow technology built into Lotus Notes and Domino software. These can include enterprise resources such as IBM DB2® data servers, third-party solutions such as SAP software and Web services.
- Create reusable components that extend the value of existing assets; documents; spreadsheets; and Web, Java, Eclipse, Microsoft and legacy applications—reducing the need to rip and replace existing investments.
- Leverage ready-to-use components for Lotus Notes and IBM Rational® Host On-Demand applications.
- Give users a dynamic work environment with composite application technology that integrates the interfaces of multiple business applications, providing a comprehensive view of the right information and saving time when executing business processes.

Boost IT performance

Many IT administrators are facing more challenges than ever before—security issues, environmental pressures, a demand for reliability and scalability, and rising costs. Lotus Notes and Domino software can help you tackle these challenges without the need for an army of IT experts.

“By choosing IBM, we don’t need a full-time IT person running around to make sure our servers are up and working properly.”

— Gregers Bisgaard, sales manager, SIMI A/S

Enjoy a low cost of ownership

Help optimize the requirements for hardware-oriented resources that can consume an IT budget—such as power consumption, memory and data storage—as well as the labor required for administrative tasks.

- Compress application data and application design aspects, helping to reduce disk, memory and input/output (I/O) usage and minimize backup and recovery costs.
- Shrink mail file size, save disk space and I/O, and cut storage costs by storing a single instance of shared file attachments outside of the mail files.
- Support scalability and utilization with optimized processes that help your applications perform better with fewer servers.
- Minimize IT help desk visits by provisioning new users, performing routine tasks and performing upgrades from a central location.
- Use Lotus Symphony office productivity software, integrated with Lotus Notes and Domino software and available for download by all users at no charge. Built on open standards, these tools will continue to provide value because they do not lock you into one particular productivity tool vendor.

“Upgrading to IBM Lotus Notes 8.5 software has resulted in efficiency that has allowed us to avoid making a huge investment in new hardware.”

— Steve Haase, CEO, INSUREtrust

Get flexibility, scalability and choice

- Help your IT staff focus more on innovation and strategic initiatives with tools that help automate system management and monitoring.
- Choose from a wide variety of supported platforms, clients, browsers, cloud-based solutions and mobile devices so you aren't locked in to a specific vendor or architecture.
- Choose from easy-to-buy client offerings that let you define the type of collaboration your users need. Each offering provides all of the client tools users need to get work done from practically anywhere, on any device.
- Easily and quickly replicate information locally or across the globe with proven Lotus Domino replication technology.
- Tie multiple Lotus Domino servers together using clustering technology that enables a seamless and highly available application environment.
- Quickly and proactively detect and resolve server misconfigurations, performance bottlenecks and security issues across Lotus Domino domains.⁷

Protect your data

Help ensure that information remains confidential, protected and verified with security-rich features.

- Define granular levels of access based on organizational or application needs, including default access for anonymous Internet and intranet users.
- Encrypt data sent over the network and stored on disk.
- Verify e-mail and application data—even individual fields within applications—with digital signatures.
- Support compliance requirements by recording application activity with journaling.
- Preemptively protect your e-mail infrastructure from spam, viruses and other threats originating on the Internet—before they reach your Lotus Domino servers.²

“We would probably have to buy eight different products and combine them to do all the things that we do with Lotus Notes and Domino software.”

— Troy Fulkerson, director of information technology,
Kentucky Baptist Convention

Protect your investment

Bring the latest features and benefits to your business quickly while reducing expense, time and risk.

- Deploy new releases of Lotus Notes and Domino software, often without the need to replace your current servers, operating systems and directories.
- Confidently migrate your applications to new releases—historically, new versions have not required recoding.
- Support new server strategies, such as server consolidation, without having to change your Lotus Domino applications.

Accelerate the time to value of your software investment

IBM Software Services for Lotus and select IBM Business Partners can help you better understand your technology options and how to leverage Lotus collaboration solutions to help you lower your IT total cost of ownership and increase your organization's productivity. Find out more about the technical consulting, training and Software Accelerated Value Program services available to help you accelerate your success with IBM technology. For more information, go to:

ibm.com/software/lotus/services

Lotus Symphony software

Lotus Notes and Domino software can help minimize deployment and administration costs. Discover additional cost savings with Lotus Symphony software, freely available to all users, potentially saving hundreds of dollars per user. Download your copy today at:

ibm.com/lotus/symphony

Lotus knows how to minimize your costs and meet your business problems head on

Smarter software for a Smarter Planet.

To try IBM Lotus Notes and Domino software for 90 days at no charge, contact your IBM representative or IBM Business Partner, or visit:

ibm.com/software/lotus/notesanddomino

To learn more about the Lotus family, please visit

lotusknows.com



- 1 From a commissioned study conducted by Forrester Consulting on behalf of IBM. Data was obtained from interviews with seven customers.
- 2 This capability is provided by IBM Lotus Protector for Mail Security software.
- 3,4 This capability is available through integration with IBM Lotus Connections software.
- 5 This capability is available through integration with IBM Lotus Connections and IBM Lotus Quickr™ software.
- 6 Each developer who will build and deploy applications with IBM Lotus Domino Designer software in a Lotus Domino Enterprise or Lotus Domino Collaboration Express environment must have a Lotus Domino Enterprise Client Access License. Existing Lotus Domino Designer customers will be migrated to this new offering at the time of Software Subscription and Support renewal.
- 7 This capability is provided by the IBM Lotus Configuration Tuner tool, which is available as a no-charge download at ibm.com/lotus/domino

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