

## **IBM annonce de nouveaux services de collaboration en mode Cloud.**

**Armonk, NY - 05 oct. 2010:** IBM today introduced a new collaboration software suite in the Cloud that gives users one-click access to collaboration and social networking services for only \$10 a month. The move aims to accelerate the adoption of Cloud collaboration services to increase productivity, collaboration and innovation in today's global enterprises.

IBM also announced today new enterprise-class email and social networking capabilities, new value pricing options and new third party integrations for its flagship cloud collaboration offering, LotusLive.

Today, IBM is making it easier for customers of all sizes to take advantage of all the collaboration capabilities of LotusLive. The new LotusLive collaboration suite combines enterprise-class email, calendaring, instant messaging, Web conferencing, file sharing and social networking services in an easy to deploy, simplified package for \$10 per user a month.

IBM today also unveiled a new Cloud service called LotusLive Notes, based on IBM's flagship messaging capabilities already used by millions of people worldwide. Building on deep experience in serving the enterprise, LotusLive Notes delivers feature rich email, shared calendar, instant messaging and personal contact services, starting at only \$5 per user, per month.

Building on its leadership in enterprise social networking, IBM is also introducing a new feature within LotusLive called Communities to help advance organizations' ability to work together both inside and outside their enterprise. Within a Community, members have the ability to tag information, share files and bookmarks, track new projects and host discussion forums securely across multiple companies.

*"Businesses are looking to reduce costs, do more with less, and find ways to work more closely with their customers and partners," said **Sean Poulley, IBM vice president of cloud collaboration**. "LotusLive gives them the right tools to do this, delivered by a company they trust and is focused on security and reliability."*

### **Businesses of All Sizes Choose LotusLive for Competitive Advantage**

Businesses around the world, such as aatranslations, SIT La Precisa and Signature Mortgage, are choosing LotusLive cloud collaboration services for the unique business value it delivers in today's competitive landscape.

[aatranslations](#), a mid-size pan European provider of language translation services, is taking advantage of the LotusLive licensing model to easily collaborate with 7,000 clients and 700 translators in 20 countries, without the worry of firewalls or additional costs. Working with IBM third-party provider FreshTL, aatranslations chose IBM LotusLive over Microsoft BPOS and Google Apps because LotusLive removes barriers to working together, allowing them to conduct business and collaborate with anyone and reducing the time it takes to work on every

project.

*"aatranslations chose LotusLive because it gave us all the services we needed -- online meetings, document sharing and email, under one roof with one login," said **Jeremy Clutton, managing director of aatranslations**. "LotusLive also gives us the ability to invite guests at no extra charge which allows us to collaborate with hundreds of clients and translators every month - we felt that neither BPOS or Google Apps could provide that."*

[SIT La Precisa](#), an Italian-based company that specializes in the design and manufacturing of electronic controls and equipment uses Lotus Notes and Domino on premise in their headquarters. They chose LotusLive because of the unique hybrid value, bringing together on-premise and cloud-based services easily. With employees distributed all over the world, many in small offices with just a few people, it had been difficult to provide the same email service to everyone. SIT La Precisa wanted to move its disparate staff off a variety of email systems, including Microsoft Exchange, onto one email platform without having to make expensive capital investments in infrastructure. They are currently rolling out LotusLive iNotes in several markets across the globe to provide employees with essential messaging and calendaring capabilities under one consistent domain name.

Signature Mortgage Corporation of Canton, Ohio is using IBM LotusLive and taking advantage of the integration with third-party Silanis' e-SignLive services, delivered by IBM business partner Silanis. By allowing their clients to electronically review and sign mortgage applications from the convenience of their home or office, Signature Mortgage hopes to improve customer experiences, generate better rates for customers and increase revenues for the company. By filing and sharing their documents in LotusLive, customers no longer need to spend time or money on printing, shipping, returning and verifying applications. Signature Mortgage expects to reduce the time to process mortgage applications from its current seven-day track record down to 24 hours.

### **LotusLive Provides Third Party Integrated Services for Enhanced User Experience**

Today, IBM is announcing two new integrations with third party providers, Tungle and Bricsys, designed to allow customers to collaborate seamlessly in their day-to-day work. These latest integrations illustrate IBM's commitment to help mid-size businesses find new and affordable ways to apply technology to solve problems and scale for future growth.

[Tungle Corp.](#), has teamed with IBM to integrate its online scheduling and calendar services with LotusLive, With a separate, no charge-subscription for Tungle services, LotusLive users can import their LotusLive contacts into Tungle.me, access their Tungle.me accounts from within LotusLive, and click to meet contacts from within the LotusLive interface. This integrated service is geared to help today's business user collaborate, maximize productivity and cope with the cross-over of personal social networks with business networks.

Bricsys, a provider of cloud-based document, data, task and report sharing, has teamed with IBM to integrate its Vondle services with LotusLive. With a separate subscription for [Vondle Live](#), users can choose to import their LotusLive documents into their Vondle Live account to view and annotate documents right from their browser, without ever having to download them or own the original software. The Vondle Live viewer supports more than 70 file formats. aatranslations is using Vondle Live to simplify collaboration between contractors and clients. FreshTL is the exclusive, worldwide distributor for Vondle Live.

LotusLive provides customers with powerful application integration with services made available by third-party providers. IBM has teamed with providers such as Silanis and Skype to provide integrated services that enable customers to use electronic signing capabilities and voice-over-IP services utilizing integration points with their LotusLive data.

For more information on IBM LotusLive cloud collaboration services, please visit [www.lotuslive.com](http://www.lotuslive.com)

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