

ICON CH 2015

Three simple ways you can improve any business with IBM Connections



Alan Hamilton
European Business Partner
Technical Leader
IBM Collaboration Solutions

Key words for you

- Communication
- Collaboration
- Coordination
- Connections

What is the point of using Connections?



A better
social life?



Stalking that
cute guy/girl in
HR?



Blake Zolfo

www.blakezolfo.com
blake@blakezolfo.com

Height: 5'11"
Weight: 150 lbs.
Vocal Range: High Baritone
(Low F to High G#)

400 West Goldsborough Street
Crown Point, IN 46307
Tel: 219.218.6873

PROFESSIONAL THEATRE			
<i>Pickle Chiffon Pie*</i>	Prince(s)	Towle Education Department	Sshelly Crosby, dir.
<i>Fabulous 50's Christmas*</i>	Featured Soloist	Towle Theater	Jeff Casey, dir.
PROFESSIONAL CABARETS/CONCERTS			
<i>NW Indiana Symphony Orchestra</i>	Guest Artist	Star Plaza Theatre	Kirk Muspratt, Dr. Nancy Menk, cond.
<i>Portable, Portentous Porter</i>	Self	Radisson Hotel	Joyee Lin, dir.
<i>An Evening with Blake Zolfo</i>	Self	Towle Theatre	Joyee Lin, dir.
EDUCATIONAL/OTHER THEATRE			
<i>The Last Days of Judas Iscariot</i>	Simon the Zealot	Boston Conservatory	Kelsey Heres, dir.
<i>God</i>	Bursitis, et al.	Boston Conservatory	Greg Pike, dir.
<i>RENT</i>	Mark Cohen	Towle Theater	Jeff Casey, dir.
<i>Anatomy of Gray</i>	Galen Poirer	Ensemble Theatre Company	Kit Degenhart, dir.
<i>Wizard of Oz</i>	Hulk/Scream	Crown Point Theatre Group	Nick Thomas, dir.
<i>Joseph ... Dreamcoat</i>	Simeon	L'Arc en Ciel Theatre Guild	Angie Lowe, dir.
<i>* Indicates original piece</i>			
WORKSHOPS/READINGS			
<i>Something for the Boys</i>	Rocky Fulton	Boston Conservatory	Chris Caggiano, dir.
<i>Robot Mike</i>	Various	Towle Theatre	Jeff Casey, dir.
FILM/COMMERCIAL**			
<i>Body of Chris(t)</i>	Supporting	Family Name	Darek Kowal, dir.
<i>Eos</i>	Featured Actor	Flashpoint Academy	Kyle Witvoet, dir.
<i>... Call Security</i>	Supporting	K-12 Teacher's Alliance	Nicole Dizon, dir.
**Commercial list available upon request.			
SPECIAL SKILLS			
Tap dance, IPA proficient, excellent sight reading, sneezing on command, mooing			
Dialects: French, Irish, Indian, Welsh, others (quick study with dialects)			
Voices: Stewie, Gollum, Baby Rudy			
TRAINING - The Boston Conservatory BFA Musical Theatre Candidate 2015			
Acting:	Doug Lockwood, Deb Cooney, Marjorie Morgan		
Voice:	Bill Casey, Peter Mansfield		
Private Voice:	Robert Honeysucker		
Dance:	Drika Overton, Stephen Erwin, Tommy Neblett		
Additional Training/Masterclasses:	Adam Belcuore, Kurt Naebig, Adrienne Cury, Randy Skinner, Drew Gasparini, Jonathan Reid Gealt		
OTHER RELEVANT EXPERIENCE			
Choreographer	Salsa, Ballroom, Hip-Hop	Quinceaneras - Indiana	
Choreographer	"Block Stars" Variety Show	East Chicago, Indiana	
Musical Choreographer	<i>Mulan, Jr.</i>	Towle Education Department	
	<i>Les Miserables (School Edition)</i>	Crown Point High School	
	<i>Anything Goes</i>	Crown Point High School	

Getting value from IBM Connections comes from giving it a purpose



What do you do at work?

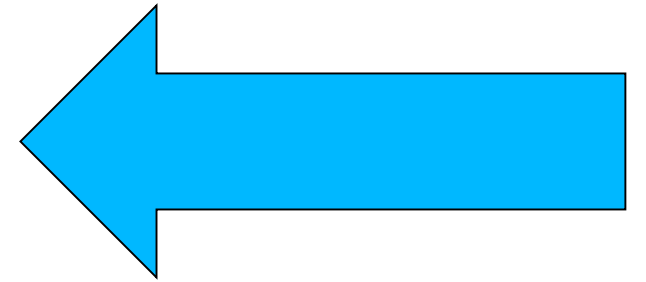


What do you do at work?

Sort Plan Share
Re-arrange
Create
EmailCollect

Some C Words for you

- Communicate



- Collaborate


- Coordinate


- Connections

Communicate

European Social Business Partner Community


This community can have members from outside your organization.






General Discussions


- Ask Sales
- Ask Business Development
- Ask Technical




Your Ideas




Latest News




Events




Who's Who (IBM Team)



Who's Who (BPs)




European BP Communities




Project Clinic Request


News

Create Blog Entry





Reminder - Virtual Meet the Labs
Alan Hamilton | Yesterday 9:30 PM | Tags: [meet-the-labs](#) | 2 Visits

 1





Business Partner Technical Top Gun Schedule & Guide
Alan Hamilton | Yesterday 10:39 AM | Tags: [top-gun](#) | 3 Visits

 0





Business Partner Technical Top Gun Launch Replay
Alan Hamilton | Wednesday 3:26 PM | Tags: [top-gun](#) | 24 Visits

 1




Join us on Wednesday to invest in your skills by joining us for the launch of Business Partner Technical Top Gun
Alan Hamilton | Sep 14 | Tags: [top-gun](#) | 36 Visits

 0



Updated Schedule for Business Partner Technical Top Gun
Alan Hamilton | Sep 11 | Tags: [top-gun](#) | 19 Visits

 0

Upcoming Events

[ICONUK \(UKLUG\) event](#)
Sep 21 (All Day)

[ICONUK \(UKLUG\) event](#)
Sep 22 (All Day)

[Meet the Labs - IBM Connec...](#)
Oct 1 (All Day)

[Meet the Labs - IBM Connec...](#)
Oct 2 (All Day)

[Business Partner Technical...](#)
Oct 5 (All Day)

[View All Events](#)

Important Bookmarks

[BP Top Gun Schedule and Guide](#)

[Business Partner Top Gun Enrolment Form](#)

[IBM Connections Users community](#)

[New capabilities and ways to purchase IBM Connections Cloud offer flexible ways to adopt collaboration in the cloud](#)

[One Page Partner Plan \(for BP Top Gun\)](#)

[Project Clinic Request form](#)

[Where to sign up for a BP account on Connections Cloud](#)

[View All](#)

Forums

[Start a Topic](#)

[General Community discussion](#)

[Ask Technical](#)

[Ask Business Development](#)

[Ask Sales](#)

European Social Business Partners

Overview

Subcommunities

Tags

Find a Tag

4.47 addons all_europe all-members bluemix bp business call cloud community conference connection S connections-files dach dcm demo dev development do-not-del ete docs domino dual dublin enablement entitlement esbpc ess greenhouse icons isv italian marketing material meet-the-labs partners play s1 saas sales salestalk sametime social techdata technical techtalk top-gun verse virtual xdx xdx_prospecting

Cloud | List

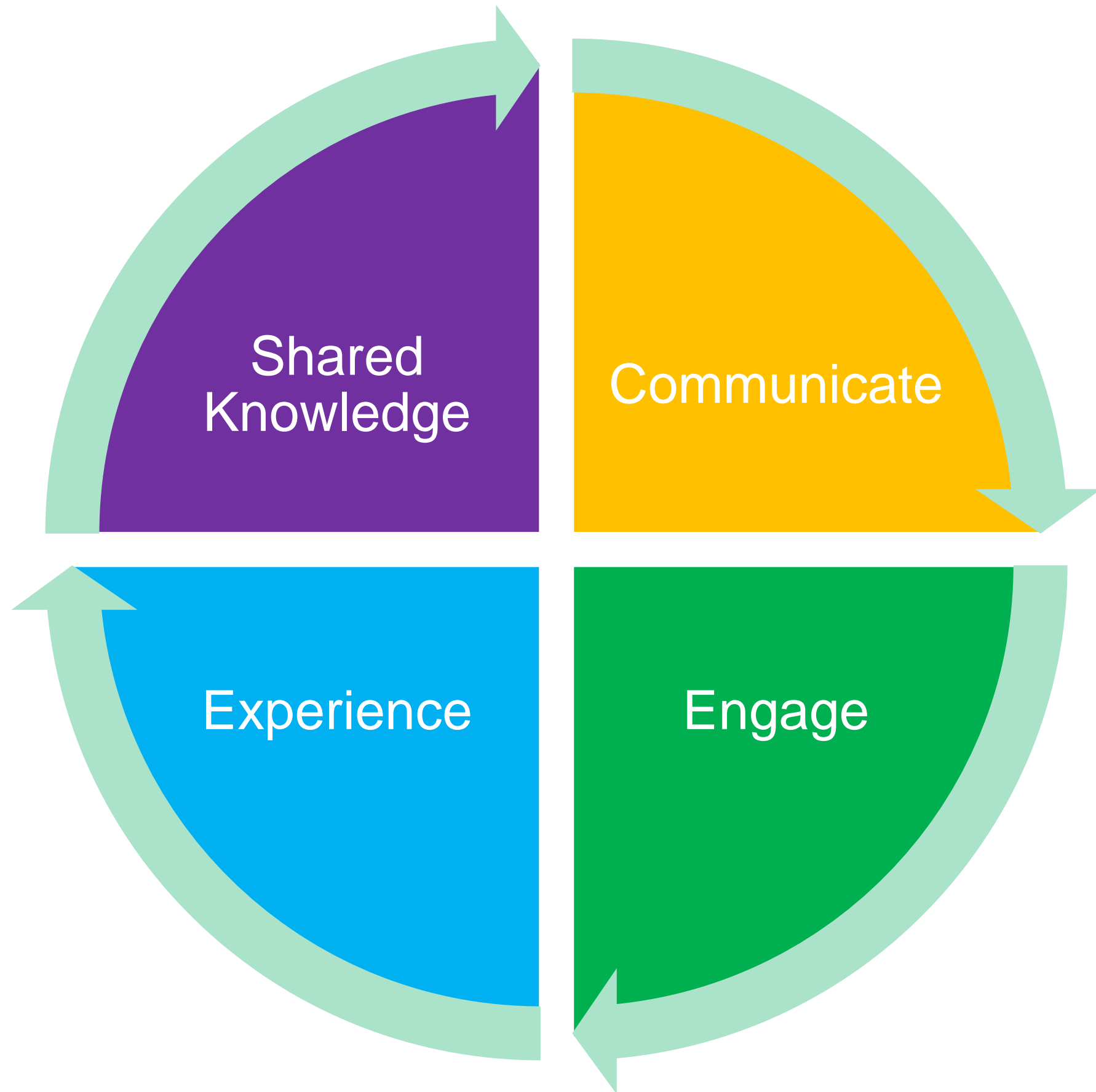
Members

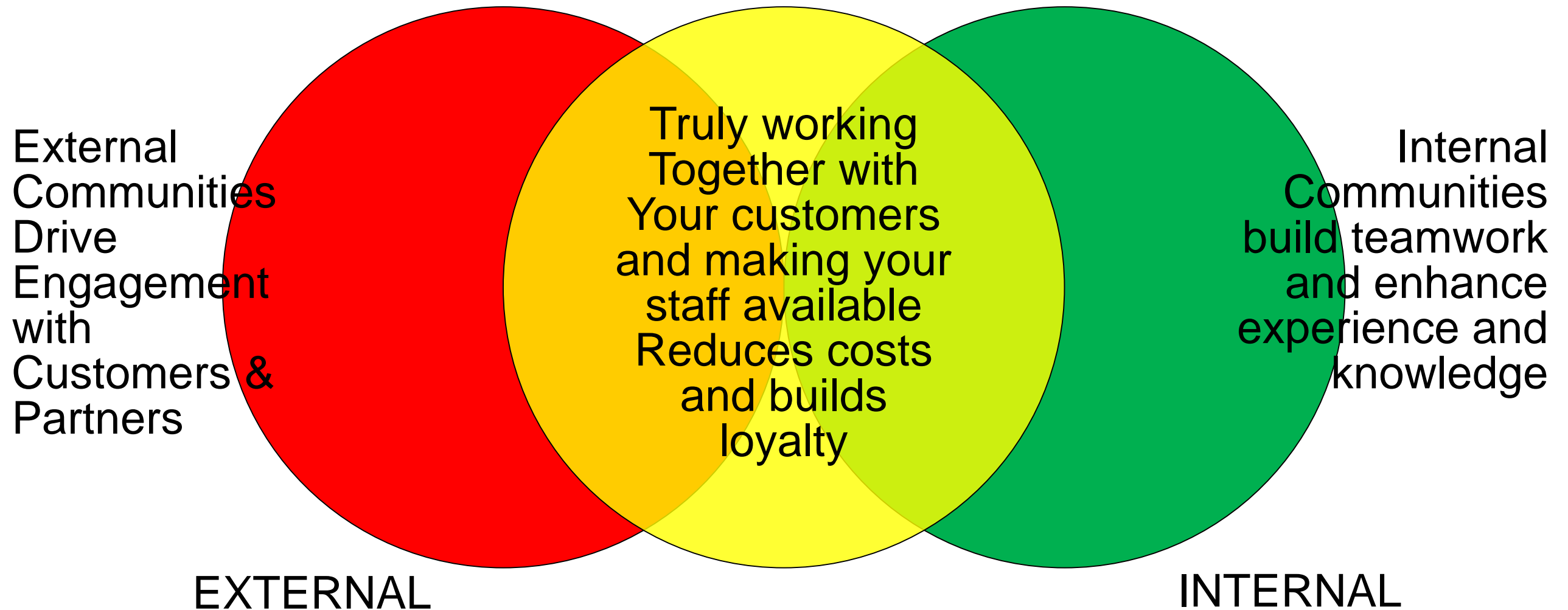


[View All \(433 people\)](#)

Communication Requires Engagement

- Simply publishing information is not enough.
- You **must** consider the reader in everything.
- Be provocative – always have a call to action.
- Keep it up to date, keep it fresh, but not too often.





Start today to change how you communicate

- Get your customers and partners into external communities.
- Get all your staff in those communities
- Set up working areas for sales, projects, support
- Move communications to status updates, comments, likes.
- Over time your collective knowledge rises.
- People don't hide behind email.

External customer demo community

Stop Following this Community

External customer demo community



Overview

Recent Updates

Status Updates

Members

Forums

Wiki

Files

Subcommunities

- Internal Project Management
- Greenwell
- Acme Newspaper Company

Tags

No tags yet

This community can have members from outside your organization.

Community Description



Welcome to our Community!

Welcome and thank you for joining us online in our customer community. Here you can find lots of additional information about us and our products. Importantly, we would like to use this facility to share key information about our work with you and to make it easier for you to get quick access to the information you need. We welcome any comments and feedback you may have.

Got a question about one of our products? Please contact your account manager, or post a question in our Forum, below.

Subcommunities

[Add a Subcommunity](#)

Important Bookmarks

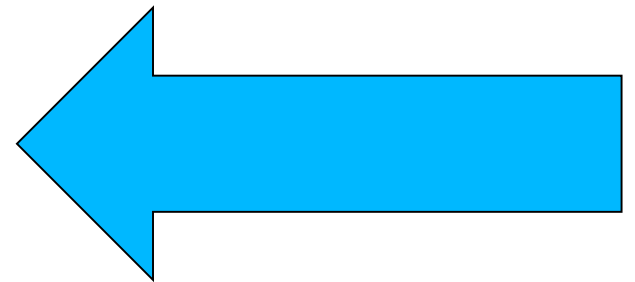
Highlight key Web resources.

Members

[View All \(3 people\)](#)

Some C Words for you

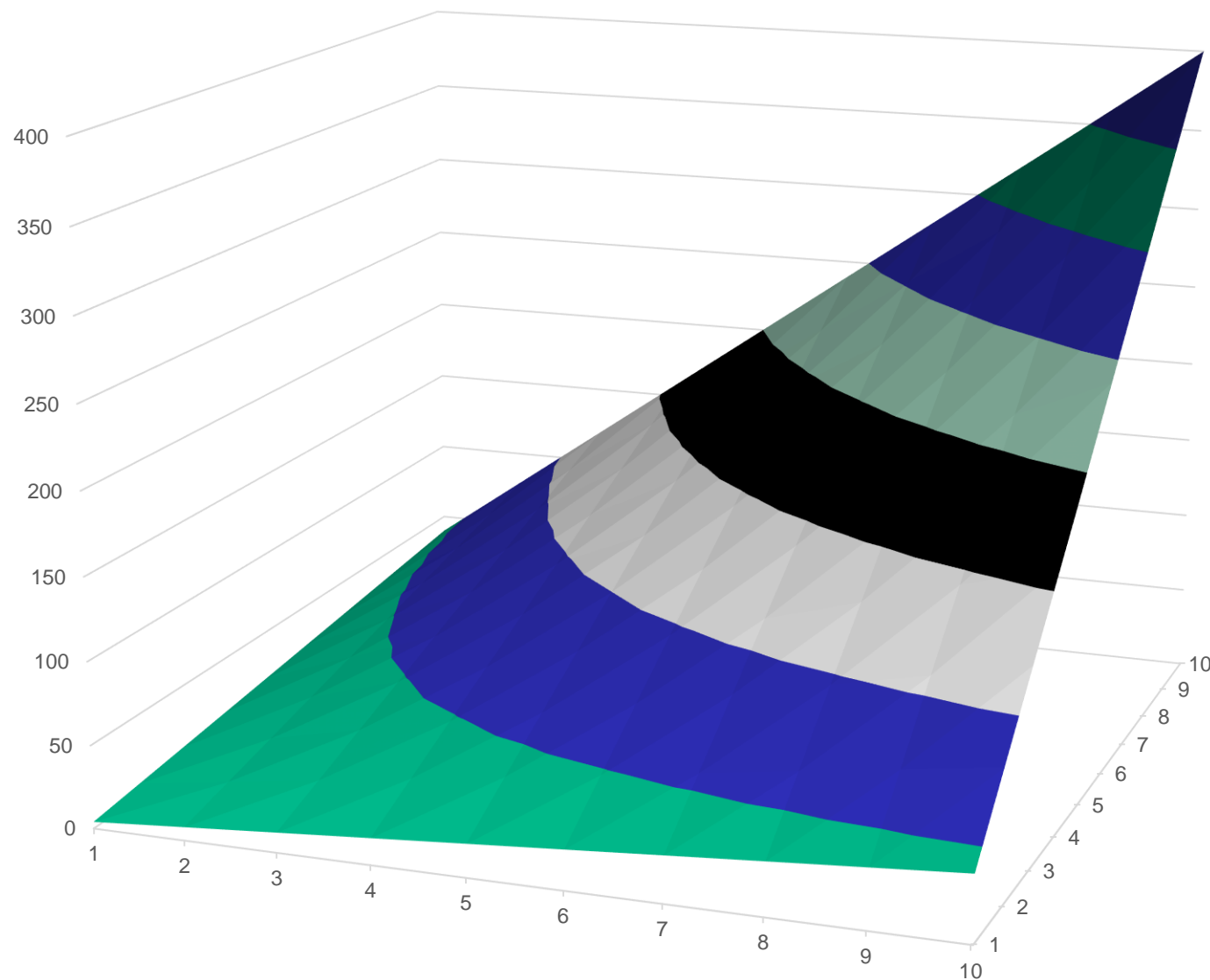
- Communicate
- Collaborate
- Coordinate
- Connections





Files = Hell

Number of Emails between 4 people

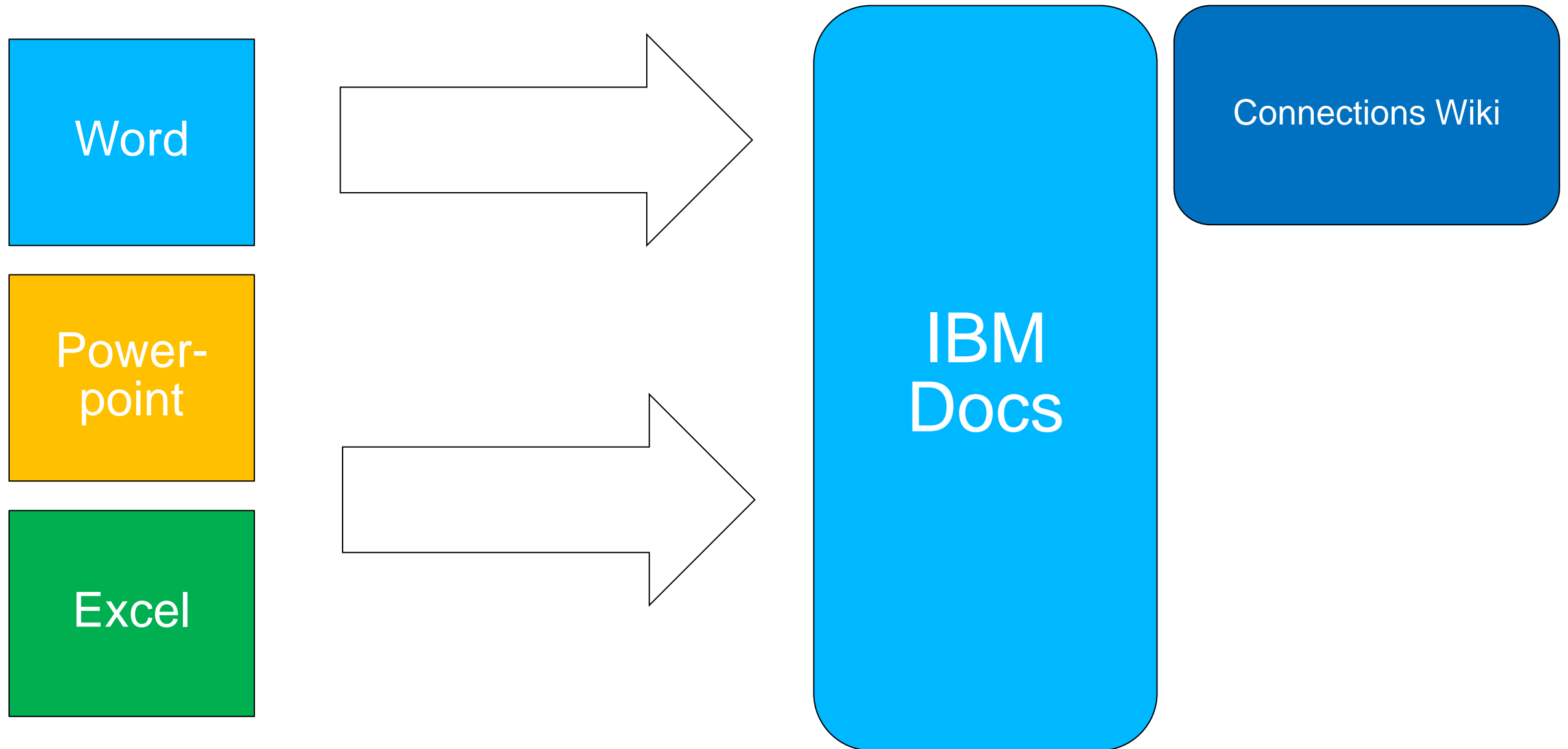


Comments (0)	Versions (150)	Attachments (3)	About
1-10 of 150			
150	14 Sep 2015 at 12:55	Herbert Hilhorst	Current Version
149	11 Sep 2015	Alan Hamilton	View Restore
148	4 Sep 2015	Bernd Beilke	View Restore
147	2 Sep 2015	Herbert Hilhorst	View Restore
146	25 Aug 2015	Alan Hamilton	View Restore
145	20 Aug 2015	Alan Hamilton	View Restore
144	20 Aug 2015	Alan Hamilton	View Restore
143	17 Aug 2015	Ralph Siepmann	View Restore
142	14 Aug 2015	Alan Hamilton	View Restore
141	11 Aug 2015	S. Crump	View Restore

750Kb document
X 45 people

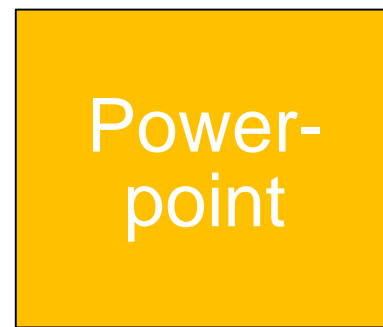
= 6,750 emails
= 5Gb files total
= 33Mb / user

Cut down the noise by removing the files

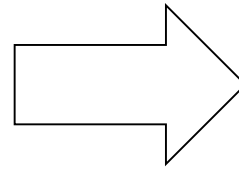


Make it easy

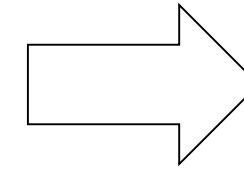
Presentations



Do the initial
design in
PowerPoint



Develop the
content with
your colleagues

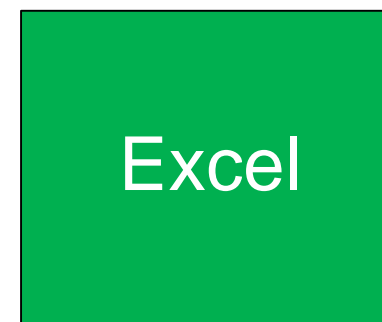
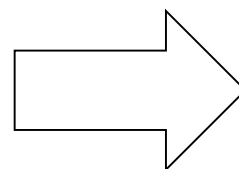


Export back to
PP to tidy up
then share in
Connections.

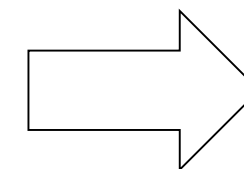
Spreadsheets



Develop the
content with
your colleagues



Build Charts /
more complex
solutions.

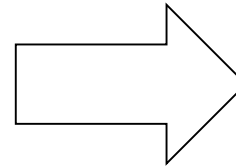


Upload to
Connections &
Share

Make it easy

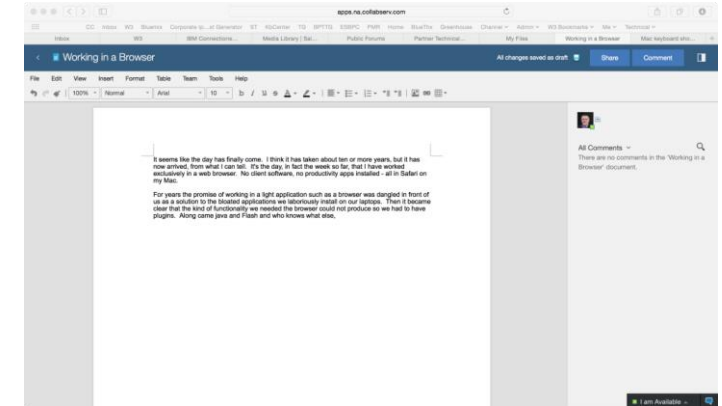
Documents
you need to
Share outside
your business

IBM
Docs



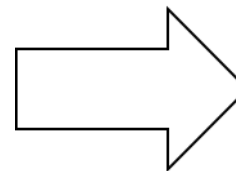
Word

Export to Word
if you need to
share it
externally



Documents
which stay
internally

Connections
Wiki



How to do an audio and video recording of a Top Gun Session

Like | Updated yesterday at 8:29 PM by Alan Hamilton | Tags: None Add tags

Edit

Page Actions



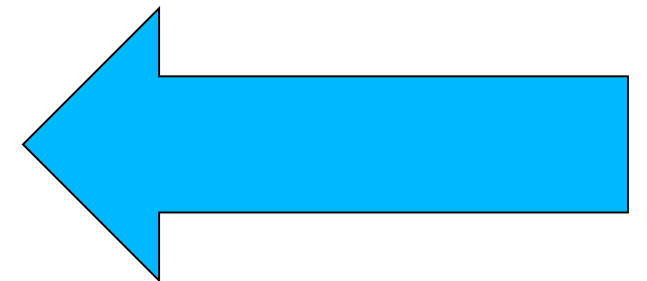
- Watch the video below for a demonstration of how to do it.

Video Demo: [How To Record a Meeting.m4v](#)



Some C Words for you

- Communicate
- Collaborate
- Coordinate
- Connections



What do you need to co-ordinate?



A word cloud of project coordination tasks. The words are arranged in a circular pattern, tilted at various angles. The colors are dark red, gold, and dark purple.

Projects
Sales
Opportunities
Holidays
Social
Campaigns
On-boarding
Enquiries
Events



Co-Ordinate Anything with Activities

[ACTIVITIES](#) [TO DO LIST](#) [ACTIVITY TEMPLATES](#) [RECENT UPDATES](#)


This Activity

[Follow this Activity](#) | [Mark Activity Complete](#) | [Activity Actions](#)

[Add Section](#) [Add Entry](#) [Add To Do Item](#)

Display:  


▼ Concept & Planning

 Confirm the details of the sales agreement

George Brichacek


Today 8:27 AM


More

 Attached is the Sales Agreement.

George Brichacek

Today 8:33 AM

 More

 Kick-Off Workshop

George Brichacek

Today 8:27 AM

More

☐ Set Location

George Brichacek

Today 8:27 AM

More

☐ Set Time & Date

George Brichacek

Today 8:27 AM

More

☐ Send Invitations

George Brichacek

Today 8:28 AM

More

☐ Prepare Agenda

George Brichacek

Today 8:28 AM

More

☐ Circulate papers

George Brichacek

Today 8:28 AM

More

☐ Hold the Meeting

George Brichacek

Today 8:28 AM

More

☐ Prepare Minutes

George Brichacek

Today 8:28 AM

More

☐ Circulate Minutes

George Brichacek

Today 8:28 AM

More

☐ Re-Issue Minutes if any comments

George Brichacek

Today 8:28 AM

More

 Develop Project Concept

by George Brichacek

Today 8:28 AM

Hide

[Add Comment](#) | [Add To Do Item](#) | [Edit](#) | [More Actions](#)☐ Ensure that the Corporate Identity is available and clearly defined.

George Brichacek

Today 8:29 AM

More

☐ Technically review the Proof of Concept

George Brichacek

Today 8:29 AM

More

☐ Confirm products and versions to be used

George Brichacek

Today 8:29 AM

More

☐ Define any integrations with external applications

George Brichacek

Today 8:29 AM

More

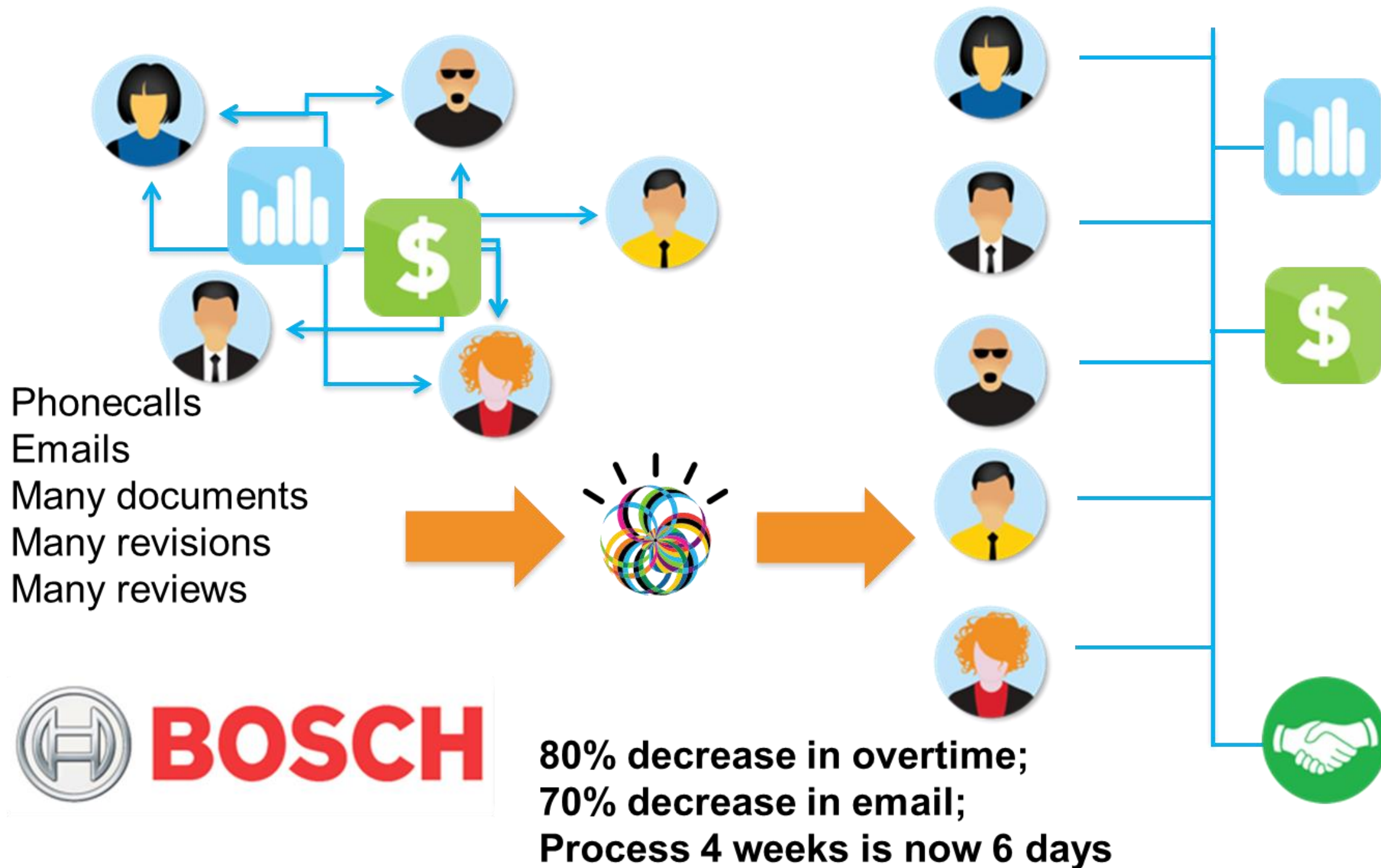
☐ Encourage the customer to view the entire process as a project implementation.

by George Brichacek

Today 8:29 AM

Hide

BOSCH - CLIENT LOCALISATION REQUESTS USING ACTIVITIES



Standardise your approach

Activities

[Start an Activity](#)

 [Session Management Template](#)

Updated by [Alan Hamilton](#)  | Yesterday 8:51 PM | Due Sep 29, 2016



[View All](#)

Session Management Template

[Add Section](#)



[Add Entry](#)

[Add To Do Item](#)

Display:  


Before the Session

Actions 

 Put the URL of the Event for this Session in this entry
by [Alan Hamilton](#)  | Sep 9

[Hide](#)

Session Event:  [Put it here](#)

[Add Comment](#) | [Add To Do Item](#) | [Edit](#) | [More Actions](#) 

☐ Check-in with the presenter

[Alan Hamilton](#) 

Sep 9


[More](#)

☐ Get a PPT copy of their presentation and attach it here.

[Alan Hamilton](#) 

Sep 9

[More](#)

☐ Go to the event, in Rehearsal mode, and upload the session host template
updated by [Alan Hamilton](#)  | Sep 9

[Hide](#)

Link to template:  [Session Host's Template](#)

[Add Comment](#) | [Add To Do Item](#) | [Edit](#) | [More Actions](#) 

☐ Customise the template to reflect the session's name, presenter name etc.

[Alan Hamilton](#) 

Sep 9

[More](#)

Add to this section: [Entry](#) | [To Do Item](#)

15 mins before the Session

Actions 

☐ Open the Event and make sure everything is in order

[Alan Hamilton](#) 

Sep 9

[More](#)

☐ Upload the presenter's slide deck

[Alan Hamilton](#) 

Sep 9

[More](#)

☐ Get the presenter attached to the meeting and confirm they can present

[Alan Hamilton](#) 

Sep 9

[More](#)

☐ Start the conference call

[Alan Hamilton](#) 

Sep 9

[More](#)

☐ Join the meeting into the conference call

[Alan Hamilton](#) 

Sep 9

[More](#)

☐ Start sharing the session template so people can see the welcome slide

[Alan Hamilton](#) 

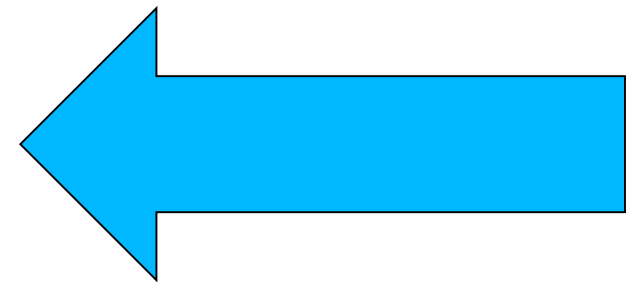
Sep 9

[More](#)

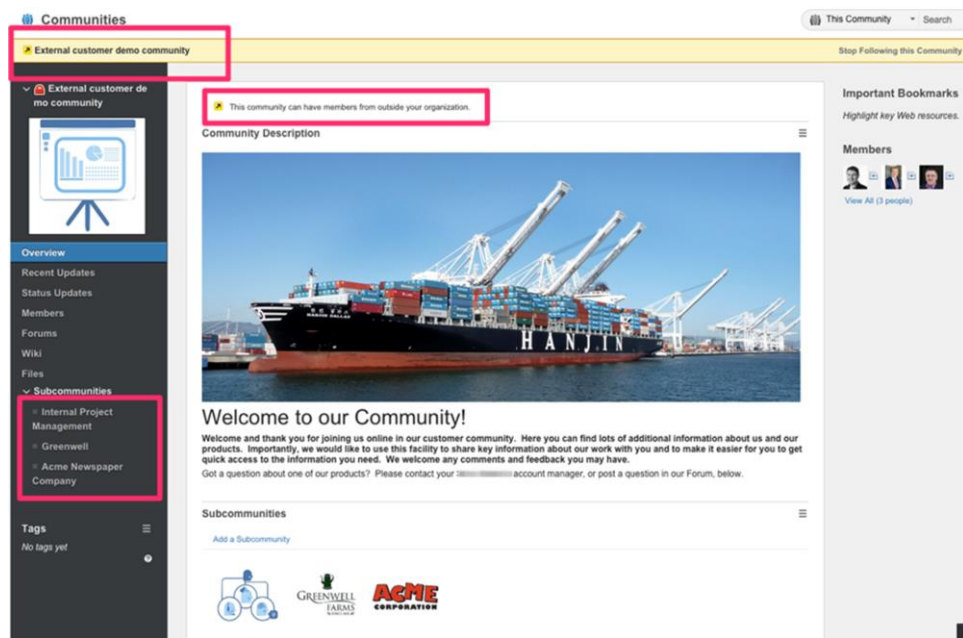
Add to this section: [Entry](#) | [To Do Item](#)

Some Keywords for you

- Communication
- Collaboration
- Coordination
- Connections



Three simple ways you can improve any business with IBM Connections



Build stronger relationships
And capture experience and knowledge

How to do an audio and video recording of a Top Gun Session

Like | Updated yesterday at 8:29 PM by Alan Hamilton | Tags: None Add tags

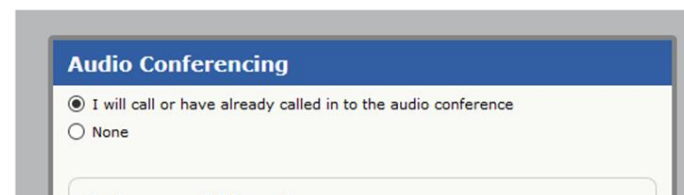
Edit Page Actions ?

- Watch the video below for a demonstration of how to do it.

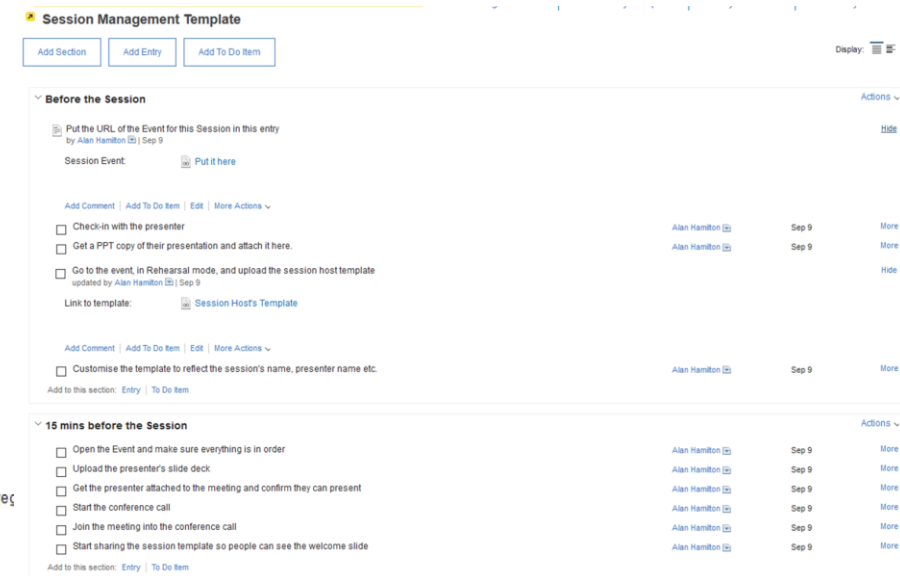
Video Demo: [How To Record a Meeting.m4v](#)



- Have your AT&T participant code ready
 - Use a telephone or other device to call into your local AT&T conference and open the call using your reg
1. Start the Event
 2. Click "I will call or have already called into the audio conference"



Focus on the content, don't
fuss with files and email

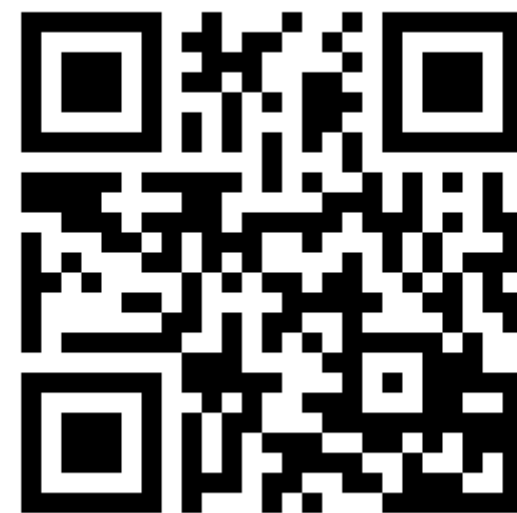


Co-ordinate and capture
your best practice to drive
quality

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<http://bit.ly/ZNFhTG>



<http://alanghamilton.com>