

Exciting Factoids

Did you know?

- The Lotus software business grew by double digits in 2005.
- The launch of Lotus Notes and Domino 7 is big news, with over 200 press articles to date in almost every major market.
- Lotus Domino 7 delivers dramatic performance improvements across platforms.
- Tests prove a single IBM iSeries server running Lotus Domino 7 can support over 250,000 users.*
- More than 1300 recent competitive migrations to Lotus Notes and Domino.
- News of the launch of the IBM Workplace™ Managed Client with ODF support reached an estimated 125,000,000 readers worldwide.
- Over 200 IBM Business Partners have started to work with IBM Workplace Managed Client technology.
- Revenue from Linux™-based products grew 232% year-to-year, echoed by a significant increase in Lotus partners revenue, solutions, and services.
- 300+ ISVs providing Portlets and 600+ Integrated solutions for IBM WebSphere Portal.
- 1,200 IBM Business Partners have been trained on IBM WebSphere Portal in the past 12 months.

*NotesBench R6Mail on Domino 7 with 250,500 users on the new 16-core i5 570.

IBM is #1 in Market Share

Enterprise Portal Software, 2004

— IDC, *Worldwide Enterprise Portal Software 2004 Vendor Shares: Adoption Increases as Customers Deploy Portals to Improve Specific Business Processes*, Doc #33533, June 2005

Enterprise Content Management, Worldwide 2002-2004, based on new license revenue

— Gartner, *Market Share: Enterprise Content Management, Worldwide, 2002-2004*, 6 July 2005 by Tom Eid

Content, Communications and Collaboration Software, EMEA 2004, based on new license revenue

— Gartner, *Market Share: Content, Communications and Collaboration Software, EMEA, 2004*, 3 October 2005 by Contu, Biscotti, Eid

For more information, visit the following Web sites:

ibm.com/lotus/lotosphere

IBM Lotus at ibm.com/software/lotus

IBM Workplace at ibm.com/software/workplace

IBM WebSphere Portal at ibm.com/websphere/portal

All WPLC products can be found through ibm.com/software/workplace/productsataglance

IBM Business Partners at ibm.com/lotus/partners

Developer resources at ibm.com/developerworks

Leader, Visionary, Challenger Quadrants Good Positioning by Analysts!

According to Gartner our products, solutions, and technologies are positioned

in the leader quadrant:

- Horizontal Portal (1) • E-Learning Suites (2) • Web Conferencing (3)

in the visionary quadrant:

- Financial Compliance Process Management (4)

in the challenger quadrant:

- Unified Communications (5)

(1) Magic Quadrant for Horizontal Portal Products, 2005 18 May 2005, by Phifer, Valdes, Gootzit, Underwood, Wurster

(2) Magic Quadrant for E-Learning Suites, 2005 15 August 2005, by Arevalo, Lundy

(3) Magic Quadrant for Web Conferencing, 2005 29 September 2005, by Mann, Latham

(4) Magic Quadrant for Financial Compliance Process Management Software, 2005 24 October 2005 by Caldwell, Logan, Eid

(5) Magic Quadrant for Unified Communications, 2005 14 February 2005, by Elliot, Blood, Kraus



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FUTUREINSIGHT

Lotosphere® 2006 News and Announcements Highlights

For more information, visit:

ibm.com/lotus/lotosphere



IBM® Lotus® Notes® and Domino® Momentum

IBM Extends the Value of Lotus Notes and Domino

- **The next version of Lotus Domino unveiled**
Powering the Lotus “Hannover”* client
New Portal driven Web browser experience
New “activities” capability
Support for server-managed clients and OA
- **New SAP integration tools for Lotus Notes**
Out-of-the-box integration for messaging and custom applications
Integrating new SAP business processes within Lotus Notes
- **Mobile Partner Announcements**
Extensive partner community
Lotus Notes and Domino support and new features from Nokia, Intellisync, RIM, Good Technologies, Common Time and others
- **Support for Apple Macintosh™**
Macintosh client for Lotus Notes 7 demonstrated
Lotus Domino Web Access for Macintosh (on Firefox) announced
- **Now available: Lotus Domino 7 on Intel Linux TCO Evaluation, Lotus Notes and Domino hosted proof of concept and more**

IBM Unveils New Real-Time Collaboration Platform

Real-Time Collaboration Investments

- **Lotus Sametime® 7.5 introduced, featuring:**
Rich User Experience built on new Eclipse-based client
New “Hannover”* based user interface
Rich text, emoticons, embedded VoIP, location-based awareness
Easier Web conferencing
Multi-protocol support gateway to other IM communities
- **New integration announcements from leading audio/video partners**
- **New announcements regarding IM community interoperability**
- **New social networking tools demonstrated**
Based on IBM Research such as Pollcast and SkillTap

Workplace and Portal News

New IBM Workplace Products Announced

- **IBM Workplace Collaboration Services 2.6 ships featuring:**
Up to 400% capacity improvements
Increased support for open standards
Improved SOA functionality
Activity-centric computing
- **IBM Workplace Managed Client™ 2.6 ships**
Now generally available to all
Support of Open Documents Format
Standalone productivity editor option
90 day evaluation trial available
- **IBM Workplace Designer 2.6 ships including**
New blog, call center and project management templates
- **IBM Workplace Forms 2.6 announced**
Expanded international and platform support
Integration with IBM WebSphere® Portal, IBM Workplace Services Express and Content Management
Extended open standards support with XForms
New Eclipse-based IBM Workplace Forms™ design environment
- **Additional IBM Workplace products (such as IBM Workplace for Business Strategy Execution and IBM Workplace for Business Controls and Reporting) now illustrate the composite products aspect of our IBM Workplace strategy**
- **IBM acquires Bowstreet, Inc.**

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* All references to the term “Hannover” refer to the code name for the next release of IBM Lotus Notes and Domino.