

Office 365 Development Platform Overview

Speaker Name
Title

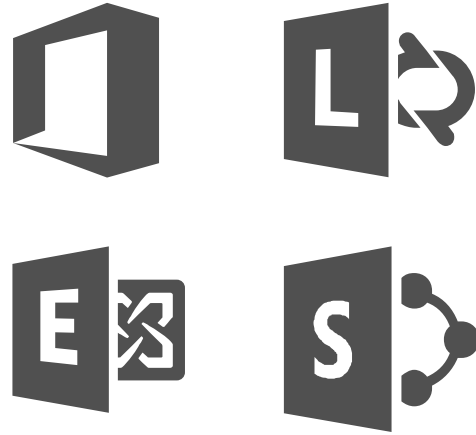


Changing Landscape of Productivity

1990s PC



2000s PC + Servers



2010s Devices + Cloud



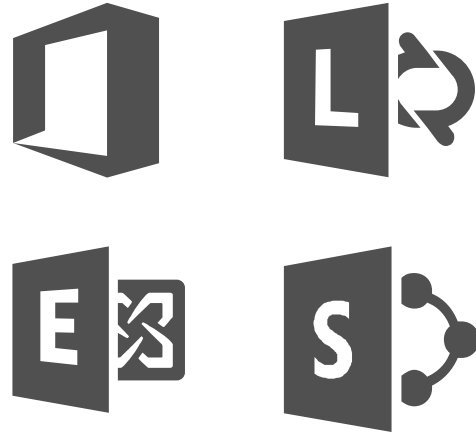
Evolution of the Office Platform

1990s PC



VBA

2000s PC + Servers



Com Add-ins
VSTO
FTC



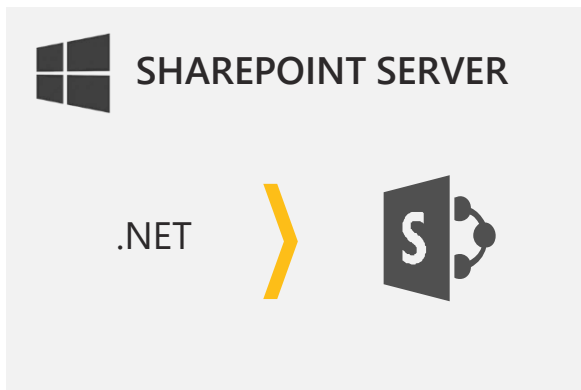
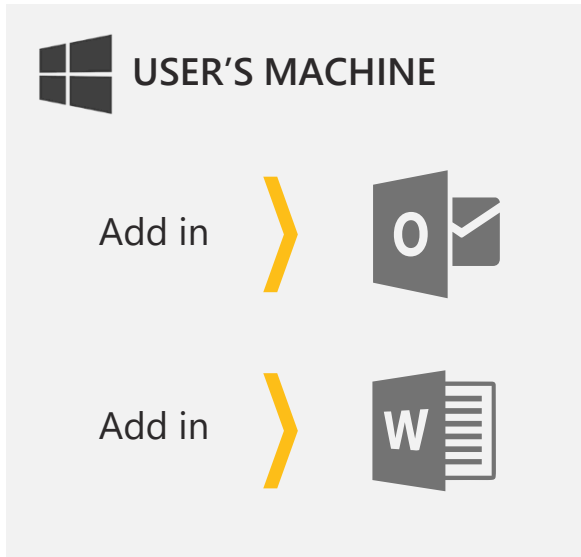
2010s Devices + Cloud



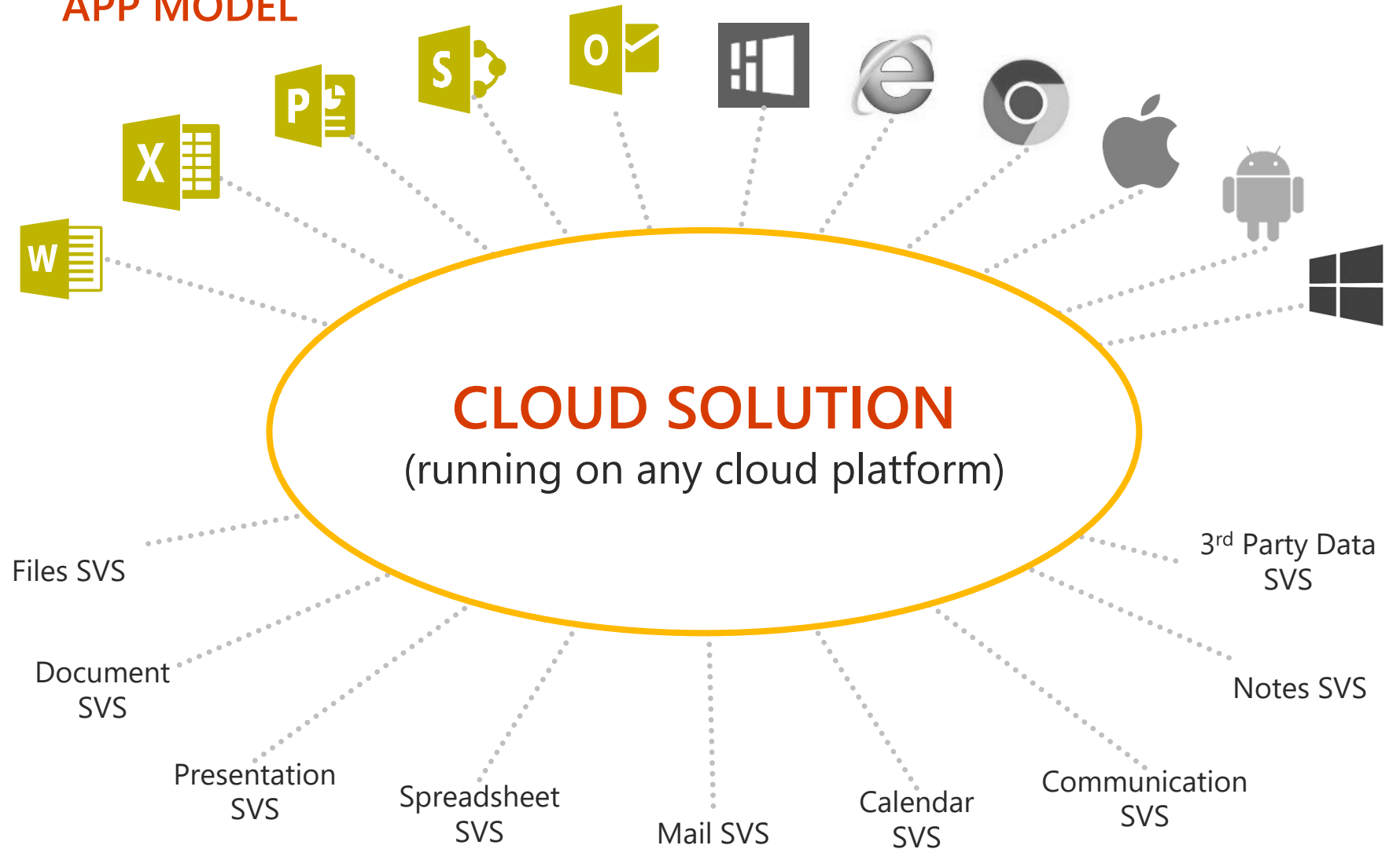
Open standards
Decoupled services
Mobile SDK's

Shift in solution model

LEGACY MODEL



APP MODEL





"The most strategic developer surface area for us is Office 365."

– Satya Nadella, CEO, Microsoft

Why develop on the Office 365 platform?

BENEFITS

For Customers

- Streamline work by integrating LOB and collaboration
- Bring teamwork into business applications
- Lower cost and time to market of business applications
- Reduce the learning curve by building on tools users already know
- Fill industry-specific gaps in Office 365 compliance and other scenarios

For Partners

- Ongoing revenue opportunities “after the migration”
- Build on the momentum of Office 365
- Reduced hosting costs by moving work to customer’s O365 tenant
- Keep up as Microsoft modernizes its collaboration stack

For Everyone

- Complete the last 10% of migrations: customizations from legacy collaboration environment (e.g. SharePoint on premises)
- Faster time to market for new applications



Developer opportunity

Users

100M+
monthly active
commercial
Office 365 users

35%
growth in O365
commercial seats

90%
of Fortune
500 have the
Microsoft Cloud

Data

4T+
emails sent
with Office 365

3B
minutes of
Skype calls daily

2B+
meetings created
per month

Intelligence

8T+ nodes in the Microsoft Graph

A man and a woman are sitting at a wooden table, working together. The man is pointing at a laptop screen while the woman looks on. There are coffee cups and other items on the table.

Office 365 Application Ecosystem

Apps

15K+ new apps created to connect to O365 monthly

Usage

>250K

centralized add-in
deployments

400%

growth in share of users
with 3rd-party app

>200%

increase in monthly active users of 3rd party
Microsoft Graph applications in last year

Why develop on the Office 365 platform?

BENEFITS

For Customers

- Streamline work by integrating LOB and collaboration
- Bring teamwork into business applications
- Lower cost and time to market of business applications
- Reduce the learning curve by building on tools users already know
- Fill industry-specific gaps in Office 365 compliance and other scenarios

For Partners

- Ongoing revenue opportunities “after the migration”
- Build on the momentum of Office 365
- Reduced hosting costs by moving work to customer’s O365 tenant
- Keep up as Microsoft modernizes its collaboration stack

For Everyone

- Complete the last 10% of migrations: customizations from legacy collaboration environment (e.g. SharePoint on premises)
- Faster time to market for new applications

Office 365 as a Platform



Packaged
Solutions



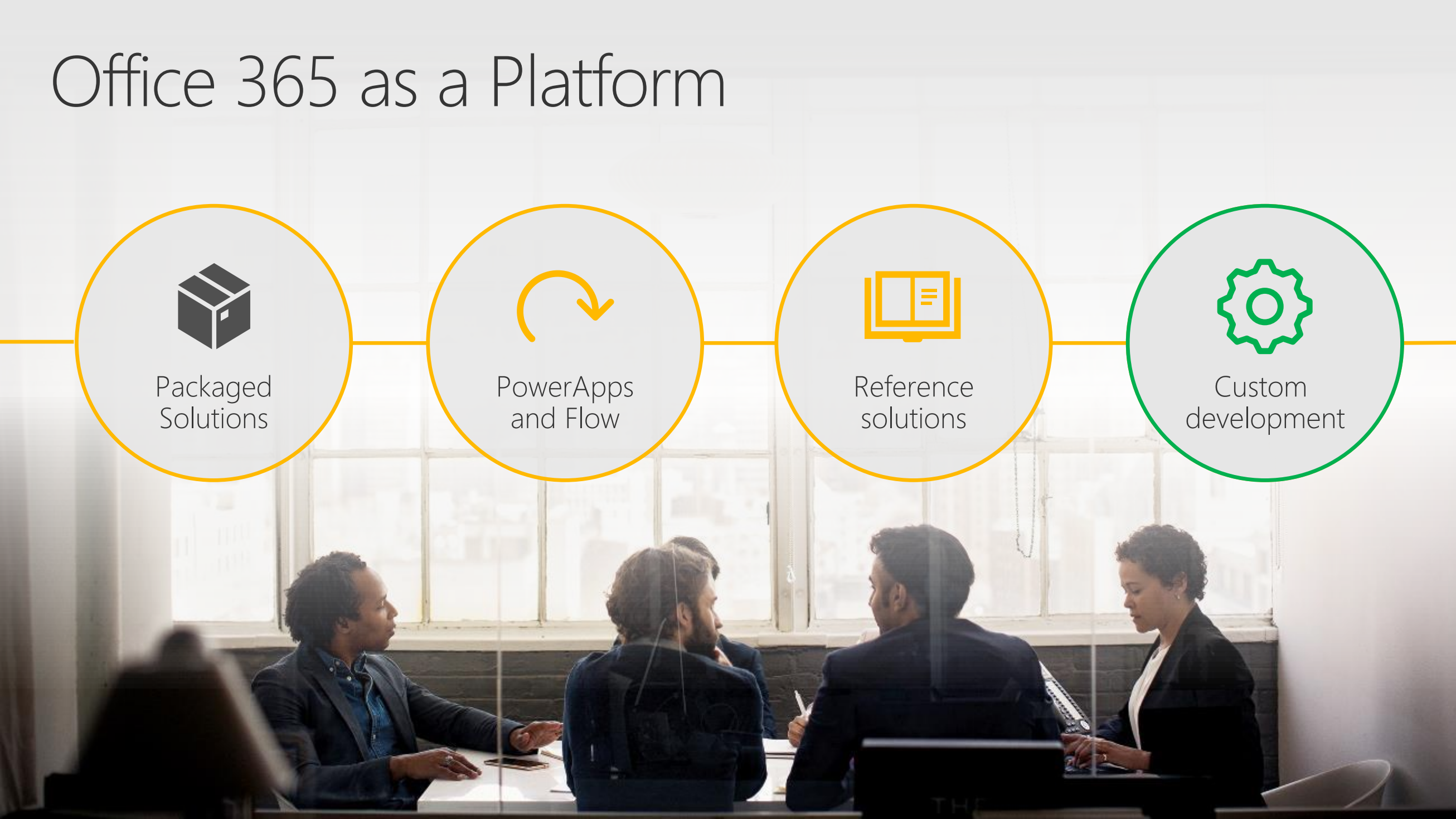
PowerApps
and Flow



Reference
solutions



Custom
development



Office 365 Platform

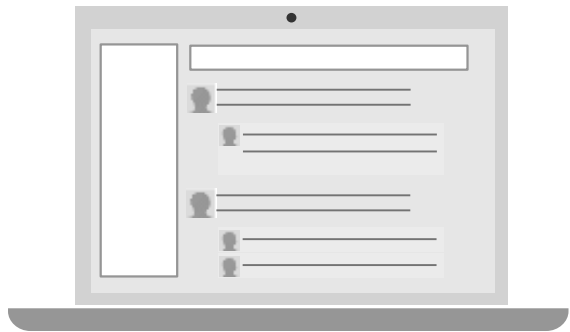
Extensions

Office
Canvases

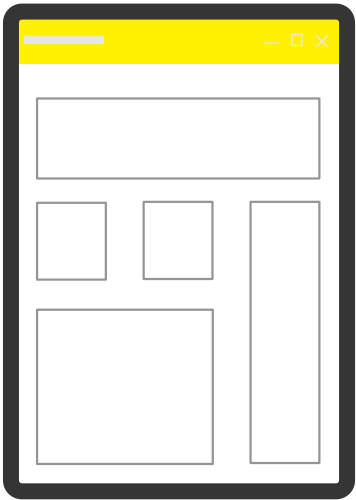
Documents



Conversations

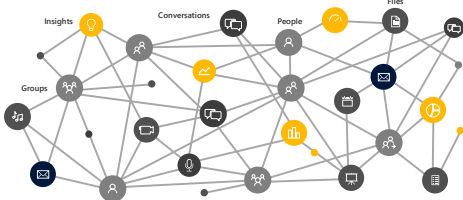
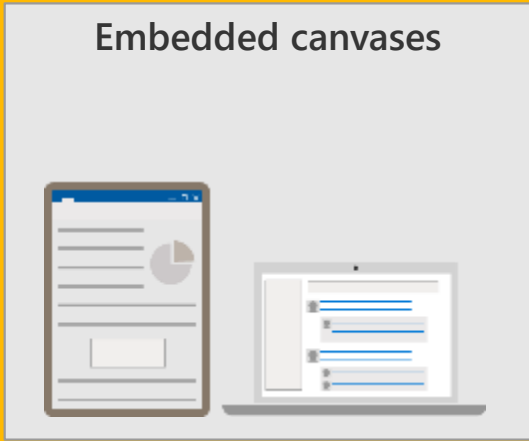


Pages



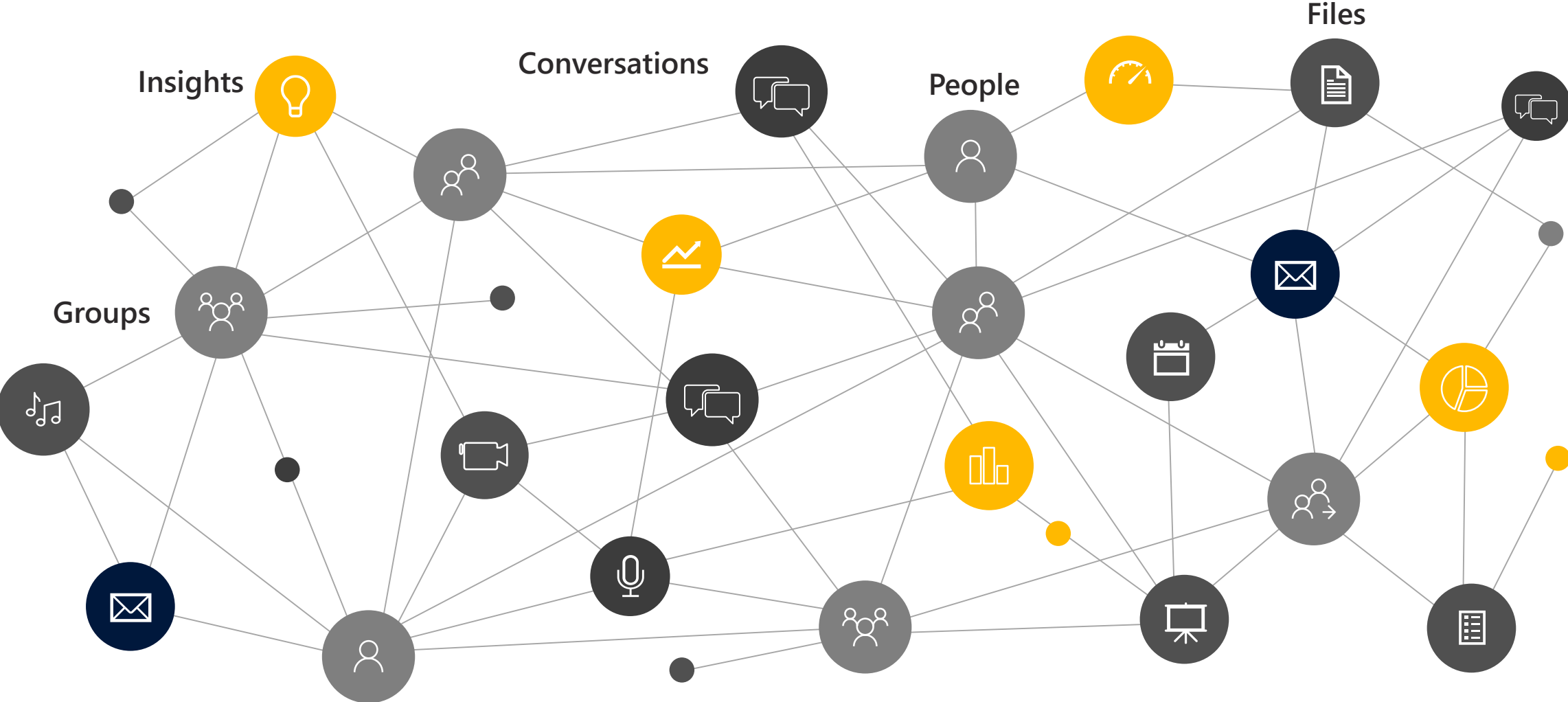
Standalone web, device,
and service apps

Embedded canvases



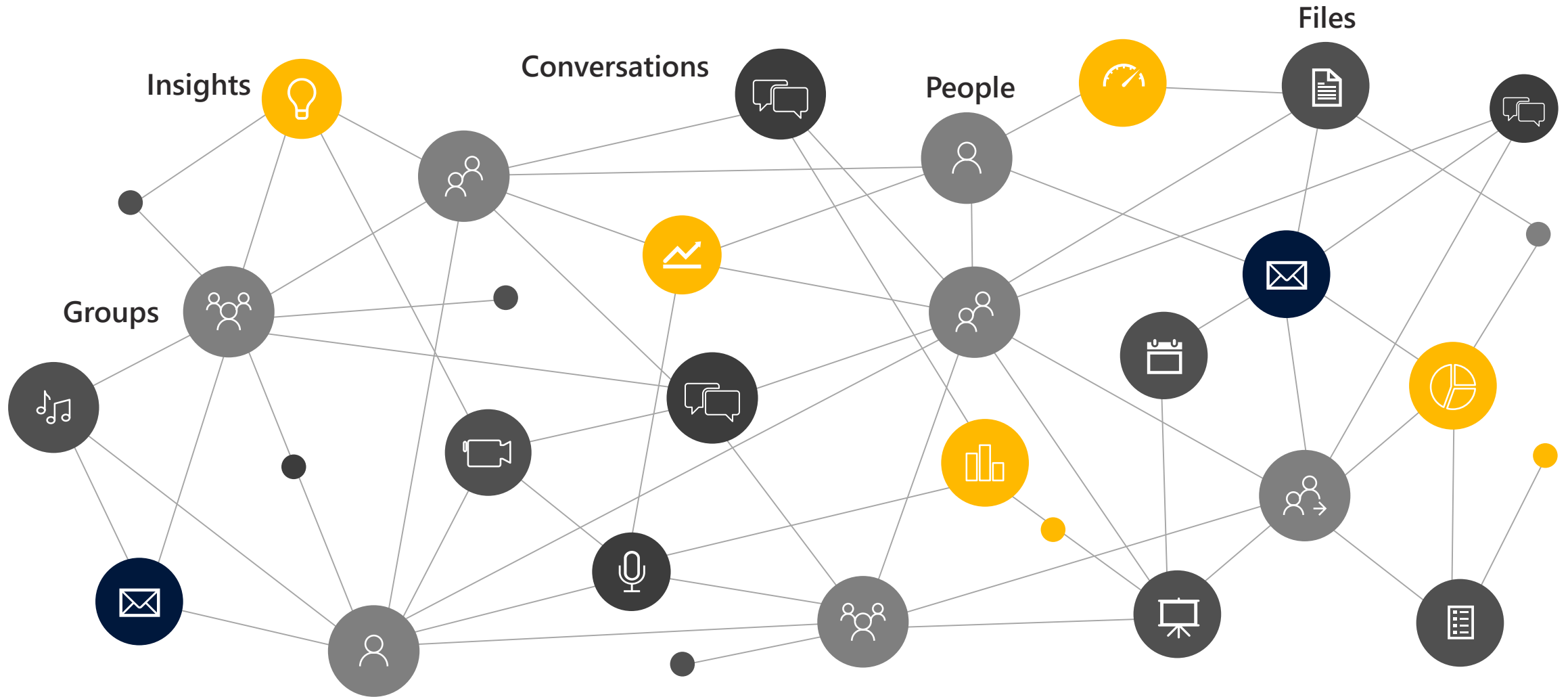
 Microsoft Graph

Microsoft Graph

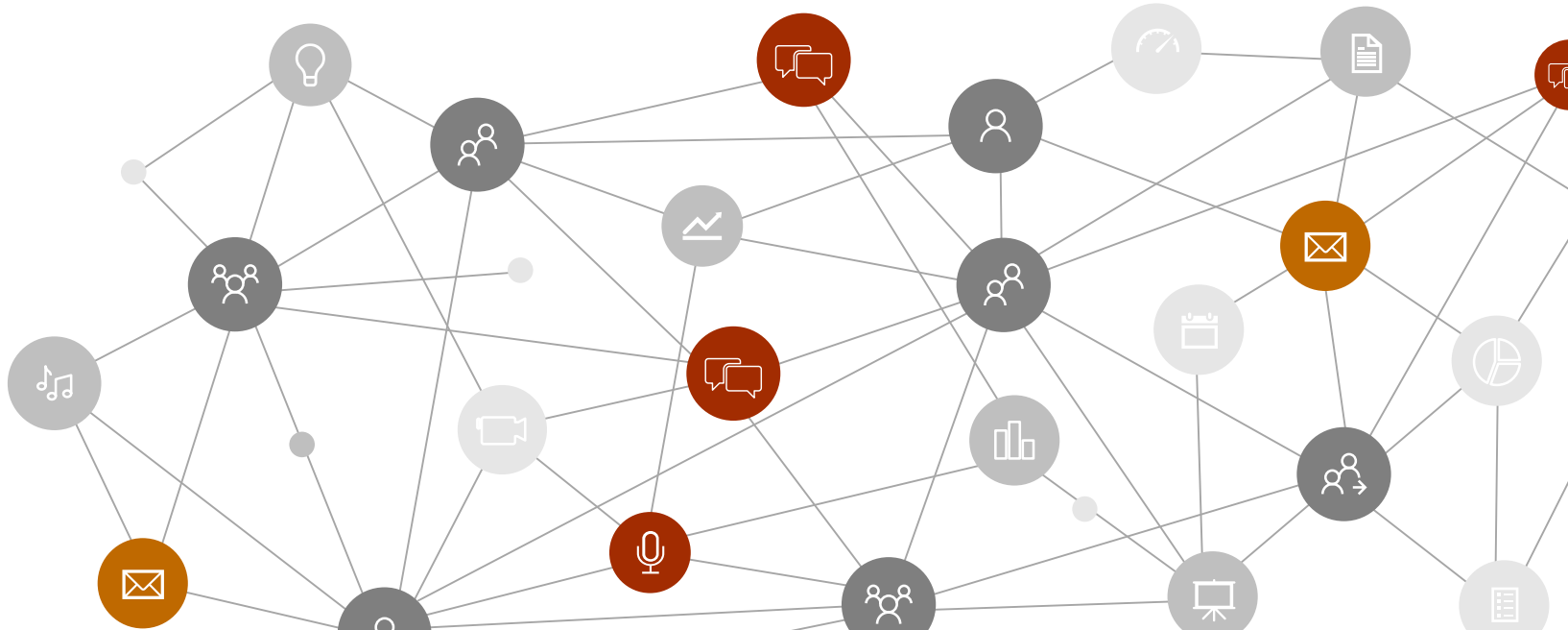


Microsoft Graph

The diagram illustrates a complex network graph structure, likely representing the Microsoft Graph API. The graph consists of numerous nodes (circles) connected by lines (edges). The nodes are categorized by labels at the top: 'Insights', 'Conversations', 'People', and 'Files'. The nodes themselves contain various icons: a lightbulb (Insights), speech bubbles (Conversations), a person icon (People), a document icon (Files), a bar chart, a pie chart, a calendar, a mail icon, a video camera, a microphone, and a group of people. The connections between nodes represent relationships or data flows within the graph.



Microsoft Graph



Emerging Patterns with MS Graph



Smart Pickers



Graph-Connected Devices



Graph-Powered Bots



Intelligent Business Process

Rich context

Is this person out of the office?
Who is their manager?
Where do they need to be next?
What documents have they been working on recently?

Deep insights

What documents are most interesting to this person?
What's the best time for this group of people to meet?
Who should this person contact for info on this topic?

Real-time updates

Reschedule meeting when a conflict appears
Notify owner when a file is modified
Continue a process immediately after approval mail is received

Demo

Microsoft Graph Explorer

<https://bit.ly/GraphExplorer>



Make your solution part of Office canvases

Extend Office applications
across platforms using
web technologies

Web
technologies



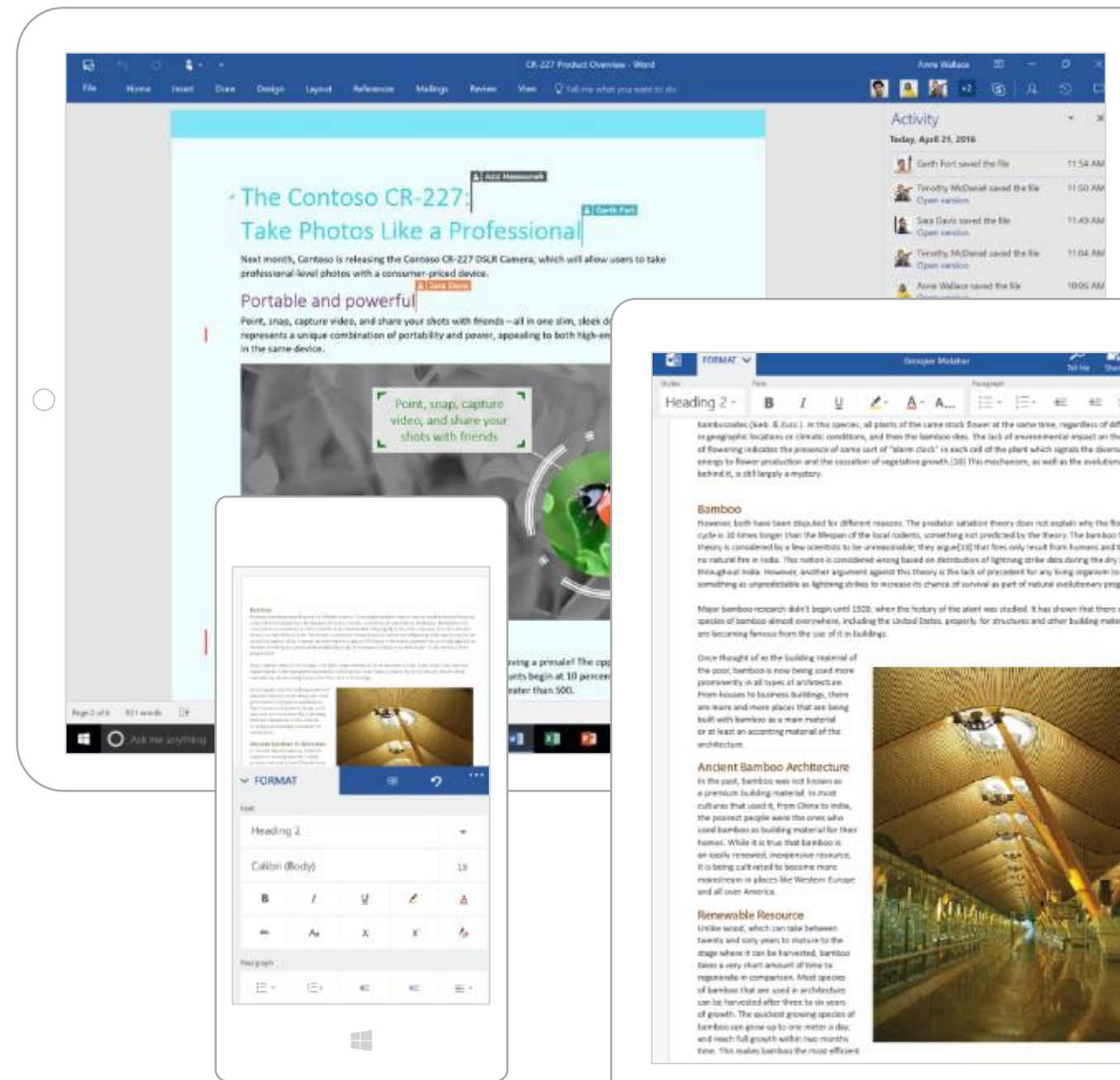
Cross
platform



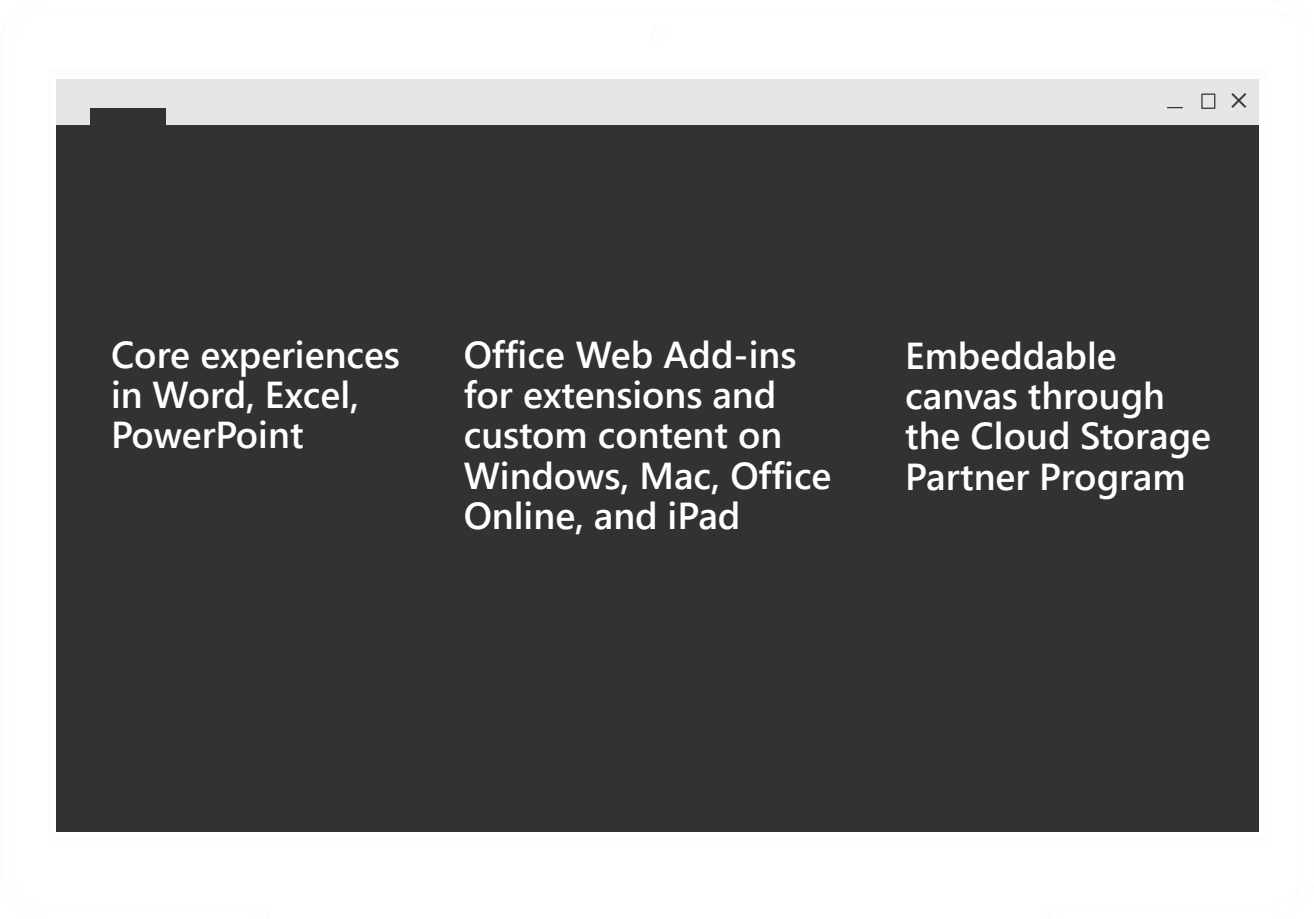
Modern
distribution



Document Canvas



Document Canvas



Core experiences
in Word, Excel,
PowerPoint

Office Web Add-ins
for extensions and
custom content on
Windows, Mac, Office
Online, and iPad

Embeddable
canvas through
the Cloud Storage
Partner Program

C5				5.6		
	A	B	C	D	E	F
1						
2		Press release sample demo:				
3		GAAP revenue	\$700,000,000.0			
4		non-GAAP revenue	\$2,000,000,000.0			
5		GAAP operating income	\$5.6			
6		non-GAAP operating income	\$7.1			
7		GAAP net income	\$4.8			
8		non-GAAP net income	\$5.7			
9		GAAP diluted EPS	\$0.61			
10		non-GAAP diluted EPS	\$0.73			
11		Commercial cloud annualized revenue run rate	\$32.0			
12		LinkedIn revenue (millions)	\$974			
13		Productivity Revenue Growth %	-5%			
14		Productivity Revenue Growth Statement	decreased			
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						

SmartLink

+ Add Bulk Add Publish Refresh All Publish All Delete Sign Out

Manage Source Points

Search Source Point Name:

<input type="checkbox"/> Source Point	Published Value	Document Value	
<input type="checkbox"/> GAAP revenue Sheet1: [B3]	\$660,000,0...	\$660,000,0... Sheet1:[C3]	<input type="text"/> <input type="text"/> <input type="text"/>
<input type="checkbox"/> non-GAAP revenue Sheet1: [B4]	\$1,600,000...	\$1,600,000... Sheet1:[C4]	<input type="text"/> <input type="text"/> <input type="text"/>

Total items: 2, Page count: 1, Current page: 1

Prev Next

SMART LINK

Contoso Cloud Strength Highlights Third Quarter Results

Commercial cloud annualized revenue run rate exceeds \$100X billion

REDMOND, Wash. — October 1, 2017 — Contoso Corp. today announced the following results for the quarter ended September 31, 2017:

- Revenue was \$0.7 billion GAAP, and Y non-GAAP
- Operating income was Z GAAP, and A non-GAAP
- Net income was B GAAP, and C non-GAAP

"Our results this quarter reflect the trust customers are placing in the Contoso Cloud," said Satya Nadella, chief executive officer at Contoso. "From large multi-nationals to small and medium businesses to non-profits all over the world, organizations are using Microsoft's cloud platforms to power their digital transformation."

The following table reconciles our financial results reported in accordance with generally accepted accounting principles ("GAAP") to non-GAAP financial results. Contoso has provided this non-GAAP financial information to aid investors in better understanding the company's performance. Additional information regarding our non-GAAP definition is provided below. All growth comparisons relate to the corresponding period in the last fiscal year.

Three Months Ended March 31,

	Revenue	Operating Income	Net Income	Diluted Earnings per Share
(\$ in millions, except per share amounts)				
2016 As Reported (GAAP)	\$20,531	\$5,283	\$3,756	\$0.47
Net impact from Windows 10 Revenue Deferrals	1,625	1,625	1,282	0.16
2016 As Adjusted (non-GAAP)	\$22,156	\$6,908	\$5,038	\$0.63
2017 As Reported (GAAP)	\$22,090	\$5,594	\$4,801	\$0.61
Net impact from Windows 10 Revenue Deferrals	1,467	1,467	914	0.12
2017 As Adjusted (non-GAAP)	\$23,557	\$7,061	\$5,715	\$0.73
Percentage Change Y/Y (GAAP)	8%	6%	28%	30%
Percentage Change Y/Y (non-GAAP)	6%	7%	13%	16%

SmartLink



Manage Destination Po...

Search by Source Point Name

Source Point Value

GAAP revenue \$7...

Sheet1: [C3]

SmartLink Excel Demo.xlsx

Formatted Value: \$0.7 billion

Format: Convert to billions; Include "billion" desc...

Total items: 1. Page count: 1. Current page: 1

Prev Next GO



File Meeting Insert Format Text Review Help Tell me what you want to do

Actions Show Skype Meeting Meeting Notes Attendees Options Tags Add-ins Decisions

You haven't sent this meeting invitation yet.

From: rob@howard.cc

To: **Management Team**

Subject: Monthly Sync Meeting

Location: Rooms...

Start time: Mon 9/25/2017 2:30 PM ☐ All day event

End time: Mon 9/25/2017 3:00 PM

Decisions Meeting Secretary

Template: **Management Team Meeting**

Agenda

- 1 Time **Action items**
Review action item list
- 2 Time **Financial update**
Results and updated forecast
[#Financials](#) [Add tag...](#)

[Add Break](#)

[Add new agenda item](#)

PUBLISH

FileHomeInsertDrawHistoryReviewView

Cut

Copy

Paste

Format Painter

Clipboard

Calibri Light

20

B

I

U

abc

x₂

Basic Text

Heading 1

Heading 2

To Do (Ctrl+1)

Important (Ctrl+2)

Question (Ctrl+3)

To Do Tag

Find Tags

Outlook Tasks

Email Page

Meeting Details

Management Team Notebook

Test

Meeting Minutes

+

Time: 14:30 - 15:00

Location:

Group: Management Team • Robs Developer Tenant

[Click here for meeting details & files](#)

Present: Rob Howard, Jørgen Solberg

Absent:

Agenda

#	Topic	Files	Presenter	Minutes
1	Action items	Files (1)	Rob Howard	
2	Financial update	Files (0)	Jørgen Solberg	

Summary

Decisions

+ Add

Actions

+ Add

Tasks (Showing 2 of 2 - [View all](#))

Due	Created	Task	Description	Assigned
-----	---------	------	-------------	----------

Type here to search

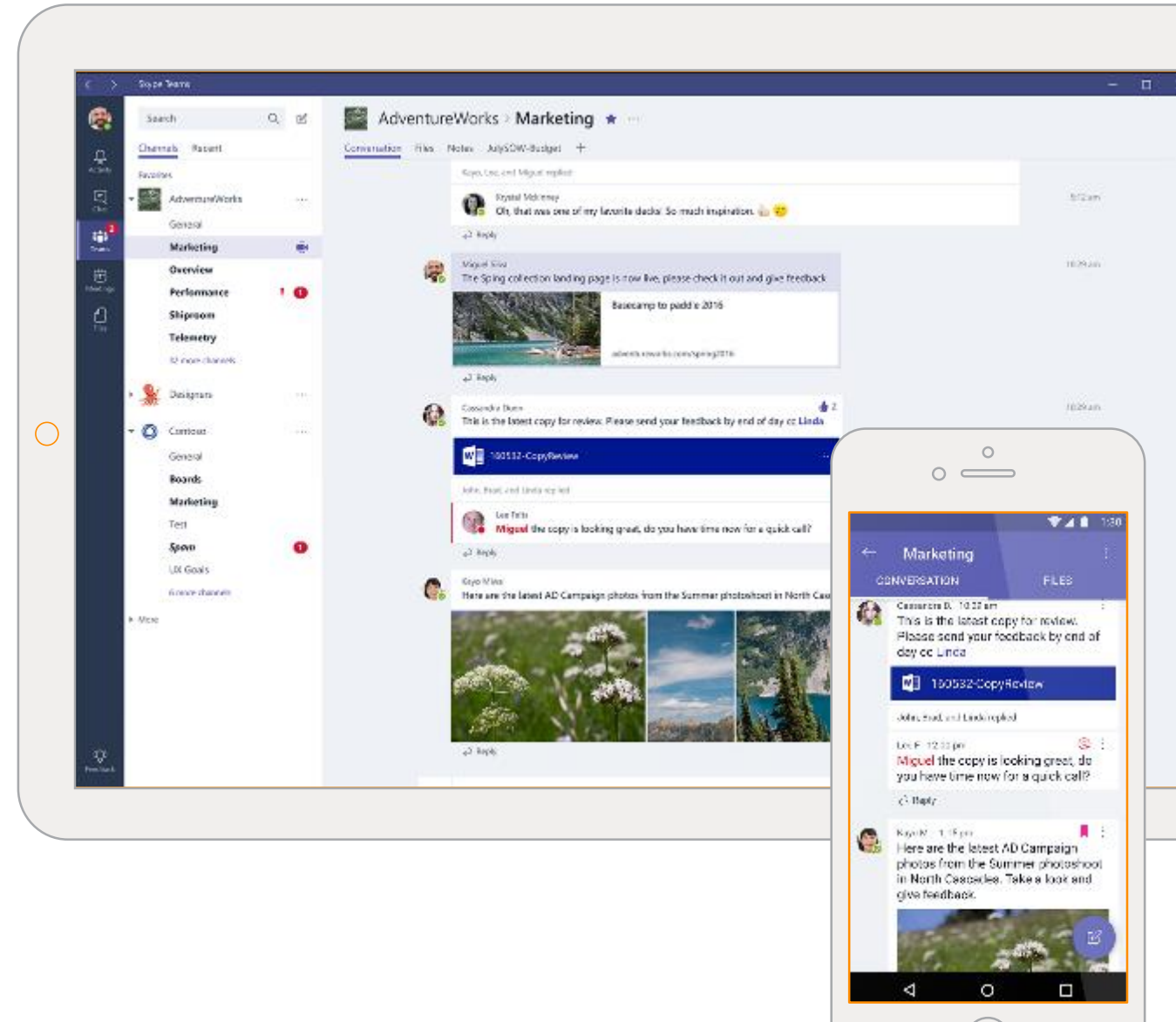
9:25 PM

9/25/2017

Demo

Script Lab Add-In

Conversation Canvas




Conversation Canvas

Core
experiences
in Outlook,
Teams, and
Skype for
Business

Extend
conversations
with
Connectors
and Bots

Custom
content with
actionable
messages

Embeddable
canvas with
Skype for
Business
SDKs



Activity




3

Chat




Teams




Meetings



Files





Feedback




Settings

Search




Favorites



Otto McCoy

8:20 am

Hey! Want to grab lunch this af...



Annette Gamble

8:14 am

We could try adding a border u...




Patti Hull

8:01 am

Yes


Recent



Antonio Clausen

6:14 am


Can you send that link again?



Meekan

6:10 am

Sent a card



Alexandria Cummings

6:08 am


I'm free later



Paul Raynor

5/8


I turned the SOW in last Friday t...



Josefina Osborn

5/8


MJ sent me the comps yesterday



Christa Huber

5/8

Does this look weird?



Cameron Pitcher

5/7


Where is that ramen restaurant yo...



Beth, David, & Suki

5/7

Have you tried the new smoothie..



Rodger Ulmer

5/7

Can you check this chart?



Irene Compton

5/7

Haha!




Meekan

Conversation

Delete

Reschedule

Ignore



Coffee with Alexandria was originally planned for tomorrow. I have 2 alternative suggestions:

1. This one is best:

Tomorrow November 7 at 10:00am

2. This could work nicely

Tomorrow November 7 at 7:30am

Book option 1

Book option 2

Show in calendar


Cancel





Ok! here's your new schedule:

Coffee with Alexandria

Tomorrow November 7 at 10:00am



Start a new conversation



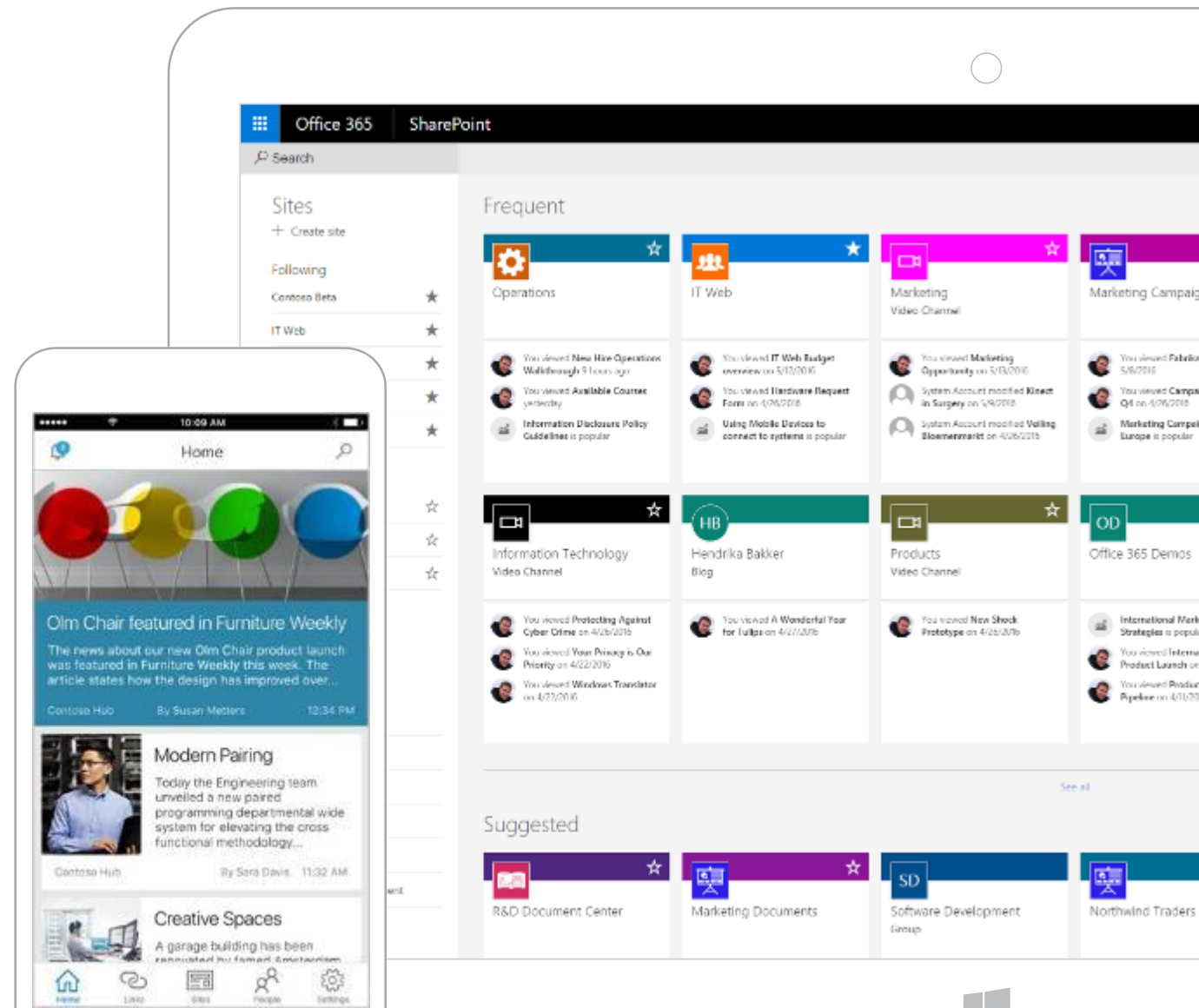
Reschedule

10:48 am

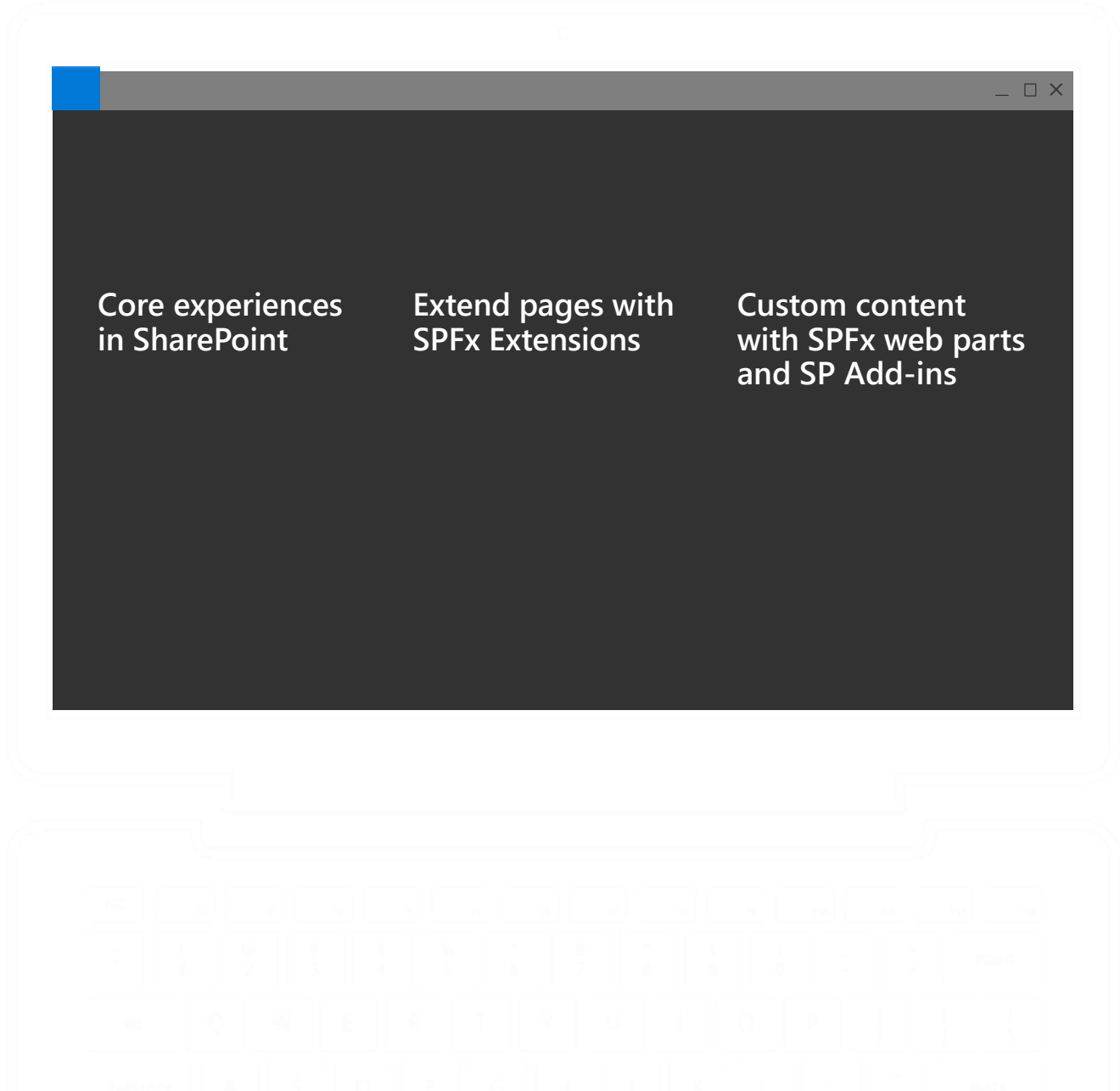
Book option 1

10:48 am

Page Canvas



Page Canvas



Core experiences
in SharePoint






Extend pages with
SPFx Extensions

Custom content
with SPFx web parts
and SP Add-ins


Office 365
SharePoint
contoso adventure
Mark Kaufman

Contoso Adventure Travel Program
Home
Program Overview
Where We Travel
FAQ
Current Promotions
Edit

+ New
Published 4/26/2017








News + Add
See all




Make Your Customer Dream Come True!
Our program success is based on hard work that each team member puts in helping our customers realize...

Herrita Muller 3 days ago




Monthly Update - Contoso Adventure Travel
March has been a great month for Contoso Adventure Travel program. We launched the new offering...

Wen Sayen 3 days ago



Alaska - Adventure Travel Opportunity
Alaska has enormous landscape and wildlife diversity. There is a huge opportunity to expand...

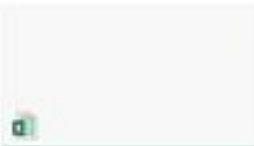
Alex Wilber 3 days ago



How We Manage Market Growth?
We've been expanding rapidly to the new markets across the world. This is great, but how do we...


Megan Bowen 3 days ago

Key documents




Contoso Adventure Travel Program
Financial Projections_3579

Alycia Daniels
Apr 26, 2017




Contoso Adventure Travel Program
Hot Air Ballooning in Cape Town

Jeremy Mauser
Apr 26, 2017



Contoso Adventure Travel Program
Weekend Getaways

Irvin Sayen
Apr 27, 2017



Contoso Adventure Travel Program
Profiles of Our Trip Leaders


Andy Hays
Apr 26, 2017

Contoso Adventure Travel Program


LEARN MORE >

1 of 5


News + Add
See all




Make Your Customer Dream Come True!
Our program success is based...
Herrita Muller April 27
3 views



Monthly Update - Contoso Adventure Travel
March has been a great month...
Wen Sayen April 27
1 view




Alaska - Adventure Travel Opportunity
Alaska has enormous landscape...
Alex Wilber April 27
2 views



How We Manage Market Growth?
We've been expanding rapidly...
Megan Bowen April 27

Key documents



Contoso Adventure Travel Program
Hot Air Ballooning in Cape Town

Jeremy Mauser
Apr 26, 2017

Upcoming events

+ Add event

In review

Session takeaways

Office 365 is a rich platform for building rich collaboration and productivity solutions

Graph API provides one-stop access across O365 features

User Experiences within O365:

- Document Canvas – Office Add-ins
- Conversation Canvas – Bots and Actionable Messages
- Page Canvas – SharePoint Framework

<https://bit.ly/IgniteDevReview>



