

# IBM Lotus Foundations Family

*- focus on running your business...*

*...not managing your computer systems*



**Lotus** Foundations

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# Agenda

**Market overview and business challenges**

**Introduction to IBM Lotus Foundations Family**

**Benefits and functionality**

**How you can get *started* transforming your business**



## What keeps you up at night?

Running a business in today's environment isn't easy...

### Businesses today face a number of pressures

- Struggling economy
- Reduced customer spending
- Constricted credit availability
- Cash Flow
- Staffing and skills gaps



## When it comes to IT solutions for small business, historically, options have been limited

- Technology solutions usually provide more headaches than benefits
- Difficult to find technology service providers who are knowledgeable on all technology solutions
- Working in a PC only environment is still commonplace – as a business grows, more PCs are added to support new staff. But there are limitations
- No clear guidance on what hardware and software to purchase
- Software and hardware solutions must be sourced from multiple vendors

***There has to be a better way***



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## Introducing Lotus Foundations *Start*

An all-in-one small business appliance with the essential software to power your business

- email, calendars and contacts
- central file management
- print sharing
- automated backup and recovery
- secure internet connectivity
- access for remote workers
- documents, spreadsheets and presentations
- firewall
- anti-virus and anti-spam
- platform for a variety of applications

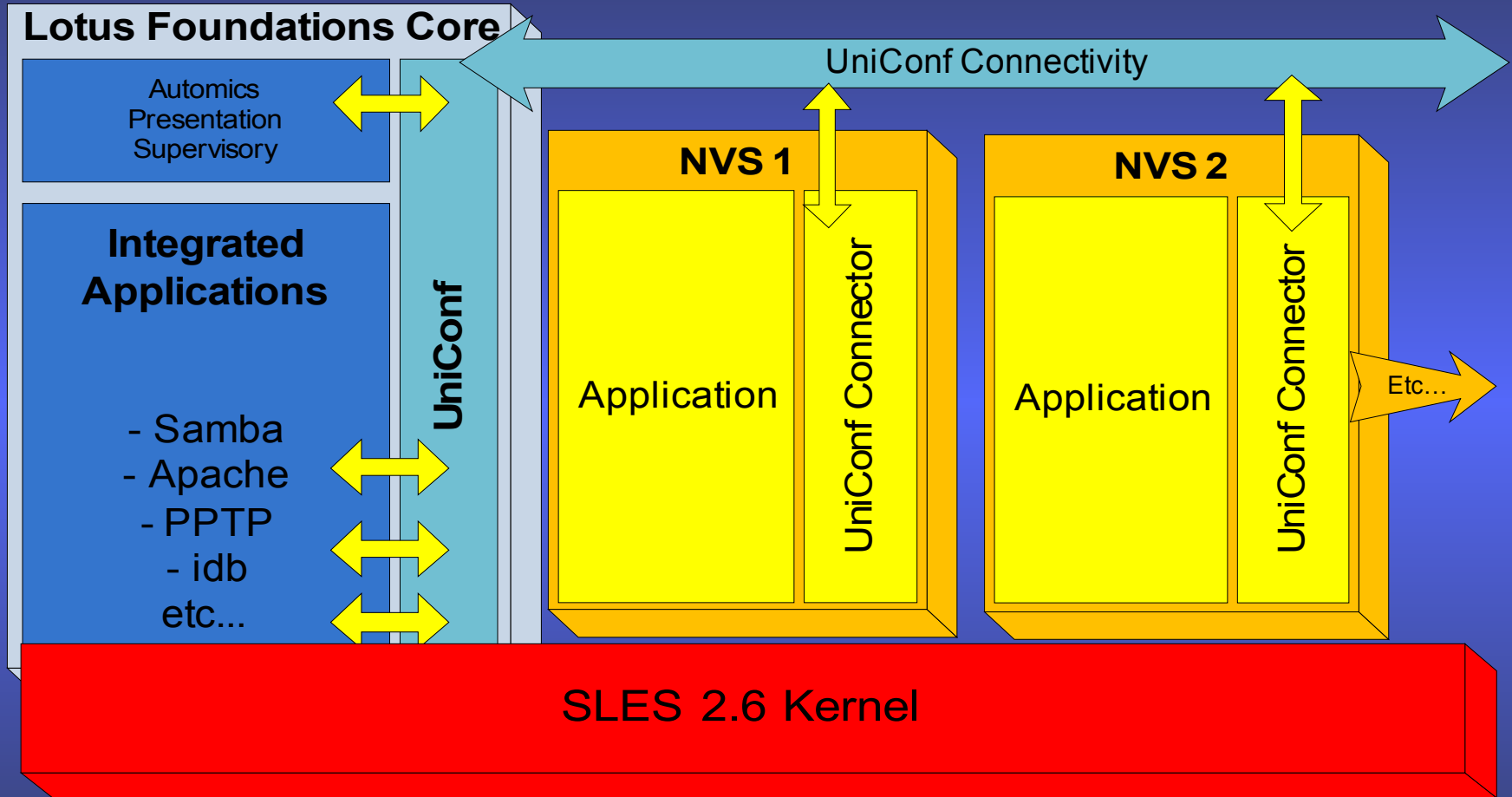


## Lotus Foundations- Start 1.1

### A Platform To Support Business Applications

- Lotus Domino and Native Linux
  - Lotus Foundations ISV Developer Toolkit
    - Quickly and easily package and deploy Domino applications into Lotus Foundations
    - Wizard based flow gathers BP solution into a deployable, one-click install package
  - Suse Linux Enterprise Server 10.1 Support
  
- Support for Microsoft Windows applications
  - Provides benefit of a stable Linux-based system while enjoying the ability to support Microsoft Windows-based applications
  - Windows-based applications run within a VMware® container
  - Business can still access its OS, VPN and server during a Windows outage without rebooting Lotus Foundations
  - Eliminates need to go on-site to diagnose Windows system crashes or blue screens

# Lotus Foundations High-level Architecture



# Introducing Lotus Foundations *Domino Branch Office*

- Email and collaboration platform
  - Integrates into existing Domino infrastructure
  - Administered from Head Office using familiar Domino administration tools
  - Supports both Notes and POP/IMAP email clients

- Access for remote workers

- Office productivity tools

- File management

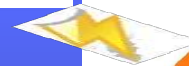
- Directory services

- Firewall

- Backup and recovery

- File system anti-virus

- Support for any Ms Windows App's



## Lotus Foundations Branch Office

### ■ A Customer

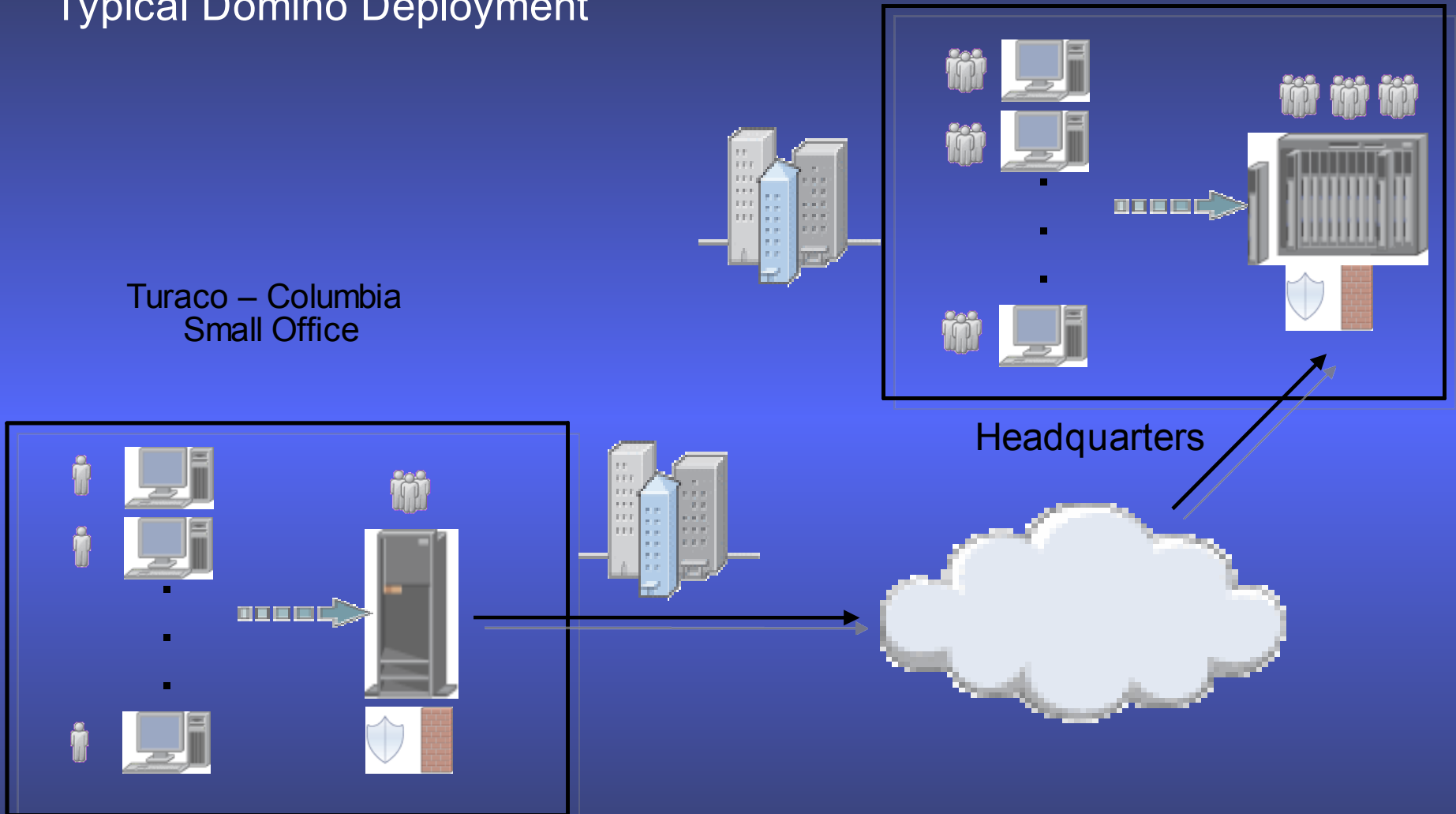
- Domino Infrastructure, Domino IT Skills @ HQs
- Multiple Branch Offices, 500 Maximum employee @ BO
  - Wants to Deliver On-Premise eMail, or Reduce Current eMail Cost
  - Needs to Reduce Remote SW Application Support/Infrastructure Costs
  - Improve employee eMail “experience”
  - Needs to Deploy Bus. App. (WIN, LINUX, Domino)
  - Provide Data Back-Up and Disaster Recovery
  - Deliver Support Through Remote Management (HQ IT Resources)
- Other Considerations
  - Planning or Implementing Workstation or Infrastructure Upgrade
  - Support Domino 8.5 Deployment
  - Sensitivity to Country's Compliance, Regulatory laws
    - Privacy & Responsiveness
    - In-Country Data Required

# Customer Situation- Before

Bogota – Columbia  
Headquarters

## Typical Domino Deployment

Turaco – Columbia  
Small Office

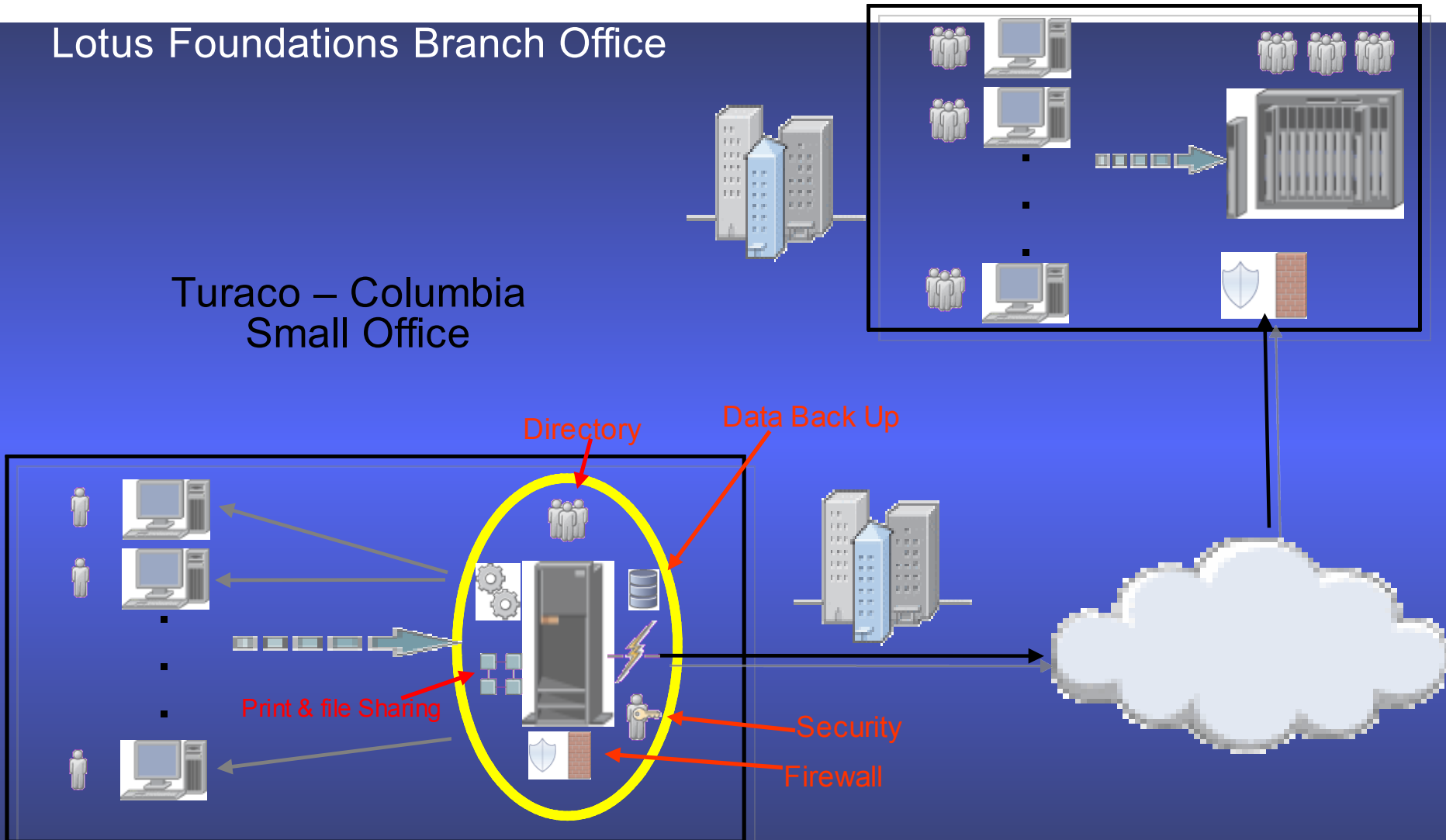


# Customer Situation- After

Bogota – Columbia  
Headquarters

Lotus Foundations Branch Office

Turaco – Columbia  
Small Office



## Typical Domino Install (Branched)

### Steps

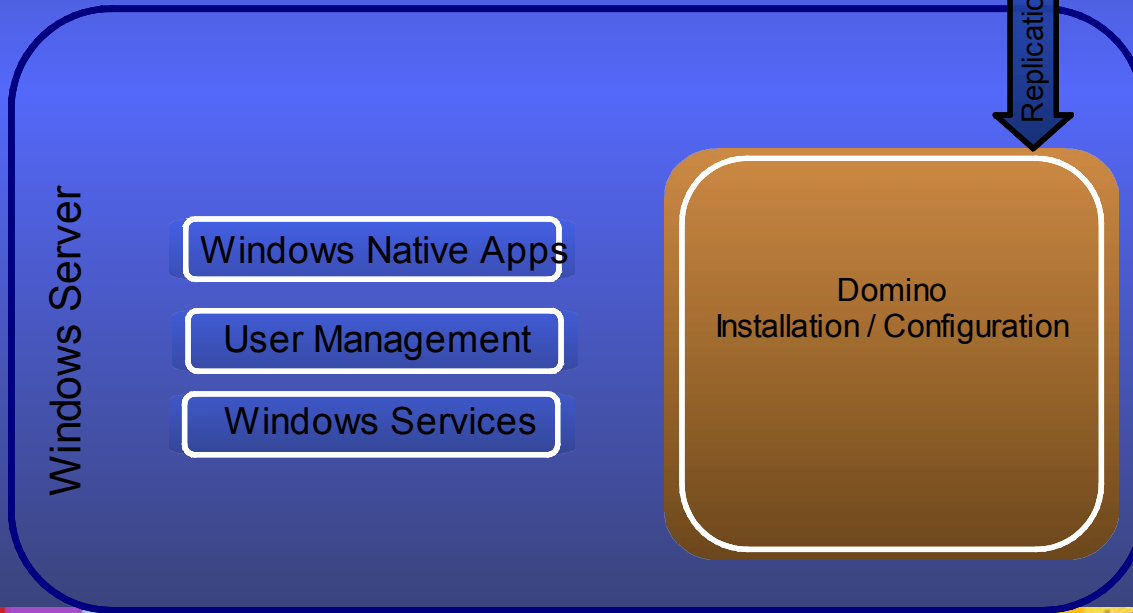
- 1) Install Domino Enterprise Server
- 2) Create necessary users and groups
- 3) Create Connection to the internet (firewall, etc.)



*Head Office (Vancouver)*



*Local Office (Toronto)*



- 4) Buy hardware
- 5) Install Windows Server
- 6) Install domino server and configure
- 7) Set up windows users and access to services
- 8) Set up domino users
- 9) Manually configure all Notes workstations

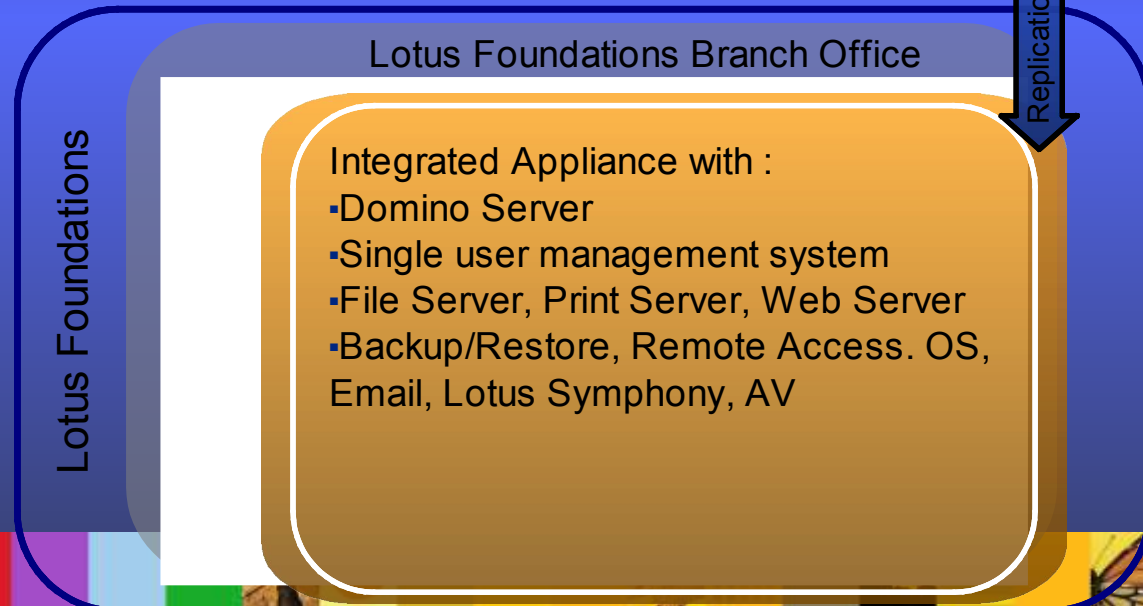
**CAN TAKE DAYS!**

# Typical Lotus Foundations Install – Branch Office

- Steps
- 1) Install Domino Enterprise Server
  - 2) Create necessary users and groups
  - 3) Create Connection to the internet (firewall, etc.)



*Head Office (Vancouver)*



*Local Office (Toronto)*

- 4) Buy Lotus Foundations Branch Office Appliance
- 5) Install Lotus Foundations and one Click Install for Domino
- 6) Configure domino server
- 6) Pull users from head office
- 7) Run one click notes auto-install mechanisms

**TAKES AN HOUR OR TWO**

## Lotus Foundations Reach – Enabling small business to Find, Reach and Collaborate

- Based on Lotus Sametime Standard - capabilities include:
  - Enterprise instant messaging and presence
  - Rich text, time stamps, spell check and emoticons
  - Multi-way chat
  - Mobile access
  - Built-in VoIP and point-to-point video
  - Out-of-the-box integration with IBM Lotus Notes
  - Optional file transfer
  - Integrated chat histories
  - Location awareness
  - Contact list with type-ahead and search
  - Contact Business cards
  - Integration with supported audio, video, and telephony systems

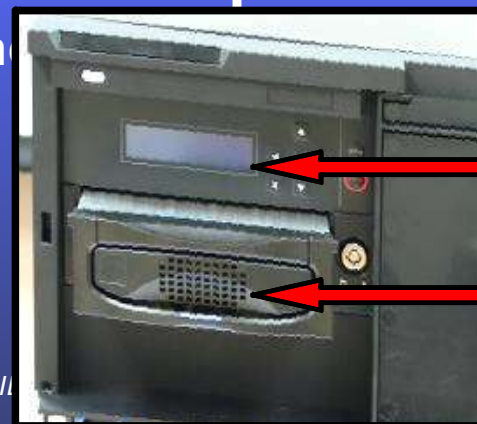


# Lotus Foundations Appliance

instant IT and collaboration infrastructure for your business

**One system, one vendor, automated updates and no IT experience required**

- Hardware and software bundled together
- Full functionality in a single system
- Easy to maintain, easy to use
- Deploys In under 30 minutes\*
- System calls IBM regularly to check for software and security updates
- On-site solution



LCD Panel

Back up Cartridge

\* set-up and configuration is handled by trusted IT

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## Centrally manage files and share printers

Move information from individual PCs to single location



- System acts like an electronic file cabinet
  - store and access your files in a single location
  - make finding files easier and get a handle on version control
- Share files across the network, regardless of system type
  - PCs and Macs can all work together
- Set-up, share and manage printers from a single location
  - find and print to any printer on your network

## Your business data is one of your most important assets

Gain peace of mind that it is protected

### Loss of data can cost you time, money, and even your business

- Simplified backup technology means anyone can manage backups
  - frequent incremental backups—continuous, automated, unattended
  - no need to shut down – drives can be inserted and removed, without having turn off your system, ensuring your data and applications are always available
- Your IT provider can store your backup drives offsite
  - added protection in case your entire system is destroyed or lost
  - simply reinsert the drive and it is instantly backed-up
- Eliminate the mess and the clutter—no tapes, no wires, no cables



## Expect the unexpected—have a data recovery plan if disaster strikes

**Recover all your information in minutes without having to pay a dime – a strategy anyone can afford**

- Recover from any type of system failure in just a few minutes
  - recovering all your data is as simple as inserting a back-up drive and pressing a button
- Minimize the need for costly onsite IT service calls
  - your IT provider can connect to and diagnose your system remotely



## An IT solution that can diagnose and heal itself

***Automation simplifies the IT experience — you don't need to be an IT expert; the system acts as your IT person***

Feature	Benefit
<ul style="list-style-type: none"> <li>▪ Self-managing system identifies and fixes system problems so you don't have to</li> <li>▪ Self-configuring technology automates installation and sets-up your network security the right way</li> </ul>	<ul style="list-style-type: none"> <li>▪ No need for an IT staff or the expense of an onsite service tech to find and fix problems</li> <li>▪ Quick set-up time means you can get to work faster and minimizes the duration and disruption of IT service visits</li> <li>▪ Takes the guesswork out of setting up and protecting your network – feel confident that your systems are safe</li> </ul>



# Email, calendar and contacts – apps to keep your business connected

industry leading IBM Lotus Notes and Domino email and collaboration tools — optimized for your business



**Lotus Notes**

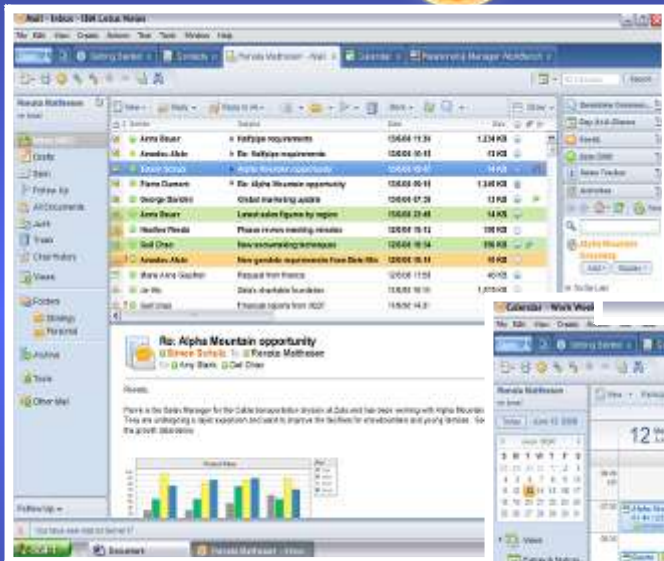


**Lotus Domino**



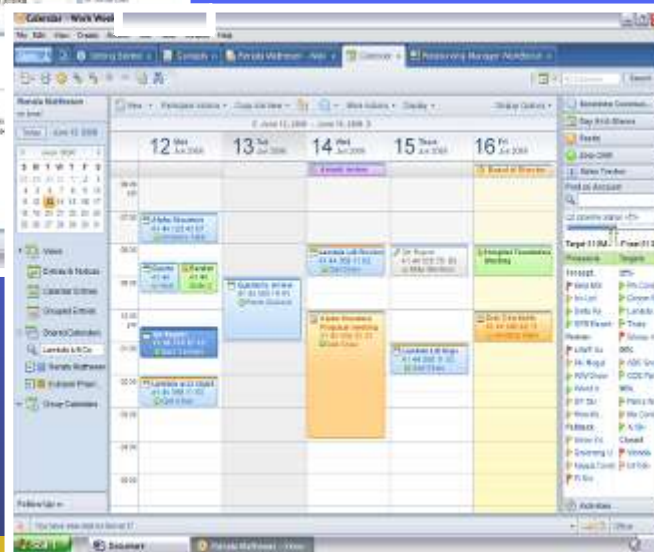
## Enhanced email functionality

- Identifies conversation threads
- color coded messages
- recipient icon flags to specify actions



## Intuitive calendaring display

- unanswered calendar entries
- color coded meetings
- group calendars



# Access to email, calendars and contacts is always at your fingertips choose how you want to access and view your email



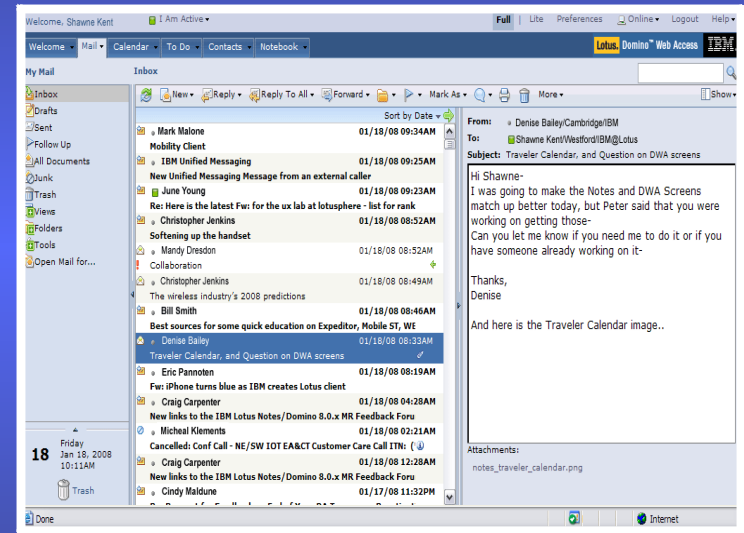
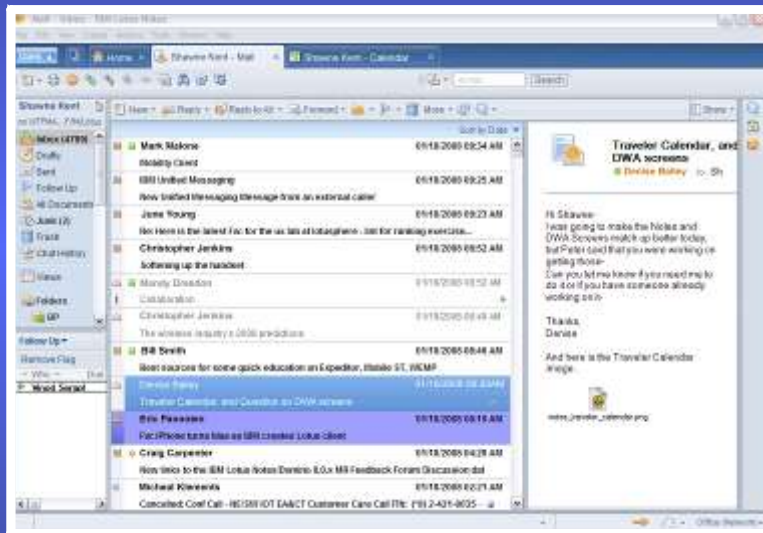
## Lotus Notes

- desktop access to email, calendars and contacts



## Lotus Domino Web Access

- full access to email, calendars and contacts through a web browser



## Where are your employees? And how can they stay connected?

Enable your employees to access the office, regardless of location

Remote access and Virtual Private Network (VPN) technology mean the office is always available — access your systems and information from anywhere



## Network level security stops threats before they reach your machines

Viruses, hackers and spam are distractions your business doesn't need

- Firewall protects your network from unauthorized intrusions
  - keep your systems safe from internet attacks
  - prevents hackers from stealing your information
  
- Anti-virus protection ensures your operations stay open for business
  - scans incoming emails and monitors your network for suspicious content
  - frequent, automated system scans and updates ensure you have up-to-date protection
  
- Anti-spam technology lets you focus on emails that matter, and eliminate those that don't
  - filters unwanted email that clutters inboxes
  - frees up valuable storage space typically filled by spam



# Lotus Symphony frees you from the high cost of Microsoft Office

Intuitive, easy to use software designed with the level functionality you need

## Lotus<sup>®</sup> Symphony<sup>™</sup>



Documents



Presentations



Spreadsheets

- Integrated office productivity tools
- Fully featured and easy to use
- No additional charges



- Can open, edit and save to Microsoft Office format
- Eliminate Microsoft Office license costs
- Avoid loss of information due to old or unsupported file formats

## Partnerships with your regular IT provider remain intact

Continue to develop and strengthen your existing technology relationships

### We recognize you may not have the luxury of an IT staff

- Lotus Foundations is available through local IT service providers
- Local partners are backed and trained by IBM
- Your provider can assist you with installation and configuration
- Look to your IT provider to provide other critical services
- System can be managed remotely — minimizing downtime and the need for service visits





## Benefits for the Domino Administrator with **Branch Office**

- **Systems install and configure themselves with minimal human interaction**
  - no DVDs to load, completely remotely managed
- **Patches and upgrades are less frequent and only one click away**
  - new capabilities are download automatically, then installed and configured automatically
- **Administer domino server using the same tools/processes in place at HQ**
- **Simplify remote office infrastructure deployment with all in one appliance.**
- **No IT skills needed at the remote office**
- **Peace of mind that data in remote office is secure**
- **Speeds deployment of Notes Client software updates in branch office**

= Reduced costs to deploy, maintain & support remote office

## Possible eMail Branch Office Options

### Current Scenarios- Domino Installed @ HQ:

- eMail not deployed to @ Branch Office
- eMail deployed @ Branch Office- Google, Microsoft, Cisco
- eMail deployed @ Branch Office- iNotes with VPN Connection to HQ
- eMail deployed @ Branch Office- Domino/Notes licenses

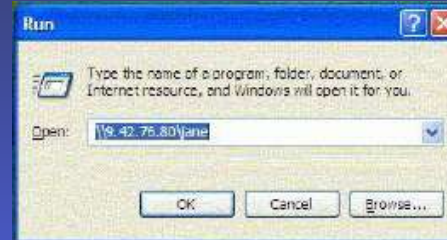
## Branch Office- Current Scenarios

- Customers' Challenges, Risks, Costs:
  - No eMail deployed @ Branch Office
    - Risk in lost or delayed Corporate Communications
    - Low Employee morale, Erosion of Corporate Culture
    - Impacts Employees' Ability to Conduct Business
    - Risk Employees use Personal eMail @ Work
  
  - Google, MS OnLine, My Cisco deployed @ Branch Office
    - Off Premise, eMail only
    - Security, Compliance, Data Recovery
    - In-Country Data
    - Incremental Costs: Storage, Office Productivity tools
    - No Ability to Deliver Business Applications

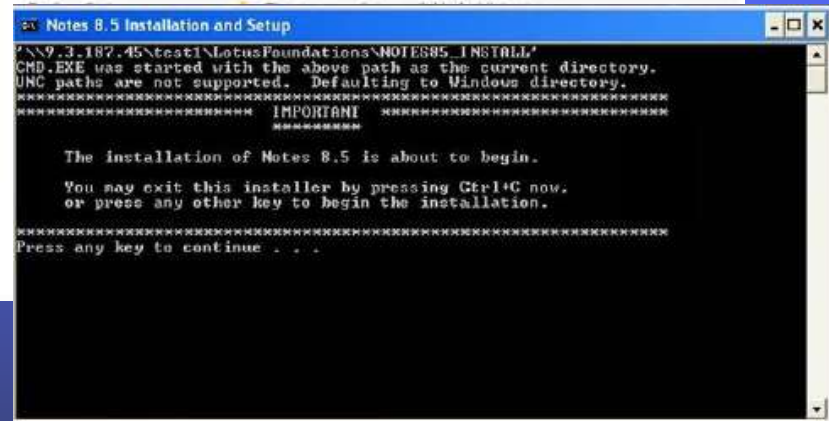
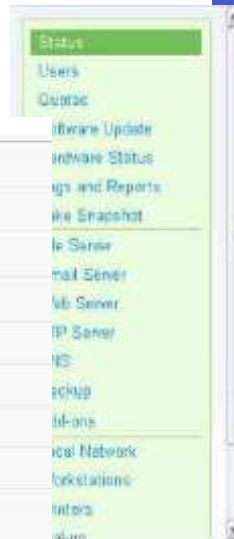
## Branch Office- Current Scenarios

- Customers' Challenges, Risks, Costs:
  - iNotes with VPN to HQ
    - Low Network Bandwidth
      - IT Infrastructure can cause Delays, Disruption
      - Poor User Experience due to System responsiveness
      - In Country Data
      - Other IT Services; Data Back-Up, Business Applications, Print/File Sharing
      - Incremental Costs: Storage, Peripheral Add-on Devices
  - Domino/Notes deployed @ Branch Office
    - Understand Customers' current needs and direction. Approach if;
      - Customer is deploying (or wants to) Domino/Notes to Branch Offices
      - Customer Needs to Lower TCO on Current Domino/Notes Infrastructure
      - Technical Support to Branch Office is costly, User experience poor
      - Customer is Exploring “good enough” eMail solutions for Branch Offices
      - Remote Administration, 1- Click Install, Data Back-Up, Print File Share, etc
      - Other IT Services; Data Back-up, Business Applications, Print/File Sharing
      - Incremental Costs: Storage, Peripheral Add-on Devices.

# Configuration, Managing Foundations



Create User	
User ID:	<input type="text" value="janedoe"/>
Full Name:	<input type="text" value="Jane Mary Doe"/>
Password:	<input type="password" value="*****"/>
Re-enter Password:	<input type="password" value="*****"/>
Preferred Language:	<input type="text" value="English"/>
Administrator Access:	<input type="radio"/> Yes <input checked="" type="radio"/> No
Allow FTP Access:	<input type="radio"/> Yes <input checked="" type="radio"/> No
Allow VPN (PPTP) Access:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Quota Value:	<input type="text" value="Unlimited"/>
Email Quota Value:	<input type="text" value="Unlimited"/>



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## Act today and let Lotus Foundations jump *Start* your business

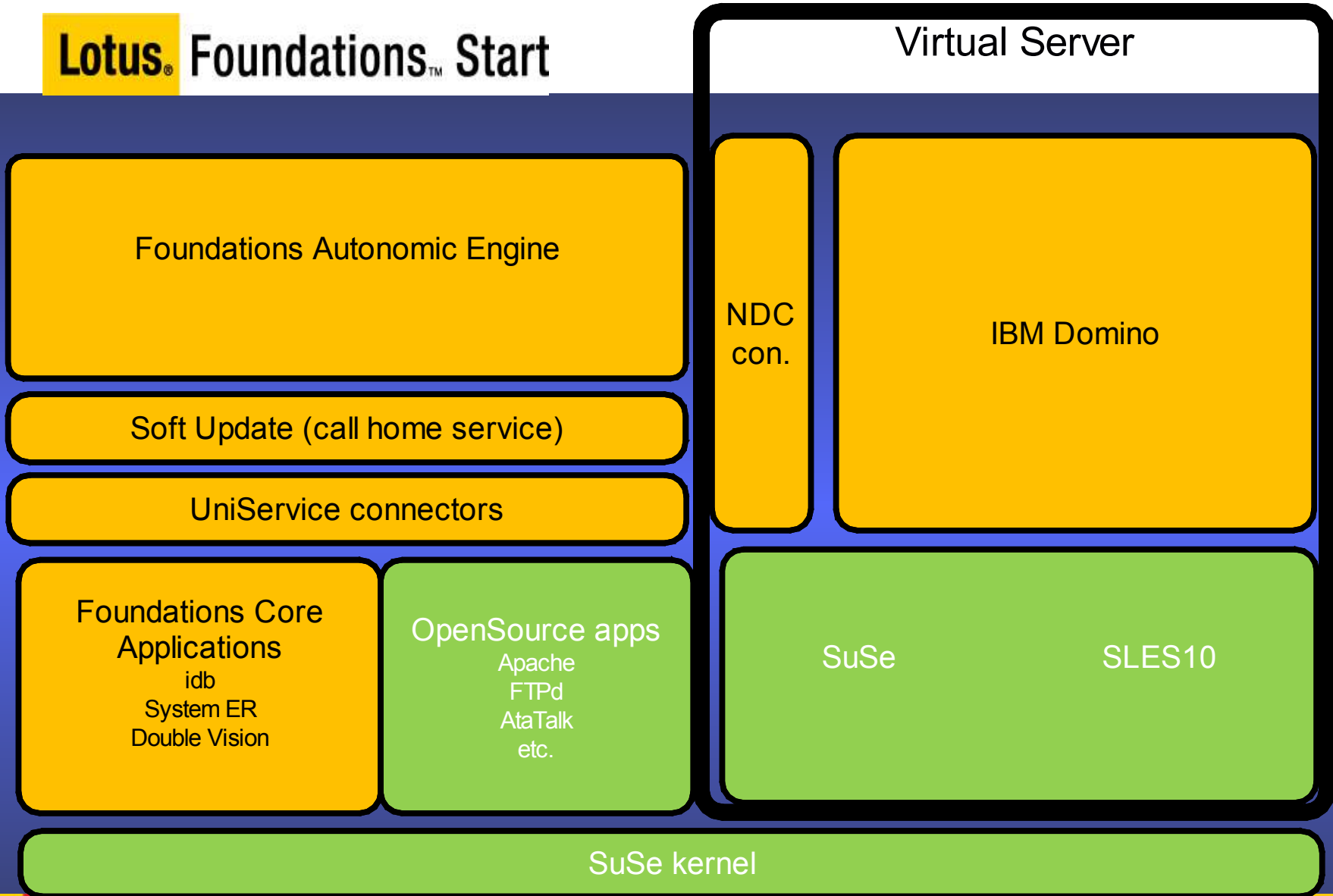
- Do it yourself approach - go to the website to learn more
  - [www.ibm.com/lotus/foundations](http://www.ibm.com/lotus/foundations)
  - <http://www-304.ibm.com/jct01005c/isv/welcome/softmall.html> (trial)
  - <http://www-10.lotus.com/lld/lfndswiki.nsf>
- Lotus Foundations Start (One-Day) Technical Workshop (Classroom, or Virtual Online version)  
<https://www-304.ibm.com/jct01005c/isv/spc/events/description.jsp?event=99A944C0B1E0138F8525749F005C9B64>
- IBM Lotus Foundations Start Technical Two-day Workshop (self paced)

Course Code: LND-146T-EN (Virtual Innovation Center)

[https://www-03.ibm.com/partnerworld/vic/wps/myportal/my poc?uri=service:deep\\_link&courseid=2325](https://www-03.ibm.com/partnerworld/vic/wps/myportal/my poc?uri=service:deep_link&courseid=2325)

**Thank you!**

# Lotus® Foundations™ Start



# Lotus Foundation Appliance

- Balances performance, affordability and ease of use
- Includes core Foundations software to enable easy disaster recovery
  - ▶ Operating system on flash-based memory – can boot, connect to network, set up firewall, VPN and other features in unlikely case of a hard drive failure (less than 100MB)
  - ▶ A fully enclosed hot swap backup drive to fully enable all of the features of the Foundations Intelligent Disk Backup (iDB) system (up to 1TB)
  - ▶ Up to 4 main drives (up to 500GB each)
  - ▶ Easy to use LCD control panel allows you to configure, set and manage the network without a monitor or keyboard
  - ▶ With a touch of the button on the control panel, the appliance can backup and recover and restore your data and core system functions automatically

