



# LotusLive

## Collaboration outside the firewall

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# Acuity - Best of breed solutions

- IBM Premier business partner
- Be smart, work together
- Best of breed software
- Samenwerkingsverbanden met:
  - Databalance
  - GEDYS IntraWare
  - Intravision
  - Crossware
  - Polycom



# Acuity - Portfolio



Lotus Protector

Websphere Portal

GEDYS

3<sup>rd</sup> party

Sametime

Connections

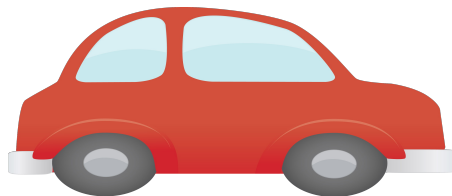
Quickr

Lotus Notes / Domino

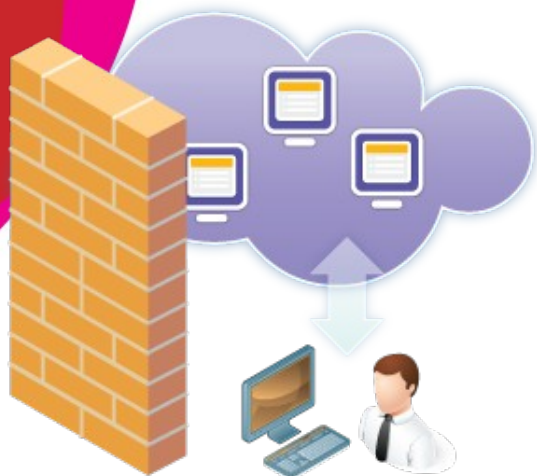
IBM Power System

# Consider the following scenario:

- You need to work on a services agreement
- You need to work on this with the customer and a partner
- Customer and partner need secure access to the latest versions of the documents
- You need to meet with them to discuss and agree on content
- There may be follow-up actions that need to be tracked
- The agreement needs to be signed by all parties
- Office tools
- Email attachments to different parties
- Version control, security?
- Drive 2 hours, meet 30 minutes, drive 2 hours
- Email? Phone?
- Print, sign, post, archive ?



# Multiple cloud and hybrid models are emerging



## Private Cloud

IT activities/functions are provided “as a service,” over an intranet, within the enterprise behind the firewall.

Key features include:

- Scalability
- Automatic/rapid provisioning
- Charge back ability
- Widespread virtualization

## Public Cloud

IT activities/functions are provided “as a service,” over the internet.

Key features include:

- Scalability
- Automatic/rapid provisioning
- Standardized offerings
- Consumption-based pricing.
- Multi-tenancy

## Hybrid Implementation

Internal and external service delivery methods are integrated, with activities/functions allocated based on security requirements, criticality, architecture and other established policies.

Key features include:

- Integration between on-premise and cloud services
- Scalability
- Multi-tenancy
- Extension of existing investments to the cloud

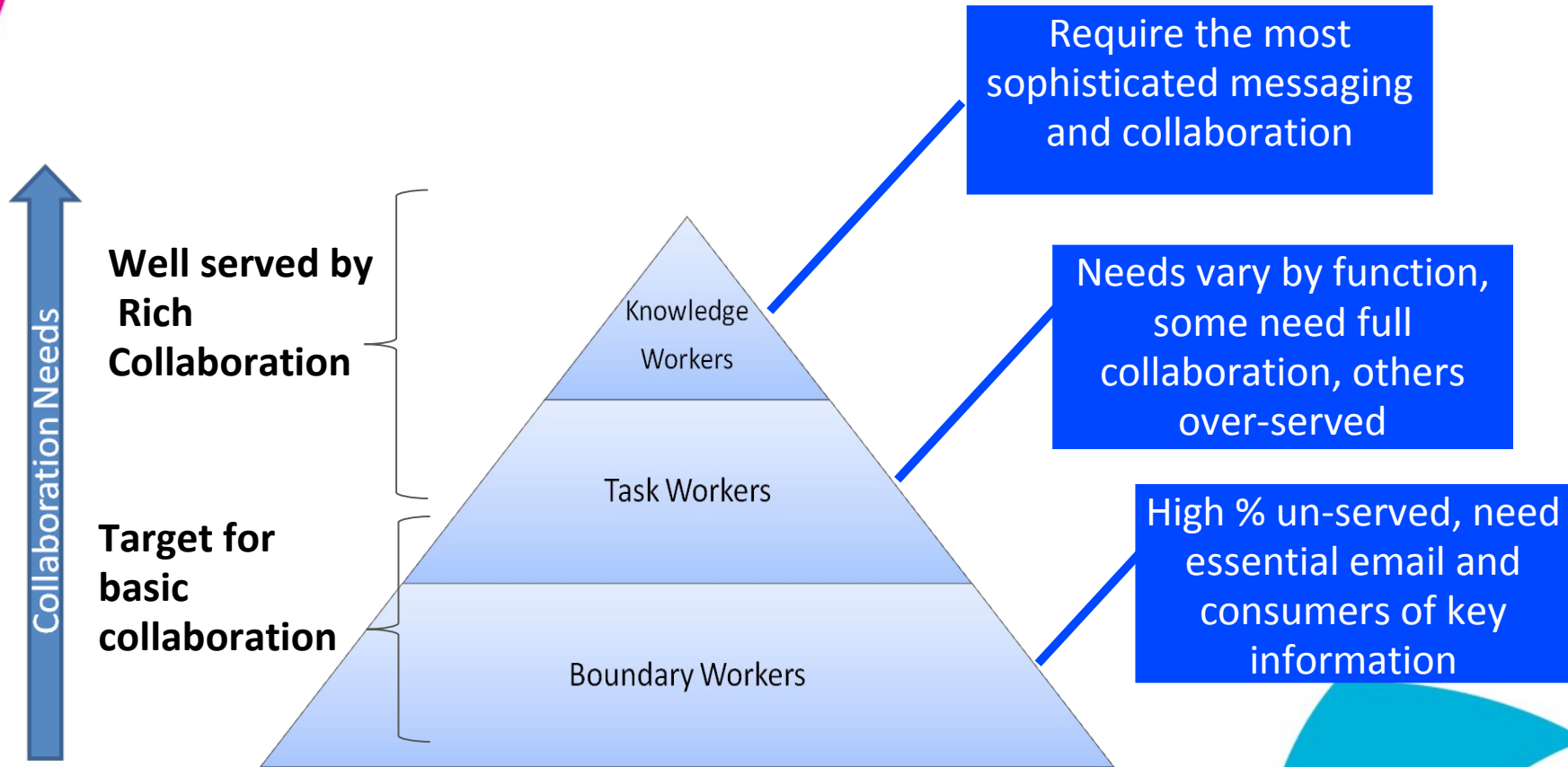
# LotusLive

- Delivers instant access via the web to integrated collaboration, social networking and e-mail services
- Extends on-premise investments to the cloud
- Allows collaboration inside and outside the enterprise with ease
- Offers new capabilities quickly and easily directly and through relevant business partners
- One size does NOT fit all!



# One size does not fit all!

*IBM recognizes that all users are not alike. That's why we've built a portfolio of messaging and collaboration products with each user type in mind. Our approach reduces the Total Cost of Ownership (TCO) for our customers, and makes the most sense for end users.*



# LotusLive Services



## Web conferencing

### IBM LotusLive Meetings

integrating Web, audio- and video-conferencing

*Pricing starts at \$5/mo/user*

### IBM LotusLive Events

helping you create, host and manage online conferences

*•Pricing starts at \$5/mo/user*

## Bundles

### IBM LotusLive iNotes and LotusLive Connections

integrating Web e-mail and collaboration features

*Pricing starts at \$7/mo/user*



## Collaboration

### IBM LotusLive Engage

providing file sharing, Web conferencing, instant messaging, social networking and project management

*•Pricing starts at \$8/mo/user*

### IBM LotusLive Connections

integrating your business network with file sharing, instant messaging and social networking

*•Pricing starts at \$6/mo/user*

### IBM LotusLive Notes and LotusLive Engage for Enterprise Deployment

integrating full-feature online e-mail, collaboration, & Web meeting features

*Pricing starts at \$10/mo/user*



## Messaging

### IBM LotusLive Notes

providing Lotus Notes software as a hosted service

*•Pricing starts at \$5/mo/user*

### IBM LotusLive iNotes

providing security-rich, Web-based messaging, calendaring and contact management

*•Pricing starts at \$3/mo/user*

### IBM LotusLive Notes Step-Up and LotusLive Engage for Enterprise Deployment

integrating full-feature online e-mail, collaboration, Web meeting features

*Pricing starts at \$9/mo/user*

# LotusLive: A full collaboration solution



## eMail Services

- Single point of access to e-mail, calendars, contacts
- Choice of rich client/web access (rich & light user experience)
- Full Productivity Suite
- 25GB mailbox
- Choice of full offline support for desktop & web client
- Antivirus and anti-spam services
  
- Integrated platform, process automation & management tools
- Choice of Mobile Devices
- Integrated Presence & Awareness

- 99.9% SLA
- Enterprise-class servers, network, storage & firewall
- Security-rich, reliable and highly available infrastructure
- Integrated platform, process automation & management tools
- Intuitive UI allows teams to be immediately productive

## Collaboration Services

-  Anytime, anywhere, anyone Web conferencing
-  File sharing & collaboration
-  Instant messaging & presence awareness
-  Team based project management
-  Profiles/Contacts – expertise location, shared contacts, business networking
-  Forms / Surveys
-  Charts for data visualization

### Key Differentiators – At No Cost

- Connect social networks, share files, web conference, create project teams **inside and outside the company** with partners, customers, and vendors
- Invite **unlimited number of guests**
- 5 GB Integrated File/Site Storage
- Seamless integration between on-premise investments and cloud services
- Full productivity suite for reducing license costs

# Extending value through business partners

Open systems environment for seamless integration of partner business services into LotusLive – both its services and business network

- Creates ecosystem of business services and business networks
- Brings people and the business services they use together without traditional barriers
- Delivers improvements in efficiency and productivity
- Simplifies work flows and team collaboration



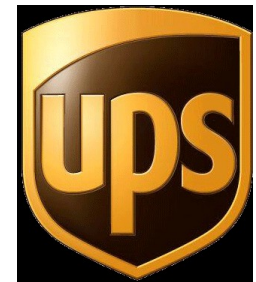
Easily launch into conversations with your contacts right from LotusLive



Automate collaborating and recording interactions with your customers



Make the process of creating, revising and signing documents simple and easy



Seamlessly weaving logistics and shipping into the way you work





# Acuity: Hybrid model



Document Create Actions Help

Company  
Branch  
Contact  
Private Person  
Project  
Correspondence  
E-mail  
Phone call  
Miscellaneous  
Call report  
Ticket  
**Opportunity**  
Other activities  
Contract  
Inventory  
Task  
Meeting

Contact  
Janss  
General  
Salutation  
First name  
Middle name  
Last name  
Title/Suffix  
Country  
Address  
Post code

Document Create Actions Help

Acquisition date: 04-11-2010 16

Expected sales volume: 100 EUR

Probability: 80%

Sales rep.: Ronald Dekkers/Acuity

Status: Open

What do you know about the customer?  
 Customer Requirements or name of the project  
 Business profile?  
 Financial profile?  
 Additional Information?

Comment:

Are we competitive?  
 Formal Decision criteria?  
 Existing customer relationship?  
 Does the product fit their needs?  
 Benefit of our offering?  
 Sales Effort Required?

Comment:

Possible Closing Opportunity?  
 Any internal support?  
 Informal decision process?  
 Convinced Management?

Comment:

Is it worth winning?  
 Short Term Potential?  
 Risk Potential?  
 Future Potential?  
 Strategic value?

Comment:

Lotus Live Share

Email: r.reimus@acuitybv.mail.lotuslive.com Access: CONTRIBUTOR

Message: Please sign this proposition for confirmation

**Share**

Log

Additional Information

OB100427002.odt

- Robbert Reimus
- Inbox
- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Views
- Folders
- Tools
- Other Mail

Reply Reply To All Forward [Attachments] [Print] [More] [Print]

**Ronald Dekkers has shared content with you**

**LotusLive (on behalf of Ronald dekkers)**

To: r.reimus@AcuityBV.notes.lotuslive.com

Hi r.reimus@AcuityBV.notes.lotuslive.com,

Ronald Dekkers has shared 'OB100427002.odt' with you in LotusLive.

Here's a personal message from Ronald Dekkers:

" Please sign this proposition for confirmation. "

You can download this file from the following link:


<https://apps.lotuslive.com/files/atom/file/AC378D706E3811DF8C480C4C0A050302/r.reimus@acuitybv.notes.lotuslive.com/9244a65bf27b5f77fc0f40b8324e5141/media>

Notes:

- You can download this file once.
- To do more with this file in LotusLive, you must log in as a guest user or purchase an account. Look for a separate e-mail to become a guest user.
- If clicking the link does not work, then copy and paste the link to your Web browser.

Thanks!  
The LotusLive Team  
<https://www.lotuslive.com>

LotusLive offices are located at: 5 Technology Park Drive, Westford, MA 01886, United States

 Recent Activity Files

My Files

Shared by Me

Shared with Me

Shared with Company

 Collections

My Collections








Shared by Me

Shared with Me

## Files Shared with Me

1-13 of 13

Page 1 of 1

<input type="checkbox"/>	Name	Date Modified
<input type="checkbox"/>	 <b>OB100427002.odt</b>	Nov 4, 2010
<input type="checkbox"/>	 BPEvent3Nov2010_Security.odp	
<input type="checkbox"/>	 BPEvent3Nov2010_API.odp	
<input type="checkbox"/>	 LotusLive Migration - 3 Nov AMS.odp	
<input type="checkbox"/>	 Making+Money+with+LotusLive+BP+Enablement[1].odp	
<input type="checkbox"/>	 Office 365 Clouddienst Microsoft.odt	
<input type="checkbox"/>	 LotusLive Notes Administration Guide - Oct 5 2010.pdf	Oct 13, 2010

- Download
- Upload New Version
- Suspend New Versions
- Present in a Meeting
- Sign Document
- View in Vondle Live

# Opdrachtbevestiging

Datum  
Auteur Ronald Dekkers  
Referentie OB100427001

02/06/10

Omschrijving: *Aanschaf Lotus Protector for Mail Security 01-07-2010 t/m 30-06-2011*

Artikelnummer	Aantal	Omschrijving:	Per Stuk:	Totaal:
E020KLL	100	IBM LOTUS PROTECTOR FOR MAIL SECURITY AUTHORIZED USER TRADE UP LICENSE + SW SUBSCRIPTION & SUPPORT 12 MONTHS	€ 28,49	€ 2.849,--
			Totaalprijs:	€ 2.849,00

## Leveringsvoorwaarden

Genoemde tarieven zijn netto EURO, exclusief 19 % BTW. Op al onze aanbiedingen en overeenkomsten zijn de algemene voorwaarden van FENIT, gedeponneerd ter Griffie van de Arrondissementsrechtbank te Den Haag op 3 juni 2003 onder nummer 60/2003 van toepassing. Een exemplaar hiervan is digitaal (in pdf formaat) bijgesloten.

## Betalingsvoorwaarden

Voor voorliggende opdracht geldt een betalingstermijn van 30 (dertig) dagen na factuurdatum. Acuity zal na ontvangst van de ondertekende opdrachtbevestiging direct factureren.

## Geldigheidsduur

Deze opdrachtbevestiging is geldig tot en met 30 dagen na dagtekening van dit document.

Aldus in tweevoud opgemaakt en getekend voor akkoord,

Acuity

Ronald Dekkers

Handtekening



Datum:

Reimus & Co

Robbert Reimus

Handtekening

X Click to Sign

Datum:

# How?

- **LotusLive APIs**
  - APIs that wrap service-level functionality at the LotusLive level.
    - FILES, CONTACTS, MEETINGS, etc.
  - Based on REST conventions and standards.
    - Atom Publishing protocol widely followed.
    - Planning to support CMIS for files APIs.
  - Secured by OAuth
- **LotusLive UI Extensions**
  - Action links/menu extensions
  - Content on pages (running OpenSocial gadgets)
  - UI Style Guide (future)
- **Login Using LotusLive**
  - Single-signon (no sign-off)
  - Can use SAML not OpenID

# LotusLive contacts

## Lotus Live Connectors

Lotus Live Connectors

Lotus Live Contacts

Lotus Live Files

New

<input type="checkbox"/>	Name	E-mail	Telephone	website
<input type="checkbox"/>	Guest info			
<input type="checkbox"/>	Koen Brons			
<input type="checkbox"/>	Marcel Latumaelissa			
<input type="checkbox"/>	niko juncker			
<input type="checkbox"/>	oliver.fedh@it-scom.com			
<input type="checkbox"/>	rolf kuster			
<input type="checkbox"/>	Ronald Dekkers	r.dekkers@acuity.nl		
<input type="checkbox"/>	steffen.transchel@pino-kuechen.de			
<input type="checkbox"/>	zeyad yousif			

# LotusLive File sharing

## Lotus Live Connectors

Lotus Live Connectors

Lotus Live Contacts

Lotus Live Files

Upload

Name:   
E-mail:   
Text message:

Delete

Refresh

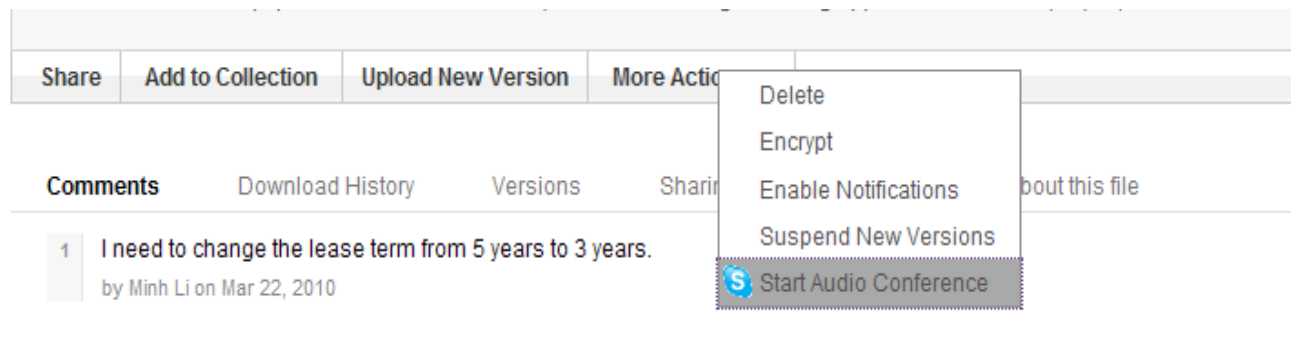
<input type="checkbox"/> Description	Public	Options
<input type="checkbox"/> testchart	false	
<input type="checkbox"/> LotusLive test.rar	true	
<input type="checkbox"/> test.html	false	
<input type="checkbox"/> lipsum.bt	false	
<input type="checkbox"/> post-3-12816905774601.jpg	false	
<input type="checkbox"/> share_icon.png	false	
<input type="checkbox"/> test.html	false	
<input type="checkbox"/> test.bt	false	
<input type="checkbox"/> c:\temptest.bt	false	
<input type="checkbox"/> iXware85.zip	false	
<input type="checkbox"/> ISISxConnector.rar	false	
<input type="checkbox"/> iXWare Template.rar	true	
<input type="checkbox"/> Getting Started	true	

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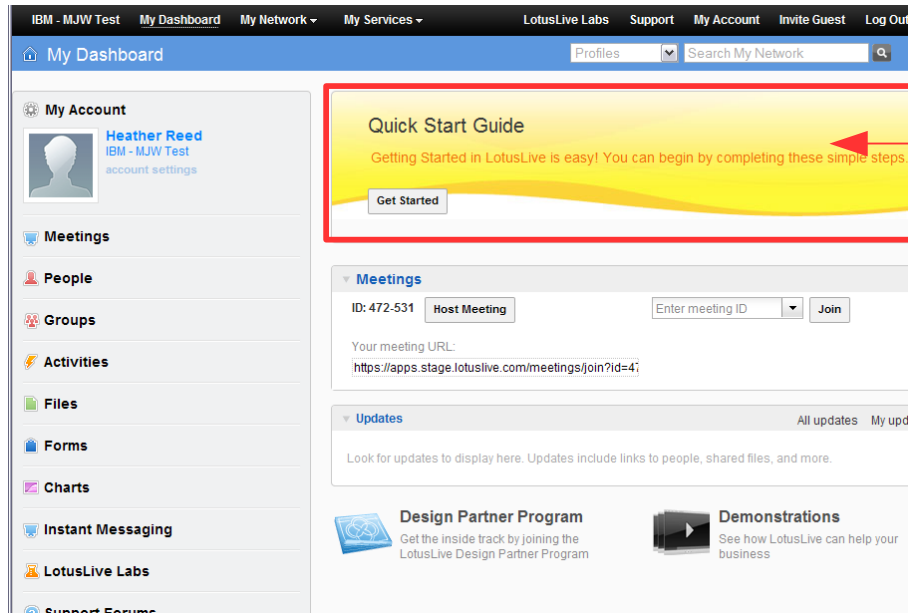
# UI Extensions - Action type

- Actions are simple [links](#) to other pages that may or may not be hosted on the LotusLive servers
- In addition to displaying a link, they have an [icon](#) associated with them as well



# UI Extensions - Content type

- OpenSocial gadgets displayed in content on a given page in LotusLive



The screenshot displays the LotusLive user interface. The top navigation bar includes links for 'IBM - MJW Test', 'My Dashboard', 'My Network', 'My Services', 'LotusLive Labs', 'Support', 'My Account', 'Invite Guest', and 'Log Out'. Below the navigation bar, the 'My Dashboard' section is visible. On the left side, there is a sidebar with various menu items: 'My Account' (with a profile picture of Heather Reed), 'Meetings', 'People', 'Groups', 'Activities', 'Files', 'Forms', 'Charts', 'Instant Messaging', 'LotusLive Labs', and 'Support Forums'. The main content area features a 'Quick Start Guide' gadget, which is highlighted with a red rectangular box. The gadget contains the text 'Quick Start Guide', 'Getting Started in LotusLive is easy! You can begin by completing these simple steps.', and a 'Get Started' button. Below the gadget, there are sections for 'Meetings' (with a 'Host Meeting' button and a meeting ID field) and 'Updates' (with a 'Look for updates' message). At the bottom, there are two promotional tiles: 'Design Partner Program' and 'Demonstrations'.

*Your Open Social  
Gadget Here (future)*

# UI Extensions - Styles

The screenshot displays the ACUITY·ict user interface. At the top, a navigation bar includes the logo, user name 'Ronald Dekkers', and various menu items like 'My Dashboard', 'Mail', 'Calendar', 'People', 'Apps', 'Settings', 'Help', and 'Log Out'. Below this is a secondary bar with 'My Dashboard', a 'Profiles' dropdown, and a search box for the network.

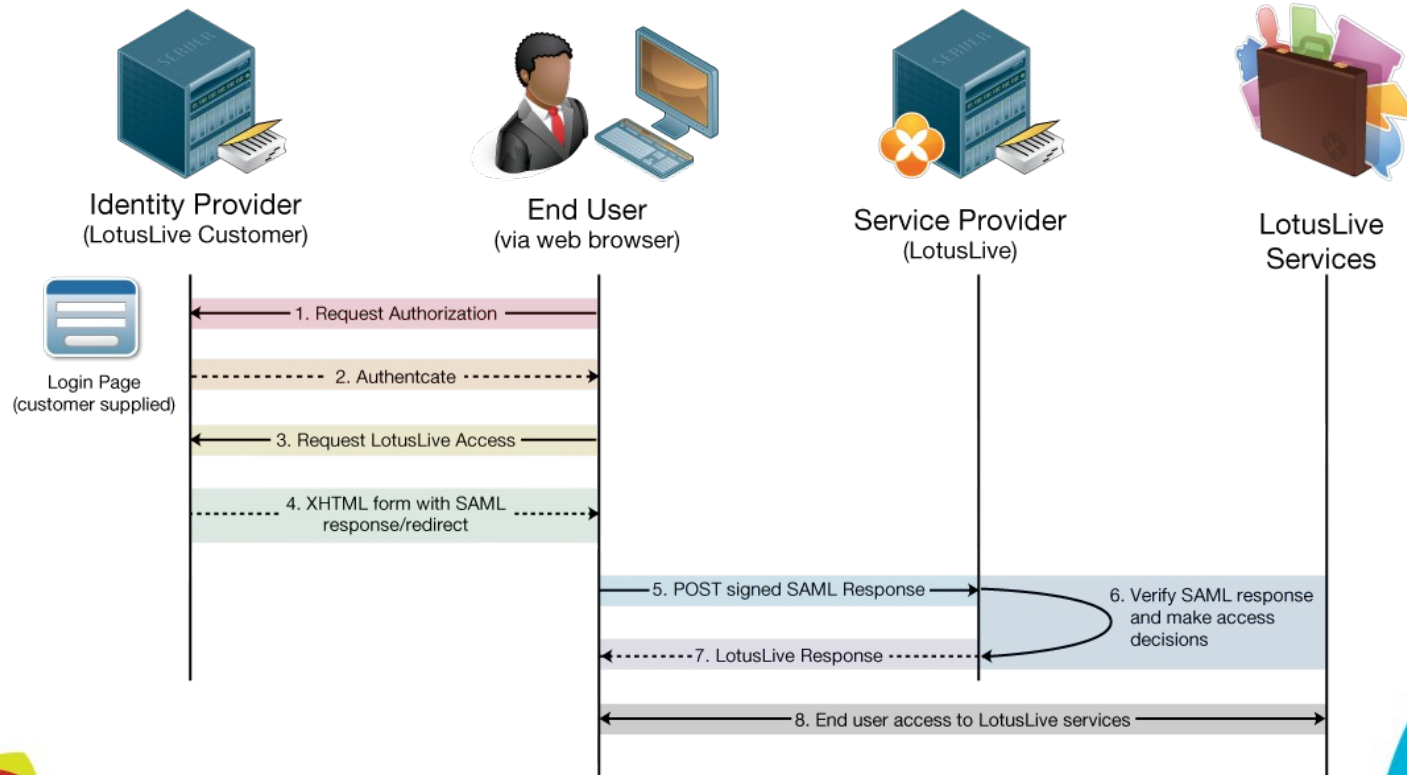
The main content area is divided into two columns. The left column, titled 'My Account', features a profile picture of Ronald Dekkers, his name, company 'Acuity B.V.', and a link to 'account settings'. The right column contains two sections: 'Meetings' and 'Updates'. The 'Meetings' section shows a meeting ID '794-832', a 'Host Meeting' button, a text input field for 'Enter meeting ID', and a 'Join' button. Below this, the 'Your meeting URL' is displayed as 'https://apps.lotuslive.com/meetings/join?id=794-832'. The 'Updates' section has tabs for 'All updates' and 'My updates', and shows a notification from 'Eric Otchet' that has accepted an invite to join the network.

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# SSO/SAML

- Leverages widely utilized Tivoli Access Manager software to provide single sign on capabilities across LotusLive components
- SAML v1.1 Browser Post support for customer supplied federated identity with Tivoli Federated Identity Manager



Questions?

