

PANAGENDA

State-of-the-art solutions for IBM Lotus Notes / Domino expect the unexpected





- Headquartered in Vienna, Austria
 - Strong Business Partners around the globe Acocon, Advantix CH, Axceler USA&UK, Capricorn, edcom, Gaia Brazil, GIS, Group Business Software, IBM, I-CON, MartinScott USA, ND Russia, Penumbra, Random Computing Australia, SP-Integration, Symfoni Software, TwentyOne, ULC, We4IT, WebGate CH, Workflow Studios, Workplace Consulting

Products

- » Lotus Notes Client Management panagenda MarvelClient :: 99% Manageability
- » Lotus Notes Attachment Management panagenda MarvelZip :: Zip+Unzip+Blocking
- » (not "just" Domino) Server Monitoring & Reporting panagenda greenLight :: Realtime & Longterm
- » Adobe Flex Integration for IBM Lotus Domino amongst others licensed by Adobe Germany
- 2+ million licensed modules
 - » Customers in over 40 countries









Proud Penumbra Member



» http://www.penumbra.org

- IBM
 - » Business Partner
 - » Design Partner
- Adobe
- VMWare
- RIM / Blackberry
- Microsoft













SELECTED CUSTOMERS:: FROM 25 TO 140,000 USERS

- 3M
- Arizona Chemical
- CiCi's Pizza
- XTO Energy
- ImageNow
- Underwriter
 Laboratories
- NEC

- German Military
- Thyssen Krupp
- Olympus
- Franke
- Nycomed
- Banking
 - » Raiffeisen
 - » Volksbanken
 - » Sparkassen
 - » Credit Argicole

- Hamamatsu
- Fujitsu Siemens
- First Ukranian
 International Bank
- Witte Automotive
- Shipyarding
 - » Blohm & Voss
 - » Leif Höegh
 - » Møgster





PANAGENDA MARVELCLIENT

The world's fastest and leading Client Management Solution for IBM Lotus Notes

Lotus. software



Central Lotus Notes Client Management Solution for

 Workspace pages & Desktop icons, Bookmarks, notes.ini, Toolbars, Local replicas, Locations, Connections, ECL, ... ("99%")



- Notes 5.x, 6.x, 7.x, 8.x (Basic & Eclipse)
 - » Any install type (local, network, single & multi-user)
 - » All Languages
 - » Domino 5.x and up on any OS
- All Client Operating Systems (as supported by IBM)
 - » Windows (NT4SP2, 2K, 2003, XP, Vista, 7) & Citrix
 - » Linux (Ubuntu, RedHat, Suse)
 - » Mac OS X





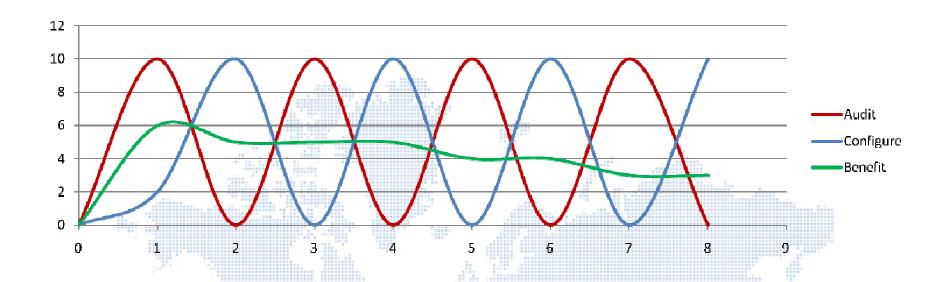




- The one Lotus Notes Client Management Solution
 - » Most comprehensive
 - » Value for money for a rich variety of business cases
 - » Scalable
 - » Painless (in other words: fast & reliable)
 - » Without End user interaction
 - » With as little tracking & tracing as possible
- True and ongoing cost savings, quick ROI
 - » Typical ROI between 2 and 6 months
- Solution for one-time and in particular permanent problem solving – if not prevention



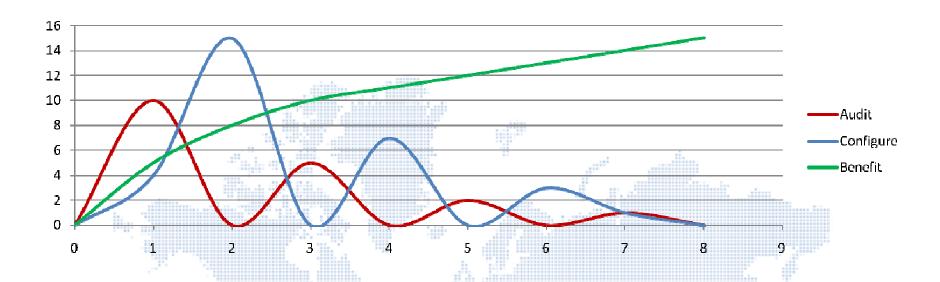
THE DIFFERENCE: CLASSIC CLIENT MANAGEMENT VS. ...



- Most prospects ask for a tool to manage clients from remote
- Remote management only saves the time to leave ones desk
 - » 1,000 helpdesk calls remain 1,000 management incidents
 - » Repeated efforts lead to limited, over time decreasing benefits



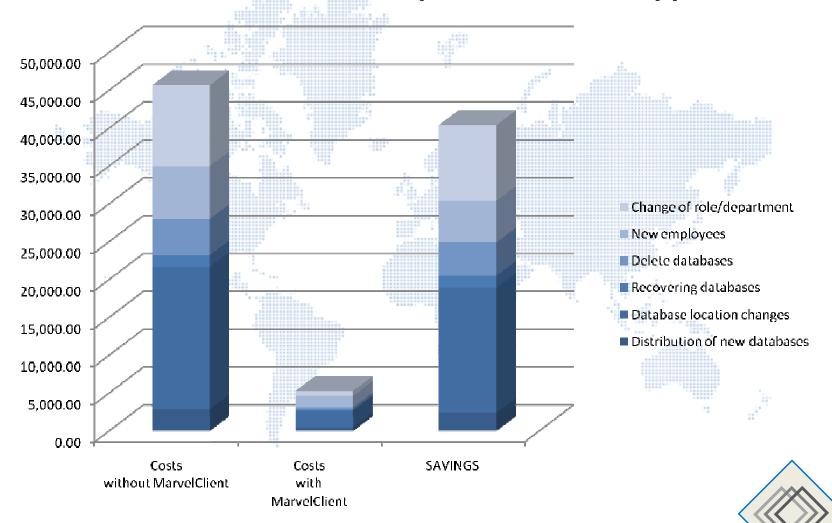
"New" Client Management with MarvelClient

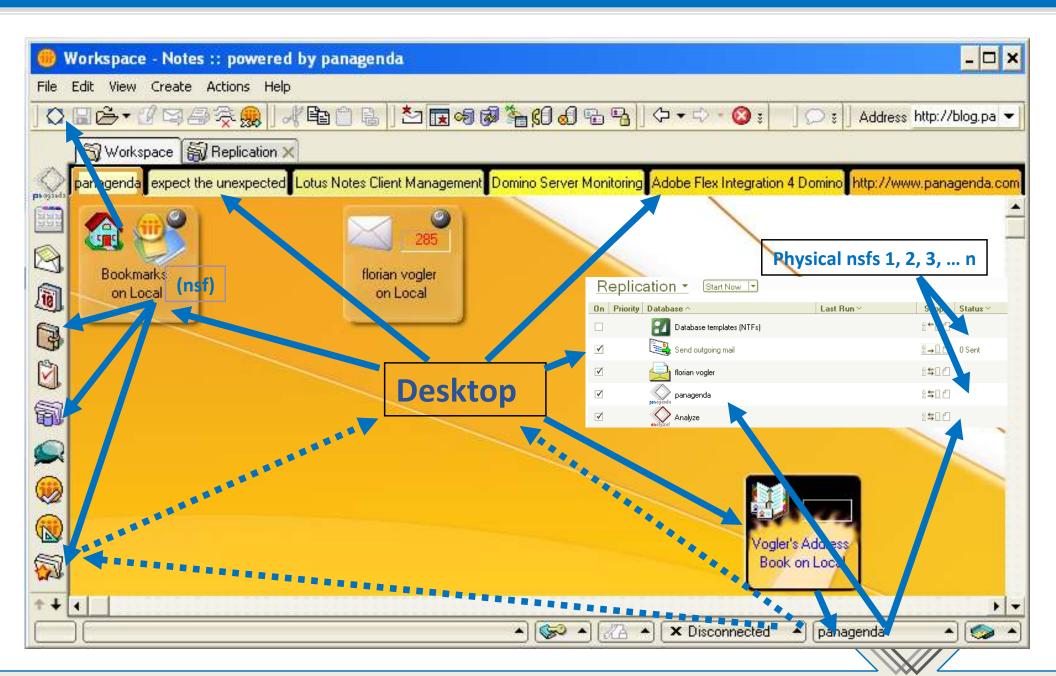


- MarvelClient is designed similar to an email spam-filter:
 A single (1) centrally created action automatically solves all relevant helpdesk incidents automatically
- Permanently enforced actions save time and money continuously
 - » Decreasing efforts lead to increasing benefits
 - » Can help reduce helpdesk calls by up to 80%



With MarvelClient, operational costs related to Lotus Notes can be reduced to as little as 10% in its respective fields of application





MORE CLIENT MANAGEMENT CHALLENGES

- Hardware
- Install types
 - » Desktop, Laptop, Citrix, local, network, "XP User/Roaming Profile"
- Notes.ini
 - » Port-Settings (e.g. compression)
 - » EXTMGR_ADDINS, e.g. Local Virus Scanner, Sync-Software, ...
- Connection documents
- Locations: Mail-/Homeserver
- Locations: Catalogserver (otherwise Homeserver)
 - » Catalog.nsf on Home or Catalogserver



- > 500+ XML files (depending on install)
- Sidebar Plugins, Widgets, Websphere, DB2(2NSF)
- Web-Access
- Java²
 (in addition to LotusScript, HTML, Javascript, ...)
- Composite Applications
- Sametime, Quicker, Activities etc.
- SAP, Blackberry, Oracle / Informix / "SQL", …



MarvelClient is the one ...

Fastest

- » enforce 200+ icons per second
- » change up to 3,000 links per second
- » What other products do in minutes, we do in seconds

Most used & proven

- » Based on longest client management experience in the market
- » 2+ million licensed and used modules
- » Large consolidation and migration projects
 - 120,000 users, 200,000 replicas from 200 → 40 Domino servers
 - 140,000 users, 250,000 replicas from 1,300 \rightarrow 90 Domino servers

Most versatile

... Client Management solution.



- "Can I …"
 - » Add, move, clear, rename, recolor, remove workspace pages?
 - » Add, position, remove, and control stack order of desktop icons?
 - » Precisely manage local replicas along with replicator page settings?
 - » Add, change (field level), remove location & connection documents?
 - » Add, change, remove notes.ini entries and ECL settings?
 - » Manage toolbars?
 - » Monitor client configurations, optionally including Hard- & Software?
 - » Roam an entire client configuration with as little as 2-4 MB?
 - » Ease Recertification, Migration, Consolidation?
 - » Do even more than all of the above?



Transparency – Gaining Insight

- » What does it really look like "out there"?
- » Compare Status Quo <> Target/Goal
- Mass changes (up to 3,000 per second)
 - » Recertification, Migration, Consolidation
- Persistence Saving Time and Money
 - » 365 days vs. just "Day 1"
 - » Automatic problem solving (e.g. Spamfilter) → DEMO
- Realtime
 - » Problem prevention vs. Problem solving; == connect (especially traveling) end users with the right / nearest servers (supports Hibernation); dynamically restrict database creation or deletion
- Roaming
- 95+5% ...

Module / Suite

Analyze

Migrate

Manage

Realtime

Roaming



- 90-95% work "somehow"
 - » Training, Helpdesk, IT skilled end users, ...
 - » Still huge Potential for cost savings (e.g. 80% less helpdesk calls)
- The remaining 5-10%, however, require
 75+% of all subsequent efforts (manual / individual)
 - » E.g. sending a Notes 8 upgrade package to all clients → fixing all "problem"-clients requires 75% of the entire project time & efforts
- NOTE: Virtually 100% of all VIPs are part of the "5-10%"
 - → High frustration on Management-Level
 - → High willingness to Migrate (away from Notes; not originally to another product!)



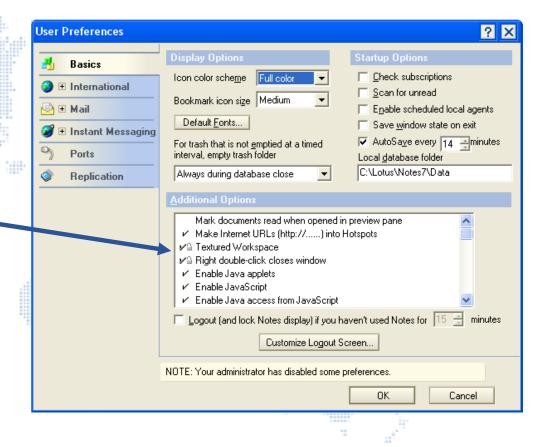
WHY NOT POLICIES?



The following Policies are good ...



- » Mail & Calender
- » Mail-Archive
- » Security
- Lockdown is PERFECT!
- The following Policies are rather weak
 - » Setup ("Day 1")
 - » Desktop
 - » Why? ...





- Policies are not "environmentally aware" (only User)
- Somewhere is nowhere user calling helpdesk:

Q: "I cannot find database XYZ."

A: "It has to be there somewhere."

- Onetime (hope springs eternal)
 vs. Persistent (Reliability is king)
- Erben und Vererben erinnern an das Steuergesetz
- Many things are not manageable at all, for example
 - » Location- and connection documents
 - » Enforced replicator page settings, Toolbars
 - » Mass changes



- The most requested (and desperately needed) form = n old servers → m new servers, n>m
- → Recertifying servers and moving single databases freely both have massive effects on clients:
 - » Example 1: 1,000 Mailfiles, 500 application replicas
 1,500 moves to 1,000 users = 1,500,000 change instructions
 (sending all changes to all clients in order to also include delegates!)
 - » Example 2: 100,000 Mailfiles, 50.000 application replicas
 150,000 * 100,000 = 15,000,000,000 (trillion!) change instructions



- ... unfortunately does not help with migrations ...
 - » Changes are only applied when actually accessing an old server
 - → Old server must be kept up and running until even the very last user has been redirected; this can take months (or one does not care after a few weeks →
 - → Lack of transparence, which users have not yet been redirected = Problem
 - » Removal of links is not possible

subsequent efforts)

... but is a Loadbalancing- / access optimization-tool at best



MARVELCLIENT VS. NOTES 8 / POLICIES :: SUMMARY

- Policies come with many problems / remaining challenges in the areas of Consolidation, Migration, and Recertification
- MarvelClient only has a 5-10% overlap with setup and desktop Policies
 - » MarvelClient is much more flexible and feature-rich in the overlapping areas (e.g. Enforce replicator page settings, conditional creation of local replicas – to name only a very few examples)
- If both Policies and MarvelClient work on the same object (e.g. MarvelClient removes a bookmark, Policies create it), IBM wins
- In all other cases, Policies and MarvelClient are perfectly complimentary
- Transparency & Persistence ...



TRANSPARENCY & PERSISTENCE

 Transparency & Persistence are the two major keys to happy end users

Transparency

- » Identify potential "problem"-clients before they actually turn into a problem
- » Gain Insight into what is really out there
- » Easy comparison of Status Quo vs. Target (as opposed to tracking & tracing to death)

Persistence ...

» Ensures that a client is always properly configured – not just on day 1 but 365 days a year

OS / HW

- by Operating System
- by Client HW Type
- by Computername
- by OS Username
- ---by IP-Address

Lotus Notes

- by Notes & MC Rel.
- by Directory
- -Runtime Analysis
- ---Latency Analysis

Desktops / Icons

- by Server
- by User
- by Title
- by Position
- -bγ Pagename

Local Databases

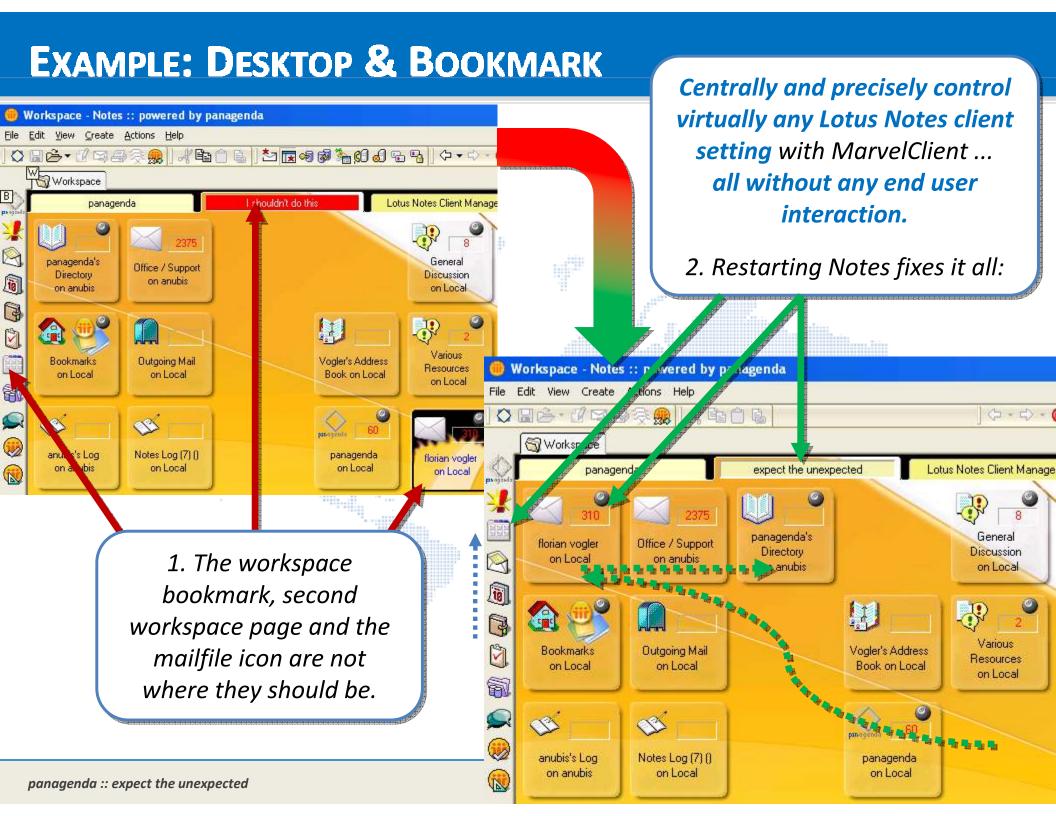
- by Filename
- by User
- ---by ODS

Notes.INI

- by User
- by Notes INI Entry

■ ECL

- by User & Entry
- by Entry / Signer
- by Permission



Clients download new and changed actions from server incrementally at every clientstart and execute them

Actions also run offline

seamlessly

Config Analyz e

Client

1 Single

DLL

Clients save results
and configuration details
back to server incrementally, too
(object-wise)

As desktop icons, bookmarks, etc. usually do not change for 90% of all users

→ traffic is saved accordingly

~25KB / user for entire desktop & bookmarks(!), notes.ini, ECL, and more



EXAMPLE: EASY POINT & CLICK CONFIGURATION

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Desktop Icon Management Help

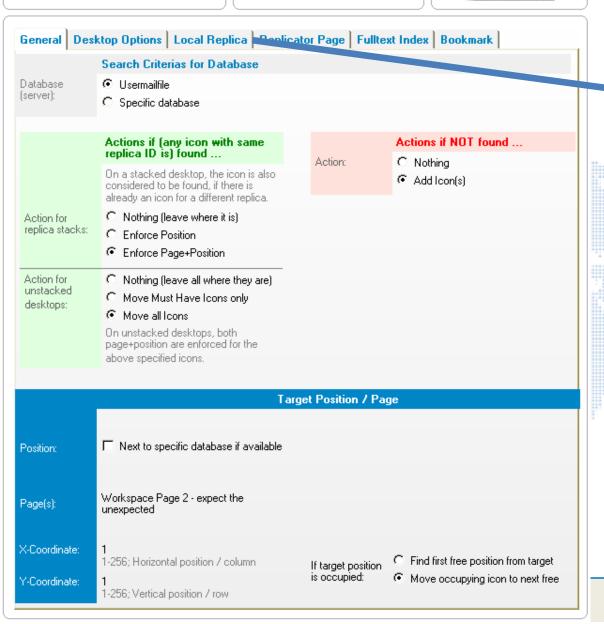
This document allows you to manage icons and icon stacks on the classic Notes desktop.

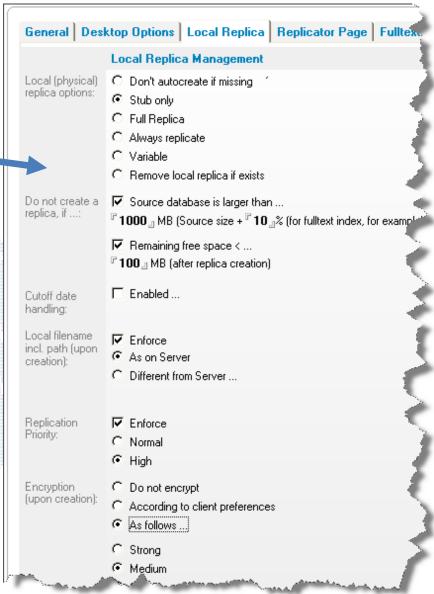
Target

Server and/or local replica icon

Local icon only.









EXAMPLE: RESTRICTING TO USERS & | CONDITIONS

Targeted Users Execution of this action is limited to 1.

access defintion(s); therefrom, 1 access

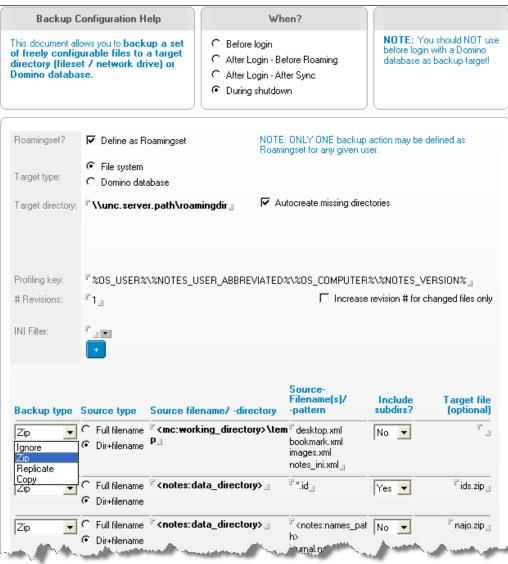
explicitly excluded.

definitions and users with role [Admin] are

Conditions Users # of Executions & Conditions Conditions - Help Repeat? Access Control - Help ☐ Limit # of executions Conditions allow you to specify Once only Access Control defines which users this action shall be applied to when. Persistent Execution of this action is restricted as access definitions can also exclude users. how often, and follows: All 2 conditions AND at least one under which conditions Once a day only of 1 conditions must be met. this actions shall be executed. At every clientstart New Access Definition Total: 1-1 1 access definition selected. ☐ All Users Departments.Accounting Time Condition IP Range Condition String Condition Numeric Condition Add new □ Departments.Controlling Total: 3 2 conditions selected □ Departments.IT **▼** RESTRICT CITO, All NON-Citrix clients Departments.Legal readers of this CIT1. All Citrix clients □ Departments.Manufacturing document to all Clients with Admin & Designer √ HQ.All Users users with role ✓ IP-Range.Germany [Admin] in this HQ.Board of Management ☐ IP-Range.UK database, and: ☐ Office.Cape Town ✓ ALL ☐ Location = *Office* Office.Dubai of the following Location = "Travel" Office.Hamburg conditions must MOBO, All clients WITHOUT battery bay (=NON-Laptops and desktops without USV). be met: Office.Johannesburg ✓ MOB1. All clients with battery bay (=Laptops and Desktops with USV(!)) Direct Input r , v Net. panagenda LAN (RESTRICT): Net. panagenda VPN ■ Net. panagenda WAN/Non-VPN/Non-LAN ٧ Remove ALL links with the replica-ID of this action for the following users: ALL of the above *AND* at least ONE of the following: Users that are NOT in the list of readers C ALL of the above *OR* at least ONE of the following: 1 condition selected. ☐ Excluded users CITO, All NON-Citrix clients CIT1. All Citrix clients Clients with Admin & Designer 1 access definition selected. □ IP-Range.Germany ☐ All Users IP-Range.UK Departments.Accounting ✓ At least ONE ☐ Location = *Office* □ Departments.Controlling of the following ☐ Location = "Travel" □ Departments.IT conditions must MOBO, All clients WITHOUT battery bay (=NON-Laptops and desktops without USV) **▼** EXCLUDE Departments.Legal be met: MOB1. All clients with battery bay (=Laptops and Desktops with USV(!)) all users with role Departments.Manufacturing Net. panagenda LAN [Admin] in this HQ.All Users database, and the Net. panagenda VPN √ HQ.Board of Management following: Net. panagenda WAN/Non-VPN/Non-LAN Office.Cape Town ☐ Office.Dubai Office.Hamburg Only run this action, if the users mailserver is one of the Office.Johannesburg following: r_a -Mailserver Direct Input .7 restriction: (EXCLUDE):

EXAMPLE: CUSTOMIZABLE BACKUP & ROAMING

Backup

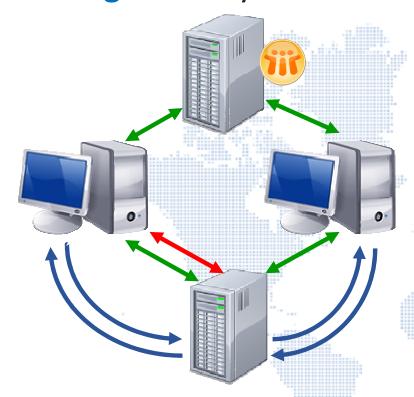


Roaming

Boaming/Bollback Helr

demand) or roa freely configur	lows you to rollback (on the files from a set of able files from a source set / network drive) or use.	Before login After Login - Before Sync After Login - After Sync During shutdown	NOTE: Currently only "Before Login", "After Login - Before Sync", and "After Login - After Sync", implemented.			
Force restore?	Force restore	NOTE: Forcing a restore is for r configuration.	ollback of a client			
		-				
Source type:	C Domino database					
Source directory:	『\\unc.server.path\roamingdir』					
Roaming key:	『%OS_USER%』					
Source revision:	 Youngest/newest for all Oldest for all files Specific for all files Specific per file 	files				
INI Filter:	+					
Туре	Source file	Target directory/filename	Target file (optional)			
Restore	desktop.xml images.xml bookmark.xml	ি <mc:working_directory>\roamin এ</mc:working_directory>	9			
Restore 🔻	r⊓notes_ini.xml_	『⟨mc:working_directory>\roamin	g P			
Restore 💌	[™] najo.zip _	『 < notes:data_directory> 』				
Restore	lids.zin_					

Roaming = usually from one computer to another



Native Domino Roaming

no desktop icons only current user.id, ini partially **High Roaming traffic** (1:1; >20 MB) Low traffic when not roaming

Fileserver Roaming (Notes 8.5)

no desktop icons only current user.id, ini partially **High Roaming traffic** (1:1; >20 MB) or network-dependent Low traffic when not roaming

MarvelClient Fileserver Roaming == also a solution for Citrix & Network Drives

Desktop icons, *.id (incl. subdirectories), ini freely configurable freely extendable (add files / directories) Low Roaming traffic (2 MB), network independent Slightly higher traffic when not roaming (less than 2 MB)



Get back into

IBM Support



PANAGENDA MARVELZIP

Save up to 35% diskspace and network traffic with Automatic Attachment (De)Compression and Tamperproof Blocking

Lotus. software



- Both available stand-alone and as an integrated module of MarvelClient
- Currently Windows & Citrix "only"



- Automatic compression when attaching files
 - » Average compression = 30 40%
 - » Reduces Mailfile-sizes by 20 30%
 - » Reduces DAOS by 30 40%



- Automatic decompression when detaching files
- Drag & Drop support
- 100% Winzip compatible



EXAMPLE: ZIP+UNZIP



With MarvelZip, .zip file handling in Notes is as easy as saying "1-2-3":

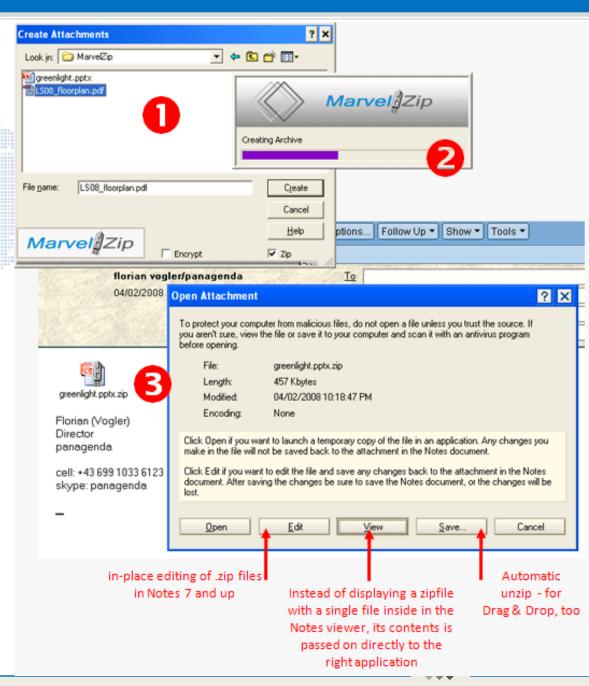
- Select the files you want to attach you can also drag & drop files from Windows into Notes
- The progress bar displays zip progress
- Ovilà: there's your attached file zipped!

Zip+Unzip are **customizable**, e.g.

»When should multiple files be attached seperately or put into a joint archive

»May end user (de)activate Zip/Unzip?

»Exclude file-types from Zip and/or Open



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MAIN REASONS FOR WHY CUSTOMERS BUY MARVELZIP

- **Disk-space savings** through compression & blocking
- Network traffic savings through compression & blocking
- Decreasing overall DAOS size (by up to 40%)
- Increasing end user productivity
 - Transparent zip/unzip, including in- and outbound email
 - In-place editing of zipped files in Notes 7 and up
 - How many countless hours of working with zipped Office-documents especially in upper management / secretariats - have been lost by working on a file in the temp directory ...
- Securing company secrets (e.g. CAD files) through reliable attachment blocking

MARVELZIP: ATTACHMENT BLOCKING



- More than 100 digital
 "fingerprints" allow for
 tamperproof blocking of files
 - » Fingerprints include e.g. cad, avi, mp3, mpeg, exe, dll, id, nsf
 - » Thereby, users cannot bypass blocking by e.g. renaming an .exe file to .txt
- Block files directly on clients
- Saves 100% disk-space and network traffic

	Title	B/W	Fingerprint Filepatte
	IQSuite: Lotus Organizer (GCF)		0000 05 01 00 00 08 01
	IQSuite: Lotus Organizer (OR5)		0000 04 28 4B 04 B3
	IQSuite: Lotus WordPro 7 (LWP)		000F 04 00 4C 57 50
i	IQSuite: Lotus WordPro (lwp)		0000 0A 5B 76 65 72 5D
	IQSuite: MACBinaryIII (mBIN)		0066 "mBIN"
	IQSuite: MIDI		0000 04 4D 54 68 64
	IQSuite: MP3		0000 06 FF FB 90 6C 00
	IQSuite: MPG		0002 02 01 BA
ij	IQSuite: MPG / MPE / MPEG		00020130 02 01 BA,-0
	IQSuite: MPG / MPE / MPEG		00020130 02 01 BA,-0
	IQSuite: MPG / MPE / MPEG 1		0002 02 01 B3,-0002 02
i	IQSuite: MPG / MPE / MPEG 2		0002 02 01 B3,-0002 02
	IQSuite: MS Access (MDB)		0011 05 44 42 00 01 00
	IQSuite: MS Excel Version 2.1 (Chart)		0000 08 09 00 04 00 02
	IQSuite: MS Excel Version 2.1 (Macro Sheet)		0000 08 09 00 04 00 02
	IQSuite: MS Excel Version 2.1 (Worksheet)		0000 08 09 00 04 00 02
	IQSuite: MS Excel Version 3		0000 08 09 02 06 00 00
	IQSuite: MS Excel Version 4		0000 08 09 04 06 00 00
	IQSuite: MS Excel Version 5		0000 0A D0 CF 11 E0 A
	IQSuite: MS Excel Version 95-XP(*.xls)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Excel with embed GIF		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office Document with embedded exe		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office Word or Excel with Embed File (Deutsch)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office Word or Excel with Embed File (Deutsch) (Filename Pattern)		^(.*)\.doc\$,^(.*)\.xls\$
	IQSuite: MS Office Word or Excel with Embed File (English)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office Word or Excel with Embed File (English) (Filename Pattern)		^(.*)\.doc\$,^(.*)\.xls\$
	IQSuite: MS Office (doc xls)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc xls) with diagrams		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc xls) with Embed File (Deutsch)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc xls) with Embed File (English)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc xls) with Embed OLE-Object (Deutsch)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc xls) with Embed OLE-Object (English)		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc xls) with inline picture		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc xls) with macros / VBA		0000 0A D0 CF 11 E0 A
	IQSuite: MS Office (doc) with PNG		0000 0A D0 CF 11 E0 A
	INC. who: MC Office fulch with PMC		0000 0A DO CE 11 EO A
			-

SUMMARY: MARVELCLIENT & MARVELZIP

- Up to 100% successful initial setups and ongoing client configurations without any end user interaction
- Significant Roaming benefits
 - » Up to 95% less network load compared to Notes Data on network drives
- Up to 80% less help desk calls
- Up to 70% shorter projects for migration, consolidation and recertification on clients
- Up to 50% less mail network traffic
- Up to 25% less disk space for mailfiles



	Module / Suite	Basic	Professional	Enterprise
	Analyze			
Client	Migrate			
MarvelClient	Manage			
\S	Realtime			
	Roaming			
diZle	Zip/Unzip			
MarvelZip	Attachment Blocking			