



**The Iam Lotus User Group**

# Lotus on Linux Report

**William Malchisky Jr.  
Effective Software  
Solutions, LLC**

*© 2009 by the individual speaker*



# What We'll Cover ...

---

- **Introduction**
- **What is Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**

# 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**

# Completing Your Evaluations...

---

- **Please ensure that you fill in your session evaluation form and provide to the conference staff upon departing today**
- **Thank you in advance**

# Dispelling a Myth... on Free Software

- **What is Open Source?**

- ♦ In simple terms: when you buy the software, the source code is also available
- ♦ You can peruse, customize, and compile the code
- ♦ True for all vendors, under this license
  - **Including: Red Hat, Novell SuSE, Ubuntu**

- **What about support?**

- ♦ Early on several firms pre-compiled Linux source, sold the build, then maintained it
- ♦ Enterprise-class support is available
- ♦ Bugs generally addressed faster; very stable

# What We'll Cover ...

---

- **Introduction**
- **What are IBM-Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**

# IBM Shows Strong Linux Support

- **1999: Linux community involvement**
- **2000: Linux on all IBM hardware pledge**
  - ◊ Invested \$1B into long-range planning
- **2001: \$40M software donation to form Eclipse organization**
  - ◊ 1200 developers in 63 countries contribute
- **2003: Inaugural keynote—Linux Desktop Consortium**
  - ◊ Kicks-off its internal desktop conversion
- **2005: IBM donates intellectual capital**
  - ◊ 500 Patents to Open-Source Developers
- **2007: IBM joins OpenOffice Team**

# Beyond Cash Investments and Speaking...

## Major human capital investment too

- ♦ Committed 600+ people, all dedicated to open-source development
- ♦ Actively contributing to Linux and over 150 other open source projects and communities
  - Apache and Apache projects
  - Eclipse
  - Mozilla Firefox
  - OpenOffice.org
  - PHP
  - Samba

Source: “IBM & the Linux Community”,  
<http://www-03.ibm.com/linux/community.html>



# IBM Created Two Competency Centers

---

- **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>

- **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>

# IBM Supports Linux at Its Core...

- **Kernel base architecture support**
  - ◆ x86, POWER, System z, Cell B.E.
  - ◆ Linux driver support and improvement
  - ◆ Testing, debugging, enhancing, and optimizing in many kernel subsystems
- **Provides subsystem projects support**
  - ◆ GNU (OS): glibc, GDB, GCC, make
  - ◆ Security, System management
  - ◆ RAS, Virtualization
  - ◆ Filesystems and the Real-time Linux project

# IBM Supports Open Standards and Community Collaboration...

- **The Linux Foundation-Platinum Member**
  - ◆ Promotes, protects, and standardizes Linux
  - ◆ Provides unified resources and services, allowing for fair competition
- **Linux Standards Base**
  - ◆ Interoperability between apps and the OS
- **Common Criteria certification**
  - ◆ Source for internationally recognized certified secure IT products
- **Open Source Initiative**
  - ◆ Standards body maintaining the Open Source Definition and the list of OSI-approved licenses

# ...And Provides Legal Support

---

- **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

- **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

# Ten Years of Support Prove Rewarding

---

## **Focused Linux investment yields**

- ♦ **All IBM servers supporting the Linux operating system**
- ♦ **500+ IBM software products on Linux**
- ♦ **A full line of implementation, support, and migration services for Linux**
- ♦ **Lotus software brand supports the three major Linux flavors**

# What We'll Cover ...

---

- **Introduction**
- **What is Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**

# Lotus Domino—Long-time Linux Adopter

---

- **First build R5**
  - ◊ **Announced at Lotusphere by Jeff Papows**
- **Supports RHEL and SuSE**
  - ◊ **x86 & zLinux platforms**
- **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 gains with each new release**

# Lotus Domino—Subdirectory Insight

- **Easily run multiple Domino releases or partitioned servers on the same box**
  - ♦ **Great for test boxes**
  - ♦ **Easing into an upgrade**
- **OS standards-based directory structure**
  - ♦ **/opt/lotus/notes/latest**
    - **Domino program directory**
    - **“Latest” redirects to most recent build**
  - ♦ **/local/<server\_name>**
    - **Domino data directory**
    - **Running multiple partitioned servers...**
      - ***Each server has a subdirectory here***
      - ***Can split onto different file systems***



# Diverse Software Systematics Support

---

## Product verticals running Domino apps

- ◆ Sales force automation
- ◆ Project management
- ◆ Customer relationship management
- ◆ Interactive Web-based forms
- ◆ Resource management
- **Best practice enabled Domino apps are platform agnostic**
  - ◆ Very portable
  - ◆ Makes for easy platform migrations

# Domino on zLinux Makes Sense

---

- **Best of breed hardware**
- **System z: the mainframe setting the bar**
  - ◊ **Virtualization and lowest overhead cost**
- **Most robust IO infrastructure of any Domino platform**
- **Best power/cooling performance of any Domino platform**
- **Largest scalability of any Domino platform**

**Note: *See included reference DB for white papers on zLinux performance***

# Lotus Notes - Excellent Newcomer

- **First Linux client - N7**
- **Significant improvements N8.0**
- **Supports all three major Linux distros**
  - ◊ **Red Hat, SuSE, Ubuntu**
    - **Full Ubuntu support provided N8.5**
- **Minimal feature lag across all releases**
  - ◊ **And improving, through hard work by Lotus**
- **Swiftfile inclusion remains somewhat of an enigma**
  - ◊ **If supportive, promote my IdeaJam request**
    - **<http://www.ideajam.net/IdeaJam/P/ij.nsf/0/8CFDC7D088F1DBE686257395003FBF08>**

# Notes On Linux - Simplified existence

- **Installs client in multi-user mode only**
  - ◊ Places data in an intuitive location
  - ◊ Allows for easy Domino roaming profile
- **Different installation path - saves space**
  - ◊ **/opt/lotus/notes**
    - **Notes program directory**
  - ◊ **/home/<user>/lotus/notes/data**
    - **Notes data directory**
  - ◊ **/etc/lotus/notes/data**
    - **Path to notesrc file, stock notes.ini**
    - **Common image files**
    - **All templates but pernames.ntf**
      - ***True multi-user design***

# Lotus iNotes - It Keeps Getting Better

---

- **Supports Domino on Linux**
- **Supports Linux browser access**
  - ◊ **Can be 100% Linux-based**
- **Three operating modes - New in 8.5**
  - ◊ **Full, Lite, and Ultralite (iPhone interface)**
- **Increased control through Policy docs**
- **Can force remote desktop data cleanse**
  - ◊ **Important for regulated companies' users**
- **Included with Domino**
- **Impressive browser version checking**
  - ◊ **Reduces Help Desk calls**

# OCCS - Open Collaboration Client Software

## What is OCCS?

- ◆ **Security-rich, cost-effective Microsoft® desktop alternative**
- ◆ **Customized to meet your business requirements**
- ◆ **Options include:**
  - **Variety of IBM products (on the desktop and server)**
- ◆ **Conceptually, OCCS 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**

# OCCS - Best Value on Linux

---

- **Lotus Integration Center chooses Linux to run their Open client**
  - ♦ **Low-cost price point Linux provides is too attractive to ignore**
- **IBM Lotus can provide end-to-end Linux solution**
  - ♦ **Native Linux support: Notes, Symphony, embedded Sametime**
  - ♦ **Expeditor client to run web apps**
  - ♦ **All middleware apps: Portal, Connections, Quickr are Linux-browser compatible**
  - ♦ **Linux provides Firefox**

# OCCS - Two points on Implementation

- **Compiled as a x86 (32-bit) option**
  - ♦ 64-bit has on road-map
  - ♦ Portal and Domino offer 64-bit
  - ♦ Lotus receives a low number of 64-bit desktop app requests
- **A word of caution**
  - ♦ *Open client may not be for every user*
    - **Choose a pilot group for initial deployments**
    - **Think about who best can use the product**
- **If Virtualizing your desktop...**
  - ♦ **Avoid the 64-bit option on the virtual-side**
    - **For best performance, stay 32-bit**



# Lotus Foundations - Native Support Day 1

- **Originally developed as Nitix by Net Integration - an autonomic Linux-OS**
- **IBM acquired Jan 2008**
  - ◊ **Re-branded as Lotus Foundations**
- **Small business gem**
  - ◊ **Stand-alone turn-key Linux-based appliance**
- **Competes against Microsoft SBS and Windows Essential Business Serve**
  - ◊ **Both still incur significant hardware and software upgrade costs against Foundations**
  - ◊ **Over 1000 MS BPs joined as Foundations BPs**

# Lotus Foundations Product Line

---

- **Lotus Foundations Start**
  - ◆ Stand-alone appliance
  - ◆ 5 to 500 Employees
- **Lotus Foundations Branch Office**
  - ◆ Expand your Domino infrastructure
  - ◆ Attaches to your existing Notes domain
- **Lotus Foundations Reach**
  - ◆ Announced Jul 2009
  - ◆ Adds VoIP and Sametime support
- **Foundations Product Page**
  - ◆ <http://www.lotus.com/foundations>

# What Does 'Reach' Provide SMBs?

- **IBM Sametime UC<sup>2</sup>™ capabilities in a single appliance**
  - ♦ **Plus, ability to access these capabilities from a mobile device**
  - ♦ **Remote users have easier access to data**
- **Excellent for shops that have -**
  - ♦ **Limited IT skills**
  - ♦ **Smaller budgets**
- **Expediency**
  - ♦ **Install and configure your entire UC environment in a system small enough to fit under a desk—in an hour**

# Foundations Reach Enjoys Good Company

**Several telephony partners lined-up early, extending their offerings to include Foundations Reach**

- ◆ **EnVision Solutions LLC**
  - **Enhanced SMB collaboration package**
- ◆ **NEC - UNIVERGE Spherical communications**
  - **SMBs and branch offices offerings**
- ◆ **NextiraOne Mexico**
  - **Growing business offering via VoIP**
- ◆ **ShoreTel**
  - **Uses its VoIP platform for SMBs**
- ◆ **Speech Design**
  - **Mobile Unified Communications appliance**

# Foundations Future Directions

---

## Opportunities to Increase adoption

### ♦ Journaling

- **On-the-wire capture of all e-mail sent**
- **Regulated firms need to verify their specific requirements for message capture with their Security officer and their Legal department**

### ♦ Clustering

- **Also slated for a future release**
- **Critical for some smaller businesses**

# Lotus Foundations in the Media

## Lotus Foundations Winning Fans Among Resellers

- ♦ ***“Solution providers also say cost has been a factor in their embrace of Lotus Foundations over Microsoft SBS.”***
  - ♦ ***“Customers would bump up against the 50-user limit of Microsoft SBS and faced sticker shock when told how much it would cost to upgrade to standard Windows Server, Exchange and other Microsoft products.”***
- Tim Miller, Executive Vice President of Intellectual Property at EnVision Solutions**

# Lotus Foundations in the Media - (Con't)

## Creating business saves for customers

- ♦ ***“An EnVision engineer had been testing Lotus Foundations and suggested the customer try it instead -- a plan that ultimately saved the customer about \$10,000 in up-front licensing costs and \$20,000 a year in ongoing expenses.”***
- ♦ **Source links**
  - **<http://www.crn.com/software/218401340>**
  - **<http://www.bilal.ca/microsoft-sbs-fail-lotus-foundations/>**

# Lotus Sametime - Deep Linux Support

---

- **Sametime Connect**
  - ◊ Stand-alone IM client, with Linux build
  - ◊ Multiple ST communities
- **Sametime Embedded**
  - ◊ Included IM capability within Lotus Notes
  - ◊ One ST Community
- **Sametime Unyte**
  - ◊ Hosted web conference service
  - ◊ My 64-bit Ubuntu Firefox 3.x browser works!
- **Sametime Unified Telephony**
  - ◊ Telephony features and multi-PBX telephony
- **Sametime Server**



# Let's look at the Sametime Server

---

- **Entry (Domino-based)**
  - ◆ **Presence Awareness**
  - ◆ **Encrypted IM with Rich text**
- **Standard (Domino-based)**
  - ◆ **Video, VoIP chat in the enterprise**
  - ◆ **Telephony Intetration**
  - ◆ **File Transfer, Screen Capture**
  - ◆ **Web Conferencing**
  - ◆ **Mobile clients**
  - ◆ **Supported public IM federation**
  - ◆ **Open programming model**

# Sametime Advanced

---

- **Advanced (Websphere-based)**

- ◆ **Persistent chat rooms**
- ◆ **Real-time community**
- ◆ **Instant screen share**
- ◆ **Locations**

- **Improvement comes with time**

- ◆ **The original meeting server never changed from the 1998 DataBeam original purchase**
- ◆ **Changed in 8.0.2**
- ◆ **Much improved functionality**
- ◆ **Very intuitive to setup and manage meetings**

# Sametime Performance Tip

---

## RAM not power

- ♦ **Generally, performance improvement is gained Sametime by having a good network design, and more server RAM, rather than having faster or more CPUs**

# Lotus Quickr

- **Version 8.0+ offered on Linux for Websphere Portal only**
- **Never offered a Domino Linux flavor**
  - ◆ **Lack of customer demand for a Domino linux build in v8.2**
  - ◆ **Version 8.1 is portal focused**
  - ◆ **Version 8.2 Domino and Portal**
    - **Not a strategic decision, just a resource decision**
    - **No Linux support for Lotus in 8.2**
  - ◆ **Note: Next major release is scheduled to offer a Domino Linux build**

# Lotus Connections

---

- **Connections has five primary services**
  - ◆ **Activities, Blogs, Communities**
  - ◆ **Dogear, Profiles**
  - ◆ **Bonus: The Home Page**
    - **Consolidated customized overview of your social network**
  - ◆ **Each service can run independently**
  - ◆ **Design makes it a better fit for Websphere**
- **Provides full Linux support via Websphere Portal**
  - ◆ **No current plans for a Domino server build**

# **Lotus Symphony - True cross-platform gem at an attractive price-point**

- **Eclipse-based office productivity suite**
  - ◊ Document editor, spreadsheet, presentation
  - ◊ Runs stand-alone or Notes embedded
  - ◊ Supports all Lotus Notes platforms
  - ◊ Includes Debian and Red Hat packages
- **Cross-product feature lag eliminated in v1.2 (2009)**
  - ◊ All Symphony releases now have the exact same feature set across builds
- **Big hit at CeBIT 2009**
  - ◊ Largest computer show in Europe loved Symphony

# Symphony Targets Enterprise

---

## **Version 1.3 provides significant enhancements**

- ♦ **Wide-range of functions**
- ♦ **90-95% of enterprise end-users can utilize**
- ♦ **Support for complex macros**
- ♦ **Pivot tables (pivot tables in Excel) debut**
- ♦ **New File formats**
- ♦ **Better cross-file format conversions**

# Symphony Plugins Create Enhanced Value

- **Extend Symphony programatically**
  - ◆ Small snap-in modules offering a simple capability enhancement
  - ◆ Examples include
    - IBM Lotus Symphony Diff plug-in
    - IBM Lotus Symphony SideNote plug-in
    - Writer2Wiki plug-in
- **Full list of available plugins**
  - ◆ <http://symphony.lotus.com/software/lotus/symphony/plugin.nsf/home>
- **Tip of plugin usage**
  - ◆ Most plugins work on all Symphony flavors
  - ◆ Be careful and mind the respective OS req



# Lotus Middleware on Linux

- **IBM offers 500 middleware products**
  - ◊ All Linux ready
  - ◊ Across all six brands and five platforms
- **Lotus middleware solutions provide:**
  - ◊ System x - 117 products
  - ◊ System p - 3
  - ◊ System i - 1
  - ◊ System z - 30
  - ◊ Power - 4

**Source: *IBM Middleware Available on Linux*, 23 Feb 2009 edition**

- ◊ Matrix included in Reference DB

# The Niche Products - Solution Completion

---

- **Several smaller and possibly newer products providing significant value, with little fan-fare**
- **Round-out your design**
- **Overcome the Windows crutch**
- **Yes, these all have a Linux offering**
  - ♦ **Specifics on three select products**

# Lotus Mobile Connect - VPN Bliss

---

- **Persistent: maintains connection post-sleep/suspend/hibernate mode**
- **Roaming support: pain-free LAN change**
- **Client-less: works with iNotes**
- **Broad client support**
- **Express pricing**
- **Key Sites: Product and Features**
  - ◆ **<http://www-01.ibm.com/software/lotus/products/mobileconnect/>**
  - ◆ **<http://www-01.ibm.com/software/lotus/products/mobileconnect/features.html>**

# Lotus ActiveInsight - Dynamic Dashboard

---

- **Addresses renewed interest in dashboards, by executives**
- **Active rather than static**
  - ♦ **Provides real-time data updates**
- **Installs on top of a portal**
- **Uses SOA for its foundation**
  - ♦ **Blends nicely with composite applications**
- **ActiveInsight product page**
  - ♦ **<http://www-01.ibm.com/software/lotus/products/activeinsight/>**

# Lotus Forms Server - Process Automation

---

- **Automates form-based business processes**
- **Offers a web 2.0 experience**
- **Integrates with existing solutions**
- **Eclipse designer enabled**
- **Forms product site**
  - ◆ **<http://www-01.ibm.com/software/lotus/products/forms/>**

# A Few More Linux-friendly Products

---

- **IBM Business Process Accelerator**
- **IBM Content Manager Collaboration Ed.**
- **Lotus Enterprise Integrator**
- **Lotus Expeditor**
- **Lotus Learning Management System**
- **Lotus Web Content Management**
- **Lotus Workflow**

# Product List with Growth Opportunity

---

- **Quality Lotus solutions that are non-Linux ready**
  - ◆ Lotus Protector
  - ◆ Lotus Traveler
  - ◆ Lotus Alloy
  
- **What does their future hold for Linux?**
  - ◆ Nothing definite at this time
  - ◆ Customer demand drives new builds
  - ◆ Lotus is considering future Linux builds
  - ◆ If your firm needs a Linux build for these products, let Lotus know

# What We'll Cover ...

---

- **Introduction**
- **What is Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**



# Business Opportunities

---

- **How can we save money with Lotus on Linux?**
- **Is anyone already using it?**

# What does Linux Provide Lotus?

---

- **We saw what Lotus provides to the open source movement; what does Lotus receive in return?**
  - ◆ **Stability of the operating system**
  - ◆ **Lower cost of ownership**
    - **Reliability**
    - **Availability**
    - **Manageability**
  - ◆ **Powerful remote management**
- **That's just the beginning...**

# Domino on Linux Creates Saves

## • Maintenance

- ◆ Provides boot-free patches
  - Creates increased up-time
- ◆ Avoid the monthly MS patch-night pain
- ◆ File system stays defragmented by default
  - So, “compact -c” doesn't kill performance
  - Avoid defragging filesystems and NSFs
- ◆ Shops simply setup and run their business
  - i Leave the world of “break-fix” support
  - i Enter the world of planning and evolving IT

# Domino on Linux Creates Saves, Cont.

---

- **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 and see benefit**
- ◊ **Most server OEMs support Linux on their hardware**
- ◊ **Economical remote office capability**
- ◊ **Cost-effective Domino clustering**

# 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
- **Acquire quality data to assess 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>*

# But Don't Take My Word For It...

## Take A Message: It's Lotus Vs. Exchange

- ◆ ***“The fact that Domino and Notes can run in an open-source environment can really reduce the amount an organization would otherwise have to spend on operating systems and other proprietary software licenses.”***
- ◆ ***“By the time an enterprise has purchased Exchange and the CALs for it, plus the Windows Server license and CALs for Windows Server, costs begin to snowball.”***
- ◆ ***“The edge in pricing, when all is factored in, goes to Lotus. You simply get more bang for your buck.”***
- ◆ **<http://www.crn.com/mobile/217800062>**

# Who's Using Domino and Linux?

- **Gruppo Amadori rolls out Linux-based desktops and servers to cut costs**
  - ♦ **Leading Italian food distribution firm**
  - ♦ **1,000 of 6,000 employees use PCs**
  - ♦ **Migrated from Microsoft Exchange**
  - ♦ **<http://www-03.ibm.com/press/us/en/pressrelease/27561.wss> --OR-- <http://tinyurl.com/kw7pef>**
- **Products Utilized**
  - ♦ **Linux on Desktop and Servers**
  - ♦ **Lotus Notes and Domino**
  - ♦ **Lotus Symphony**
  - ♦ **Lotus Quickr**

# 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**



# 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.**

# 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**
  - ◊ **A desktop OS license is still required**
  - ◊ **Linux provides two key apps to reduce costs**
    - **Notes**
    - **Symphony**
- **Ultimately, save more than a license**

# 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**
- ◆ **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 Creates Software Value

---

- **Value Proposition:**

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

- **To engage the team**

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

# What We'll Cover ...

---

- **Introduction**
- **What is Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**

# 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**

# Penguin-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>

# Penguin-Friendly Business Partners, Pg. 2

<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>

Permesssa

<http://www.permessa.com>

PistolStar, Inc.

<http://www.pistolstar.com>

Polymorph Ltd --

<http://www.polymorph.co.uk>

<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.psclistsens.com/>

\* Ytria -- <http://www.ytria.com>



# What We'll Cover ...

---

- **Introduction**
- **What is Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**

# Want to Save Time with Your Install?

- **First and foremost—RTFM. Seriously.**
  - ♦ **Version specific Release Notes provide precisely what is needed to avoid crashes**
  - ♦ **Domino needs files that Linux may not install by default; cross-reference file list**
- **Ample swap space—twice the RAM, and add some room for growth, such as adding more memory**
  - ♦ **Create a second swap (growth) partition**
  - ♦ **Enable when needed with “swapon”**

# Install Tip for Performance

## Consider skipping the GUI for servers

- ♦ Much smaller OS footprint
- ♦ Save resources for your users
- ♦ Manage server via Webmin (details follow)
- ♦ If you want a GUI, at least change the default run state to “3” from “5” in the file “/etc/inittab” and the “id:3:initdefault:” line
- ♦ File excerpt:

```
# Default runlevel. The runlevels used by RHS are:  
# 0 - halt (Do NOT set initdefault to this)  
# 1 - Single user mode  
# 2 - Multiuser, without NFS (The same as 3, if you do not have networking)  
# 3 - Full multiuser mode  
# 4 - unused  
# 5 - X11  
# 6 - reboot (Do NOT set initdefault to this)  
id:3:initdefault:
```

# Third Tip for Desktop Users

## Running Ubuntu?

- ◆ You might be interested in **Ubuntuzilla**
  - **Installs Firefox, Thunderbird, SeaMonkey, without backport wait times**
- ◆ **<http://ubuntuzilla.wiki.sourceforge.net/>**
- **Partition your drive for Lotus...**
  - ◆ Most will create a couple of basic filesystems or just one large filesystem
    - **Just like Windows (think c-drive)**
  - ◆ Consider splitting out /opt for the IBM software
    - **Then, if you need to reformat, no re-install is needed for Lotus products**

# Final Tip: Effective System Management

- **Webmin server management**
  - ♦ **Consistent browser GUI across all systems**
  - ♦ **Supports 86 operating systems**
  - ♦ **Using Webmin with SSH (secure access)**
    - **Smaller memory requirements, better performance, and smaller footprint**
  - ♦ **More Info: Main site and Virtual Demo**
    - **<http://www.webmin.com>**
    - **<http://webmin-demo.virtualmin.com/>**
      - ***Login & Password equate demo***

# What We'll Cover ...

---

- **Introduction**
- **What is Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**

# Resources

---

- **Linux Handbook - IBM Redbook**
  - ♦ <http://www.redbooks.ibm.com/abstracts/sg2>
  - ♦ Still has some good data
- **IBM's Linux Site**
  - ♦ <http://www.ibm.com/linux>
- **IBM's LTC public bloggers' assemblage**
  - ♦ <http://www.planet-ltc.org/>
- **Lotus Foundations announcement**
  - ♦ <http://www-03.ibm.com/press/us/en/pressrel>
- **IBM Open Collaboration Client Solution**
  - ♦ <http://www.ibm.com/developerworks/lotus/li>

# Positive Press for Lotus

## IBM Named 2009 CRN Channel Champion

- ◆ **Top vendor in two categories**
  - **Collaboration Software**
  - **Midrange Servers**
- ◆ **Placed top spot in five sub-categories:**
  - **Data & Information Management**
  - **Middleware**
  - **Network Security Software**
  - **Storage Management Software / Data Protection Software**
- ◆ **Link to article:**
  - **<http://www-03.ibm.com/press/us/en/pressrelease/26881.wss>**



# Live Linux DVDs -- IBM Software Preload

---

- **Red Hat**

- ♦ [http://www.redhat.com/partners/partnerspotlight/ibm/lotus/live\\_dvd.html](http://www.redhat.com/partners/partnerspotlight/ibm/lotus/live_dvd.html)

- **Ubuntu**

- ♦ <http://people.ubuntu.com/~mnuzum/projects/occs/ubuntu-8.04.1-desktop-i386-customnotes85.iso>

- **SuSE**

- ♦ <http://www.novell.com/linux/openclienteval/>

# What We'll Cover ...

---

- **Introduction**
- **What is Lotus Doing with Linux ?**
- **The Products**
- **Potential Business Saves**
- **Some Third-party ISV Linux Support**
- **Tips & Install insight**
- **Additional Resources & Press**
- **Wrap-up with Q&A**

# Follow Up



How to contact me:  
Bill Malchisky Jr.  
*William.Malchisky@EffectiveSoftware.com*  
Blogging at *www.BillMal.com*  
Twitter: BillMalchisky  
Skype: FairTaxBill