

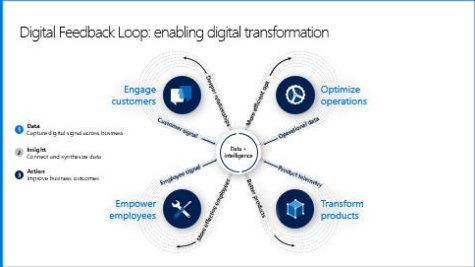


Innovate on top of Microsoft's Power Platform

EMEA Black Belts Emerging Solutions

Before we're getting started

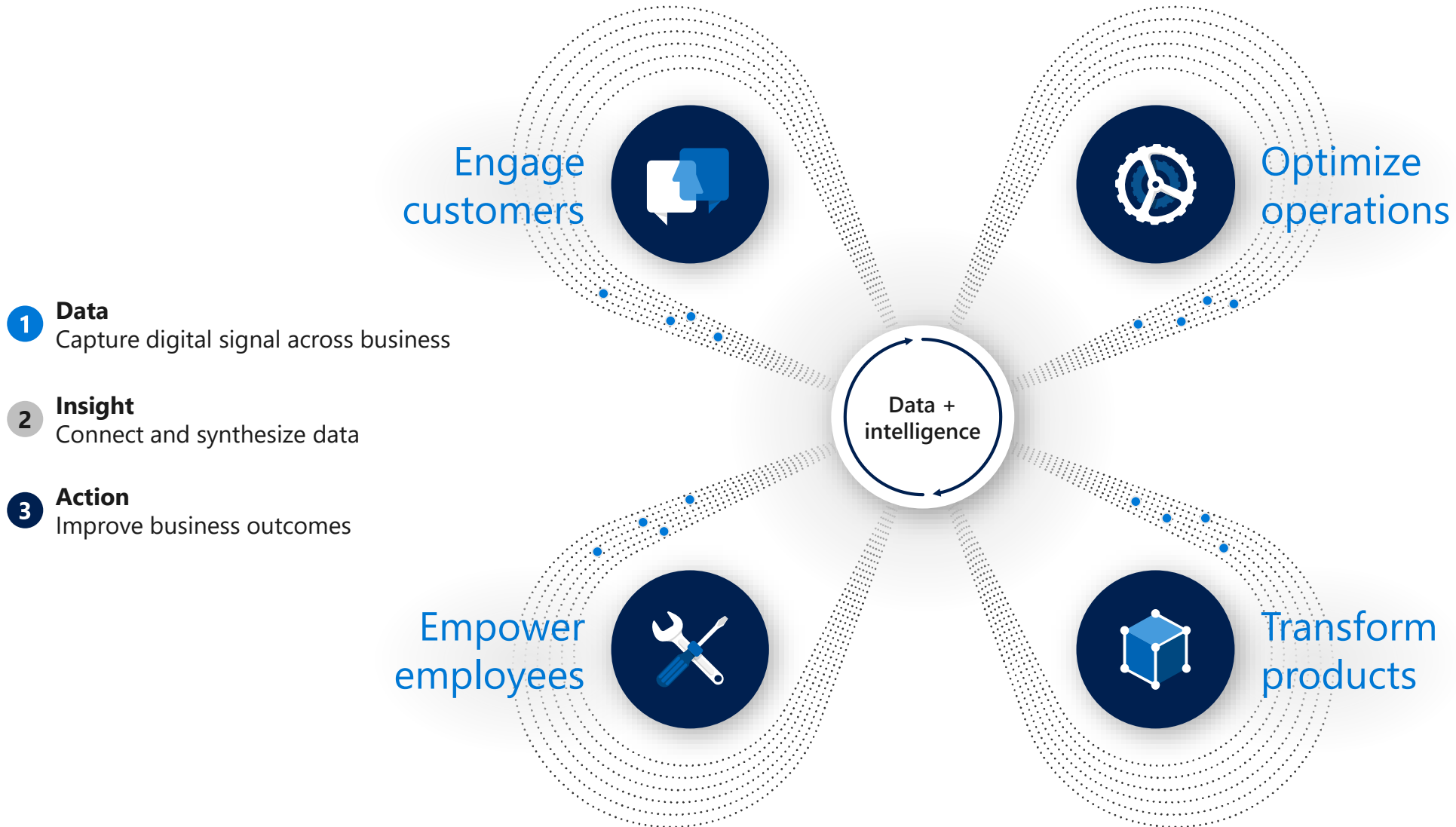
Aligning on our Digital Feedback Loop



What we want to share with you today

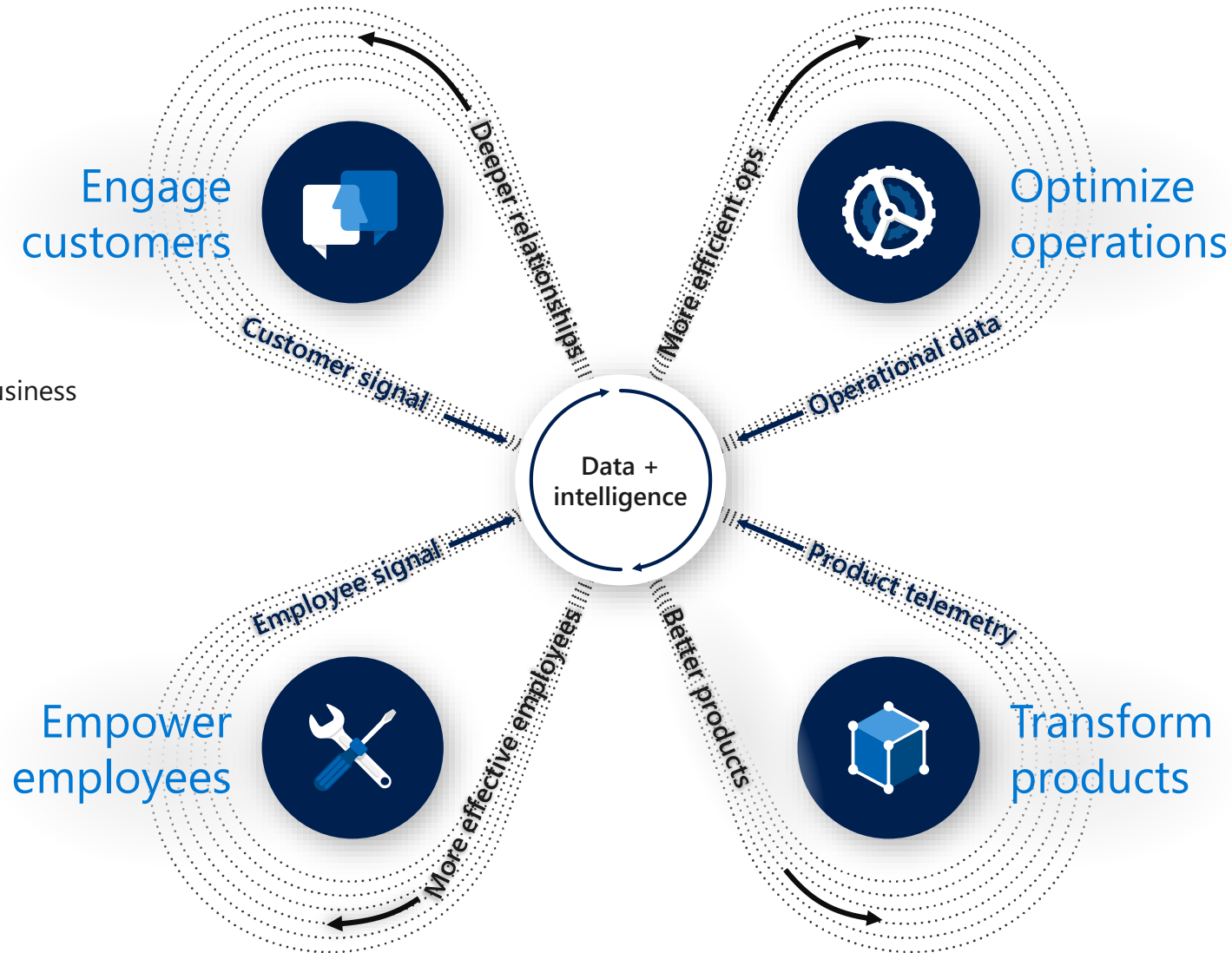
- Introducing Business Challenge of holistic customer development and leading outcomes
- Providing our understanding of where you're coming from
- Sharing our vision and agenda, which brings you to our future
 - Strong and viable business model that should be profitable
 - Quantifiable benefits and you can do more research
- Understanding our role in delivery, using both
 - Independent Analysts' view
 - Learn the strategy, not just the fact
- Highlighting customers already using the lower platform
- Bring together your solutions based on the data to create better, recurring
 - What the vision platform is good for?
 - What the vision is (Data AI) understanding?
 - What the vision is (Data AI) understanding?
- Screening today's use, findings, and offering next actions

Digital Feedback Loop: enabling digital transformation



Digital Feedback Loop: enabling digital transformation

- 1 Data**
Capture digital signal across business
- 2 Insight**
Connect and synthesize data
- 3 Action**
Improve business outcomes



What we want to share with you today

- Introducing **Business challenges** of traditional software development and building software
- Providing our **understanding of where you're coming from**
- Offering you values and benefits when thinking about your change
 - **Unquantifiable benefits** that should be considered
 - **Quantifiable benefits** and possible **KPI** measurements
- Drilling into more details using both
 - **Independent Analysts** view
 - **Concrete savings** identified for you
- Highlighting **customers already using** the Power platform
- Bring together **your solution** based on Microsoft's Power Platform, covering
 - What the **Power Platform** is good for?
 - What this means to **Office 365 extensibility**?
 - What this means to **Dynamics 365 extensibility**?
- Summarizing today's key findings and **offering next actions**



Transforming your business is challenging



Transforming your business is challenging

"We need to go faster"

IT application development is gravitating towards **low-code and high-productivity application platforms** to minimize cost and support rapidly changing business needs.

"We already have the data"

Essential parts of these high-productivity application platforms is that they **natively integrate with existing business data** - e.g., CRM or ERP systems and existing business process applications.

Democratizing digital transformation

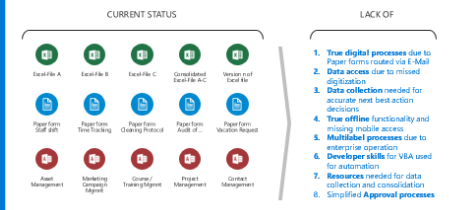
One connected approach that empowers everyone to innovate

Empower Innovation
Drive innovative growth by enabling everyday users and pro developers to efficiently build and customize enterprise-grade solutions

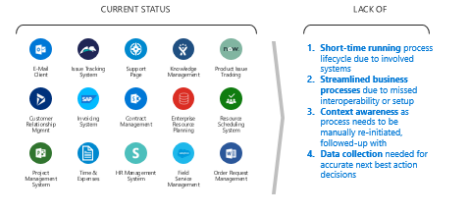
Activate Intelligent Decisions
Discover new, data-driven insights to inform intelligent actions and automated workflows by creating a real-time, connected view of all your data.

Streamline Business Processes
Simplify and optimize day-to-day business tasks by modernizing process critical to your organization's success

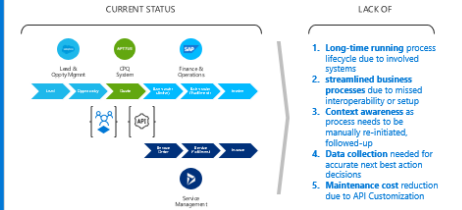
Replacing Excel, Access Databases and/or Paper forms



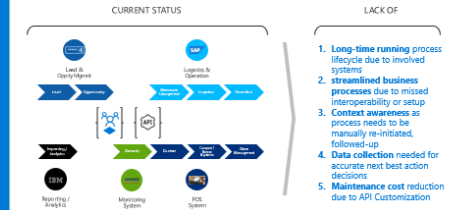
Reducing the amount of systems involved in business processes



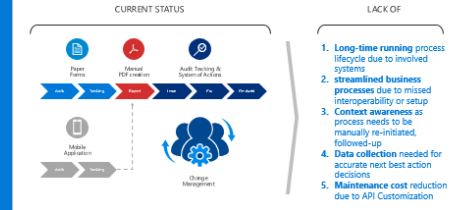
Closing interoperability gaps in legacy apps



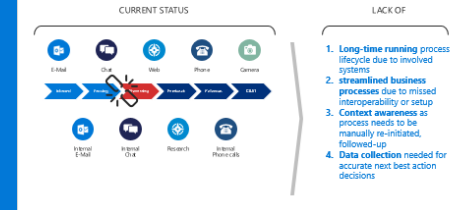
Closing interoperability gaps in legacy apps



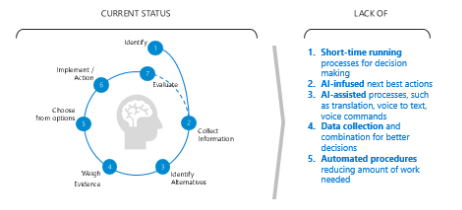
Closing functionality gaps in legacy apps



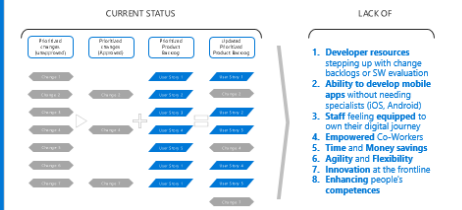
Streamlined business processes in omni-channel business



AI-infused, smarter business applications



Equipping staff to own their digital journey



Enable efficient business operations

Forrester names Microsoft a leader in low-code development platforms

Unquantified benefits

Quantifiable benefits

Five reasons why you should consider low-code

Eight concrete savings identified for your company

Transforming your business is challenging



Budget constraints



Time & Resource constraints



Business expectations



Paper processes



Complex processes



IT/Business partnership



No BI integration



"Shadow IT" governance



Tools to create the right culture



Security & Compliance



Legacy system maintenance



Difficulty to find insights



Track & measure performance



Leverage existing technology



Integrate data from the right sources

Transforming your business is challenging

“We need to go faster”

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Democratizing digital transformation

One connected approach that empowers everyone to innovate

Empower innovation

Drive innovative growth by enabling everyday users and pro developers to efficiently build and customize enterprise-grade solutions

Activate Intelligent Decisions

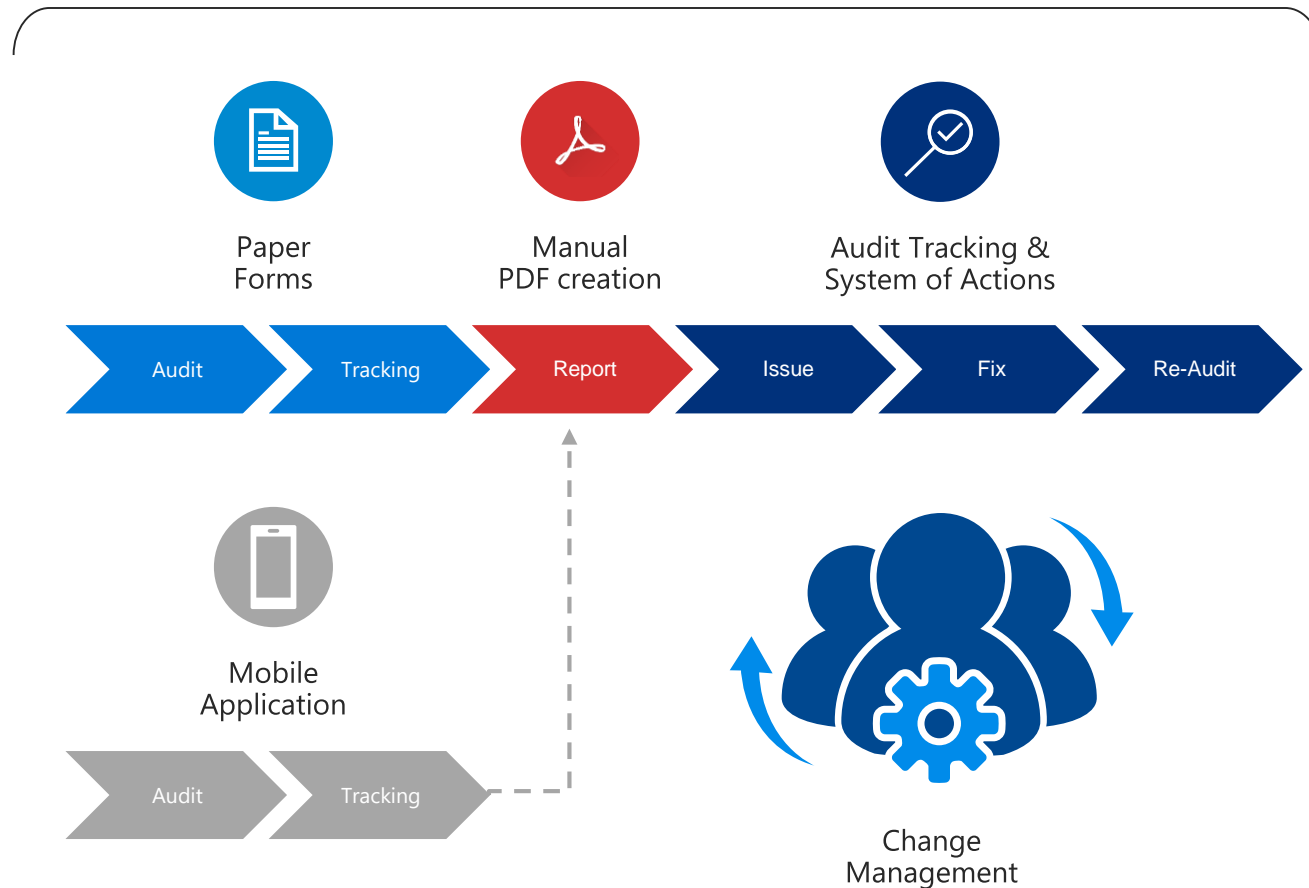
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Streamline Business Processes

Simplify and optimize day-to-day business tasks by modernizing process critical to your organization's success

Closing functionality gaps in legacy apps

CURRENT STATUS



LACK OF

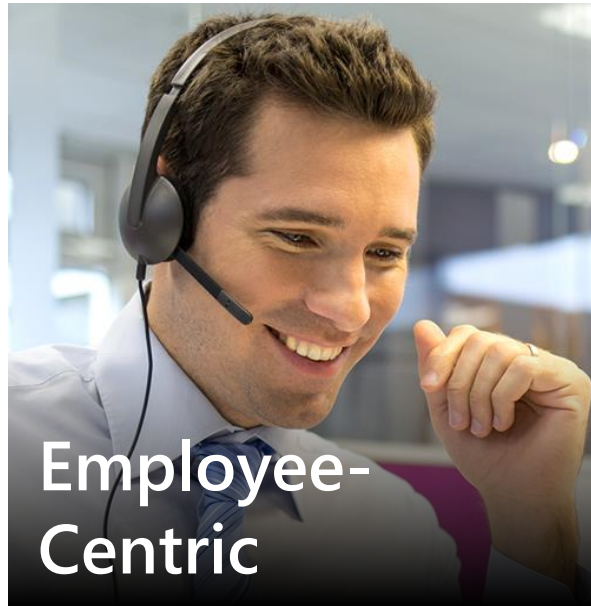
1. **Long-time running** process lifecycle due to involved systems
2. **streamlined business processes** due to missed interoperability or setup
3. **Context awareness** as process needs to be manually re-initiated, followed-up
4. **Data collection** needed for accurate next best action decisions
5. **Maintenance cost** reduction due to API Customization

Enable efficient business operations



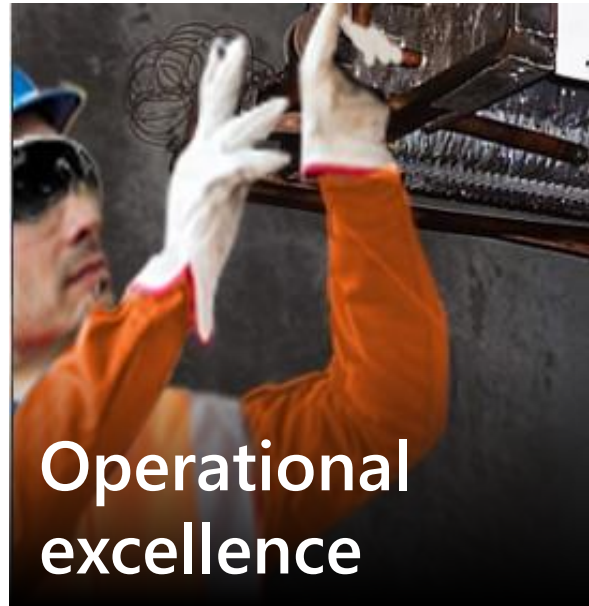
Customer Focused

What if we were continuously engaged with our customers and could proactively and preemptively respond to their needs?



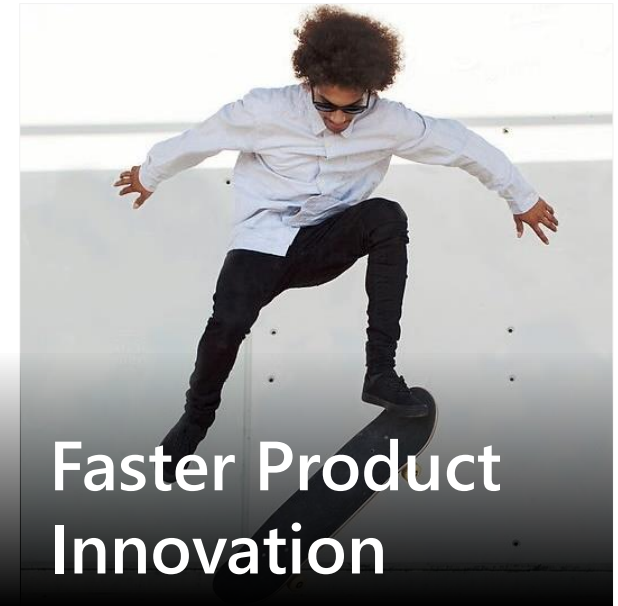
Employee-Centric

What if we empower our employees with innovative tools that enable them to provide outstanding service, while facilitating them to collaborate and share?



Operational excellence

What if we had an enterprise-wide intelligent operations center that provided the insights we need to streamline operations and achieve greater efficiency in all our businesses processes?



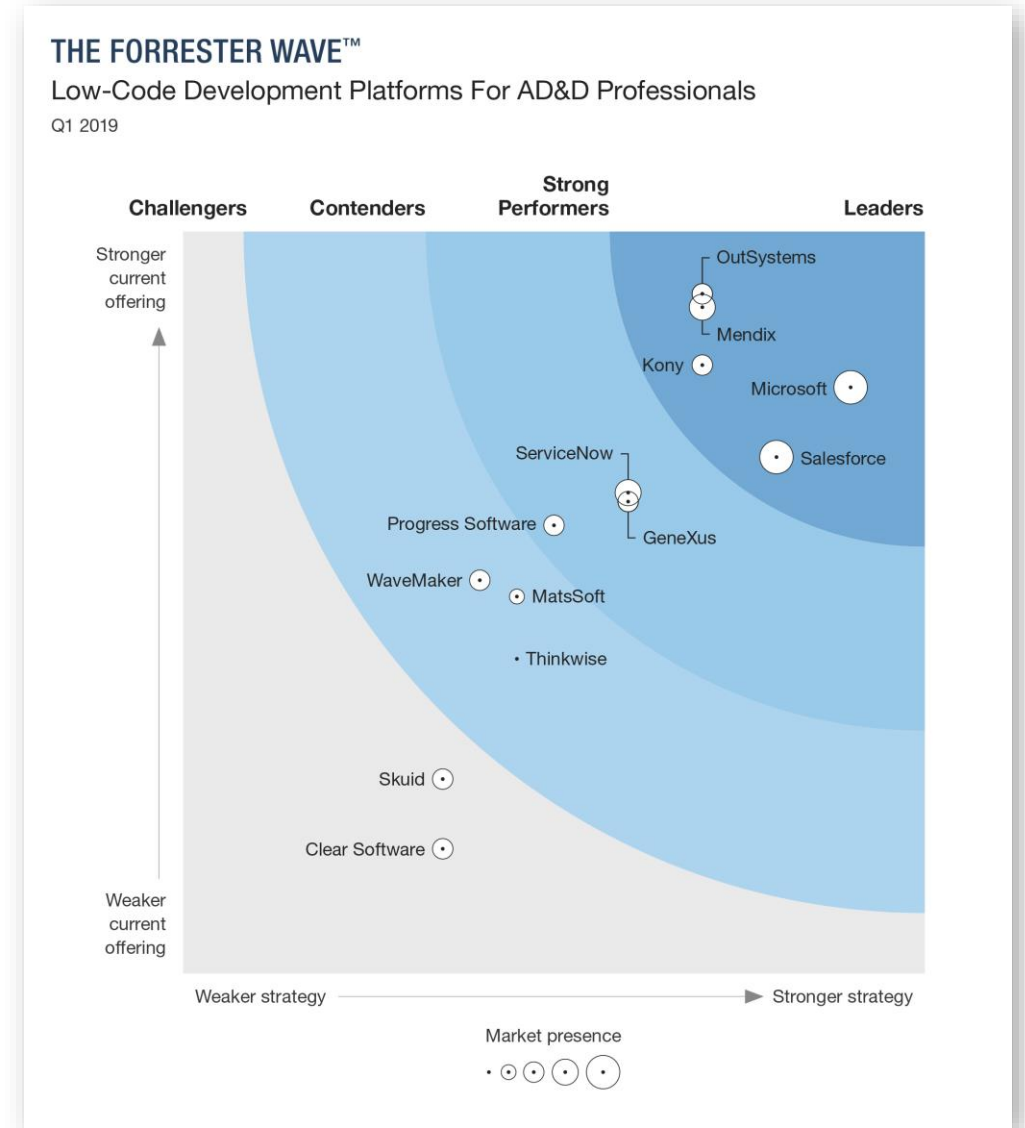
Faster Product Innovation

What if all our business operations could focus more on quickly bringing innovative and valuable products and services to market, increasing our competitive advantage?






Forrester names Microsoft a leader in low-code development platforms

We are thrilled to announce that Forrester has recognized Microsoft as a leader in low-code development platforms in the **Q1 2019** Forrester Wave for Low-Code Development Platforms for Application Development and Delivery (AD&D) Professionals.

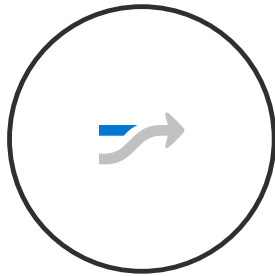
<https://aka.ms/forresterLCAPwave2019>



Unquantified benefits

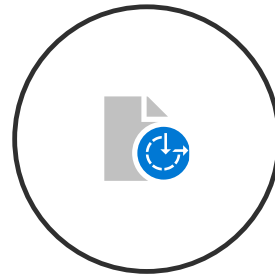
 Business Transformation	 Faster Decision Making	 Employee Satisfaction	 Microsoft Platform Integration	 Mobile & Security
<p>Streamlining and automating processes delivers business transformation and improved business outcomes.</p> <p>Impact:</p> <ul style="list-style-type: none">• happy customers• reduce time-to-market• protect revenue	<p>Employees can make better and faster decisions from better access to information.</p> <p>Impact:</p> <ul style="list-style-type: none">• faster collection of information from first line workers• transfer to decision makers in a more usable format• better decisions made with more real-time data	<p>Increase employee satisfaction with empowering tools.</p> <p>Impact:</p> <ul style="list-style-type: none">• deliver business value through applications that would never have been built without these tools• more control over own work• eliminate repetitive and annoying manual activities	<p>PowerApps and Flow extend capabilities of other Microsoft products.</p> <p>Impact:</p> <ul style="list-style-type: none">• build on prior investments to create more value• easily integrate data across solutions and workflows with Microsoft Common Data Service (CDS)	<p>Mobile applications developed with PowerApps and Flow are more secure than would likely otherwise have been developed.</p> <p>Impact:</p> <ul style="list-style-type: none">• IT controls permissions at the data and application levels• reduce shadow IT• GDPR compliant

Quantifiable benefits



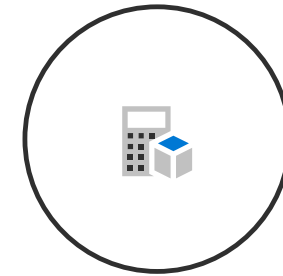
Streamlined Business Processes

Total number of process improvement projects
Number of affected workers
Average fully burdened cost
Total efficiency gain
Productivity capture



Reduced IT Effort






Avg. avoided traditional development costs
Reduced IT management and maintenance
Reduced IT effort
Increased number of development projects
Decreased number of change backlog



Retired 3rd Party Applications

Saved License costs for 3rd party projects
Saved Professional Services costs for partners
Total number of retired 3rd party applications

Five reasons why you should consider low-code

 <p>Saves money</p>	 <p>Plugging skills shortage</p>	 <p>Shorter development time</p>	 <p>Minimal training needed</p>	 <p>Platform integration issues overcome</p>
<ul style="list-style-type: none">• Save money by avoiding the cost of bringing in an external app development team• Designed to be used by internal teams	<ul style="list-style-type: none">• Plug the skills gap by enabling existing IT staff and non-developers to build apps• Any updates can also be carried out by the internal team	<ul style="list-style-type: none">• Dramatically shorten the development cycle• Develop the app almost in parallel with specifying the requirements	<ul style="list-style-type: none">• Low code development platforms offer staff options to leverage existing skills• Incorporate pre-existing software or develop new customization	<ul style="list-style-type: none">• Develop once for every device• Your app will run on mobiles, tablets and desktops• Allow data from multiple databases to be used in a single app

Eight concrete savings identified for your company



Based on paper form digitization you're **saving 25.000** sheets of paper / year – that makes **3 trees** / year



An avg of 40.3 work hours/week for a full-time employee a 5% efficiency gain could already **save you** ~ 2 hours/week or **~105 hours/yr/employee** spent for something new



Streamlined business processes with **5% efficiency gain** for 375 worker involved **in the 1st year** and a 25% productivity capture will save you already almost **365.000 €** risk adjusted



On avg, companies **spent \$1.075** per learner in 2017, and employees received **47.6 hours of training** / year. **49%** saying **budget remained** same as in 2016



Traditional app development of **5 mobile apps** with est. ~60k€ Dev- and 40k€ Maintenance cost in the 1st year could already **save you 525.000€** risk adjusted



Artificial intelligence transforms how we live and work. **Automation** and **AI** can sort through huge amounts of data to **find trends** and **make predictions**. A task that would need thousands of human beings and hours of performing



Building business solutions around IoT is a process of ongoing innovation. Requirements are fuzzy. The development of viable applications **requires rapid experimentation, frequent iteration** and **close collaboration** between business and IT.



Instead of banning the use of Shadow IT applications, seek to implement security solutions to control their use. **Invest in a tool** that allows you to protect your systems in a comprehensive way, by **protecting** the organization's **sensitive data** both in the internal flow and in interactions in the cloud.

Sources:

<http://conservatree.org/learn/EnviroIssues/TreeStats.shtml>

<https://ec.europa.eu/eurostat/web/products-eurostat-news/-/DDN-20180125-1>

<https://trainingmag.com/trgmag-article/2017-training-industry-report/>

<https://www.infoworld.com/article/3305019/internet-of-things/how-iot-leaders-can-embrace-smart-apps.html>

<http://www.gb-advisors.com/shadow-it-2/>

Forrester - The Total Economic Impact™ Of PowerApps And Microsoft Flow, June 2018



A member of UEM Group



Allen Arthritis

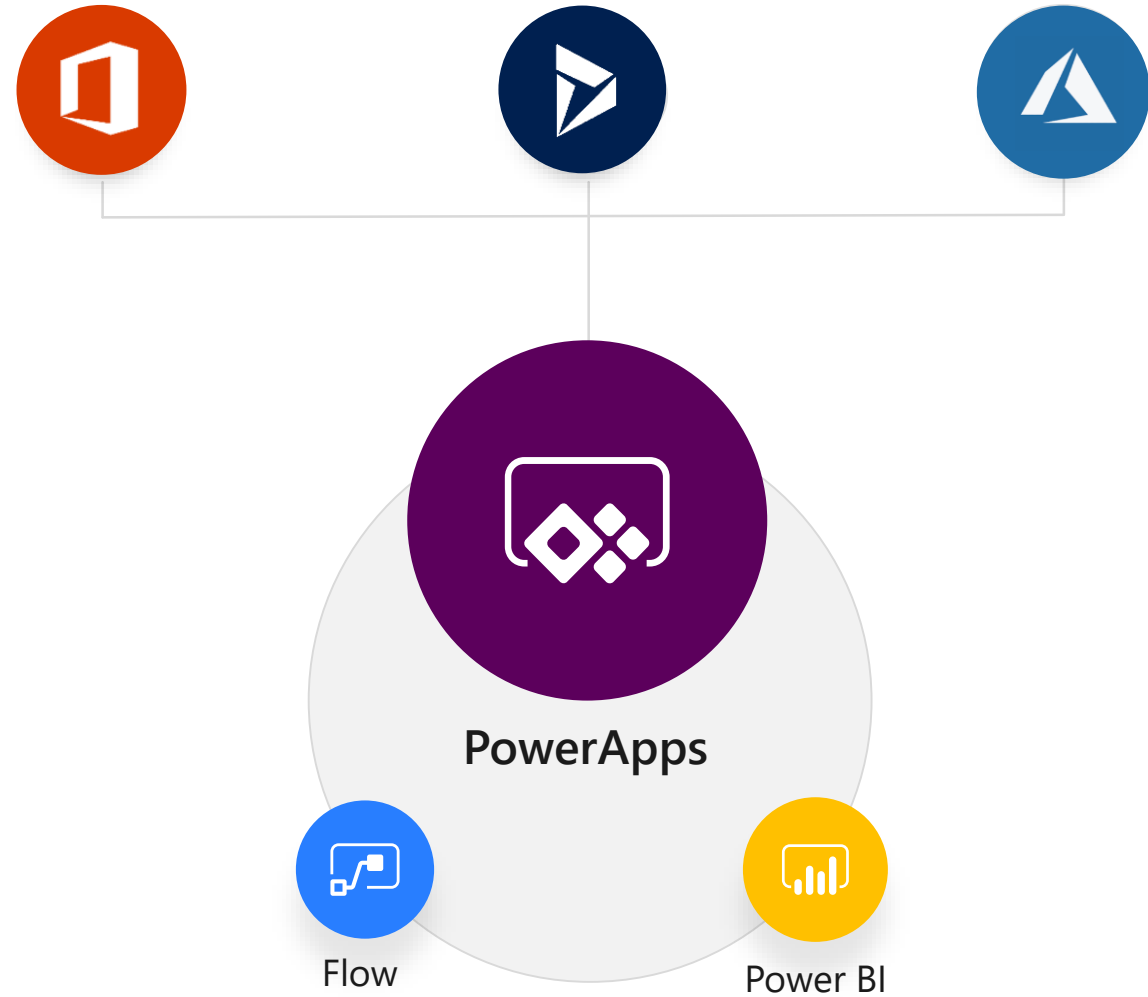


Heathrow



The Microsoft Power Platform

One high productivity platform that spans Office 365, Dynamics 365, and standalone applications



Customer Stories

What other customers are using Power Platform for?

Customer stories

Virgin Atlantic easily creates custom-built mobile applications with Microsoft PowerApps and Dynamics 365

Vehicle glass repair provider digitizes processes and increases productivity with self-developed apps

Transforming in-store merchandising and auditing to achieve targeted business goals

Streamlining logistics to empower employees and volunteers to deliver relief timely and effectively

Motor and generator service company develops custom apps, unifying processes and enhancing customer experience

Multi-national energy company uses PowerApps to create a decision validation tool to minimize operational costs across its business

Auto retailer transforms business processes and creates opportunity with custom app

Microsoft extends key legacy systems and builds new employee engagement experiences for 130,000 employees

Microsoft

Vanessa's development team at the French national railway started by reducing error rate by 45.50% on one process, and is now going on to transform the way 100k employees work.

Microsoft

Vanessa's team in IT at Standard Bank has 200+ applications on the platform

Microsoft

From security office to IT User Adoption Specialist, Samir has created several apps, and trained a community of super users to build apps at Heathrow airport.

<http://aka.ms/SamirVideo>

Microsoft

Kenny's development team at Avante built the Distribution Center portal for supervisors at Loblaw - Canada's largest grocery super market - to increase the productivity & operational efficiency. The portal helped to provide visibility to management and enabled sharing of data across centers.

Customer stories



virgin atlantic 

[Learn more](#)



 **AUTOGLASS**

[Learn more](#)



G&J  pepsi.

[Learn more](#)



 **American Red Cross**

[Learn more](#)



 **IPS**
INTEGRATED POWER SERVICES

[Learn more](#)



TransAlta

[Learn more](#)



DriveTime 

[Learn more](#)



 **Microsoft**

[Learn more](#)





Virgin Atlantic easily creates custom-built mobile applications with Microsoft PowerApps and Dynamics 365



Products and services

Microsoft PowerApps
Microsoft Dynamics 365
Microsoft Flow
Microsoft Office 365

Organization size

9,800 Employees

Industry

Travel and
Transportation

Country

United Kingdom

Partner



Vehicle glass repair provider digitizes processes and increases productivity with self-developed apps



Products and services

Microsoft PowerApps
Microsoft Flow
Microsoft Power BI
Common Data Service for Apps
Microsoft Office 365

Organization size

26,300 employees

Industry

Consumer goods

Country

United Kingdom

Partner



Transforming in-store merchandising and auditing to achieve targeted business goals



Products and services

Microsoft PowerApps
Microsoft Flow
Microsoft Power BI

Organization size

16,000 employees

Industry

Merchandising
Consumer goods

Country

United States

Partner

How is it going??

Last Name

First Name

What area are you working in

Where are you working?

Status

Comments

Product Details 2 item(s) in cart

Light Lungs Face Shield Lung Bag.	50pk	<input type="text" value="2"/>	<input type="button" value="Add to cart"/>
D-Fib Lungs The blue and gray Actar D-Fib manikins.	50pk	<input type="text" value="1"/>	<input type="button" value="Add to cart"/>
Light Lungs Face Shield Lung Bag.	50pk	<input type="text"/>	<input type="button" value="Add to cart"/>
Lite Adult Lungs Face shield/lung bags to be used with the Prestan Ultralite Manikin.	50pk	<input type="text"/>	<input type="button" value="Add to cart"/>
Light Lungs	100pk	<input type="text"/>	<input type="button" value="Add to cart"/>



Streamlining logistics to empower employees and volunteers to deliver relief timely and effectively



Products and services

Microsoft PowerApps
Microsoft Flow
Microsoft Power BI

Organization size

30,000 employees
166,000 volunteers

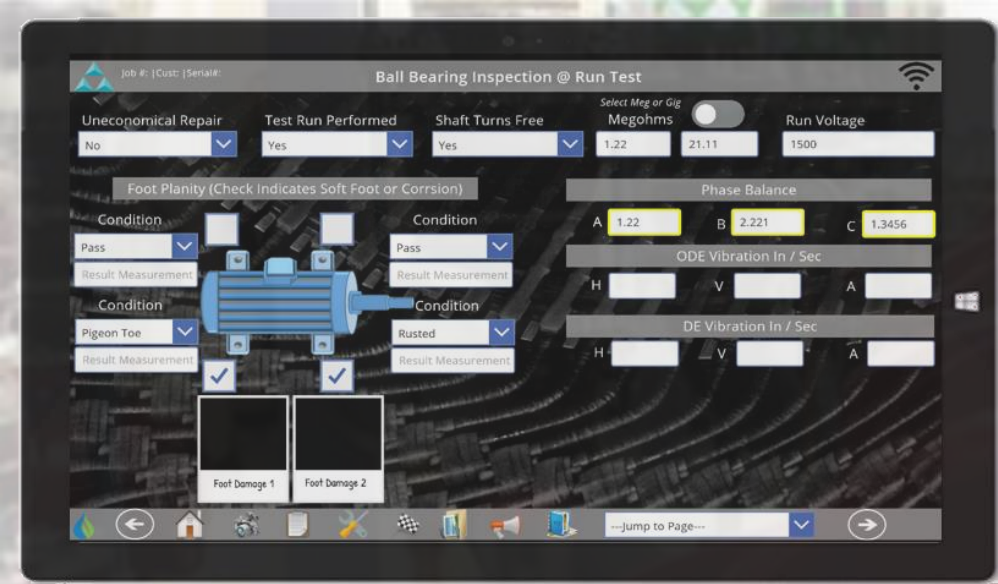
Industry

Non-profit

Country

United States

Partner



Motor and generator service company develops custom apps, unifying processes and enhancing customer experience



Products and services

Microsoft PowerApps

Organization size

Large
(1,000 – 9,999 employees)

Industry

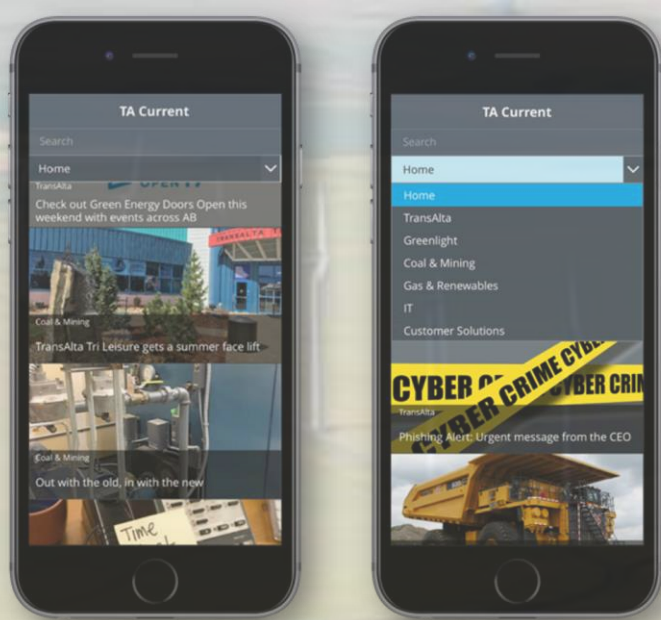
Professional
Services

Country

United States

Partner

Confluent



Multi-national energy company uses PowerApps to create a decision validation tool to minimize operational costs across its business



Products and services

Microsoft Azure
Azure Active Directory
Azure App Service
Microsoft PowerApps
Microsoft SharePoint Online

Organization size

<10,000 employees

Industry

Power and Utilities

Country

Canada

Partner



Auto retailer transforms business processes and creates opportunity with custom app



Products and services

Microsoft Azure
PowerApps
Azure SQL Database
Microsoft Flow

Organization size

4,800 employees

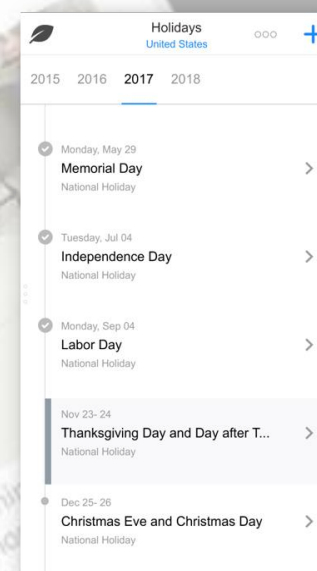
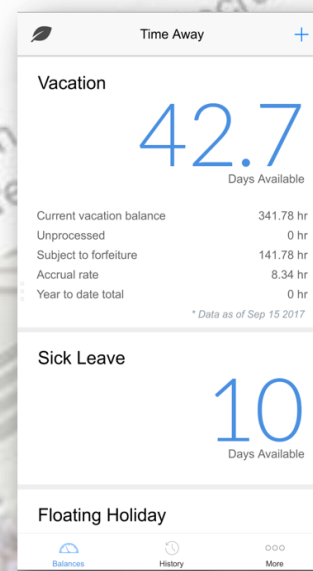
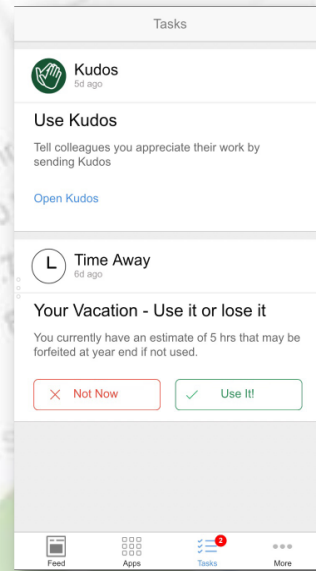
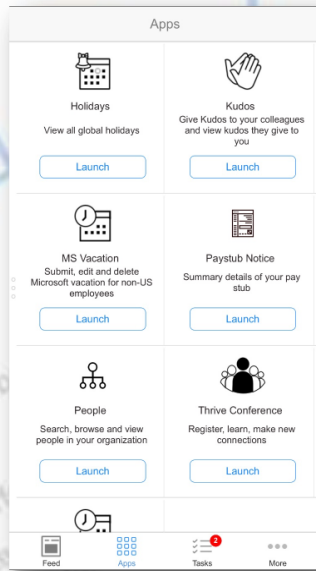
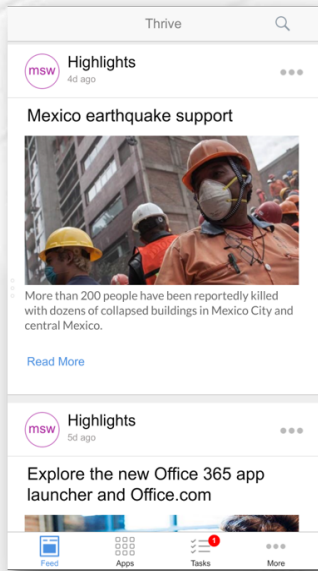
Industry

Automobile
Retail

Country

United States

Partner



Microsoft extends key legacy systems and builds new employee engagement experiences for 130,000 employees



Products and services

Microsoft Azure
PowerApps
Azure SQL Database
Microsoft Flow

Organization size

130,000 employees

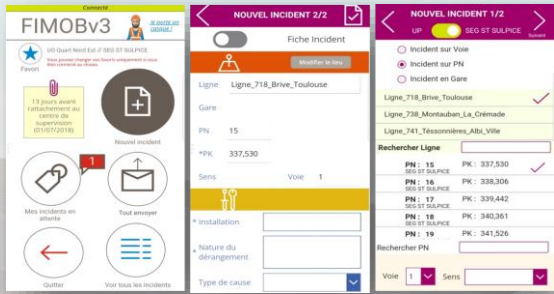
Industry

Technology

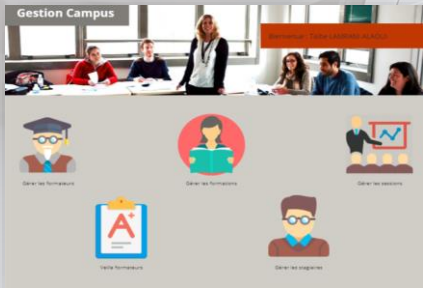
Country

United States

Partner



Technical Incident Reporting



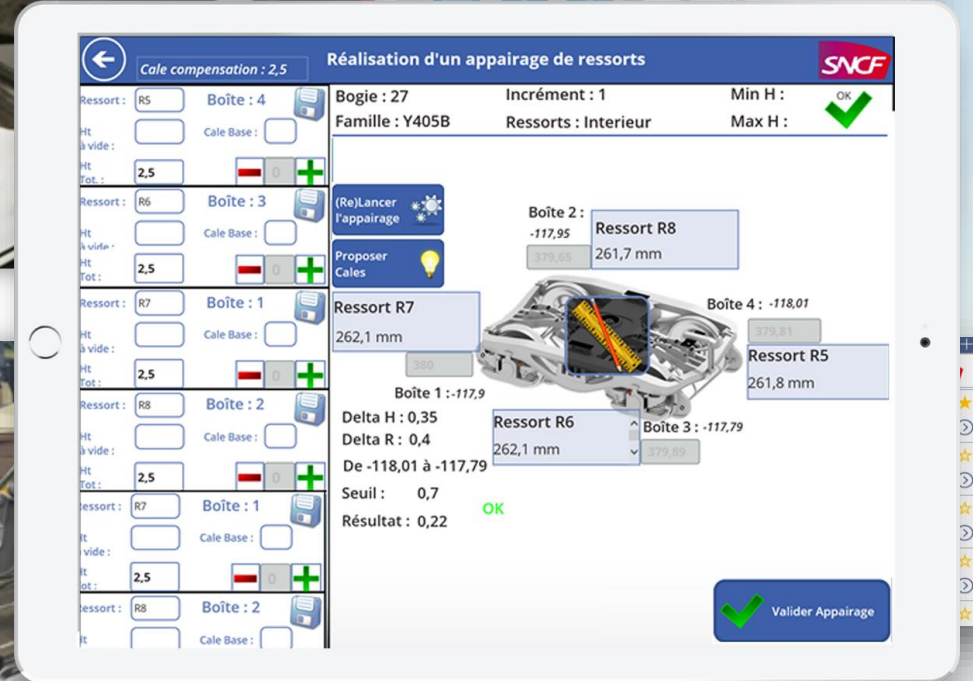
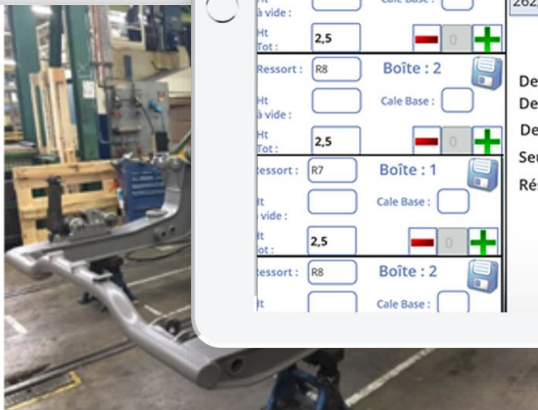
Training management



Quality



Supply

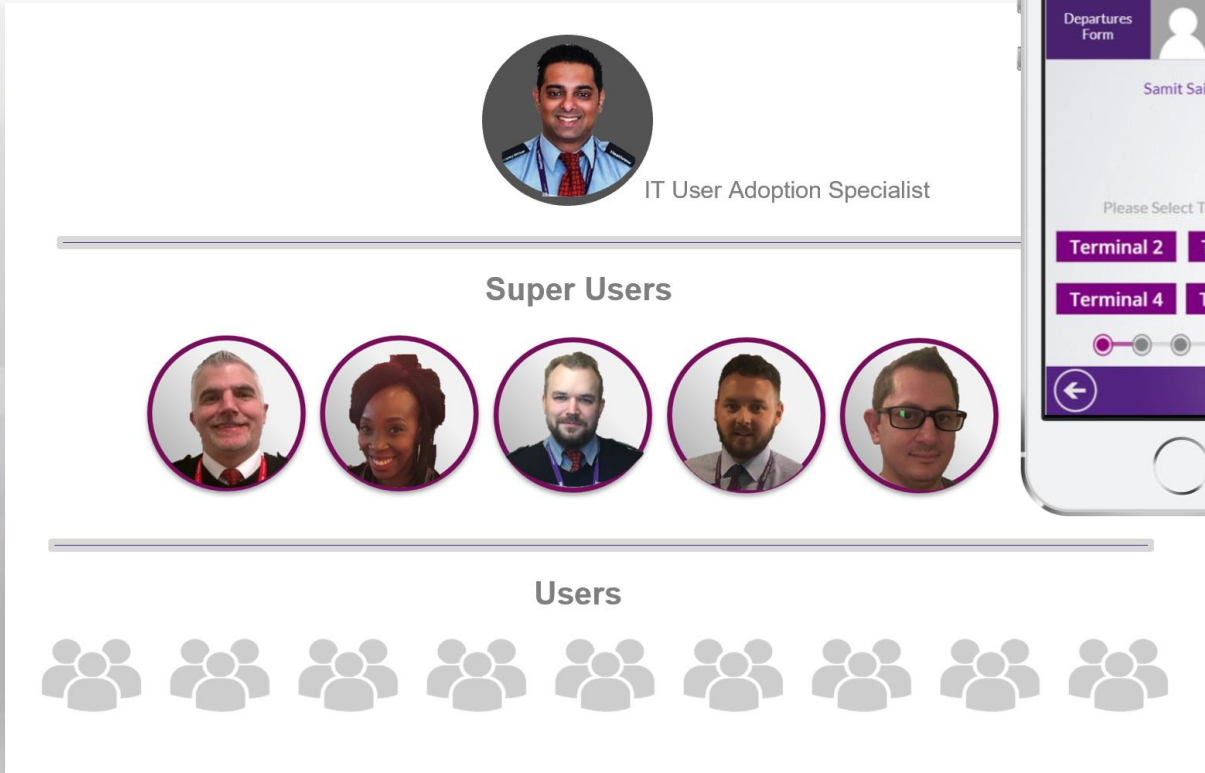


Remi's IT **development team** at the French national railway started by **reducing error rates 40-50%** in one process, and is now going on to transform the way 165K employees work

AR: Real estate financing	Cash devices: Get knowledge capture app	Capture App	Copy of advice app	Grow my money	IR Claims logging app	Audit: Heads up app	Office 365 User Requests
IB Proposal management	OSS: Staff recognition app	Tablet driven Brochure ware	CIB IT Service Dashboard	Group IT: Face to face app	O365 External Access Approval	IT Security: Privileged user access mgt	CSS: Innovation Station
Client onboarding trading desk	Group Compliance BU training app	Business Authorisation Forum app	ATM: Losses app	Group Tax: Withholding tax	GRES: Building services app	IT Security: External sharing	WiOnCall Strong Auth App
MIM daily alerts	Knowledge Management	Finance Conference 2018	MIM Start of Day Checks	Employee value banking : Onboarding app	Marketing document design	Marketing request mgt	Own IT: Sales tracking app
Marketing Briefing	OSS: Staff recognition app	GRG replatform	Client value transfers	OSS: Sys replacement	Sanctions desk: Referrals app	Cash devices: ATM auditor app	Asset management app

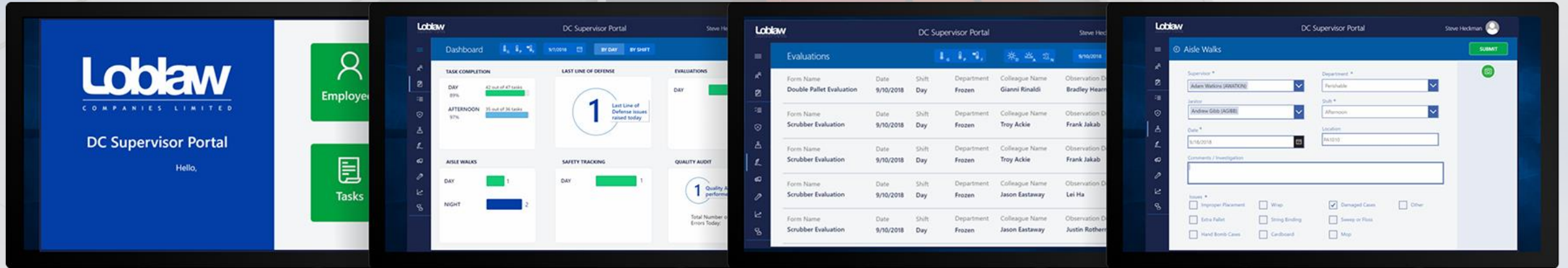


Vanessa's team in IT at Standard Bank has 200+ applications on the platform



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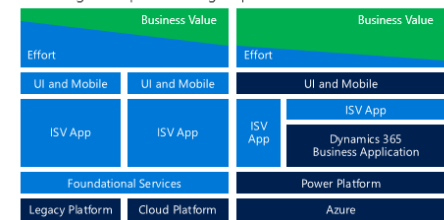
<http://aka.ms/SamitVideo>



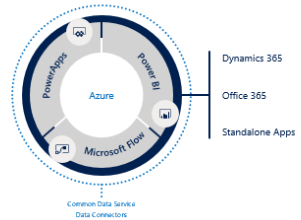
Kenny's development team at Avanade built the Distribution Center portal for supervisors at Loblaw – Canada's largest grocery super market - to increase the productivity & operational efficiency. The portal helped to provide visibility to management and enabled sharing of data across centers.

What about your solution?

Build from ground up vs. Extending the platform



Microsoft Power Platform

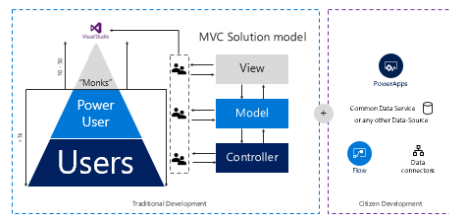


The Vision of the platform

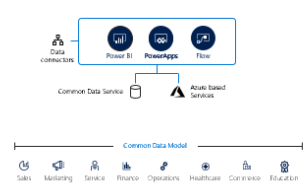
The Power Platform allows you to build business applications, from simple to enterprise grade, supported by the power of the Microsoft Azure Platform.

The platform brings together data from across Microsoft and external sources so you can focus on building and delivering the apps, insights and the process automation that matter most to you and your customers.

Empowering the Citizen Developer



Microsoft Power Platform – another view



A unique approach to building business applications

- Easily built apps with a full featured low-code / no-code platform
- Connect to all your data with pre-built connectors, custom connectors
- Put your data to work with the Common Data Service
- Office 365, Azure, Dynamics 365, Power BI, Microsoft Flow integration
- Strong Enterprise governance & security
- Pro-dev extensibility

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Innovate faster with a low-code/no-code platform

Apps for web and mobile

- Build **standalone** web and mobile apps, or **customize** existing apps in Office 365 and Dynamics 365 to deliver a seamless experience across channels
- Craft **pixel-perfect** experiences from a blank canvas for highly customized, task and role-based apps
- Generate **reversible, declarative, responsive** apps from a rich data model and workflow engine
- Connect to **200+** data sources for events and actions, from Microsoft and other vendors
- Use apps that enable capabilities like camera, GPS, push notifications, add custom controls and more to build consumer-grade applications
- Build with intelligence including Natural Language Processing, image detection, and other built-in cognitive services powered by Azure

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Digital processes automation and integration with Microsoft Flow

- Process events from **400+** triggers on on-prem or in the cloud – plus custom events in external systems through custom connectors
- After the trigger, actions can read and write data in any of the **200+** connectors in integration workflows
- Quick modeling of **business processes** that span across apps and services
- Integrates with **modern approvals** that can be handled from inside email client or mobile device
- Everything from simple if-then-then that processes to complex conditional branching that leverages the Microsoft Cognitive Services for AI-powered decision making
- Included with all PowerApps licenses and fully integrated at PowerApps.com

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Data interoperability with the Common Data Service

- **"Out-of-the-box"** data store for mobile and web apps
- Jumpstart apps using a **standardized data model** that allows applications and data integrators to easily interoperate (Common Data Model – CDM)
- Dynamics 365, Office 365, and Azure data available, augmented by industry partners with over **200 standardized entities**
- **Extensible**, with ability to integrate across existing apps and services, including Power BI dashboards, Azure Data services, Informatica and more
- Rich role-based access control with hierarchical row-level security

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Data integration capabilities built-in to Common Data Service

- Integrate directly with CDS using the **Excel Power Query** features relied on by millions of users each month
- Built-in **management features** like CDM entity mapping, UI, environments and scheduled refresh
- **300+** transformations to clean, reshape data
- **Included with all PowerApps licenses** and fully integrated at PowerApps.com

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Cloud and on-premises connectivity

- Built-in connectivity to over **330** cloud services, files, databases, web APIs, etc.
- Seamless hybrid connectivity to on-premises systems via the On-Premises Data Gateway
- Custom Connector support allows developer / IT systems to register an existing, lock for client developers
- Multiple data sources in a single application for processes that span systems

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Gain insights from data regardless of where it lives with Power BI

- Connect to all your data and get a **consolidated view** across your business through a single pane of glass
- Create **ad-hoc analysis** live dashboards and interactive reports that are easy to consume on the web and across mobile devices
- Build smart apps by **infusing insights** from your data and drive action with the power of the Power Platform
- Visualize insights in the context of your business

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Enterprise-grade governance

- **Unified admin center** provides comprehensive management across 1st party, 3rd party and custom apps in an ADX tenant or environment enabling rich policies and multi-factor authentication
- Includes identity management, full audit logs, usage analytics and data loss prevention
- Compliance with 18+ standards including FedRAMP High, HIPAA, EU Model Clause, SOC and GDPR
- **Mobile Application Management / Model Device Management** via Intune

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Admin reporting and analytics

- **Org and admin insights** provide deep visibility into usage and performance of applications
- Improves **quality** by helping to detect all issues early and respond proactively to keep users on track
- Tracks **health and implementation** issues across all apps on the platform

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

Professional developer extensibility

- Full range of customization and development experiences with **rich pro-developer tools**
- **Visual Studio based extension authoring**, hooking, supporting both declarative and programmatic customizations
- **Web API** for use across a variety of programming languages, platforms, and devices supporting OData
- **Natively supported plug-ins (NI)** implemented in C# or VB.NET for custom business logic loading that to augment standard platform behavior
- **PowerApps Component Framework (PCF)** to create custom, reusable UI components that connect to data and plug into any app (see below)

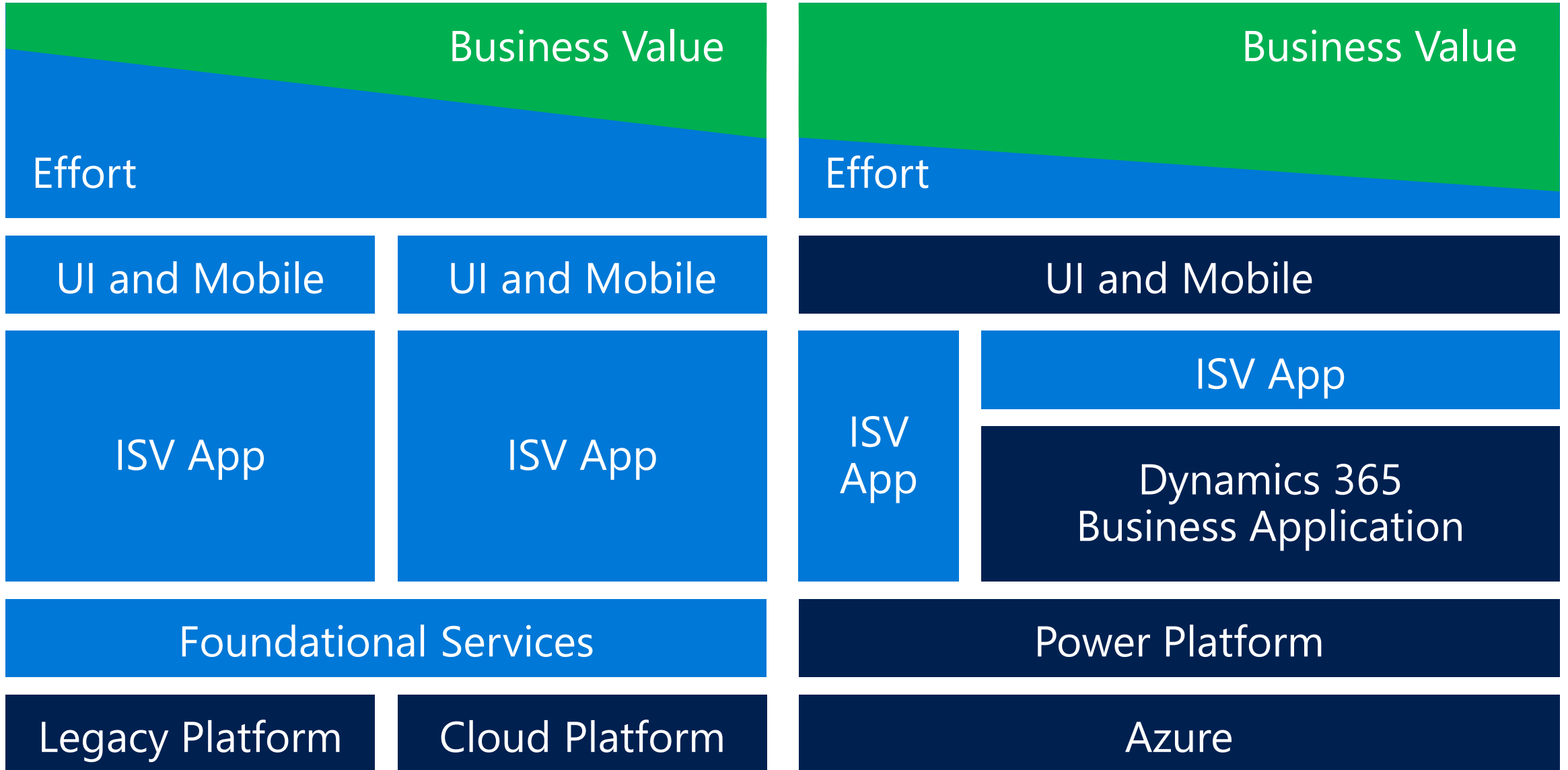
Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

World class application lifecycle management

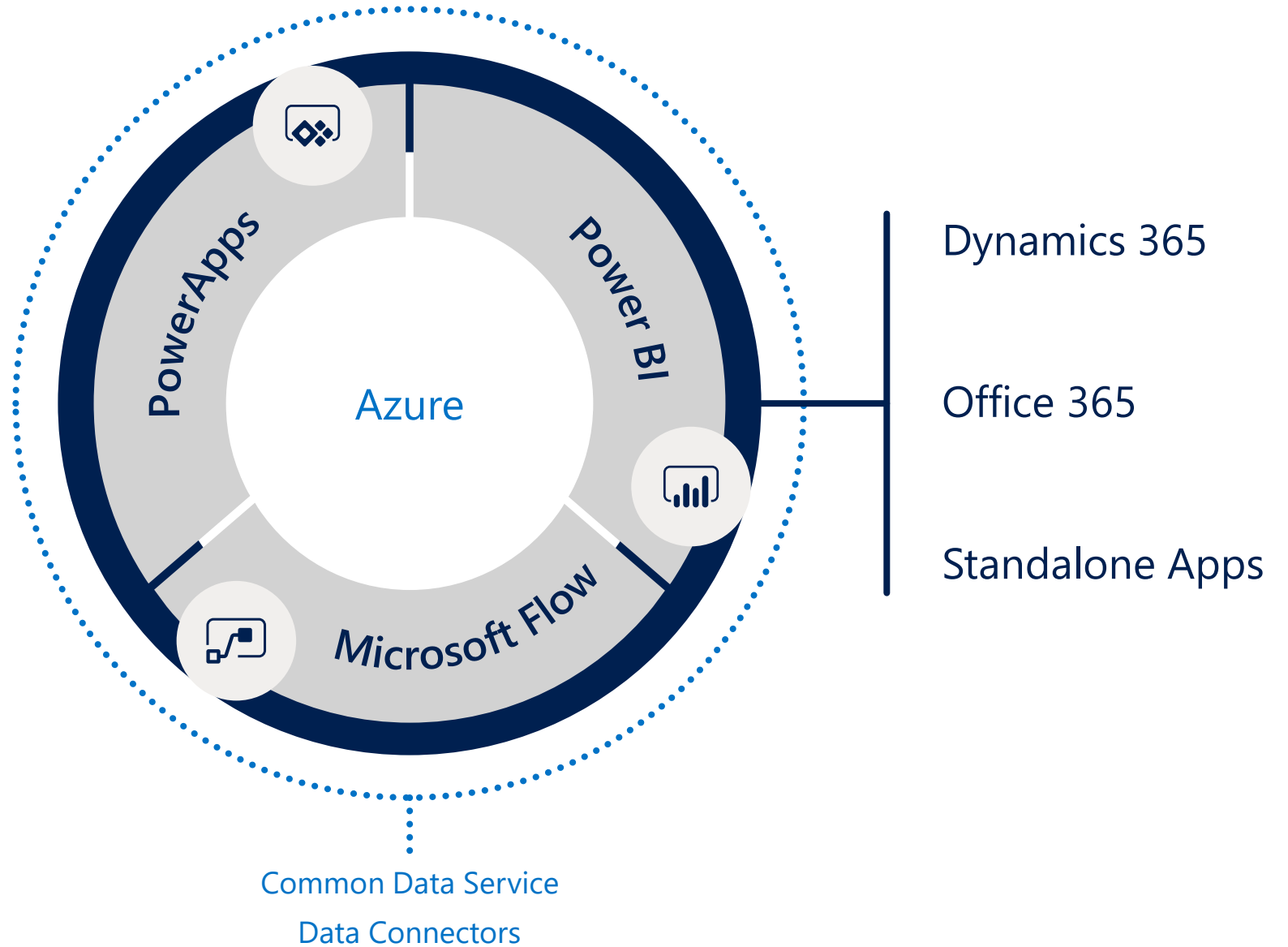
- Great support for moving apps across environments in product using Solutions
- Full developer collaboration with access to **authoritative source management in OneDrive**
- Agile process governance and team collaboration through integration with **Azure DevOps**
- Rich environment to view and manage **feature backlogs, backlog and sprints**
- Full automation of repeatable processes for tests and pipeline supporting any **Continuous Integration/Continuous Deployment** framework

Enterprise-grade Cloud and on-premises connectivity Pro-developer extensibility

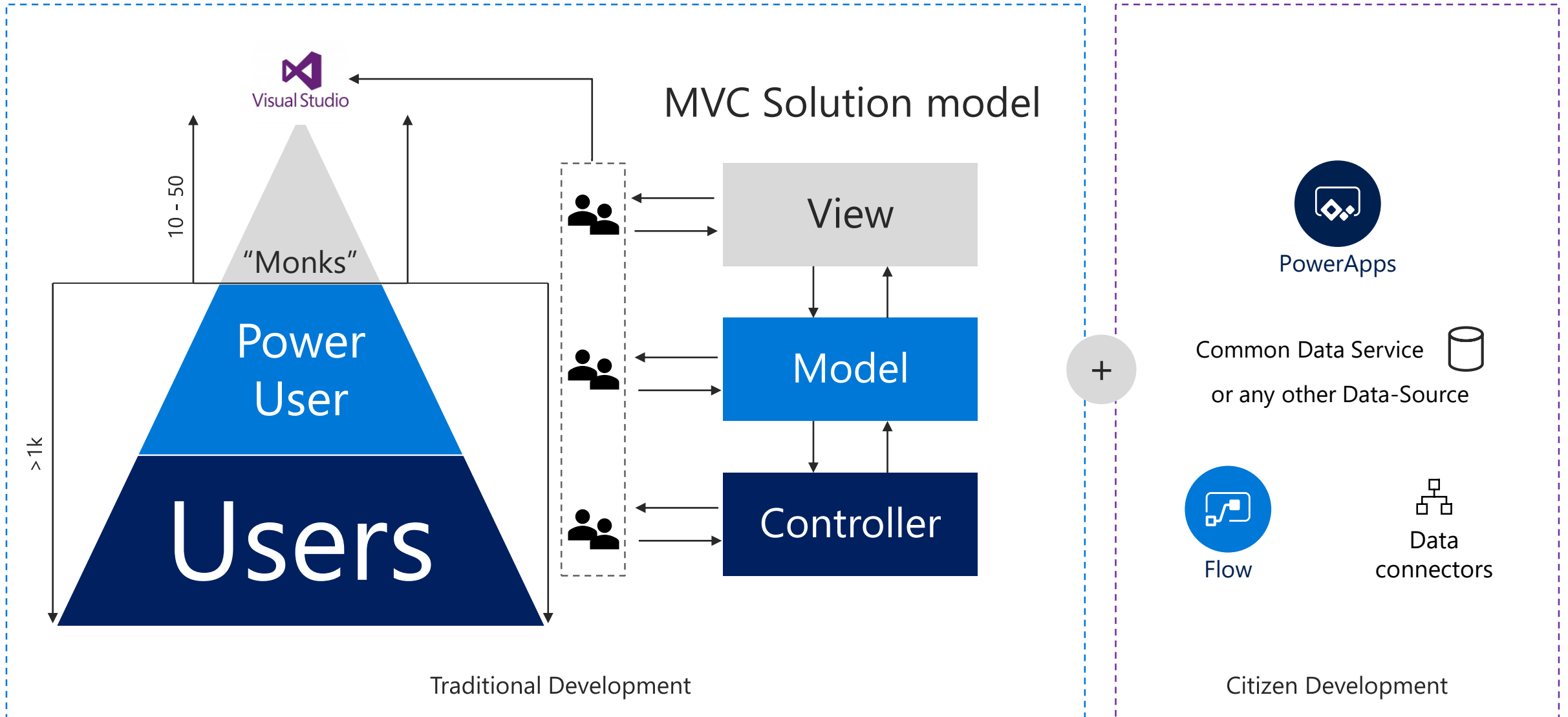
Build from ground up vs. Extending the platform



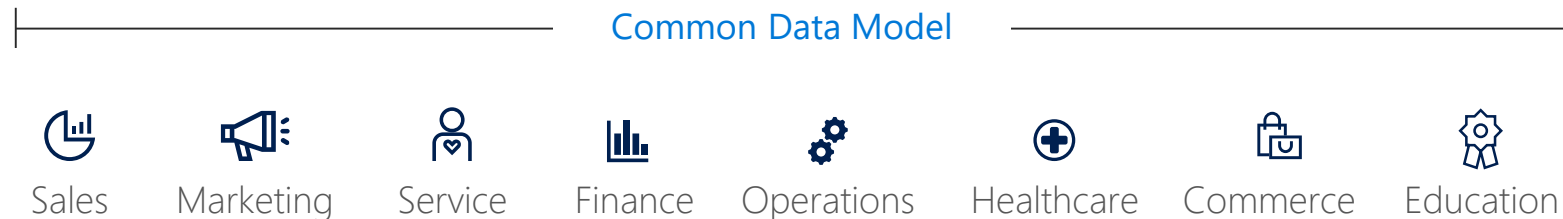
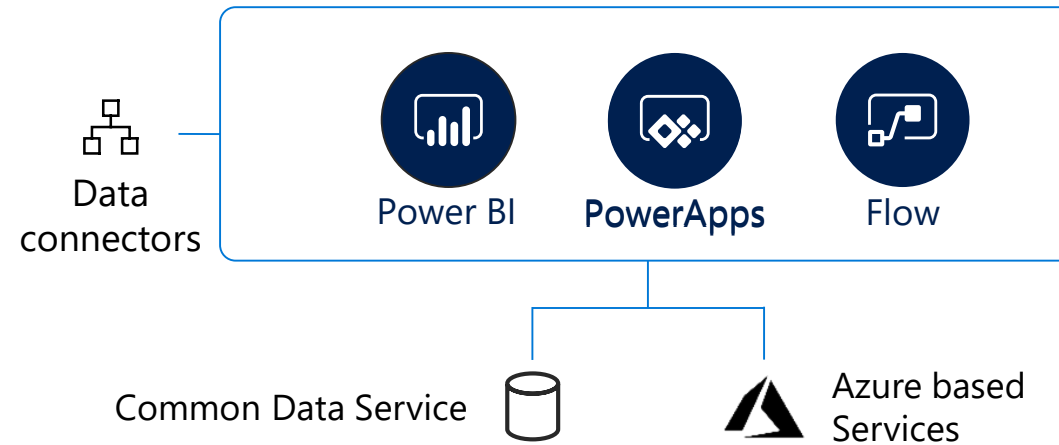
Microsoft Power Platform



Empowering the Citizen Developer



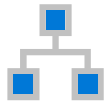
Microsoft Power Platform – another view



A unique approach to building business applications



Easily build apps with a full featured low-code / no-code platform



Connect to all your data with pre-built connectors, custom connectors



Put your data to work with the Common Data Service



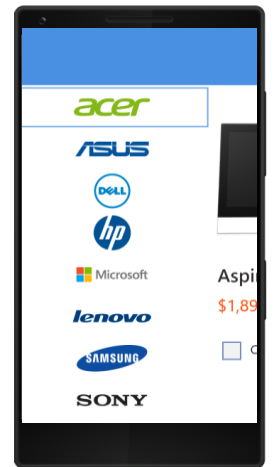
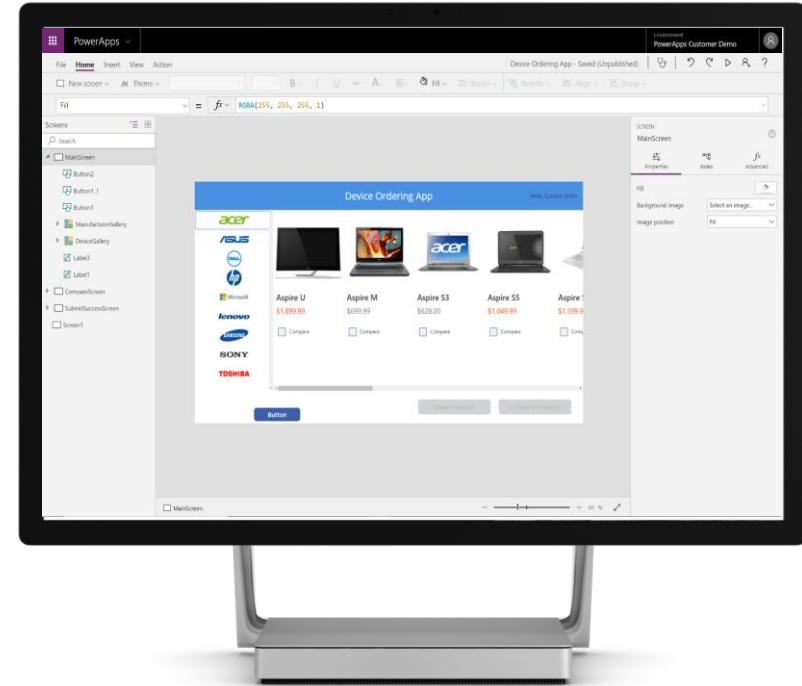
Office 365, Azure, Dynamics 365, Power BI, Microsoft Flow Integration



Strong Enterprise governance & security



Pro-dev extensibility



Enterprise-grade

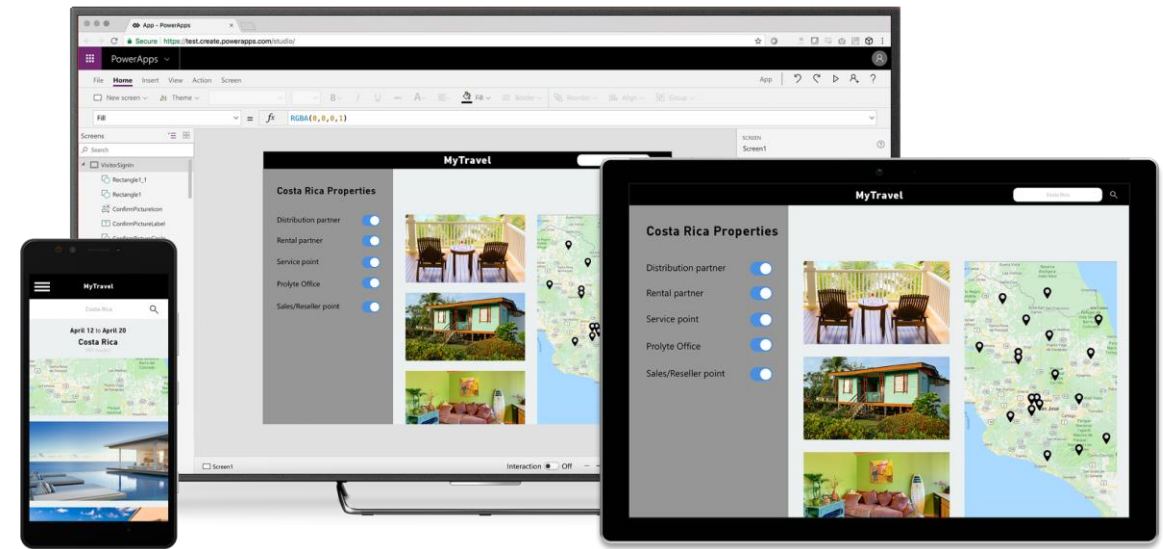
Cloud and on-premises connectivity

Pro-developer extensibility

Innovate faster with a low-code/no-code platform

Apps for web and mobile

- Build **standalone** web and mobile apps, or **customize** existing apps in Office 365 and Dynamics 365 to deliver a seamless experience **across channels**
- Craft **pixel-perfect experiences** from a blank canvas for highly customized, task and role-based apps
- Generate immersive, **declarative, responsive apps** from a rich data model and workflow engine
- Connect to **230+ data sources** for events and actions, from Microsoft and other vendors
- Leverage native mobile capabilities like **camera, GPS, push notifications, add custom controls** and more to build consumer grade applications
- Build with intelligence including **Natural Language Processing**, image detection, and other built-in cognitive services powered by Azure



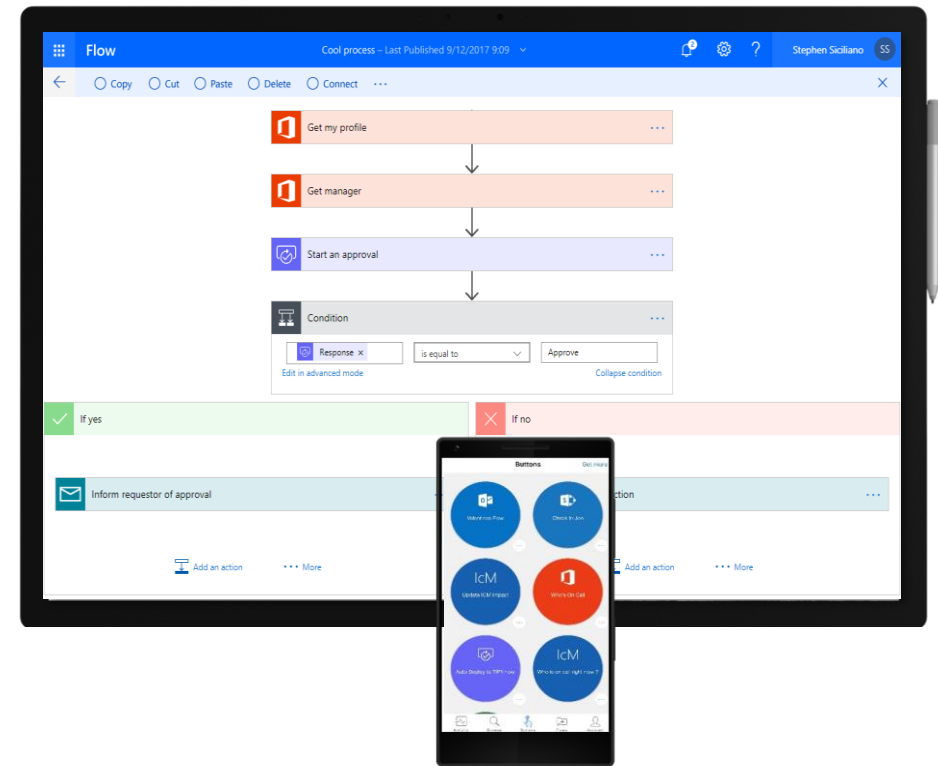
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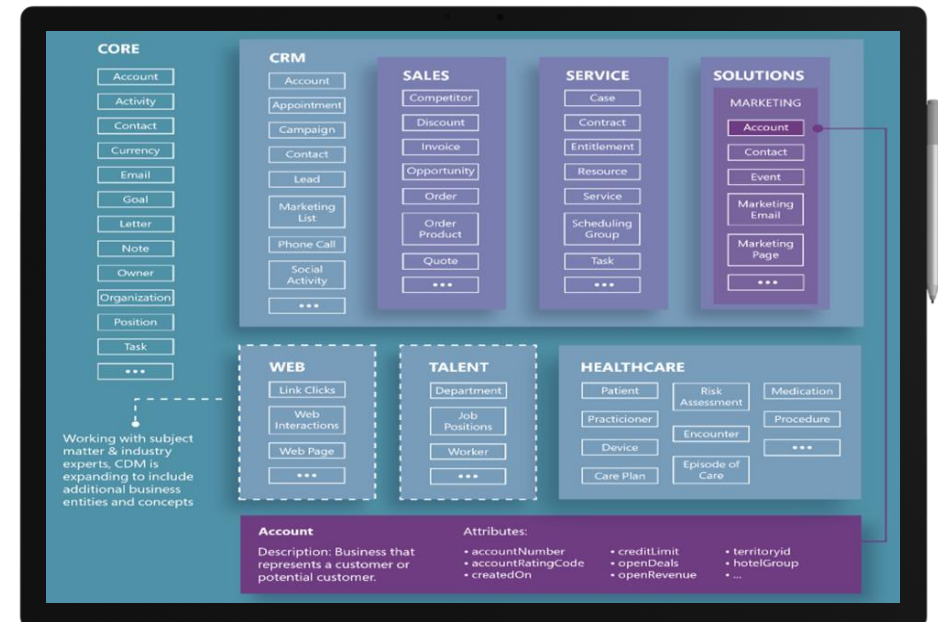
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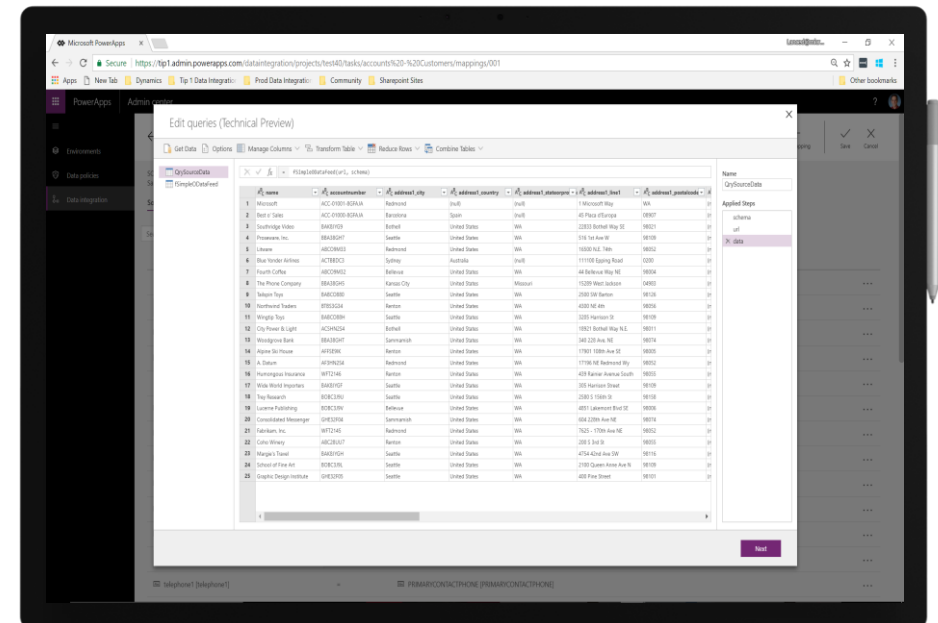
Enterprise-grade

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Enterprise-grade

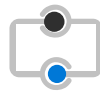
Cloud and on-premises connectivity

Pro-developer extensibility

Cloud and on-premises connectivity



Built-in connectivity to over 230 cloud services, files, databases, web APIs, etc.



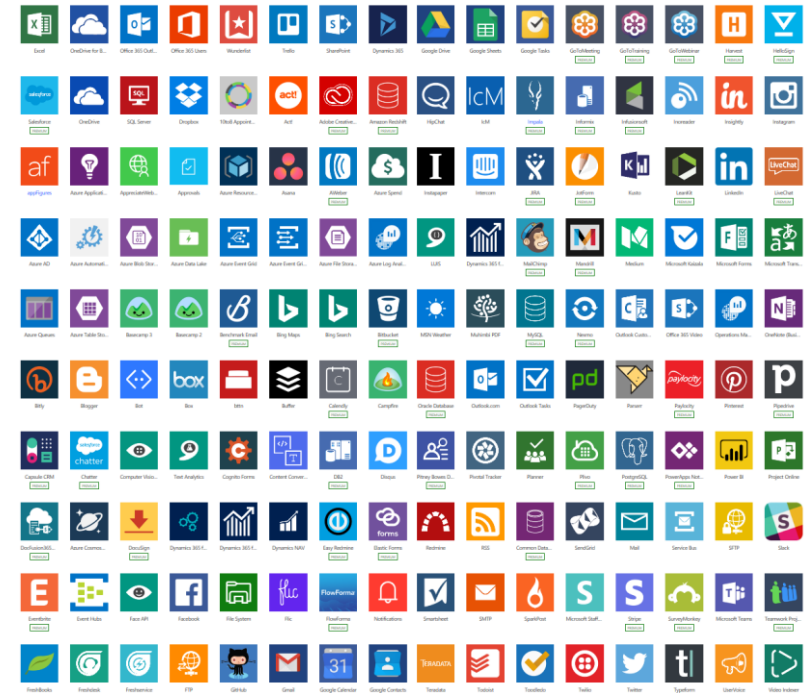
Seamless hybrid connectivity to on-premises systems via the On-Premises Data Gateway



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Enterprise-grade

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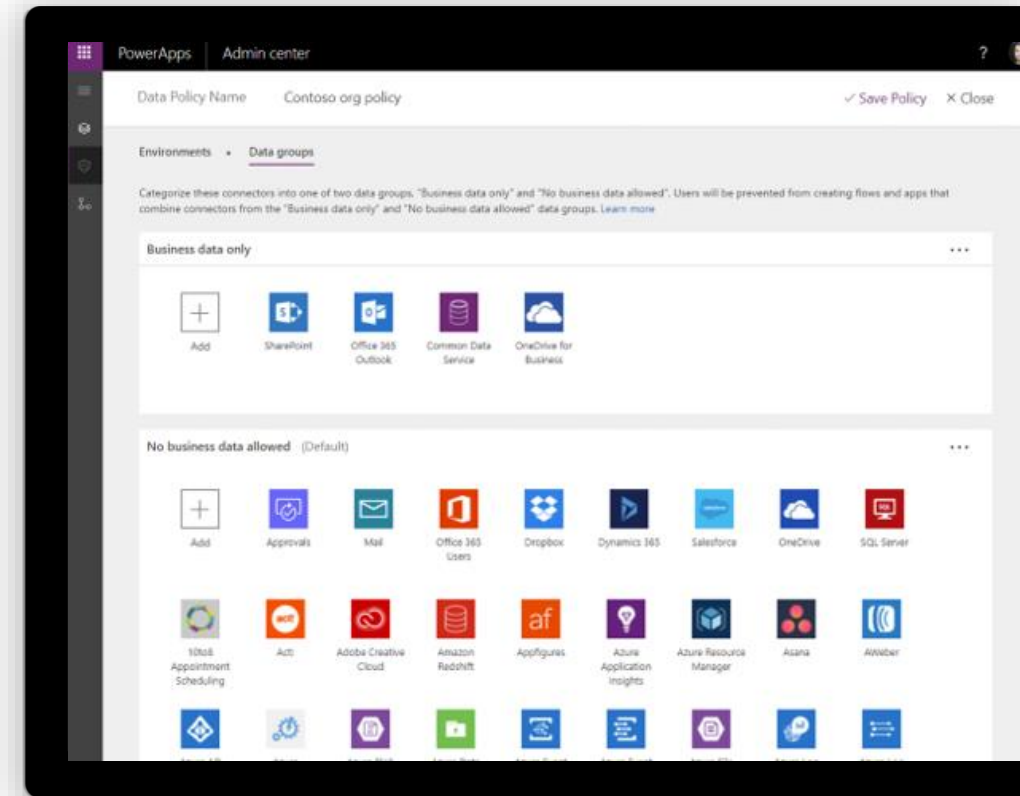


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Enterprise-grade

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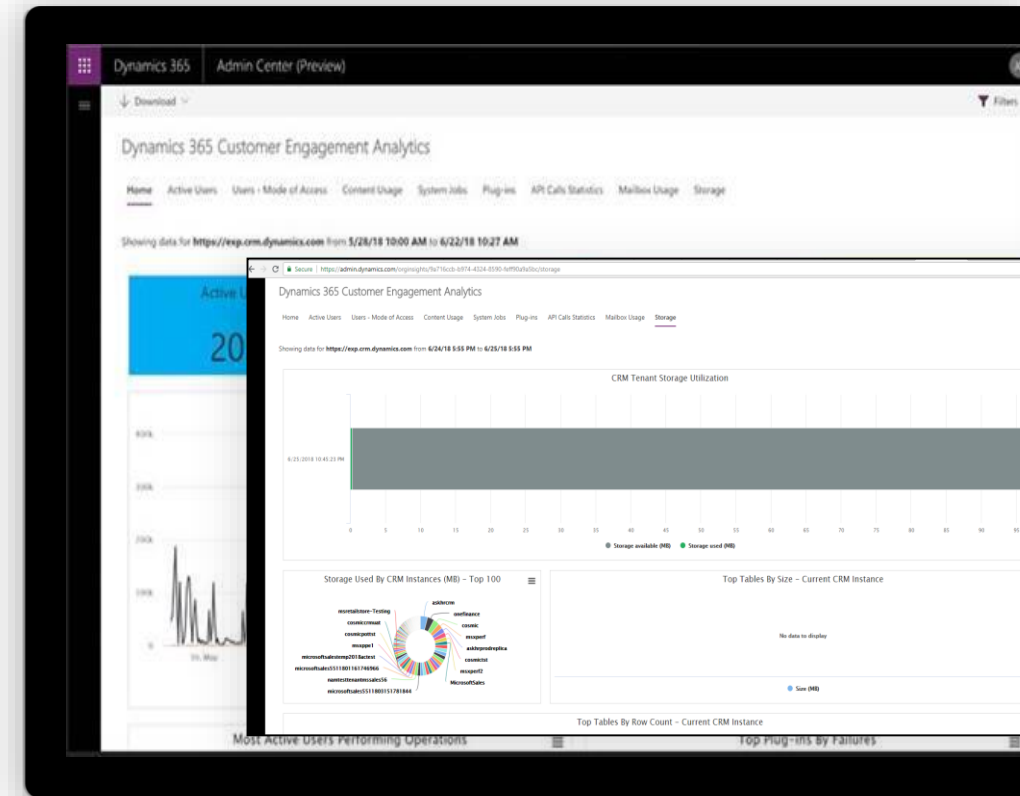


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Enterprise-grade

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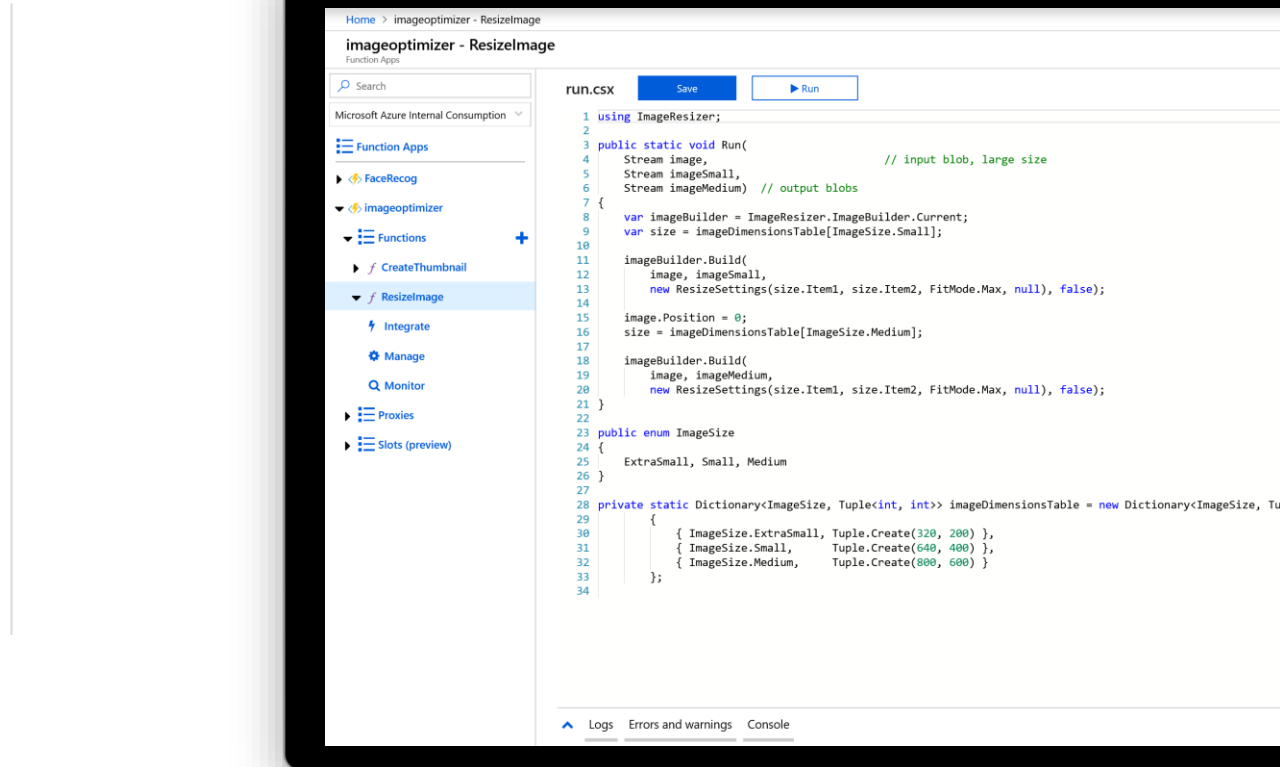
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- PowerApps Component Framework (PCF)** to create custom, re-usable UI components that connect to data and plug into any app (preview)



Enterprise-grade

Cloud and on-premises connectivity

Pro-developer extensibility

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- Full developer isolation with access to authoritative [source management in GitHub](#)



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- Rich environment to view and manage Kanban [boards, backlogs and sprints](#)

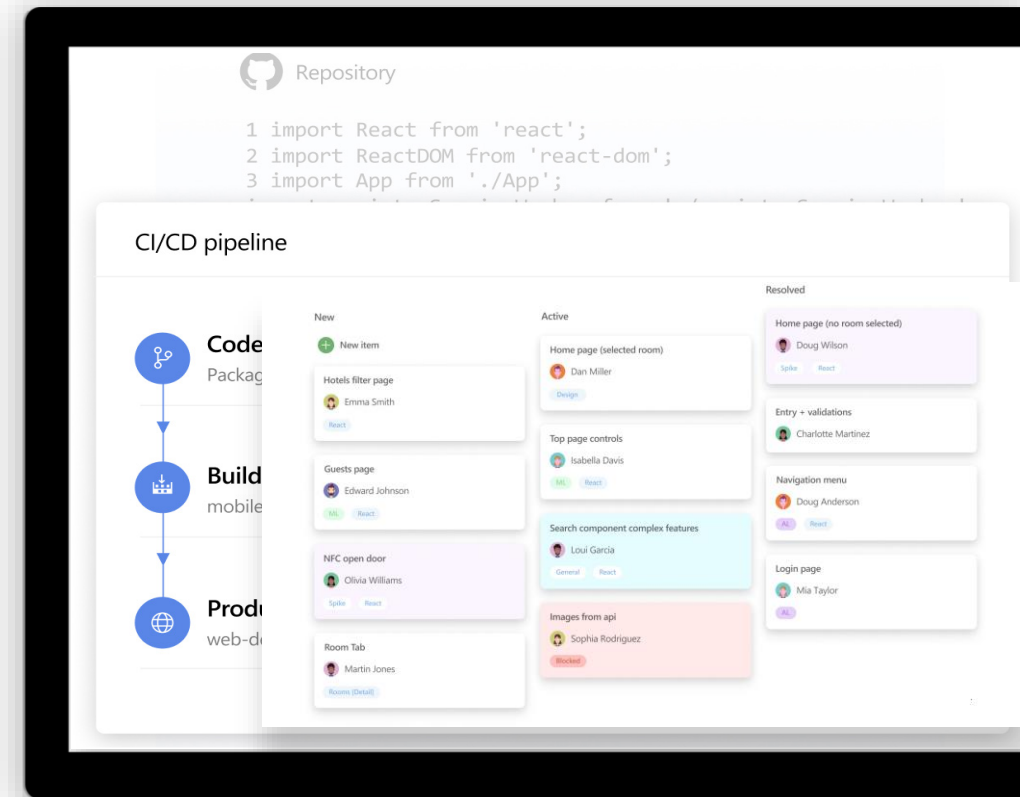


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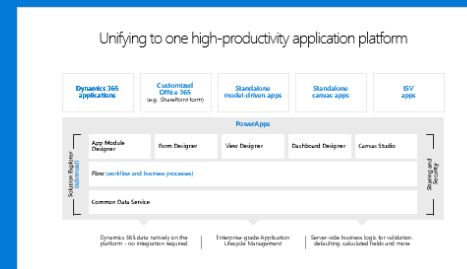
Enterprise-grade

Cloud and on-premises connectivity

Pro-developer extensibility



Wrapping up today's learnings



Total Economic Impact (TEI) of PowerApps and Microsoft Flow

70% Less application development cost & effort.

362% Return on Investment over 3 year term

<3 Months Payback

We used to have three full-time people writing reports. That's now down to only one person. — CLIENT

In the first year we saved \$500,000 in external developer costs. We expect to see similar savings in future years. — CLIENT

We reduced our time to quote from twelve days down to four. — CLIENT

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Wrapping up today's overview

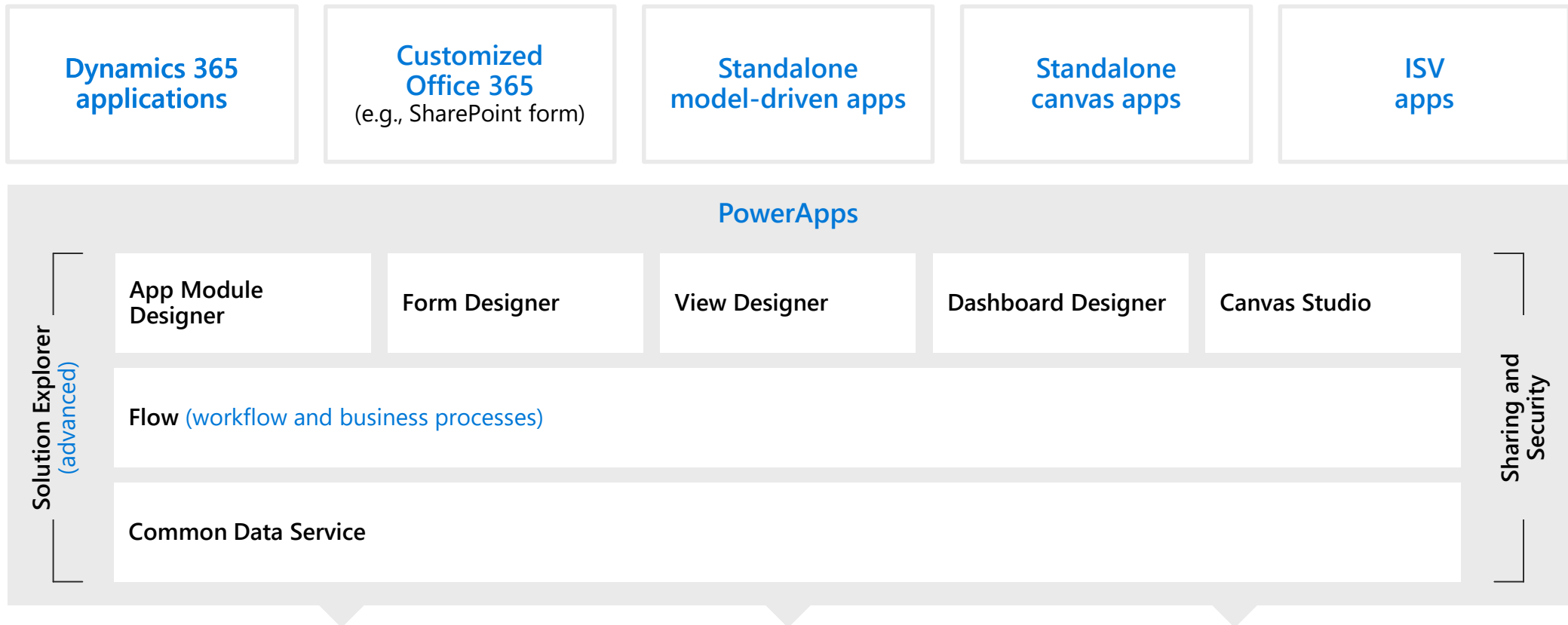
What you'll get from Microsoft's Power Platform

- ✓ **Customize, extend, and build all the apps you need**
 - Supporting multiple vendor and open source identity by using the Connector Framework which is opened to any vendor and service who is interested to provide their service
- ✓ **Build and consume solutions for web and mobile**
 - Taking Artificial Intelligence initiatives to the next level, by doing the heavy lifting for connecting AI via APIs to existing applications
- ✓ **Automate and integrate business processes**
 - Taking Business Intelligence initiatives to the next level, by creating applications gaining insights from data regardless of where it lives
- ✓ **Put all your data to work**
 - Surrounding Digital Transformation initiatives by allowing quick wins by integrating new-old business applications, cloning, quick enabling individual app creation for both business and IT users
- ✓ **Gain & accelerate insights from data regardless of where it lives**

Next steps – supporting your digital transformation journey

- Joint hackathon enabling AI with Business Application platform based on defined use cases**
- Investigate an intelligent ecosystem based on Digital Customer Twin reference architecture**
- Executive briefing how Power Platform is enabling Digital Transformation in your company**

Unifying to one high-productivity application platform



Dynamics 365 data natively on the platform – no integration required

Enterprise-grade Application Lifecycle Management

Server-side business logic for validation, defaulting, calculated fields and more

Wrapping up today's overview

What you'll get from Microsoft's Power Platform

- ✓ Customize, extend, and build all the apps you need
- ✓ Build and consume solutions for web and mobile
- ✓ Automate and integrate business processes
- ✓ Put all your data to work
- ✓ Gain & accelerate insights from data regardless of where it lives

- 💡 Supporting **multiple vendor** and **open source strategy** by using the Connector Framework which is opened to any vendor and service who is interested to provide their service
- 💡 Taking **Artificial Intelligence** initiative to the next level, by doing the heavy lifting for connecting AI via APIs to existing applications
- 💡 Taking **Business Intelligence** initiatives to the next level, by creating applications gaining insights from data regardless of where it lives
- 💡 Surrounding **Digital Transformation** initiatives by, allowing quick wins by integrating Line-of-business applications, closing gaps, enabling individual app creation for both business and IT users

Next steps – supporting your digital transformation journey



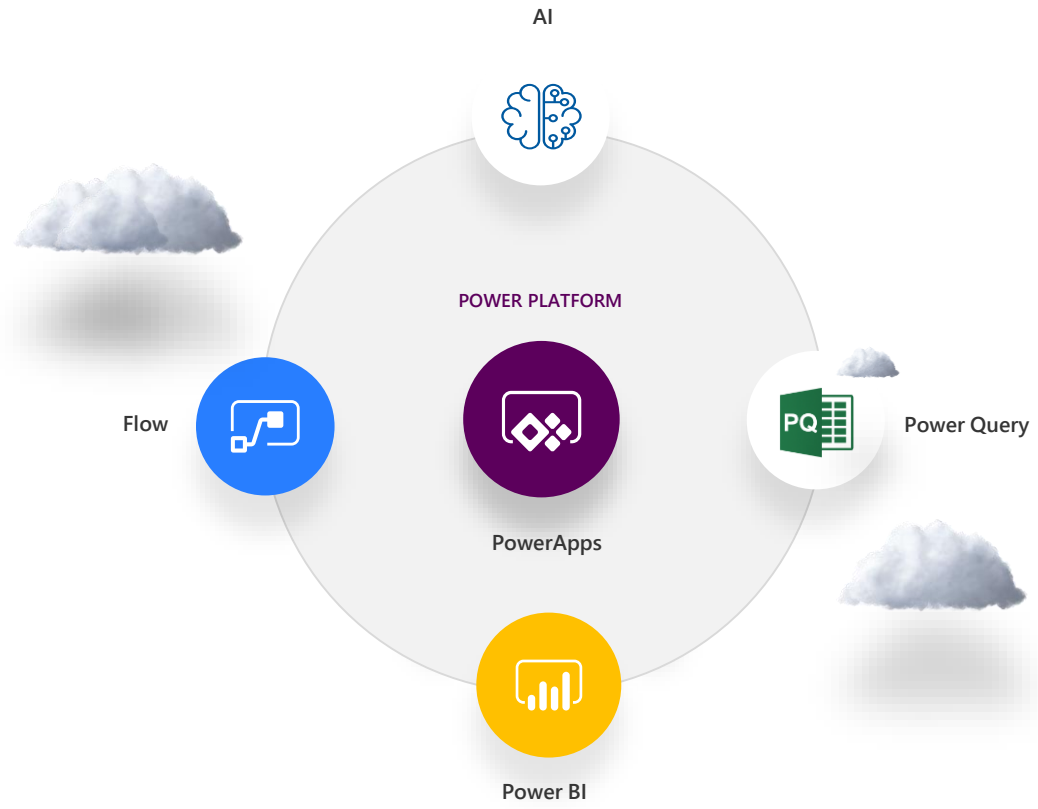
Joint hackathon **enabling AI** with Business Application platform based on defined use cases

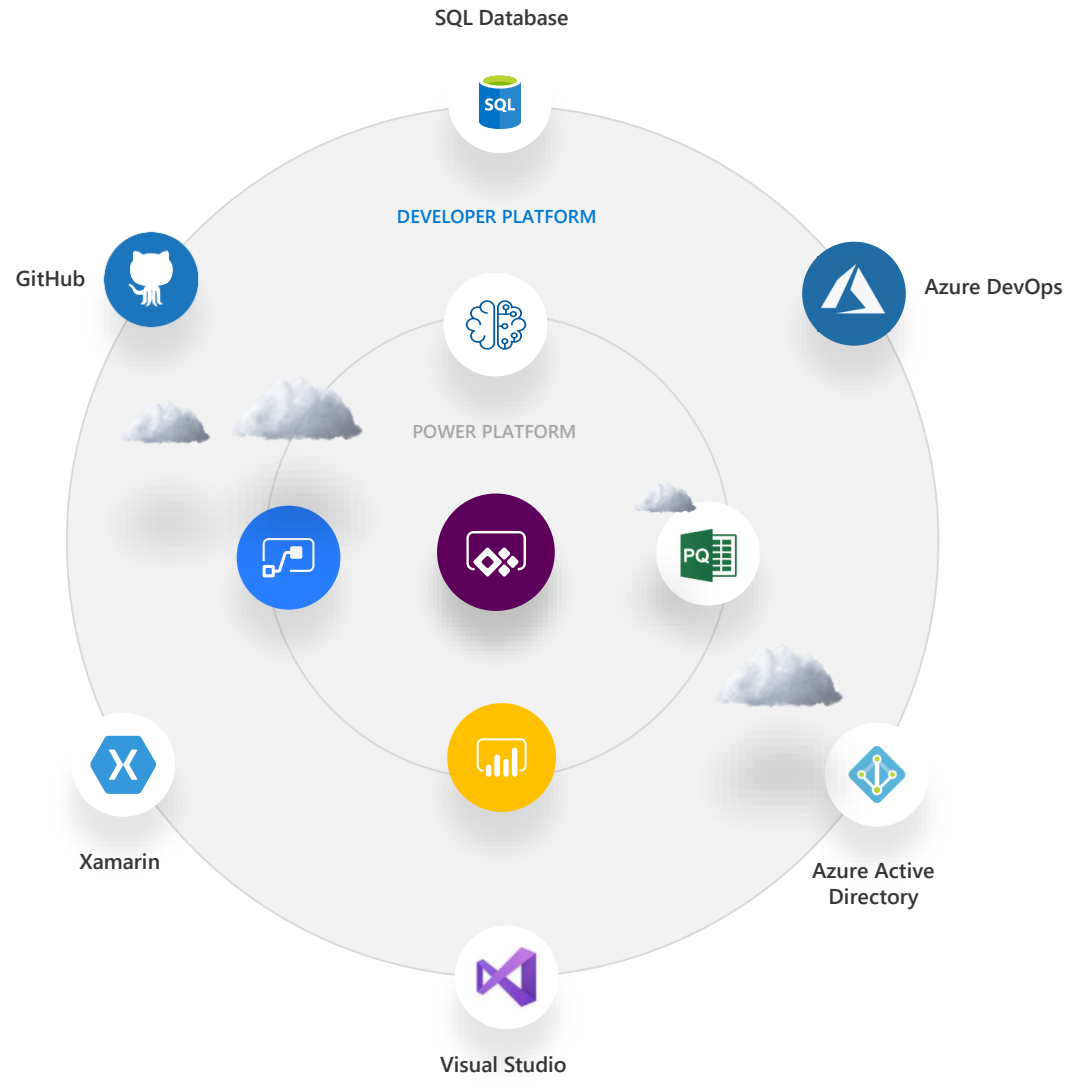


Investigate an **intelligent ecosystem** based on Digital Customer Twin reference architecture



Executive briefing how Power Platform is **enabling Digital Transformation** in your company







Thank you

Licensing

PowerApps licensing overview

PowerApps for Dynamics 365 Enterprise plans and apps	PowerApps Plan 1	PowerApps for Office 365	PowerApps Plan 2	PowerApps for Dynamics 365
PowerApps for Dynamics 365 Enterprise plans and apps	PowerApps Plan 1 Create and run up to 100,000 different apps	PowerApps for Office 365 Business Essentials, Premium, E1, E3, E5 Business, Education, Free	PowerApps Plan 2 Create and run up to 1,000,000 different apps	PowerApps for Dynamics 365 Enterprise plans and apps
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Greater the app complexity (data, logic and connectivity), higher the plan required

PowerApps licensing overview

