Lotus knows.
Smarter software for a Smarter Planet.

BP304 Can a sheep with five legs win the race?: Looking for the Right Document Management alternative

Roland Driesen | Business Consultant / Founder Silverside
Femke Goedhart | Senior Consultant / Co-author Redbook on migrating from the Domino Document Manager platform
Introduction speaker
Roland Driesen
Business consultant
Agenda

- Different corporate languages
- Defining the spectrum
  - Freedom versus Compliance
  - Fast versus Longterm
- Mixing the alternatives
- Conclusion
Agenda

- Different corporate languages
  - Defining the spectrum
    - Freedom versus Compliance
    - Fast versus Longterm
  - Mixing the alternatives
- Conclusion
Lotus knows: how many proverbs are in this painting!
Lotus knows. the meaning of a sheep with 5 legs!
Lotus knows barriers also exist within companies!

CEO: “Information at my fingertips”
Manager: “optimize my business process”
ICT Manager: “according to my architecture”
CFO: “but re-use our existing resources!”
User: “how do I handle all those requests?”
Different Corporate Languages

- **CEO**: Compliance / Shareholders
- **CFO**: Stay in budget
- **Managers**: Optimize business processes
- **ICT Manager**: Technical platform
- **The end user**: Don’t bother me with difficult software!
Agenda

- Different corporate languages
- Defining the spectrum
  - Freedom versus Compliance
  - Fast versus Longterm
- Mixing the alternatives
- Conclusion
Definition Enterprise Content Management

• 2008 AIIM Definition:
Enterprise Content Management (ECM) is the strategies, methods and tools used to capture, manage, store, preserve, and deliver content and documents related to organizational processes. ECM tools and strategies allow the management of an organization's unstructured information, wherever that information exists.
Key Considerations

- Has required features
- Infrastructure platform support
- Vendor support (e.g. single vendor)
- Compatibility with existing systems
- Total cost of ownership
- Supported end-user interfaces (e.g. Lotus Quickr Connectors)
- Extensibility (e.g. REST, APIs, etc.)
- Existing technical personnel skills
- Add-on availability (templates, scanning, etc.)
- Available compliance module meets organizational needs
Lotus knows. millennials like to share!
Lotus knows. collaboration extends the company
Lotus knows. the headache of business managers
Lotus knows. the importance of regulation
Lotus knows the differences between people.
Lotus knows are based on two important axes
Document Sharing
- Definition
- Available solutions
- Examples
- Pro & Con

Lotus knows. the document management spectrum
Smarter software for a Smarter Planet.

Lotusphere 2010
GoogleDocs is easy!
Lotus knows. Some solutions are free!
Silver Side live

Lotus knows. Silverside loves LotusLive!

My Files

1-15 of 15

Page 1 of 1

Silverside & Stipter.pdf
Silverside & Selman Transport.pdf
Silverside & Ploege.pdf
Silverside & NIMAG.pdf
Silverside & Nacap.pdf
Silverside & Kollo SiC.pdf
Silverside & Euranax.pdf
Silverside & Componenta.pdf
Silverside & Brunner Mond.pdf
Silverside & Assa Abloy.pdf
Silverside & ARN.pdf
BP 2009
BP 2010
BP 2010

Getting Started

Demonstration
Pro's Document Sharing

- End users empowerment
- Instant availability
- Cheap / Free
- No ICT borders
Con's Document Sharing

- End user mayhem
- External storage of your documents
- No warranties / guarantees
- Requires reliable Internet access
Document Collaboration

- Definition
- Available solutions
- Examples
- Pro & Con

Lotus knows. the document management spectrum
Smarter software for a Smarter Planet.

Lotusphere 2010
Definition Document Collaboration

• Butler Group 2006 Report on Document Collaboration:
  Document Collaboration tools and technologies must support, encourage, and facilitate high-value interactions in a manner that ensures information confidentiality, integrity, and accessibility.

• Key points:
  - Extendible
  - Out-of-the-box Interface
  - Controllable Security
  - Workflow
Solutions Document Collaboration

- Microsoft SharePoint®
- IBM Lotus® Quickr®
- EMC Documentum® eRoom™
Lotus knows. SharePoint looks great!

Welcome!

Edit content right on the page

Shared Documents

<table>
<thead>
<tr>
<th>Type</th>
<th>Name</th>
<th>Modified</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY09</td>
<td>6/26/2009 10:01 AM</td>
</tr>
<tr>
<td></td>
<td>FY10</td>
<td>6/26/2009 10:01 AM</td>
</tr>
<tr>
<td></td>
<td>Project Alpha</td>
<td>6/26/2009 10:01 AM</td>
</tr>
<tr>
<td></td>
<td>Adventure Works Sales All Hands 1-20-09</td>
<td>6/26/2009 9:42 AM</td>
</tr>
<tr>
<td></td>
<td>Amazon Jungle Package</td>
<td>6/29/2009 4:32 PM</td>
</tr>
<tr>
<td></td>
<td>Price Specials</td>
<td>6/26/2009 9:42 AM</td>
</tr>
<tr>
<td></td>
<td>Black Diamond Momentum</td>
<td>6/26/2009 9:42 AM</td>
</tr>
</tbody>
</table>
**Pro's Document Collaboration**

- Customisable user interface
- Internal ownership
- Controlled “popcorn”
- Administrative control
- Integration with business applications (Office, Mail, Desktop)
- Can be used for Intranet, Extranet and Internet purpose
**Con's** Document Collaboration

- Requires hardware, maintenance and licences
- Ad hoc implementation
- Requires specific versions of business applications & add-ins
- Security in the hands of end users
Lotus knows. chaos from it's positive side!
Document Point Solution

- Definition
- Available solutions
- Examples
- Pro & Con
Lotus knows when to pay the bill!

---

**Viking Direct**

- **Date:** 25/02/02
- **Invoice No.:** 0729
- **Oriignator:**
- **Ref.:** IT Department
- **Due Date:** 25/03/02

---

**Invoice**

Thank you for your recent order from Viking.

### Item Breakdown

<table>
<thead>
<tr>
<th>Item</th>
<th>Ref. Number</th>
<th>Amount</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printer Paper</td>
<td>0112976</td>
<td>25 packs</td>
<td>£100</td>
</tr>
<tr>
<td>Post-it</td>
<td>911234</td>
<td>15 packs</td>
<td>£20</td>
</tr>
<tr>
<td>Color Print Paper</td>
<td>276162</td>
<td>25 packs</td>
<td>£110</td>
</tr>
<tr>
<td>Overhead Projector</td>
<td>372942</td>
<td>1</td>
<td>£276</td>
</tr>
<tr>
<td>Slide Projector</td>
<td>10293</td>
<td>1</td>
<td>£579</td>
</tr>
<tr>
<td>Drywipe Board</td>
<td>389242</td>
<td>1</td>
<td>£11</td>
</tr>
<tr>
<td>Marker Set</td>
<td>899191</td>
<td>1</td>
<td>£5</td>
</tr>
</tbody>
</table>

**Sub Total:** £1193.00

**VAT @ 17.5%:** £193.03

**Total:** £1286.03

Kindly issue a cheque or advise us of your credit/debit card details.
Pro's Document Point Solution

- Out of the box document types
- “Experience included”
- Deep functionality
- Integrated with branch specific applications
- Fast implementation / Low risk
- Pre calculated Return on Investment
Con's Document Point Solution

- Small room for customization
- Different user interface per point solution
- Solves only one problem area
- Depending of suppliers future vision and product development
- High entry investment
Enterprise Content Management

- Definition
- Available solutions
- Examples
- Pro & Con
Definition Enterprise Content Management

• 2008 AIIM Definition:
  Enterprise Content Management (ECM) is the strategies, methods and tools used to capture, manage, store, preserve, and deliver content and documents related to organizational processes. ECM tools and strategies allow the management of an organization's unstructured information, wherever that information exists.

• IBM Definition:
  IBM Enterprise Content Management helps companies manage content, optimize business processes, and enable compliance with an integrated infrastructure.

• Key points:
  - Business Process Management
  - Lifecycle Management
  - (Mandatory) Meta data
  - Enterprise Search
Solutions Enterprise Content Management

- IBM FileNet®
- IBM Content Manager®
- EMC Documentum®
- OpenText eDocs™ (formerly Hummingbird®)
- Alfresco® Enterprise Edition
Lotus knows. ECM asks meta data for this control!
**Pro's Enterprise Content Management**

- Complete control
- One platform
- Integration
- Capacity
- High availability
Con's Enterprise Content Management

- Expensive
- Specific expertise
- Multiple servers
- Long implementation
- Start from scratch
- User acceptance
Lotus knows. ECM requires a complex foundation!
Agenda

- Different corporate languages
- Defining the spectrum
  - Freedom versus Compliance
  - Fast versus Longterm
- Mixing the alternatives
- Conclusion
Lotus knows the preferences of the users!
Lotus knows.
Smarter software for a Smarter Planet.

Lotus Domino Document Manager

Places

Home
Discussion
Library
Calendar
Tasks
Index
Members

Redbook Collateral

More Actions

Hide Folder Navigator

Type

Collaborative Author Example with Draft and Version.odp
DDM Lab Information in Cambridge Office.doc
DDM RedbookSummary.odp
DomDoc Event Examples.doc
DomDoc Functionality demo.odp
DomDoc Redbook Presentation to Quicks Team.odp
DRL Studio - Lotusphere Presentation
Law Firm Dom Doc Example.odp
Quickr Connector Issues.odp
Quicks Event Model.odp

Show

10  20  50  100  All

Recent

Privacy Notice

Redbook Collateral

Upload to Library

Drag files and folders from your computer to upload

Click to hide all responses

Lotusphere 2010
Lotus knows. how to integrate freedom & compliance!

Smarter software for a Smarter Planet.

Lotusphere 2010
Lotus knows. Alfresco & Quickr now also work together.
Lotus knows. cooperation despite differences

End User

Document Sharing

Instant

Cooperation

Document Collaboration

Long-term

Company

Document Point Solution

Enterprise Content Management
Lotus knows. Domino.Doc was a cooperation model.
"We compared Filenet, SharePoint, Alfresco, Quickr and Docova as a replacement for Domino.doc and best fit for us is definitely Docova on the Domino platform",

Project Manager Patrick Goossens, Apollo Vredestein
Lotus knows: there are solutions from IBM partners.
Agenda

- Different corporate languages
- Defining the spectrum
  - Freedom versus Compliance
  - Fast versus Longterm
- Mixing the alternatives

- Conclusion
Lotus knows. thinking outside the box!
Questions?

Roland Driesen
r.driesen@silverside.nl

http://www.silverside.eu/
http://www.docova.com/
Legal Disclaimer

- © IBM Corporation 2009. All Rights Reserved.

The information contained in this publication is provided for informational purposes only. While efforts were made to verify the completeness and accuracy of the information contained in this publication, it is provided AS IS without warranty of any kind, express or implied. In addition, this information is based on IBM's current product plans and strategy, which are subject to change by IBM without notice. IBM shall not be responsible for any damages arising out of the use of, or otherwise related to, this publication or any other materials. Nothing contained in this publication is intended to, nor shall have the effect of, creating any warranties or representations from IBM or its suppliers or licensors, or altering the terms and conditions of the applicable license agreement governing the use of IBM software.

References in this presentation to IBM products, programs, or services do not imply that they will be available in all countries in which IBM operates. Product release dates and/or capabilities referenced in this presentation may change at any time at IBM's sole discretion based on market opportunities or other factors, and are not intended to be a commitment to future product or feature availability in any way. Nothing contained in these materials is intended to, nor shall have the effect of, stating or implying that any activities undertaken by you will result in any specific sales, revenue growth or other results.

All customer examples described are presented as illustrations of how those customers have used IBM products and the results they may have achieved. Actual environmental costs and performance characteristics may vary by customer.

IBM, the IBM logo, Lotus, Lotus Notes, Notes, Domino, Domino.Doc, Quickr, DB2 Content Manager, FileNet and Lotusphere are trademarks of International Business Machines Corporation in the United States, other countries, or both.

Microsoft and SharePoint are trademarks of Microsoft Corporation in the United States, other countries, or both.

EMC and Documentum are trademarks of EMC Corporation in the United States, other countries, or both.

OpenText, eDocs and Hummingbird are trademarks of OpenText Corporation in the United States, other countries, or both.

Docova is a trademark of DLI Tools in Canada.

Basware is a trademark of Basware Corporation in Finland.