



**The Iam Lotus User Group**

# Lotus on Linux Report

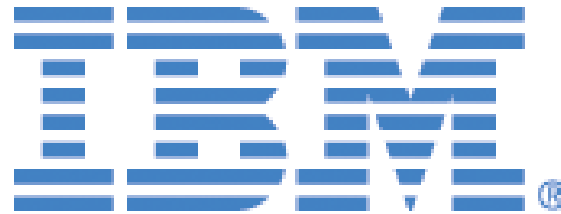
**William Malchisky Jr.  
Effective Software  
Solutions, LLC**

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# The Iam Lotus User Group



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# What We'll Cover ...

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- **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**

# Speaker Info...

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- **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...

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

# What We'll Cover ...

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- **Introduction**

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# IBM's Linux Support Timeline - Part I

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- **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

# IBM's Linux Support Timeline - Part II

- **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)**
- **2009: IBM announced IBM Client for Smart Work in Africa with Canonical/VB and USA with Canonical/VB 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 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

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- **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

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## **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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# History Is Important: Lotus Domino

- **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 and user gains with each new release**
- **Rumor mill...**
  - ◊ 64 bit build for D8.5.2 (unconfirmed)



# 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

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## 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 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 of any Domino platform**
- **Best power/cooling performance of any Domino platform**
- **Largest scalability of any Domino platform**
- **In D8.5.2...**
  - ◊ **Be certain to Dojo 1.3.3**
    - **Older version lacked proper permissions set**

# History Is Important: Lotus Notes

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- **First Linux client - N7**
- **Significant improvements N8.0**
- **Supports all three major Linux distros**
  - ◊ **Red Hat, SuSE, Ubuntu**
- **Minimal feature lag across all releases**
  - ◊ **And improving, through hard work by Lotus**
- **New for Linux in 8.5.2 - Modular RSS Feed Feature**
  - ◊ **Choose to install or not, via a separate file**
  - ◊ **Awesome new features across all clients**

# Notes On Linux - Simplified existence

- **Installs client in multi-user mode only**
  - ◊ Places data in an intuitive location
  - ◊ Allows for easy Domino roaming profile
- **Updated installation path for N8.5.x**
  - ◊ /opt/lotus/notes
    - **Notes program directory**
  - ◊ /home/<user>/lotus/notes/data
    - **Notes data directory, sans templates**
  - ◊ /etc/lotus/notes/notesrc
  - ◊ /opt/ibm/lotus/notes/data
    - **Common image files**
    - **All templates and stock notes.ini**
      - *True multi-user design*

# 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”**
- **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**

# 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**
- ♦ **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 IT environments
  - Use BPM and Service Oriented Architecture

# ICSW - IBM Client for Smart Work - Part II

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- ◆ **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**



# ICSW - 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 or Connect Client for Sametime**
  - ◊ **Expeditor client to run web apps**
  - ◊ **All middleware apps: Portal, Connections, Quickr are Linux-browser compatible**
  - ◊ **Linux provides Firefox**

# ICSW - 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**

# IBM Foundation for Smart Business - The Lotus Linux Portfolio's Cornerstone

- **Rebranded in 2010!**
  - ◊ Now under the IBM SmartBusiness Now team
  - ◊ Formerly, Nitix → Lotus Foundations
- **'All in one' IT solution designed with your business in mind**
  - ◊ Data Back-up & Disaster Recovery
  - ◊ Firewall
  - ◊ Anti-virus/Anti-spam
  - ◊ Secure remote access
  - ◊ Automated system updates
  - ◊ Office productivity software (Symphony)
  - ◊ Central File & Print Management
  - ◊ Email, calendar & contacts
  - ◊ Web server

# 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**
- **Foundations Product Page**
  - ◊ **<http://www.lotus.com/foundations>**
- **Foundations Wiki Page**
  - ◊ **<http://www-10.lotus.com/ldd/lfndswiki.nsf/>**

# 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**
- **Great for SMB market**
  - ◊ Stand-alone appliance
    - **Minimizes footprint and installation time**
  - ◊ Sweet spot: 5 to 500 Employees
- **Version 1.2 Domino Details**
  - ◊ Uses D8.5.1 FP2
  - ◊ Use integrated Foundations Start fixpack
    - **Cannot use stock fixpacks**
- **Free Online Training for Foundations Start**
  - ◊ <http://tinyurl.com/2flx5y6>

# Foundations Supports Windows Apps!

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- **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 and running**

# 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**
- **So why use Foundations over straight Domino?**
  - ◊ **Branch appliance benefit of rich autonomies**
  - ◊ **Plus standard features**
    - **File server, backup, dns, vpn, fw, calendars, DR**
- **Branch Office product brochure**
  - ◊ **[ftp://ftp.software.ibm.com/software/lotus/lotusweb/products/foundations/branch/LFBranch1\\_1\\_DA\\_Short\\_Web.pdf](ftp://ftp.software.ibm.com/software/lotus/lotusweb/products/foundations/branch/LFBranch1_1_DA_Short_Web.pdf)**

# Lotus Foundations Reach

- **Optional add-on component for Lotus Foundations Start**
  - ◊ Provides a full-featured, all-in-one communications experience
- **IBM Sametime UC<sup>2</sup>™ 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
- **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



# 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**
  - ◊ Provide off-site data vaulting
  - ◊ On-premise servers backup to the off-premise box
    - **Start server sends a copy of encrypted backups to the remote Rescue server**
    - **Administrator configures specifications**
  - ◊ Data sends can use an intranet or Internet
- **Encrypted connection between boxes**

# Foundations Rescue Server Adds Value

## **Business Opportunity: service partners take note**

- ◆ Install a Rescue server at your location
- ◆ Have backed-up client data stored there
  - **Create vaults for either a client or a server(s)**
    - *Client A has client\_a\_vault or client\_a\_vault\_server1*
- ◆ Same price for Foundations box
- ◆ Purchase \$119 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

# Tivoli CDP - Continuous Data Protection

- **Provides continuous data protection solution for desktops**
  - ◊ **Automatically backs up your most critical files**
    - **File save creates trigger (attribute flag set)**
  - ◊ **Sends them to the Start server**
- **One click installation and configuration**
  - ◊ **Automatically adjusts your workstation software to point to Start server**
- **Design**
  - ◊ **Dropped-in to the Foundations core**
  - ◊ **Places a batch file on each workstation**
  - ◊ **Backup either the whole desktop, subset of folders or files**

# Confirmed Foundations Enhancements

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- **Hardware RAID**
  - ◆ **EOY 2010**
- **Redundant power supplies**
- **Conceptually, new server line**
  - ◆ **Entry level**
  - ◆ **Mid-range**
    - **Current Advanced server**
  - ◆ **Advanced**
    - **Powerful new feature-rich redundant box**

# LAST YEAR:

## 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**

# And This Year: Foundations Future Directions

## 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: Domino clustering is supported with Branch Office**
  - ***Excludes Start and Reach***
  - ***Branch to Branch to non-Foundations***

# Lotus Sametime: A Penguin's Dream

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- **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
- **Sametime Unified Telephony**
  - ◊ Telephony features and multi-PBX telephony
- **Sametime Server**
  - ◊ New Linux on System Z
  - ◊ Community server - only Domino server product

# Lotus Traveler - Drives Well in D8.5.2

- **New! New! New! New! New! New!**
- **Lotus ND8.5.2 - Traveler Linux build**
  - ◊ **RHEL5 and SuSE10/11**
- **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 Exchange (EAS) connection**



# Shields! Lotus 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**
- **MS3004LP is no longer sold**
  - ◊ **Upgrade to v2.5 for <= 500% performance boost**
- **Main page**
  - ◊ **<http://tinyurl.com/29uzwwn>**

# Lotus Quickr: Catching-up *Quickly*

- **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**
  - ◊ **Version 8.5 is listed as Portal based**
    - **But IBM stated a Domino release is forthcoming, and on Linux...**

# Lotus Connections: Never Disconnected With WAS

- **Connections has seven primary services**
  - ◊ **Activities, Blogs, Communities, Files (new)**
  - ◊ **Bookmarks, Profiles, Wikis (new)**
  - ◊ **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: It Plays Well

- **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**
  - ◊ Free software with enterprise support: \$5.50/month/user
  - ◊ <http://tinyurl.com/2968ms7>
- **Beta 3 Announced**
  - ◊ Details in a bit
- **Lotus Symphony Wiki**
  - ◊ <http://www-10.lotus.com/ldd/lswiki.nsf>

# Symphony 1.3 Targets Enterprise

- **Provides significant enhancements**

- ◆ **Microsoft® Office 2007 files import support**
- ◆ **Support for complex macros**
- ◆ **DataPilot (pivot tables in Excel) debut**
  - **Significant enhancements over beta**
- ◆ **Enabled Widgets Catalog server support**
- ◆ **Pull-down list length upper limit to 20 items**
  - **More visible options now**
- ◆ **Fixed: Presentation's graphic animation failed when played in Windows, crashed under Linux**

- **Full list here:**

- ◆ **<http://symphony.lotus.com/software/lotus/sym>**

# Lotus Symphony Beta 3 Is Live

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- **New Features**

- ◊ **Based on OpenOffice 3 codestream**
- ◊ **Customize toolbars**
- ◊ **One-click PDF export icon**
- ◊ **More features in side bar panels**
- ◊ **Visual Basic Macros support**
- ◊ **Embedded audio/video**
- ◊ **LotusLive plugin - full cloud support**
  - **Store and retrieve content directly from within Symphony**

- **New Fixes**

- ◊ **Fixed Lotus Symphony Presentation table functional and usability bugs**

# Linux Specific for Beta 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**
- **Some bullets do not display**
  - ◊ **Workaround: Install ALL language packs**
- **UI language defaults to OS unless changed via preferences in Symphony**

# Get the Symphony Beta!

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- **Download**
  - ◆ <http://tinyurl.com/26lyyor>
- **Beta 3 Plugins**
  - ◆ <http://tinyurl.com/25cjap9>
- **Beta 3 Support Forum**
  - ◆ <http://tinyurl.com/2b2fmn7>
- **Developer's Toolkit**
  - ◆ <http://tinyurl.com/2edmxjc>
- **Release Notes**
  - ◆ <http://tinyurl.com/2cpd6rt>



# 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 - 126 products
    - **Up from 117 in 2009**
  - ◊ System p - 3
  - ◊ System i - 3 (300% increase in one year!)
  - ◊ System z - 57
    - **Up from 30 in 2009**

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

- ◊ <http://www.ibm.com/linux/matrix>

# Product List with Growth Opportunity

- **Quality Lotus solutions that are non-Linux ready**
  - ♦ ~~Lotus Protector~~
  - ♦ ~~Lotus Traveler~~ (*Progress is wonderful*)
  - ♦ Lotus Alloy
- **What does ~~their~~ its 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~~ this products, let Lotus know

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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>***

Product	German Market Share
MS Office	72%
OpenOffice & Derivatives (StarOffice & Lotus Symphony)	21%
Corel Word Perfect	2.7%
Apple's iWork	1.4%
KOffice	0.03%

MS Office MoE: +- 10%; All other products: +- 5%

# Bank of Russia Saves \$400M

- **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**
  - ◆ **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>**

# Significant Value with Linux

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**“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 - Reduced Costs 30%

- **Global system integrator in New Jersey**
  - ♦ 2000 Employees
- **Used VERDE Virtual Bridges, Lotus, and Linux**
  - ♦ Their desktop-as-a-service: “PowerCube”
- **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
- **Source: IBM Case Study, Jan 2010**
  - ♦ <http://tinyurl.com/2wvwnl5>

# 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**
- **Exciting and unsurprising...**
  - ♦ **Windows just does not scale down**
- **Source - ABI Research, The Register UK**
  - ♦ **<http://tinyurl.com/3axj8m4>**



# ABI Insight's Is Easily Substantiated

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**“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**

# Even the British Government Gets It

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- **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/2u19tdk>**

# Gruppo Amadori Value Proposition

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***“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**

# What We'll Cover ...

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- **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**

# IBM Observes Corporate IT Saves

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***“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.**

# Thinking Cloud?

- **Leverage Linux, mainframe, and cloud initiative**
  - ◊ Strategy on increasing ROI
- **Covers key areas:**
  - ◊ Understanding Cloud Computing - including benefits
  - ◊ Why use Linux for Clouds
    - **Some considerations for implementing Clouds**
    - **Novell OpenSUSE and the Cloud**
  - ◊ Getting Started with Cloud Computing and Linux
- **IBM Webcast**
  - ◊ <http://tinyurl.com/2dcekto>
- **System z Solution Edition for Cloud Computing**
  - ◊ <http://tinyurl.com/2a6v4zb>

# IBM Lotus Foundations Building Blocks - Putting It all Together

- **Take these pieces...**
  - ◊ Lotus Foundations Start
  - ◊ Lotus Foundations Rescue
  - ◊ Lotus Notes & Domino 8.5.1
  - ◊ Tivoli CDP
- **What do you get?**
  - ◊ Now you can backup all your desktop data
  - ◊ Plus your e-mail and application data
  - ◊ Then automatically send off-site--seamlessly!
- **Add Lotus Foundations Reach**
  - ◊ And you can include your UC<sup>2</sup> data off-site
- **Huge business value**

# 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 defragging 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**



# Domino on Linux Saves Money

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- **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

# 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>***

# 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

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- **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>**

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# IBM Business Partners Support Linux

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- **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**

# 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>



# 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>

Permesssa

<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.psclistsens.com/>

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

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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>**

- **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-busin>**

# Resources - Community Focused

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- **<http://www.BillMal.com>**
  - **BillMal Your Lotus Pal<sup>sm</sup>**
- **IBM Linux Twitter accounts**
  - **[http://www.twitter.com/linux\\_at\\_ibm](http://www.twitter.com/linux_at_ibm)**
  - **<http://www.twitter.com/developerworks/>**
- ***Lotus Protector for Mail Security, with Victor Toal***
  - **Consultant In Your Pocket Series**
  - **September 2010; Registration opens soon**
- **Is It Time for Sametime 8.5?**
  - **Gabriella Davis, IamLUG 2010**

# Resources - IBM Linux Relevant

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- **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>
- **IBM's Smart Work Initiative, Taking Notes Podcast**
  - ♦ <http://tinyurl.com/yeue5k2>

# Resources - Videos

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- **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>

# Value-added Resources - Part I

- **Virtual Desktops via VERDE and 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

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- **Project Liberate**

- <http://www.ibm.com/software/info/liberate>
- <http://blogs.forrester.com/cio/2009/02/should-i-ren>

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

<http://tinyurl.com/255yz2h>

- **Smarter collaboration**

**Cost Reduction Strategy Podcast**



# Follow Up



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