

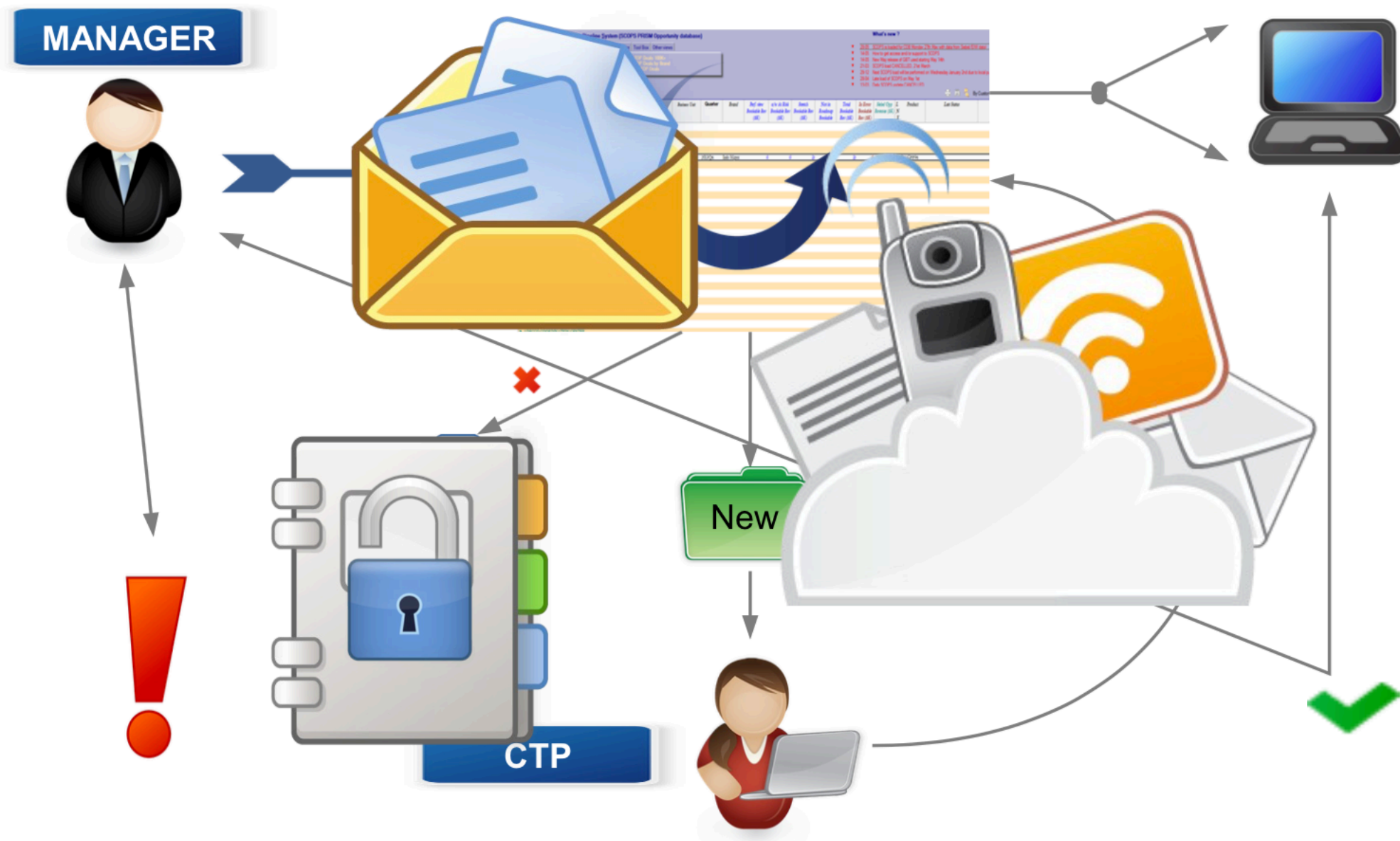
Integration on the Glass

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IBM Benelux Software Group

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)

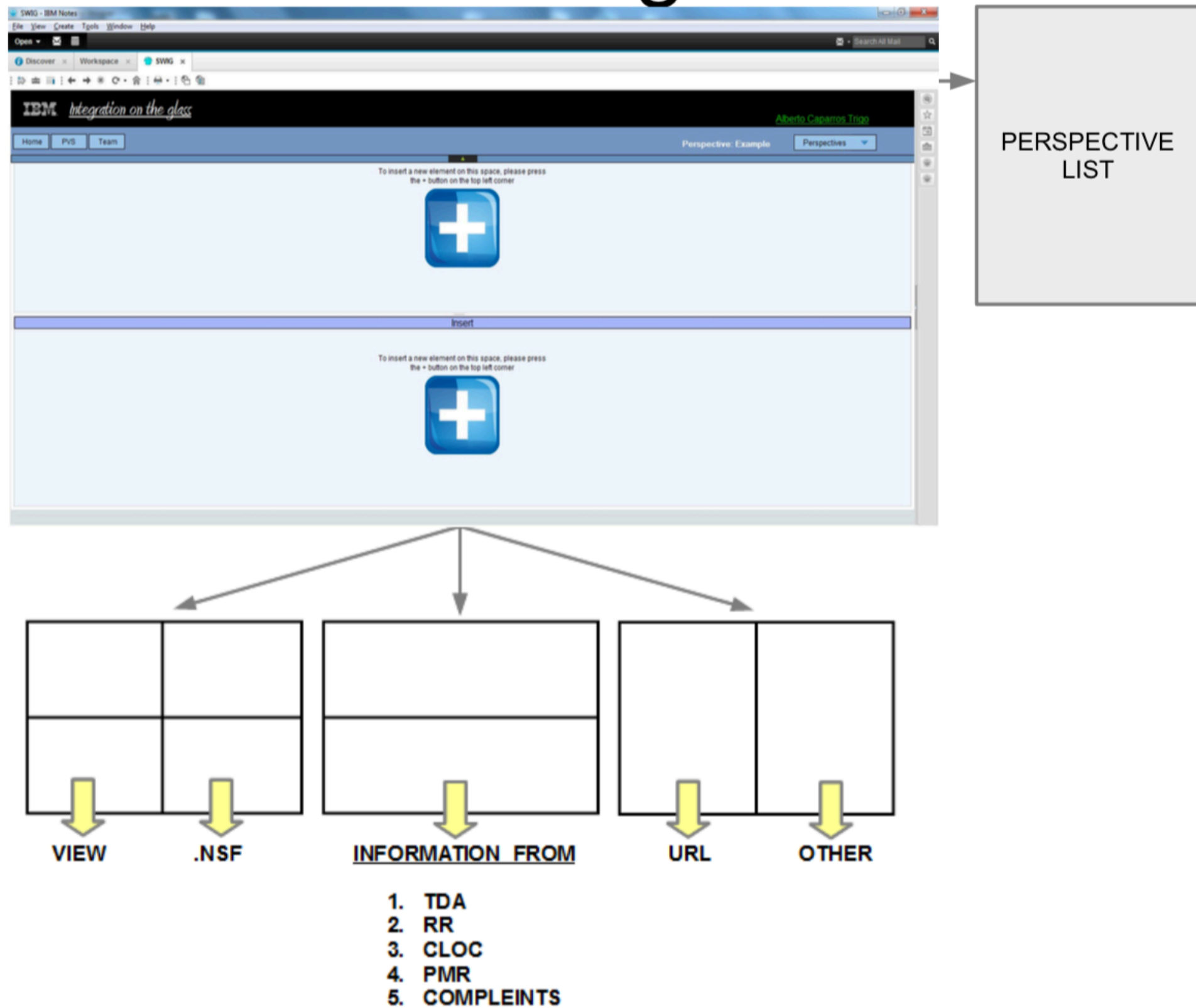
Information Sources

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



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

VIEWS

UNASSIGNED OPP

ASSIGNED OPP

BP OPP

OPP BY CUSTOMERS

OPP BY TECH LEADERS

CONFIGURATION

TECH COMMENTS

REFRESH OPP

Previous 1 Next

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

|||

ASSIGN OPP

TeamMember ▼

ASSIGN BP

PVS (Private View SCOPS)

Private View SCOPS


TEAM EDITION


VIEWS

CONFIGURATION

TEAM EDITION

PVS CONFIGURATION

Add Belgium member: 

Add Netherlands member: 

Members to be added:

INSERT MEMBER

DELETE MEMBER

Previous 1 Next

<input type="checkbox"/>	Name	E-Mail
<input type="checkbox"/>	Alberto	Alberto /Belgium/Contr/IBM
<input type="checkbox"/>	Carlos Parreno Bonano	Carlos Parreno Bonano/Belgium/Contr/IBM
<input type="checkbox"/>	Marty	Marty /Belgium/IBM
<input type="checkbox"/>	Ronny	Ronny /Belgium/IBM
<input type="checkbox"/>	Steve	Steve /Belgium/IBM

PVS (Private View SCOPS)

Private View SCOPS

VIEWS

UNASSIGNED OPP

ASSIGNED OPP

BP OPP

OPP BY CUSTOMERS

OPP BY TECH LEADERS

CONFIGURATION

PVS CONFIGURATION

SCOPS DBBRAND SELECTIONVIEW EDITIONE-MAIL EDITIONRESTORE PVS

Select the brands to be displayed:

☐ BusAna☐ Data☐ IndSol☐ Lotus☐ Rational

☐ SecSys☒ Tivoli☐ WebSphere☐ Other

SAVE

PVS (Private View SCOPS)

Private View SCOPS

VIEWS

UNASSIGNED OPP

ASSIGNED OPP

BP OPP

OPP BY CUSTOMERS

OPP BY TECH LEADERS

CONFIGURATION

PVS 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 OVNER	COUNTRY	STATUS	BP	ROADMAP
ASSIGNED OPP	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
UNASSIGNED OPP	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BP OPP	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
OPP BY TECH LEADER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OPP BY CUSTOMER	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

N° 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)

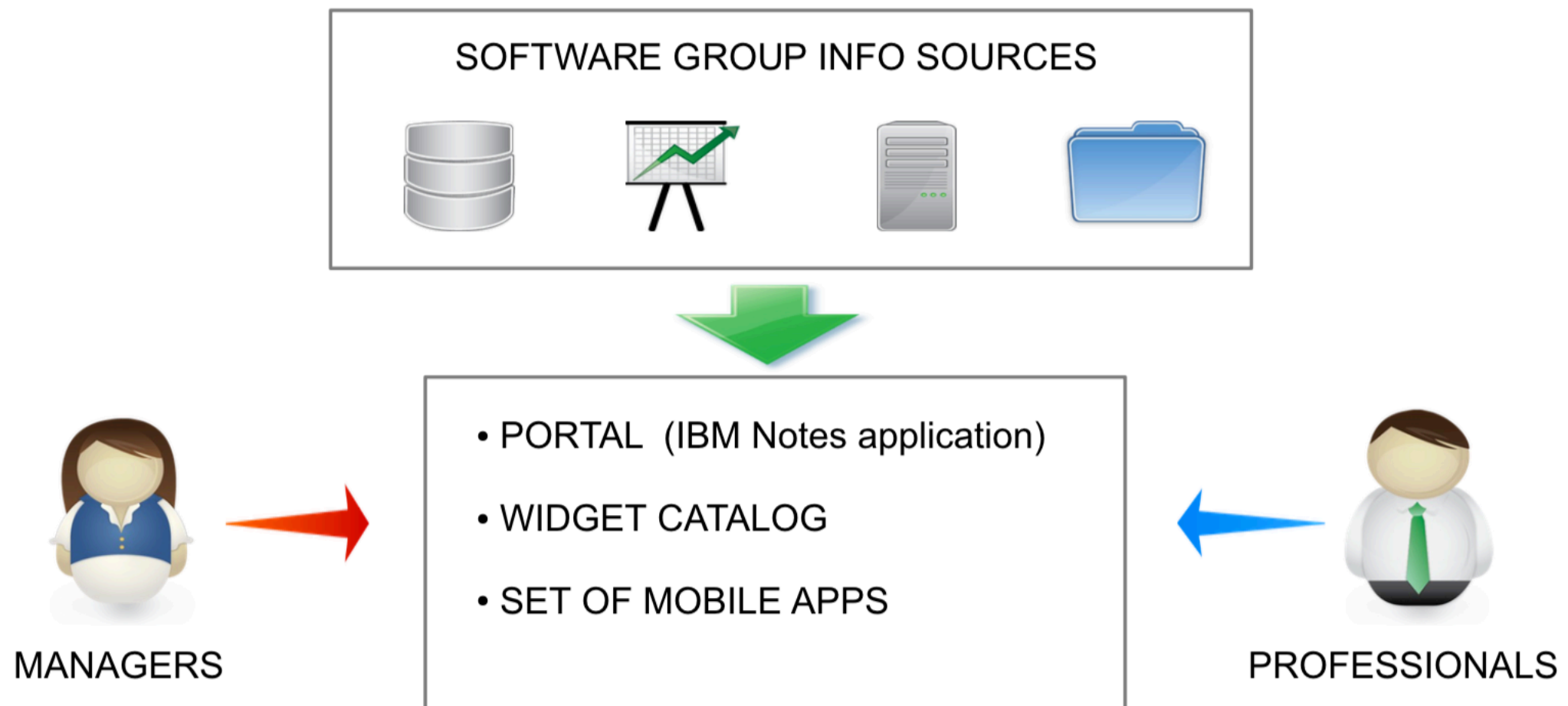
Private View SCOPS	
	PVS CONFIGURATION
VIEWS UNASSIGNED OPP ASSIGNED OPP BP OPP OPP BY CUSTOMERS OPP BY TECH LEADERS CONFIGURATION	<div>SCOPS DB BRAND SELECTION VIEW EDITION E-MAIL EDITION RESTORE PVS</div> <p>Edit the message to be sent to CTP staff when assigning an opportunity</p> <div><p>Hello,</p><p>Can you please contact the opportunity owner copied to qualify the opportunity with number: [OPPORTUNITY NUMBER]. The status of this opportunity is currently set to: 'Technical under control'. Let me know if this needs to be changed.</p><p>Please use the CTP Single Interface tool to record your technical activity linked to this opportunity and to generate technical comments and other deliverables.</p><p>ANOTHER OPPORTUNITY FOR YOU..... 😊 ENJOY 😊</p></div> <div>EDIT MODE</div>

PVS Customizable filter

PORTAL PERSPECTIVES ELEMENTS NOTIFICATIONS PVS			
<input type="checkbox"/> Name	Value	Bydefault	Comment ▲
<input type="checkbox"/> VSRevenue	50	50	C1. Filter
<input type="checkbox"/> VSPlatform	Services	Services	C2. Filter
<input type="checkbox"/> VSFplan	Solid;Stretch;At Risk	Solid;Stretch;At Risk	C3. Filter
<input type="checkbox"/> VSCName	BLOCKED FROM VIEW	BLOCKED FROM VIEW	C4. Filter
<input type="checkbox"/> VSMainProduct	Do Not Use - GPP LDMG;Do Not Use - GPP WRAP; Use - GPP LOTA;Do Not Use - GPP LDOT; Do Not Use - GPP LCON;Do Not	Do Not Use - GPP LDMG;Do Not Use - GPP WRAP; Use - GPP LOTA;Do Not Use - GPP LDOT; Do Not Use - GPP LCON;Do Not	C5. Filter

TYPE :	<input type="text" value="PVS"/>	<input type="button" value="ADD PROPERTY"/>
NAME :	<input type="text"/>	<input type="button" value="COPY PROPERTY"/>
VALUE:	<input type="text"/>	<input type="button" value="MODIFY PROPERTY"/>
DEFAULT:	<input type="text"/>	<input type="button" value="DELETE PROPERTY"/>
COMMENT:	<input type="text"/>	
FEEDBACK:		

Project products



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*