Lotus on Linux Report

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What We'll Cover …

- Introduction
- IBM's Linux Commitment Grows
- Yes, Lotus Does Support Linux!
- That's Great, But Is Anybody Using It?
- But How Do They Help My Business?
- "We Have Existing Windows Tools!"
- Summary

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Speaker Info...

- Working with Notes since 3.0c, in 1993
- Architect, admin, auditor, trainer, process engineer, team lead, "reformed developer"
- Co-authored two IBM Redbooks on Linux
- Multiple Lotus Certifications
- Significant regulatory compliance and Domino specialty project experience
- Linux aficionado

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Providing excellence in...

- Collaborative architecture

- Messaging initiatives

- Lotus on Linux/UNIX projects

- Process management

- Supporting regulatory compliance

- End-user or administrator Lotus/OS training

- Yielding significant cost saves

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IBM's Linux Timeline – Part I

- 1999: Linux community involvement

- 2000: Linux on all IBM hardware pledge

  - Invested $1B (£621M) into long-range planning

- 2001: $40M (£25M)software donation to form Eclipse organization

  - 1200 developers in 63 countries contribute

- 2003: Inaugural keynote—Linux Desktop Consortium

IBM's Linux Timeline – The Middle

- ## 2003: Kicks-off its internal desktop conversion

- ## 2005: IBM donates intellectual capital

  - ### 500 Patents to Open-Source Developers

- ## 2007: IBM joins OpenOffice Team

  - #### Announced IBM Open Collaboration Client solution with Red Hat, Novell

- ## 2008: IBM announced open virtual client with Canonical and Virtual Bridges (VB)

IBM's Linux Timeline –Part III

- 2009: IBM announced IBM Client for Smart Work in Africa and USA

  - Canonical, Virtual Bridges, and Red Hat

  - Linux Cloud offerings:http://tinyurl.com/ykvossk

  - zLinux value boost: "Linux saved the mainframe"

- 2010: IBM Announces leaving IE for Firefox

  - 145,000 internal users immediately switch

- 2010: Reaffirms "500 Patent Pledge" from 2005

  - http://tinyurl.com/29gt8d5

Beyond Cash Investments and Events...

Major human capital investment too

- ❖ Committed 600+ people, all dedicated to open-source development
- ❖ Actively contributing to Linux and <u>over 150</u> other open source projects and communities
  - ▯ Apache and Apache projects
  - ▯ Eclipse, Mozilla Firefox
  - ▯ OpenOffice.org, Document Foundation (LibreOffice)

Source: "IBM & the Linux Community", http://www-03.ibm.com/linux/community.html

IBM Created Two Competency Centers – #1

- Linux Technology Center (LTC)
  - Houses the 600+ people working on open-source initiatives
  - IBM Technical competency center for Linux
  - http://www-03.ibm.com/linux/ltc/index.html

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IBM Created Two Competency Centers – #2

- Linux Information Center (LIC)

  - Dedicated to bringing Linux technology to the marketplace

  - Helps new midmarket customers looking to deploy Linux solutions

  - Assists BPs seeking to develop and deliver Linux-based integrated solutions

  - http://www-03.ibm.com/linux/lic.html

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Provides Legal Support Here...

- Software Freedom Law Center
  - Legal representation and related services to protect and advance Free, Libre and Open Source Software (FLOSS)
  - Represents the best in well-established free software and open source projects

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...And Here

- **Open Invention Network**

  - Intellectual property company formed to promote Linux through patent utilization, creating a collaborative ecosystem

- **Free Software Foundation**

  - Mission is to preserve, protect, and promote the freedom to freely utilize software

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Ten Years of Support Prove Rewarding

Focused Linux investment yields

- All IBM servers supporting the Linux operating system

- 500+ IBM software products on Linux – and climbing

- A full line of implementation, support, and migration services for Linux

- Lotus software brand supports the three major Linux flavors

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Lotus Domino – Trend Setter

- First build R5

  - Announced at Lotusphere by Jeff Papows

- Supports RHEL and SuSE

- Domino 8.5 on zLinux is 64 bit

  - Offers greater scalability

  - Internal tests show: ~100,000 users supported on 1 Linux image (6 DPARs)

- Significant performance and user gains with each new release

Diverse Software Systematics

- Product verticals running Domino apps
  - Sales force automation
  - Project management
  - Customer relationship management
  - Interactive Web-based forms
  - Resource management
- Best practice Domino apps—platform agnostic
  - Very portable
  - Makes for easy platform migrations

Domino on Linux for System z

- Best of breed hardware

- System z: the mainframe setting the bar
  - Virtualization and lowest overhead cost

- Most robust I/O infrastructure

- Best power/cooling performance

- Largest scalability of any Domino platform

- In D8.5.2...
  - Be certain to use Dojo 1.3.3
    - Older version lacked proper permissions set

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Lotus Notes: Follows the Lead

- First Linux client – N7

- Significant improvements N8.0

- Supports all three major Linux distros

- Minimal feature lag across all releases

  - And improving, through hard work by Lotus

- New for Linux in 8.5.2 – Modular RSS Feed

    - Choose to install or not, via a separate file

    - Awesome new features across all clients

    - Ubuntu 10.04 LTS officially supported (Nov 2010)

Notes On Linux – Simplified Existence

- Installs client in multi-user mode only

  ◆ Places data in an intuitive location

  ◆ Allows for easy Domino roaming profile

- Separate files for each module: RPM/DEB

  - lotus_notes852_linux_RI_en.tar
  - lotus_notes852_linuxUb_en.tar

ibm_lotus_activities-8.5.2.i586.rpm	ibm_lotus_symphony-8.5.2.i586.rpm
ibm_lotus_cae-8.5.2.i586.rpm	license.tar
ibm_lotus_feedreader-8.5.2.i586.rpm	pub_ibm_lotus_notes.gpg
ibm_lotus_notes-8.5.2.i586.rpm	smartupgrade.sh
ibm_lotus_sametime-8.5.2.i586.rpm	

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Lotus iNotes – It's iAgnostic!

- An omnipresent champion
  - Browsers, OS, Handhelds
    - Android, Palm Pre – Yes, it works
    - iPad, iPhone, iPod Touch
- Impressive browser version checking
  - Reduces Help Desk calls
    - "Lotus iNotes has not been certified to work with this browser"
      - "Try Lotus iNotes anyway"
      - "Use Lotus iNotes ultra-light mode" | "Logout"

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Lotus iNotes – Did You Know?

- Supports Firefox 3.x up to 3.6 in 8.5.2

- Increased control through Policy docs

- Works with ID Vault

- Can force remote desktop data cleanse

  ♦ Important for regulated companies' users

- That iNotes provides separate hot fixes independent of Domino server hot fixes

  - Each is tied to the Fix Pack

  - Get rolled-up into the next Fix Pack

ICSW – IBM Client for Smart Work Part I

What is ICSW?

- Open, security-rich, cost-effective Microsoft® desktop alternative
  - Optimized workspace with built in productivity and collaboration capabilities that can be embedded in business processes
- Customized to meet your business reqs
  - Provide just the applications you need for your build

ICSW – IBM Client for Smart Work Part II

- Conceptually, ICSW works with different operating systems
  - Focus is Linux due to it being a low-cost environment
- Built on Lotus Expeditor, which is based on the open source Eclipse Rich Client Platform

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Options include:

- Lotus Symphony on Ubuntu Linux desktop Operating System (OS) tailored for Netbooks
    - Lotus Symphony, Lotus Notes with integrated Lotus Sametime on Ubuntu/Red Hat Linux desktop OS
    - Option to use virtual linux desktops using VERDE from Virtual Bridges
    - Choice of collaboration delivery models: on premise, on the cloud using LotusLive iNotes/Connections, with appliance using Lotus Foundations
    - Compatible with and complimentary to SOA-based environments

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ICSW – Best Value on Linux

- LIC chooses Linux to run their Open client

  - Low-cost price point Linux provides can't be ignored

- IBM Lotus provides end-to-end Linux solution

  - Native Linux support: Notes, Symphony, embedded or Connect Client for Sametime

  - Expeditor client to run web apps

  - All middleware apps: Portal, Connections, Quickr are Linux-browser compatible

  - Linux provides Firefox

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IBM Foundation for Smart Business – Lotus Linux Portfolio's Cornerstone

- Rebranded in 2010!
  - Now under the IBM SmartBusiness Now team
  - Formerly, Nitix → Lotus Foundations
- 'All in one' IT solution: has business in mind
- Great for SMB market
  - Stand-alone appliance
    - Minimizes footprint and installation time
  - Sweet spot: 5 to 500 Employees

IBM Foundation for Smart Business – Provides a Growing Feature Set

- Data Back-up & Disaster Recovery
- Firewall, web server, secure remote access
- Automated system updates
- Office productivity software (Symphony)
- Central File & Print Management
- Email, calendar & contacts
- Anti-virus/Anti-spam

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IBM Foundation for Smart Business Product Line

- **Lotus Foundations Start**

- **Lotus Foundations Branch Office**

- **Lotus Foundations Reach**

- **Version 1.2 Add-ons:**

  - Rescue

  - Tivoli CDP – Continuous Data Protection

  - Windows 7 domain controller support

    - Technote: 21409287

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IBM Foundation for Smart Business Online Product Information

- Foundations Product Page

  - http://www.lotus.com/foundations

- Foundations Wiki Page

  - http://www-10.lotus.com/ldd/lfndswiki.nsf/

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Lotus Foundations Start – and Win

- Ease of Use/Autonomics – Start Keeps IT Simple
  - Self-managing, self-healing and self-configuring
  - Software that thinks for itself
    - Identifying, isolating, and solving problems before they affect your business operations

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Lotus Foundations Start Updates Domino

- Version 1.2 Domino Details
  - Uses D8.5.1 FP2
  - Use integrated Foundations Start fixpack
    - Cannot use stock fixpacks
  - Will provide D8.5.2 upgrade in near-term
  - All Fix Packs and upgrades use Foundations installation wrapper
- Free Online Training for Foundations Start
  - http://tinyurl.com/2flx5y6

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Foundations Supports Windows Apps!

- Yes, you read that correctly...

- Setup virtualization

  - Integrated VMware server into the core

  - Install any virtual environment

- Plain vanilla VMware server

  - Uses Foundations standard one-click installer

- Bonus:

  - No extra cost – included into the price

  - Just install separately and you're off!

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Lotus Foundations Branch Office

- Allows remote or satellite locations lacking an IT staff to roll-out robust capabilities quickly
  - Managed from central office – up to 500 users
- Domino installed on top of core
  - Extend the Domino infrastructure
  - Provides a completely wide-open Domino
  - Managed by the main box

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Lotus Foundations Reach – Part I

- Optional add-on component for Lotus Foundations Start

  - Provides a full-featured, all-in-one communications experience

- IBM Sametime UC^2™ capabilities in a single appliance

  - IM, VoIP, and video chat

    - Includes File Transfer

  - Mobile device access for each capability

    - Remote users have easier access to data

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Lotus Foundations Reach – Part II

- Start & Reach reside on the same box
    - Install on an advanced appliance
    - To run multiple Domino servers each is in a different virtual environment (VMware container)
    - Start system has the smarts to link the two environments

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Lotus Foundations Rescue Server – Save Our Site

- IBM Lotus Foundations Rescue server is designed to store backup files only

    - It is not designed to run Start or add-ons

- Similar to old Nitix vaulting feature

    - Provides off-site data vaulting

- On-site servers backup to off-site/ separate on-site box

    - Start server sends a copy of encrypted backups to the remote Rescue server

    - Administrator configures specifications

    - Encrypted connection between boxes

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Foundations Rescue Adds Value

Business Opportunity: service partners alert

- Install a Rescue server at your location
- Have backed-up client data stored there
- Same price for Foundations box
- Purchase $119 (£73) client license – one per server
- Buy the iron and fire-up your off-site repository
    - Vendor handles all the licensing: just bill client
- Simple effective turnkey solution

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Tivoli CDP – Continuous Data Protection

- Provides desktop focused solution
  - Automatically backs up your most critical files
  - Sends them to the Start server
- One click installation and configuration
  - Automatically sets your desktop to point to Start
- Dropped-in to the Foundations core
  - Backup either the whole desktop, subset of folders or files

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Confirmed!
Foundations Enhancements

- Hardware RAID

  - EOY 2010

- Redundant power supplies

- Conceptually, new server line

  - Entry level

  - Mid-range

        - Current Advanced server

  - Advanced: Powerful new feature-rich redundant

Lotus Listening: Foundations Future Directives

Opportunities to Increase adoption

- ~~Journaling~~
    - ~~On-the-wire capture of all e-mail sent...~~
    - Now supports native Domino 8.5.1 journaling!
- Hardware Clustering
    - Critical for some smaller businesses
        - Despite being a hardened appliance
    - No official date at this time...
    - *Note: <u>Domino clustering</u>--<u>supported</u> with Branch Office*
        - *Branch to Branch to non-Foundations*

Lotus Sametime: A Penguin's Dream – Instant Messaging

- **Sametime Connect**

  - Stand-alone IM client, with Linux build

  - Multiple ST communities

  - Runs on multiple handhelds (e.g. Blackberry)

  - Perfect for non-Notes sites wanting IM

- **Sametime Embedded**

  - Included IM capability within Lotus Notes

  - One ST Community, unless policy enabled

Lotus Sametime: A Penguin's Dream – The Rest of The Family

- Sametime Unyte

  - Hosted web conference service

- Sametime Unified Telephony

  - Telephony features and multi-PBX telephony

- Sametime Server

  - New Linux on System Z

  - Community server – only Domino product

- Sametime Mobile, Gateway, Meetings, A/V

- ST8.5.1 all components are Linux friendly

Lotus Traveler – Drives Well with Penguins

- Lotus ND8.5.2 – Traveler Linux build

- Supports a multitude of devices

  - Android (Beta is live)

  - Apple iPhone/iPad/iPod

  - Nokia Symbian & MS Windows Mobile devices

- Unofficially supports

  - Palm Pre

  - Any phone supporting an EAS connection

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Shields! Protector for Mail Security

- Now with Linux OS!

- New in Version 2.5 – Two install types

  - Appliance on IBM System x® hardware

    - 118k – 360k filtered messages/hr
    - Enabling IP and SMTP pre-filtering increases results

  - Virtual appliance

    - VMware installation
    - 1GB RAM & 50GB/Protector instance
    - Handles 70k e-mails/hour

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Lotus Quickr: Catching-up *Quickly*

- Version 8.0+ offered on Linux Websphere Portal

- Previously never offered on Domino Linux

  - Lack of customer demand for a Domino Linux build in v8.2

  - Version 8.1 is portal focused

  - Version 8.2 Domino and Portal focused

    - Not a strategic decision, just a resource decision
    - No Linux support for Lotus in 8.2

Lotus Quickr 8.5:
Linux Ready – Finally!

- But what a different one release makes

    - Version 8.5 runs on Domino Linux and Websphere Portal

    - Officially Supports SLES/SLED

        - Unofficially supports Red Hat

            - Note: Websphere Portal Supports RHEL

- Domino 8.5.1 Support

    - Memory 4GB in production

- Firefox 3.5+ with patches for access

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Lotus Quickr – Vital Fix Pack Data

- ## For the Domino 8.5.1, use FP3 with IF2

  - Technote: 1445648

  - Required for Enterprise Content Management (ECM)

- ## Addresses three key SPRs:

  - DDUT832R22: proxy server mishandles cookies sent to the browser

  - DDUT832M9K: Socket read timeout after uploading large file through proxy

  - FCDL7X492R: ECM Integration. Existing login fails to the ECM server with library connector as configured

Lotus Connections:
Never Disconnected With WAS

- Connections has seven primary services
  - Activities, Blogs, Communities, Files (new)
  - Bookmarks, Profiles, Wikis (new)
  - Bonus: The Home Page
    - Your social network's consolidated custom overview
  - Each service can run independently
  - Provides full Linux support via Portal
  - No current plans for a Domino server build

Lotus Symphony:
It Plays Well For A Large Audience

- Eclipse-based office productivity suite
  - 90-95% of enterprise end-users can utilize
  - Runs stand-alone or Notes embedded
  - Supports all Lotus Notes builds
  - Ubuntu, RHEL, SLED package support
- Canonical Announces Dedicated Support
  - Enterprise support for $5.50/month/user (£3.41)
  - http://tinyurl.com/2968ms7

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Symphony 3: Enterprise Friendly

- Provides significant enhancements

Based on OpenOffice 3 codestream	One-click PDF export icon
Microsoft Office 2007 OLE and VBA scripts support	New sidebars to save editing time
Customizable toolbar	Nested tables support
File encryption and password protection with Word and Excel files	Support VML images in OOXML files
New chart engine	ODF 1.2 standard support
Embedded audio/video	LotusLive plugin – full cloud support • Store and retrieve content directly from within Symphony

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Linux Fixes Specific to Version 3

- Key Usability Annoyance Addressed

    - Floating windows in Lotus Symphony go behind main window when user moves cursor focus to main window

- Pre-beta preference settings don't migrate

    - $USER/.lotus/symphony

        - Backup and delete before upgrade

- No multiple Symphony release installations

Linux Specific for Version 3 – Usage Tips

- Some bullets do not display

  - Workaround: Install ALL language packs

- UI language defaults to OS unless changed via preferences in Symphony

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Lotus Symphony – Follow-up Sites

- Lotus Symphony Wiki

    - http://www-10.lotus.com/ldd/lswiki.nsf

- Full fix list here:

    - http://symphony.lotus.com/software/lotus/symphony/hel

Lotus Middleware on Linux

- IBM offers 500 middleware products
  - All Linux ready
  - Across all six brands and five platforms

Source: *IBM Middleware Available on Linux*, Mar 2010 edition

- http://www.ibm.com/linux/matrix

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Who's Using Lotus On Linux?

- According to a study of 1M German speaking Internet users, tabulated by a German IT service provider

    - *OpenOffice and its derivatives, such as StarOffice or IBM's Lotus Symphony, are installed on more than 21% of German PCs*

    - *Source CeBit Daily News – http://tinyurl.com/2dd3k9m*

Who's Using Lotus On Linux – The Numbers

Product	German Market Share
MS Office	72%
OpenOffice & Derivatives (StarOffice & Lotus Symphony)	21%
Corel WordPerfect	2.7%
Apple's iWork	1.4%
KOffice	0.03%
MS Office MoE: +- 10%; All other products: +- 5%	

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Bank of Russia Saves $400M (£250M)

- Quite a sum, what did they do?
    - Consolidate all servers to IBM System z9
        - Solution uses four System z boxes
        - Originally had 74 processing centers, down to two data centers
    - Right-sized staff from 1500 to 200
    - SLES for System z

Bank of Russia: Significant Results

- Decreased transaction-costs 95%!

  - From 11 rubles to just 50 kopeks

- 50% of money and 60% of all payments in Russia pass through this system

- Source: IBM Case Study, Apr 2010

  - http://tinyurl.com/27vazxe

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Significant Value with Linux

"With IBM System z, instead of buying an oversized server and growing into it over the years, we only need to pay for what we use.

As volumes increase, we can ask IBM to activate more processors within the mainframe to deal with the demand."

– Mr. Mikhail Senatorov, Deputy Chairman, Bank of Russia"

ZSL Uses ICSW

- Global system integrator in New Jersey (USA)
  - 2000 Employees
- Used VERDE Virtual Bridges, Lotus, and Linux
  - Their desktop-as-a-service: "PowerCube"
- Source: IBM Case Study, Jan 2010
  - http://tinyurl.com/2wvwnl5

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ZSL Uses ICSW – Reduced Costs 30%

- Overall Results
  - New employee from one day to three hours
  - License and upgrade costs reduced 30%
  - Minimized data center footprint
  - Global collaboration now easily fostered
  - Access from Windows or Linux desktop machines
  - Seamless integration with their other applications

Linux Battles Microsoft In Mobile Market

- "*Linux to eclipse Microsoft's 'all-in' tablet enthusiasm*" by 2015

- Linux-powered non-smartphone mobile devices will comprise 62% market

  - Google's Android and Chrome OS will lead

  - Followed by:

    - Intel and Nokia MeeGo joint effort & Palm webOS

- "*Windows just does not scale down*"

  - Source – ABI Research, The Register UK

  - http://tinyurl.com/3axj8m4

ABI Insight's Is Easily Substantiated

"The number of Linux-oriented initiatives recently seen in the mobile industry indicates that Linux will be a key technology in the next generation of netbooks, media tablets, and other mobile devices."

–Victoria Fodale, Senior analyst, ABI Research

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Even the British Government Gets It!

- Prime Minister David Cameron launches cost-cutting drive (July 2010)

  - Asked 600k staff to make suggestions

  - U.K. government staff suggested replacing Windows with free alternatives

- Too soon to tell, if they will proceed...

- Source, BusinessWeek

  - http://tinyurl.com/2ul9tdk

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Gruppo Amadori Value Proposition

"Our strategy is to focus on Linux first and foremost, taking a practical and pragmatic approach."

"For us, the Linux environment is the right choice for very focused applications and is more cost effective than Microsoft."

—Gianluca Giovannetti, CIO and Director of Organization, Gruppo Amadori

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UK and US Adopt Open Source

- "Investment in open source software will only go up from here" – Network World

  - Surveyed firms: majority in U.S. and U.K. expecting to increase investment in open source this year

  - 40% increase in firms moving critical operations ot open source initiatives in next 12 months

  - UK firms: 86% open source provided better quality over proprietary systems (66% US)

  - UK firms: 49% remarked on lower TCO (65% US)

  - http://tinyurl.com/39xlk8g

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IBM & EU Partner on Open Source

- Two projects reported in Network World

- *Pincette* – hones in on even the smallest of software bugs in large networks controlling electrical grids, water pipes and nuclear power plants

- *Artifact-Centric Service Interoperation (ACSI)* – enables small biz to learn and use technologies sans internal expertise on-premises

- http://tinyurl.com/32ken2d

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IBM Observes Corporate IT Saves

"Linux on the Desktop is providing great value and cost reductions to companies at a time when they need it the most,"

—Bob Sutor, VP of Linux and open source, IBM Software Group.

Domino on Linux Saves Admins Time

- Decreased system maintenance
  - Provides boot-free patches
    - Creates increased up-time
  - Avoid the monthly MS patch-night pain
  - File system stays defragmented by default
    - "compact -c" no longer kills performance
    - Avoid defraging filesystems and NSFs
  - Shops simply setup and run their business
    - Leave the chaos of "break-fix" support
    - Enter the calm of planning and evolving IT

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Domino on Linux Saves Money

- Licenses
  - No additional server CALs required
  - OS with support can cost less
- Hardware
  - Requires less memory for the same load
  - Extend servers' lifespan
  - Run Linux on existing hardware
  - Most server OEMs support Linux on their hardware
  - Economical remote office capability
  - Cost-effective Domino clustering

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Domino on Linux:
Security Create Saves

- Increased Security = Opportunity

  - Outside the firewall capability

  - Platform of choice for hostile environments

  - Network security built right-into the kernel

  - Low-cost, stable, and secure alternative

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Domino on Linux: Security Assessment

- Acquire quality data to evaluate your risk
  - The Institute for Internal Auditors provides specified data:
    - Risk of security problems from simple denial of service attacks
    - Unauthorized usage and data alteration
    - IT Risk assessment guide
  - *http://www.theiia.org*

Servers are Nice,
But What About The Desktop?

- Decrease desktop licenses

  - Symphony replaces Office

  - Notes replaces Outlook

- Combining Symphony with Linux is the ultimate cost-saving combination

  - Replacing just a software application, creates a suboptimal save

    - Because a Windows desktop OS license in use

  - Linux desktops run Lotus apps quite well

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Assessing Your Potential Save – *Liberate*

Project Liberate

- Customers with Microsoft Enterprise Agreements might be able to save up to 40% or more on the cost of their renewal through this "no-charge" evaluation of their current Enterprise Agreement

- *http://www.ibm.com/software/info/liberate*

Project Liberate – Break Chains of Broad Spectrum Licensing

Depart from Enterprise agreements

- Viewed as "worry-free"
- Large percentage don't need it, as they don't use what they purchased
- "Select agreement" creates a cost save
- Simply keep an inventory to stay on-track

Project Liberate Definitely Creates Software Value

- Value Proposition:
  - Potentially reduce your Microsoft bill using the same products you use today, via alternative buy options
  - Savings can self-fund innovation and productivity initiatives
  - Reduce dependency on Microsoft bundles, buying only what you need
  - No-charge consulting engagement

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IBM Business Partners Support Linux

- **Section provides a comprehensive list of Business Partners that Support:**
  - ◆ Notes on Linux
  - ◆ Domino on Linux
  - ◆ Sametime on Linux
  - ◆ Linux browser access
- **Seeking to work with Linux? Rest easy–**
  - ◆ If you have their tools
  - ◆ Or are thinking of utilizing them

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Linux-Friendly Business Partners

AedifiComm
http://www.aedificomm.com
Ardexus
http://www.ardexus.com
Avalon Business Systems
http://www.AvaBiz.com
BCC
http://www.bcc.biz
Canonical – Makers of Ubuntu
http://www.canonical.com
Cedros
http://www.cedros.com
Connectria
http://www.connectria.com
Elguji
http://www.Elguji.com

Ephox
http://www.ephox.com
eProductivity
http://www.eProductivity.com
Extracomm, Inc.
http://www.extracomm.com
Group Technologies – Group Business Software AG
http://www.group-technologies.com
* GSX Groupware Solutions
http://www.gsx.net
Innovative Ideas Unlimited, Inc.
http://www.iiui.com
Integra for Notes
http://www.integra4notes.com
Information Solutions Coordinators
http://www.iscoord.com

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Linux-Friendly Business Partners Pg. 2

Intravision
http://www.intravision.com

Logic Springs Technologies
http://www.departmentcalendar.com

Mainsoft
http://www.mainsoft.com

Martin-Scott
http://www.martinscott.com

MayFlower Software
http://www.maysoft.com

Navisite
http://www.navisite.com

Permessa
http://www.permessa.com

PistolStar, Inc.
http://www.pistolstar.com

Polymorph Ltd --
http://www.polymorph.co.uk

Rpost
http://www.rpost.com

Sherpa
http://www.sherpasoftware.com

Titan Solutions Group
http://www.titansolutions.com

Trend Micro
http://www.trendmicro.com

Trust Factory
http://www.trust-factory.com

Vigilus
http://www.vigilus.net

Waterford Technologies
http://www.waterfordtechnologies.com/

WWoW Communications
http://www.wwow.net/

PSC -- http://www.psclistens.com/
Ytria -- http://www.ytria.com

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What We'll Cover …

- Introduction
- IBM's Linux Commitment Grows
- Yes, Lotus Does Support Linux!
- That's Great, But Is Anybody Using It?
- But How Do They Help My Business?
- "We Have Existing Windows Tools!"
- Summary

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In Other News...

- Novell Launches New Linux App Store
    - 415k Linux appliances
    - Competes against Red Hat
        - RHEV (Red Hat Enterprise Virtualization)
        - Based upon KVM – open source hypervisor
    - VMware endorses it – keeping competition interesting
        - VMware and Novell SuSE alliance strengthening
    - VAR Guy news story
        - http://tinyurl.com/35ez5u7

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Don't Forget The Document Management Firms...

- Xerox – Lotus Foundations Integration
  - http://tinyurl.com/29qfeb5
    - LS09 Blogger Review
  - http://tinyurl.com/23su8vc
    - IBM Press announcement from LS10
- Ricoh – Small Business Suite
  - http://ricohteknoforce.com/blog/network-services/small-b

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Resources – IBM Linux Relevant

- IBM's Open source project list
    - http://tinyurl.com/2b9nsx

- IBM's Linux Site
    - http://www.ibm.com/linux

- IBM's LTC public bloggers' assemblage
    - http://www.planet-ltc.org/

- IBM Client for Smart Work

    - http://www.ibm.com/lotus/openclient

Resources – Videos

- ICSW Africa Part 1

  - http://tinyurl.com/2djsxkx

- ICSW Africa Part II

  - http://tinyurl.com/2fkad2k

- Smart Start Child Development Centers

  - Foundations Video Case Study

  - http://tinyurl.com/36ckxpg

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Value-added Resources – Part I

- Virtual Desktops via VERDE & Virtual Bridges
  - http://vbridges.com/wp/
  - http://www.kalarisys.com
  - http://midasnetworks.com/desktop.shtml
- TCO Calculators
  - ICSW on Ubuntu (on premise, on cloud, with appliance):
    - http://www.compariv.com/icsw
  - ICSW on Red Hat:
    - http://compariv.com/lotuslonredhat

Value-added Resources – Part II

- Project Liberate
  - http://www.ibm.com/software/info/liberate
  - http://blogs.forrester.com/duncan_jones/09-02-25-should
    - "Should I renew my Microsoft enterprise agreement?"

- *Turning Data into Insight with IBM and Linux Webcast*

  http://tinyurl.com/255yz2h

- Smarter collaboration Cost Reduction Strategy Podcast

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Resources – Community Focused

- IBM Linux Twitter accounts
  - http://www.twitter.com/linux_at_ibm
  - http://www.twitter.com/developerworks/
- IBM's Smart Work Initiative, Taking Notes Podcast
  - http://tinyurl.com/yeue5k2

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