

# Achieve Your Collaboration Objectives While Managing Expenses:

## SharePoint & Lotus Notes Coexistence

*MGT08*

*Netherlands Lotus User Group 2009*

**NL Lotus  
User Group  
Conference**



# Who Is Mainsoft?

**Founded:** 1993

**Business:** Leader in Microsoft-Java EE interoperability

**Vision:** Coexistence between Microsoft & IBM platforms

**Clients:** 150+ banking, engineering, insurance, manufacturing, retail, software development, and government

**Product  
Validations:**



**Awards:**



Recommended option for  
.NET-Java Interoperability

# SharePoint Integrations in IBM Platforms



## SharePoint Integrator for Lotus Notes

- Software coexistence: *SharePoint integration* with Lotus Notes and Lotus Sametime.



## SharePoint Integrator for WebSphere Portal

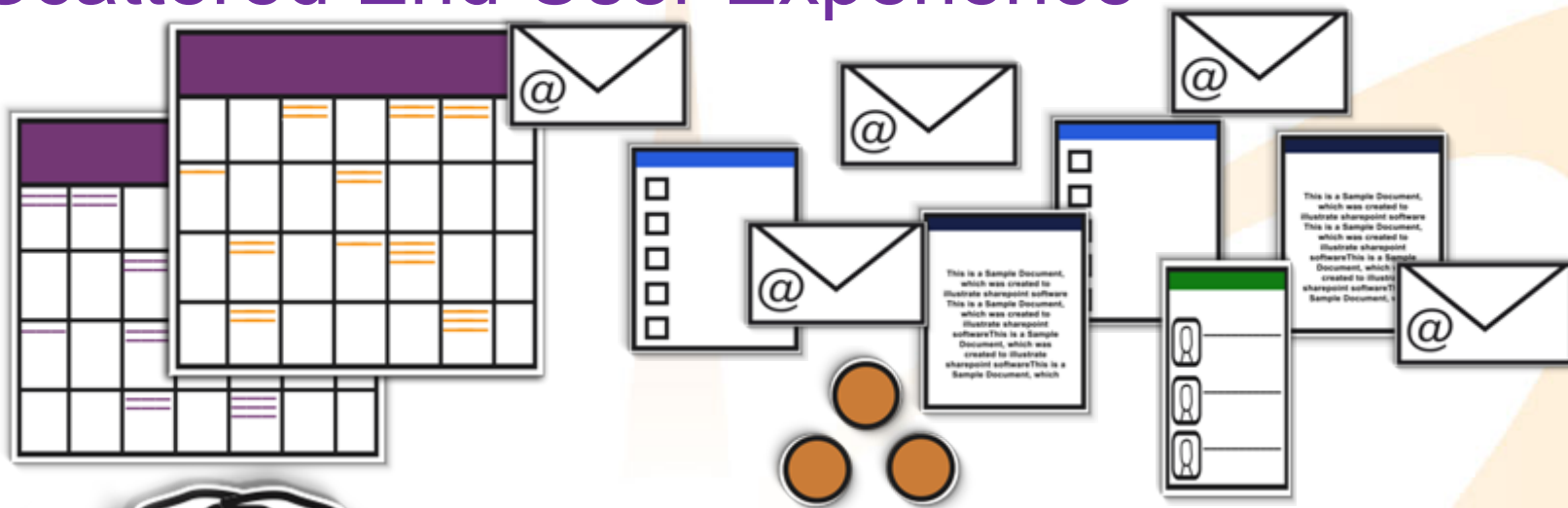
- *Secure, role-based access* to all SharePoint lists from WebSphere Portal.
- *Composite applications* that integrate SharePoint content with LOB applications – both .NET and Java.



## Document Collaboration for Rational Jazz

- Integrates *SharePoint-based document collaboration* into the software delivery process.
- *Automates and enforces project governance.*
- Improves the *transparency of software deliveries.*

# Scattered End User Experience



- Emails in Notes
- Documents in SharePoint
- Personal and team calendars scattered among Domino & SharePoint
- Instant Messaging in Sametime
- Social Networking in Connections

# Separate Messaging & Collaboration Platforms

*The disconnect between personal and shared spaces impedes team collaboration.*

- *Email remains the #1 tool* for business information communication.
- When the email client is disconnected from your collaboration platform:
  - ✗ Users *resist adopting collaboration sites* and *keep* using and *abusing email*.
  - ✗ Critical *business correspondence* and *documents* get *locked up in mail boxes*.
  - ✗ *Team calendars* are rarely used when they are not integrated into user calendar view.

➔ Integrate messaging & collaboration platforms



# The Extent of the Problem

- Enterprises with *a single vendor strategy* can *integrate messaging and collaboration platforms* e.g. Outlook and SharePoint, Lotus Notes and Quickr.
- But *what about the rest of us?* The SharePoint phenomena is not limited to “Microsoft shops.”

*In a survey conducted by LotusUserGroup.org, 78% said SharePoint content integration with Lotus Notes is a top priority, a high priority, or a priority.*

*- LotusUserGroup.org, April 2009*

# Enterprise Collaboration Requirements

- Allow people to *focus on getting their work done*, not on their IT tools.
- *Eliminate IT barriers* between personal and team information spaces.
- *Provision software quickly and easily*, without burdening the end user.
- Maintain the *freedom to choose messaging & collaboration tools*, based on business requirements.

# IT Options: Notes to Outlook/Exchange Migration

## ✘ Expensive:

- €135 - €200 per mailbox to migrate from one system to another (Gartner, Ferris Research)
- Migrating Notes applications cost *at least twice as much* as email.
- *Migration costs*: software licensing, application conversion, storage & backup, hardware, migration tools, contractors, and training costs.

## ✘ Questionable ROI

- IT is *tied up* for years, diverting resources from projects that align IT w/business processes to improve performance.

## ✘ Increased vendor lock-in.

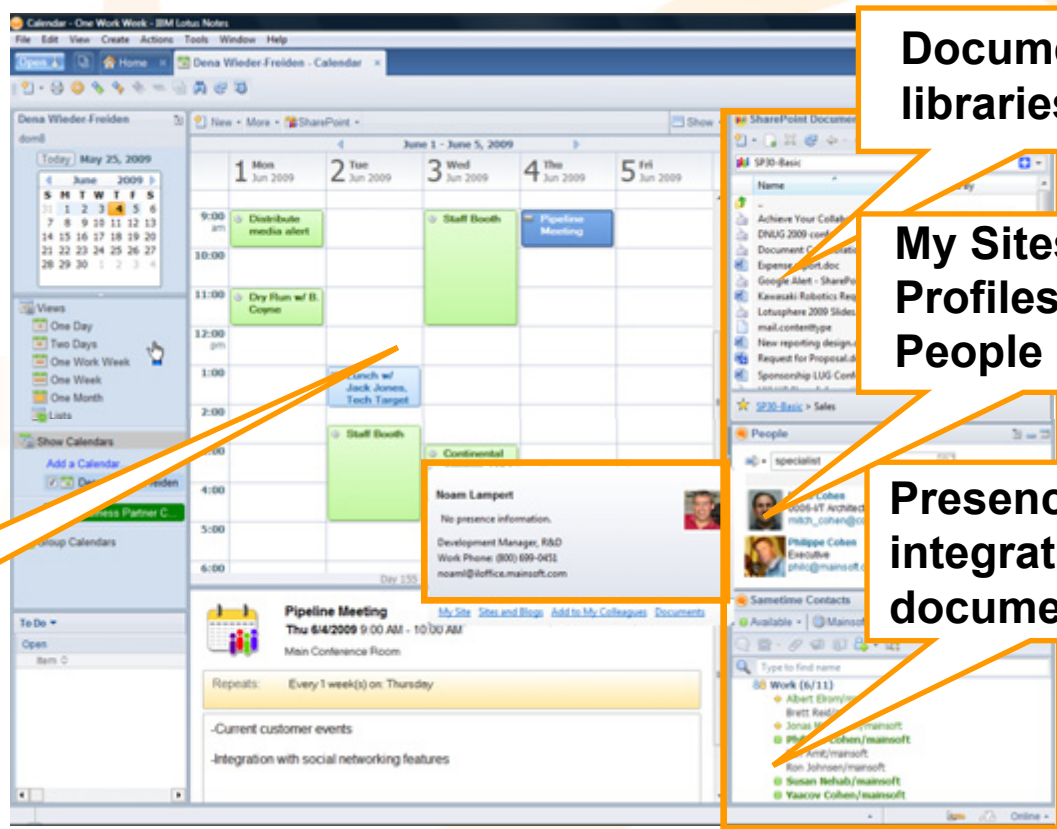


# IT Options: SharePoint-Notes Coexistence

- *Get more value* out of your existing SharePoint and Lotus investments.
- Equip business users with *integrated collaboration and messaging tools* to support team communication and coordination.
- *Promote the adoption* of collaboration tools, at 1/10<sup>th</sup> the cost of an expensive migration.

# Solutions: Integrate SharePoint w/Notes

- ✓ Find documents
- ✓ Find people
- ✓ Share documents
- ✓ Share emails
- ✓ Share calendars



**Team events in Notes personal calendar**

**Document libraries**

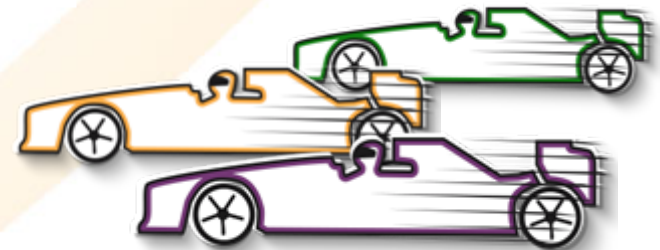
**My Sites, Profiles, and People Search**

**Presence integration with documents**

# Drive SharePoint Adoption: Share Documents

*Make it easy for your users to collaborate on documents using SharePoint.*

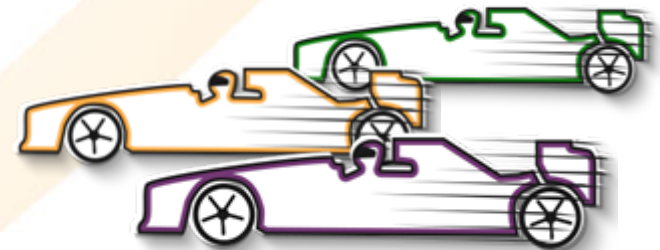
- Drag-and-drop *Notes attachments into SharePoint.*
- *Send links*, rather than attachments.
- Collaborate in *real-time* using Lotus Sametime.
- Help Notes users *learn SharePoint taxonomy.*



# Drive SharePoint Adoption: Share Emails

*Extend transparency, project management capabilities by enabling users to share emails on SharePoint.*

- Drag-and-drop *Notes emails into SharePoint.*
- Give third parties access to shared email and attachments *from their browser.*
- Give people access to *all project information* in one place.
- *Reduce dependency on information locked* in personal inboxes.

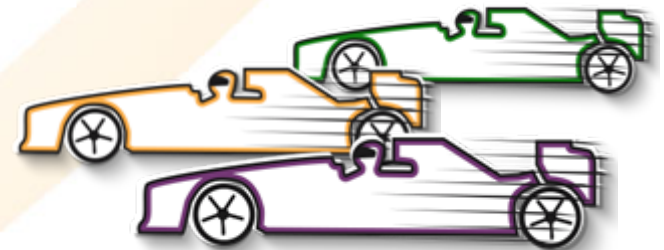


# Drive SharePoint Adoption:

## Share Calendars. *Notes 8.5*

*Enable users to manage time more efficiently using team calendars*

- *Aggregate multiple SharePoint calendars* into the Notes Calendar.
- *Create* SharePoint calendar events from Notes.
- *Publish* Lotus Notes appointments on a SharePoint team calendar.

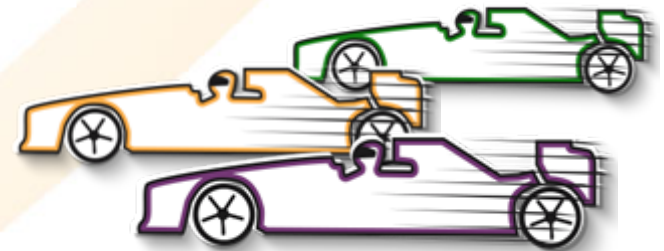


# Drive SharePoint Adoption:

Find People *upcoming v2.5*

*Discover and build your enterprise social network*

- Access *SharePoint profiles* from person tags in Notes email and calendar.
- *Search People on SharePoint* directly from Notes.
- Easy access to other's '*My Site*'.



# Software Coexistence: Built on Solid Foundations

- *SharePoint SOAP Web services*
  - Well documented, stable interfaces.
  - Same interfaces used by MS Office applications: Word, Excel, PowerPoint, Outlook.
- Delivers a *sustainable strategy*.



DEMO:  
Mainsoft SharePoint Integrator v2.5 Preview

# Collaboration Success Metrics: Integrating SharePoint with Lotus Notes

## Increase in SharePoint adoption, usage:

- ↑ Number of IT users that manage team emails and documents on SharePoint.
- ↑ Number of documents uploaded on SharePoint.
- ↑ Number of SharePoint site hits.

## Decrease in email traffic:

- ↓ Storage, server costs.
- ↓ Bandwidth requirements.



# Business Value Assessment (6 weeks)

## Week 1

- Establish objectives and metrics.
- Log IIS parameters to monitor SharePoint traffic.
- Measure Domino storage requirements (increase per month).

## Week 2

- Train business users on SharePoint use.

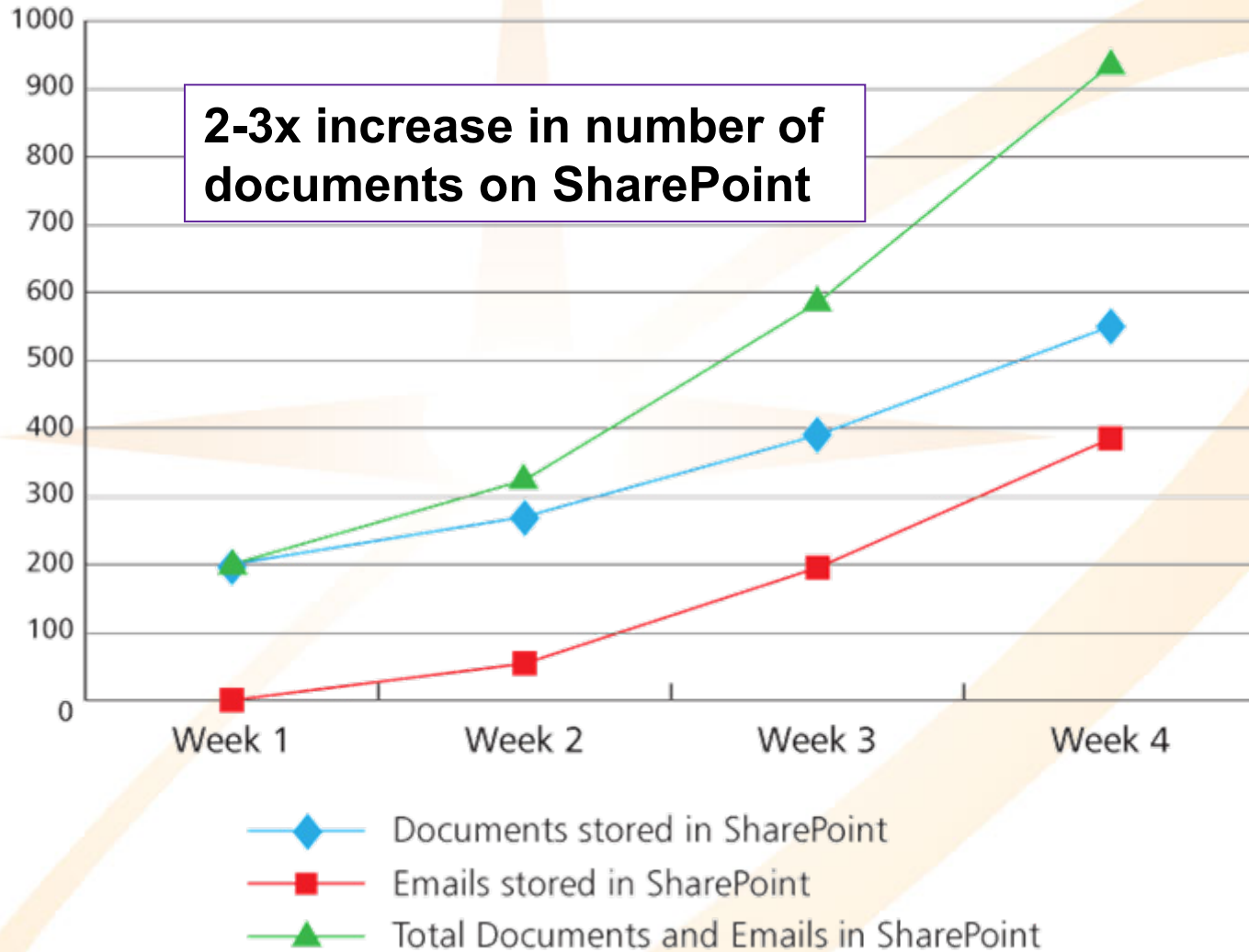
## Weeks 2-5

- Run the pilot.

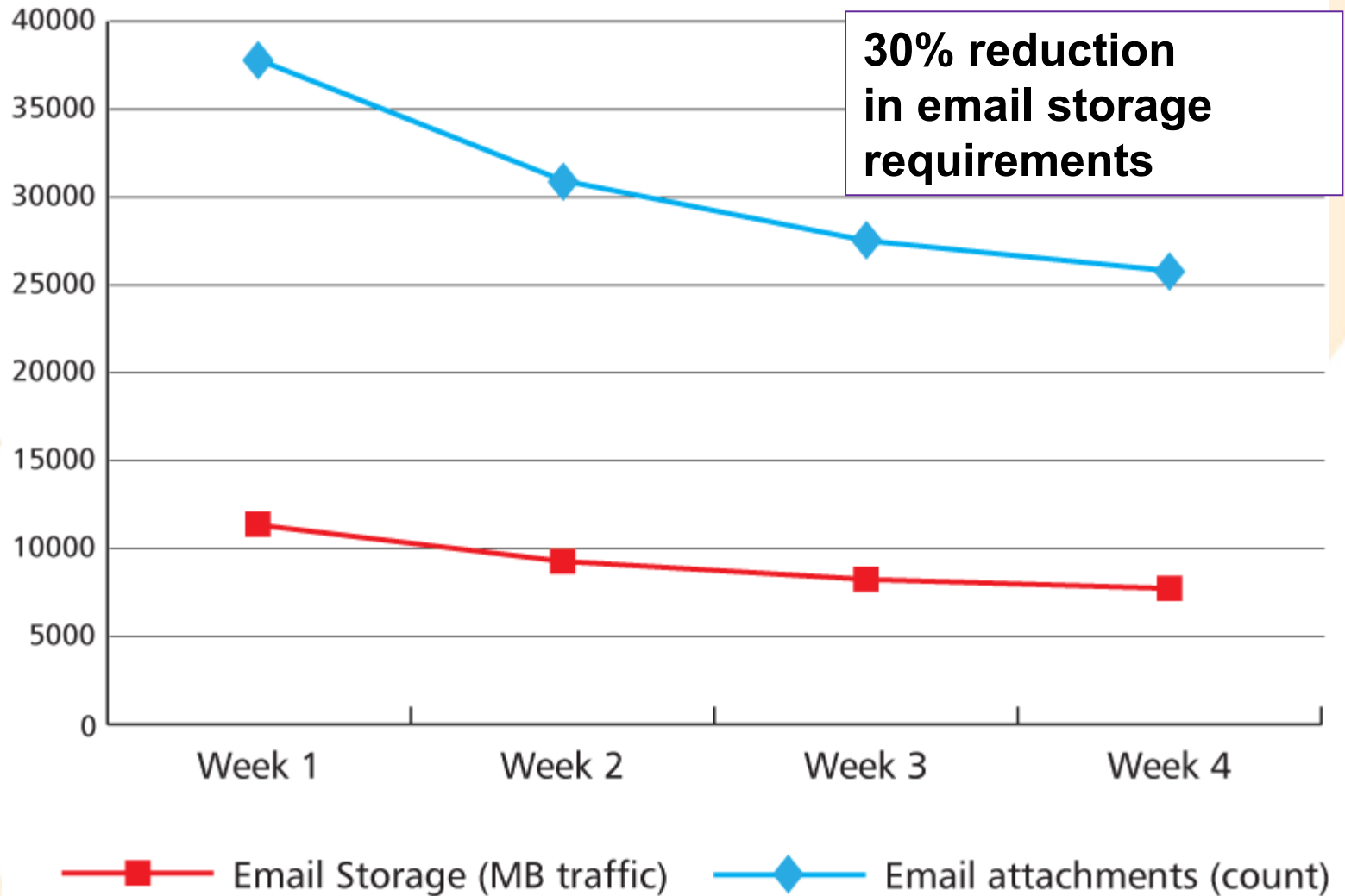
## Week 6

- Collect data from SharePoint and Domino logs.
- Interview 3 to 5 end users for sample projects.
- Deliver final report.

# Typical Results – Total Documents



# Typical Results – Email Traffic



# Financial Analysis

## Customer Profile:

- US Federal Agency – *65K knowledge workers.*
- SharePoint implementation – *\$10M investment.*
- SharePoint-Notes integration – *\$.75 M* (7.5% of SharePoint implementation).

## Business Benefits:

- Solves the *#1 end-user complaint*: lack of integration between messaging and collaboration platform.
- Promotes SharePoint adoption for *less than 10%* incremental cost.
- Encourages users to *send links rather than attachments*, reducing Email storage requirements by *45%*, a net savings of *\$7/user/year.*

# Customer Feedback



*“Mainsoft offers the practical integration path we need to support our end users’ preferred platforms while preserving our existing IT investments.”*

– Bill Phelps, CTO, Champion Solutions Group



*“By integrating Lotus Notes with SharePoint as well as our Lotus Sametime-based unified communications platform, we can meet all document collaboration and communication needs in a single application.”*

– Scott Marchione, Applications Developer, Kawasaki Robotics



*“Mainsoft SharePoint Integrator enables our team to collaborate more efficiently on documents, and with a high degree of confidence they have all relevant correspondence at their fingertips.”*

– Frédéric Guinet, IT Director, French Banking Federation



*“We deployed Office SharePoint Server to give our project teams a central repository for storing and easily retrieving documents. Unfortunately, our SharePoint sites remained empty while some of our project managers’ email boxes ballooned to 50 gigabytes. What was missing was the ability to drag-and-drop Lotus Notes emails and attachments, which Mainsoft delivers.”*

– Ken Holsopple, Senior Network Administrator, William A. Hazel, Inc.



*“Mainsoft SharePoint Integrator is an excellent product. Our team uses it everyday.”*

– Nader Chahine, Branch Manager, Manhattan Home Finance

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