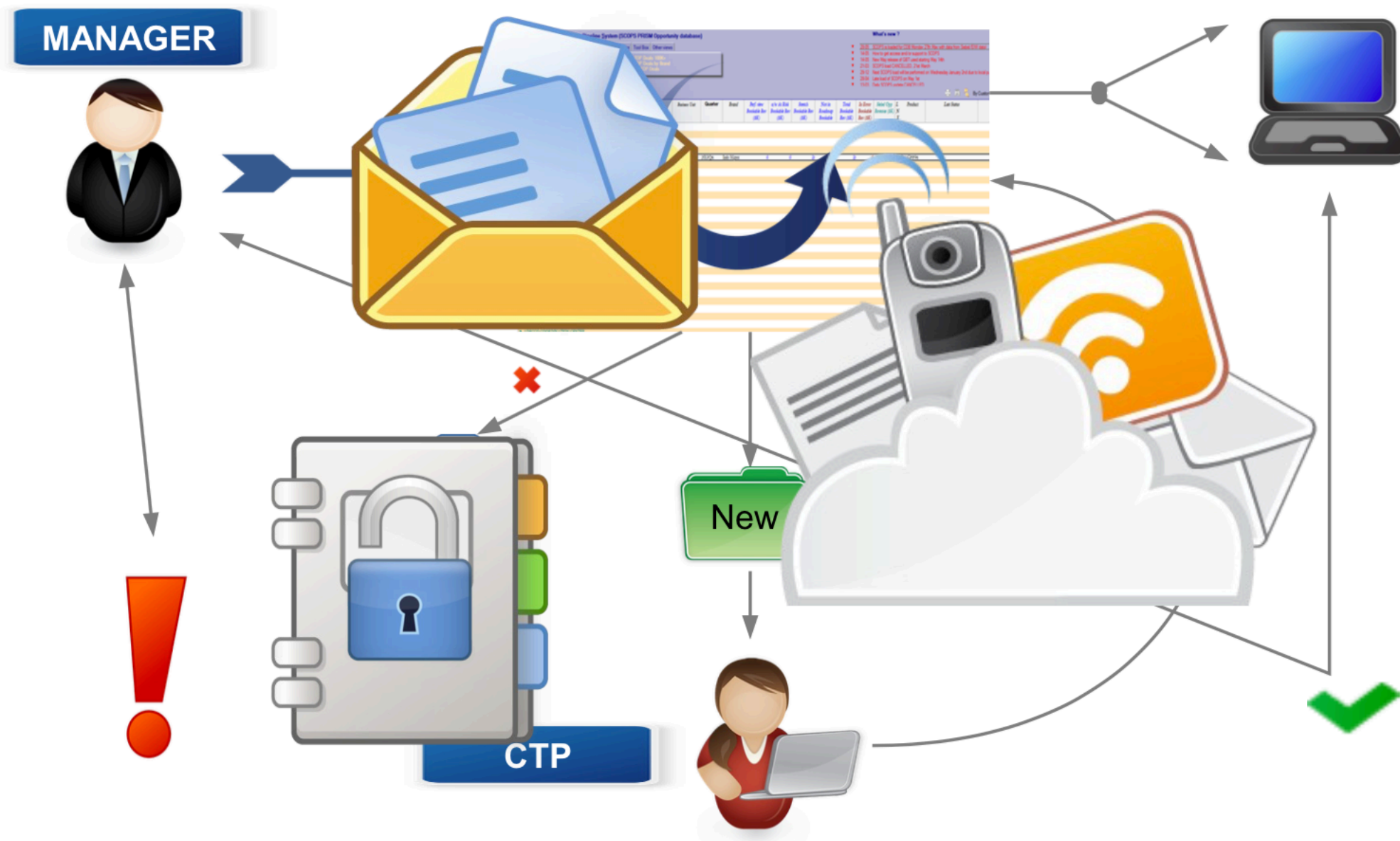# Integration on the Glass

Carlos Parreño Bonaño
Alberto Caparros Trigo

<u>IBM Benelux Software Group</u>

2013

Problem around Opportunities

IBM Benelux Software Group managers work with data and tools that are spread around many different places

Goals

- Provide relevant information when needed

- As much customisable as possible

- Extensible

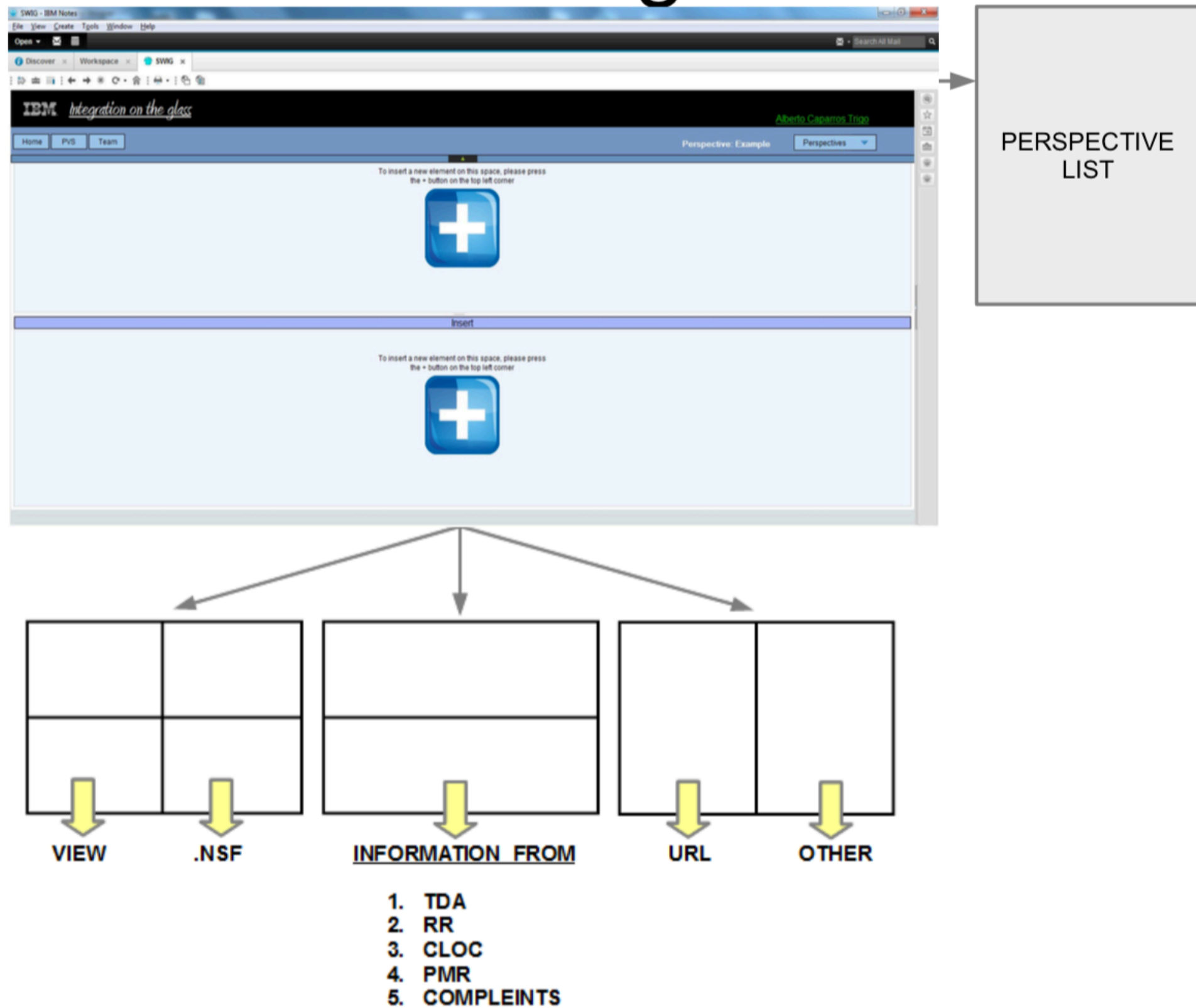- Cross-platform (IBM Notes and Web Browser)

Information Sources

INFO SOURCES

1. SCOPS

2. TECH RES

3. TDA [Technical Assessment]

4. PMR [Technical Problem Support Case]

5. CLOC [Close Out Calls]

6. Complaints

7. RR [Readiness Reviews]

8. DASHBOARD

Portal Design

PERSPECTIVE LIST

VIEW   .NSF   INFORMATION FROM   URL   OTHER

1. TDA
2. RR
3. CLOC
4. PMR
5. COMPLEINTS

PVS (Private View SCOPS)

GOALS:

1. Summarize opportunity information

2. Automate tasks:

- ASSIGN OPPORTUNITIES TO CTP
- FLAG OPPORTUNITIES AS BP AUTONOMOUS
- CHANGE OPPORTUNITY STATUS
- OTHERS

PVS (Private View SCOPS)

Private View SCOPS

UNASSIGNED OPPORTUNITIES

TECH COMMENTS   REFRESH OPP

VIEWS

UNASSIGNED OPP

ASSIGNED OPP

BP OPP

OPP BY CUSTOMERS

OPP BY TECH LEADERS

CONFIGURATION

Previous   1   Next

Quarter	OppNumber	CreationDate	OppSS	CustomerName	Tech Spec #1	MainProduct	Forecast Revenue	Forecast Plan
▼ 2013Q2								
	12KZ-OUG4Q1	5 avr. 2013	04	CustomerName		Websphere Portal Express	50.0	Stretch
	12KZ-SVNGAN	27 mai 2013	06	CustomerName		IBM Customer Experience Suite	140.0	Solid
▼ 2013Q3								
	1JF-29BQUX5	21 mai 2013	04	CustomerName		Do Not Use - GPP PORE	104.0	At Risk
▦ 2013Q4								
	12KZ-RUZG61	6 mai 2013	04	CustomerName		ICS: Connections	50.0	Stretch
	12KZ-SJ1NRQ	21 mai 2013	04	CustomerName		ICS: Connections	105.0	Stretch

ASSIGN OPP   TeamMember ▼   ASSIGN BP

PVS (Private View SCOPS)

PVS (Private View SCOPS)

PVS (Private View SCOPS)

Private View SCOPS

PVS CONFIGURATION

VIEWS
- UNASSIGNED OPP
- ASSIGNED OPP
- BP OPP
- OPP BY CUSTOMERS
- OPP BY TECH LEADERS

CONFIGURATION

| SCOPS DB | BRAND SELECTION | **VIEW EDITION** | E-MAIL EDITION | RESTORE PVS |

Select the columns to be displayed:

VIEW/COLUMNS	QUARTER	OPP NUMBER	CREATION DATE	OPP $S	CUSTOMER NAME	TECH LEADER	TECH SPECIALIST#1	MAIN PRODUCT	FORECAST REVEUE	FORECAST PLAN	OPP OWNER	COUNTRY	STATUS	BP	ROADMAP
ASSIGNED OPP	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☐	☐
UNASSIGNED OPP	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☐	☐
BP OPP	☑	☑	☐	☐	☑	☑	☐	☐	☐	☐	☐	☐	☐	☑	☑
OPP BY TECH LEADER	☐	☑	☐	☐	☑	☑	☐	☑	☐	☐	☐	☐	☐	☐	☐
OPP BY CUSTOMER	☑	☑	☐	☐	☑	☑	☐	☐	☐	☐	☑	☐	☐	☐	☐

Nº of opportunities per page: 10 ▼

SAVE

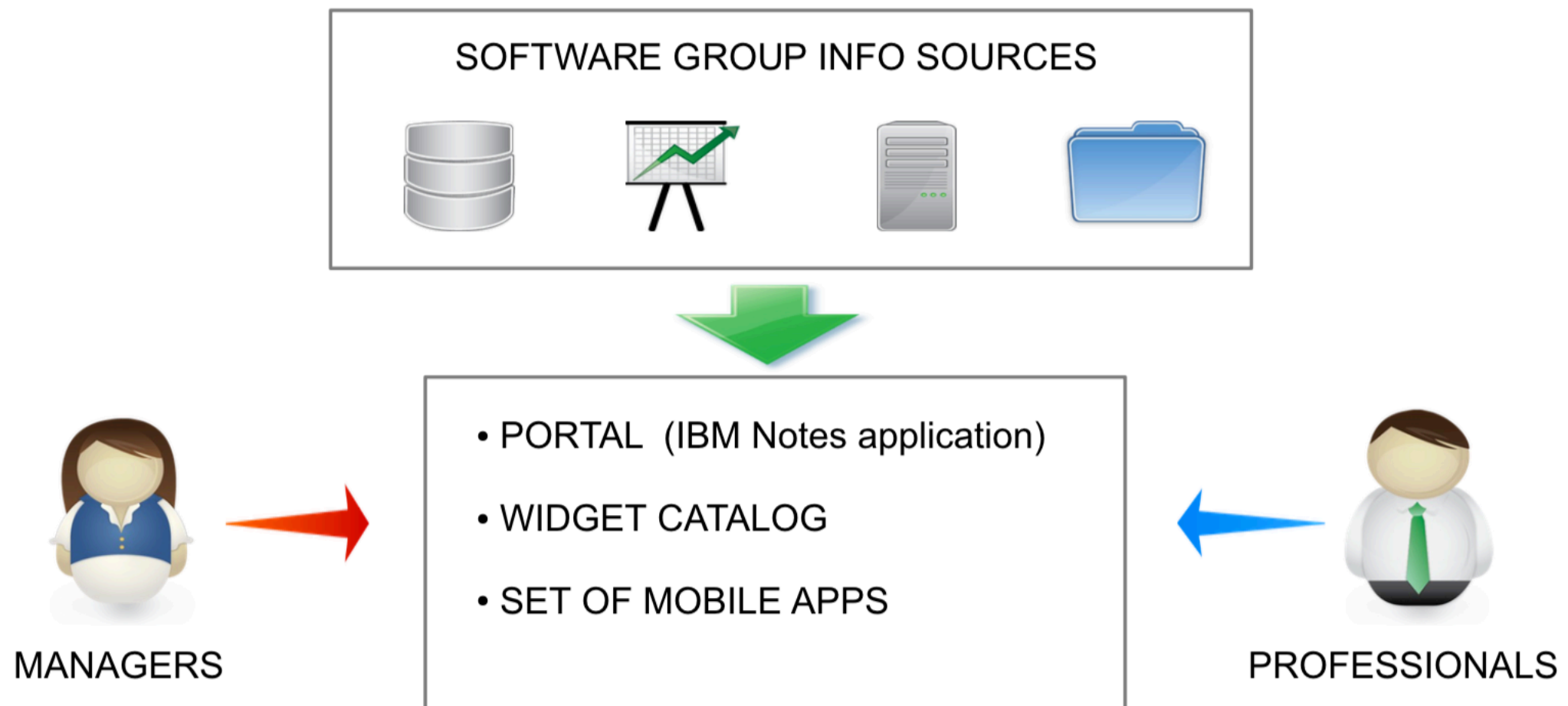# PVS (Private View SCOPS)

Private View SCOPS

PVS CONFIGURATION

VIEWS

UNASSIGNED OPP

ASSIGNED OPP

BP OPP

OPP BY CUSTOMERS

OPP BY TECH LEADERS

CONFIGURATION

| SCOPS DB | BRAND SELECTION | VIEW EDITION | **E-MAIL EDITION** | RESTORE PVS |

Edit the message to be sent to CTP staff when assigning an opportunity

| Police | ▼ | Taille | ▼ |

ANOTHER OPPORTUNITY FOR YOU..... 🅱 ENJOY 🅱

Appuyez sur ALT 0 pour obtenir de l'aide

| SAVE | PRE-VIEW |

PVS (Private View SCOPS)

PVS Customizable filter

Project products

SOFTWARE GROUP INFO SOURCES

- PORTAL (IBM Notes application)
- WIDGET CATALOG
- SET OF MOBILE APPS

MANAGERS

PROFESSIONALS

Development planning

- ALREADY DEVELOPED

  PORTAL CORE

  PVS

- IN PROCESS

  TDA [Technical Assessment]

  PMR [Technical Problem Support Case]

  CLOC [Close Out Calls]

  COMPLAINTS

  RR [Readiness Reviews]

- NEXT

  TECH RES

  DASHBOARD (URL)

  PVS PROFESSIONAL

  PVS FOR MOBILE DEVICE

Portal demo

Welcome to IBM Integration on the glass App

Thank You