

# Introduction to Microsoft Power Platform

Douglas Walker

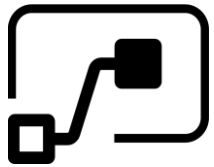
Microsoft – Customer Success Manager





**What is the Power Platform?**

## Power Platform



MS Flow

Create  
business  
processes



PowerApps

Build apps  
easily &  
speedily



Power BI

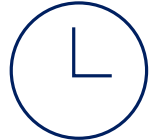
Gain global  
insights  
instantly

Also known as "Business Applications Platform" or "BAP"

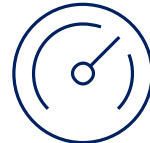
# Challenges in building business applications



Budget  
constraints



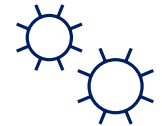
Time & Resource  
constraints



Business  
expectations



Paper  
processes



Complex  
processes



IT/Business  
partnership



Legacy system  
maintenance



"Shadow IT"  
governance



Leverage existing  
technology



Security &  
Compliance

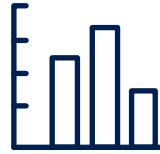
# Microsoft Power platform

One connected platform that empowers everyone to innovate



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Build web and mobile  
apps fast and  
without limits



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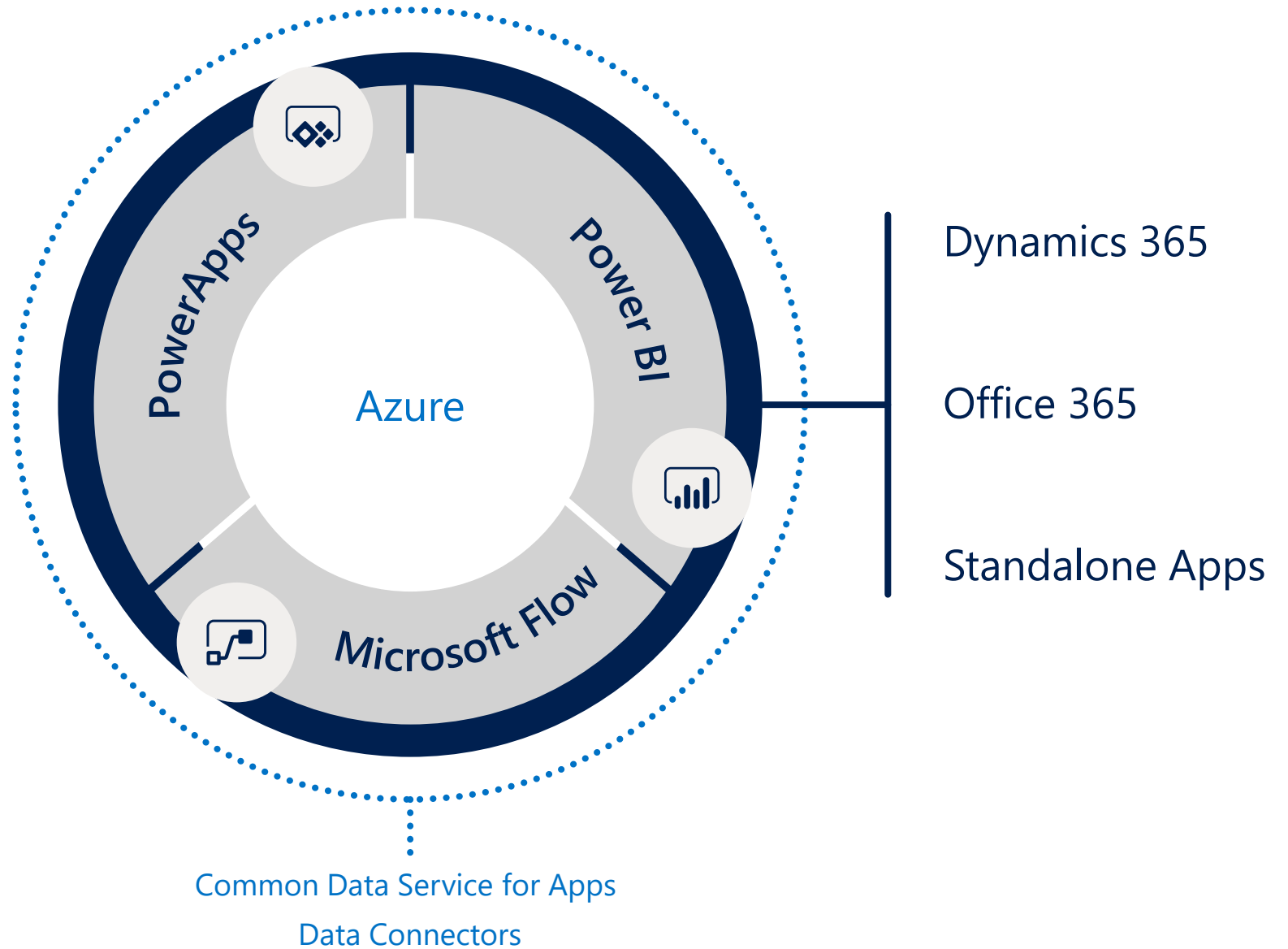
Gain insights from  
your data regardless  
of where it lives



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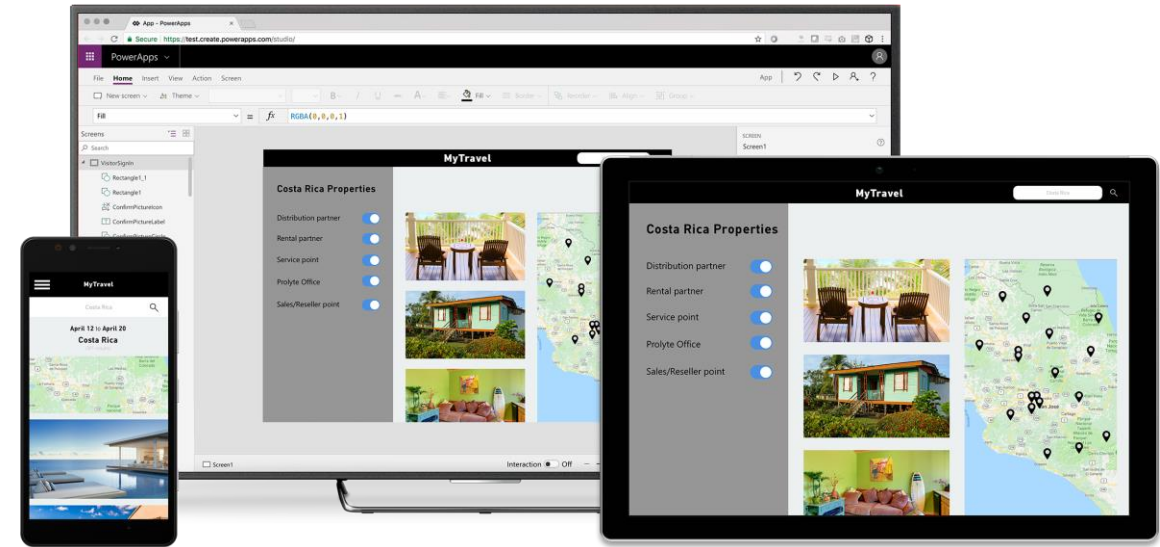
Enterprise-ready  
security and  
governance

# Microsoft Power platform



# Build and consume solutions for web and mobile with PowerApps

- § Build highly customized task- and role-based canvas apps with data from one or multiple sources
- § Generate immersive model-driven apps, starting from your data model and business processes
- § Consume fully accessible apps across web and mobile, embedded or standalone, on any device



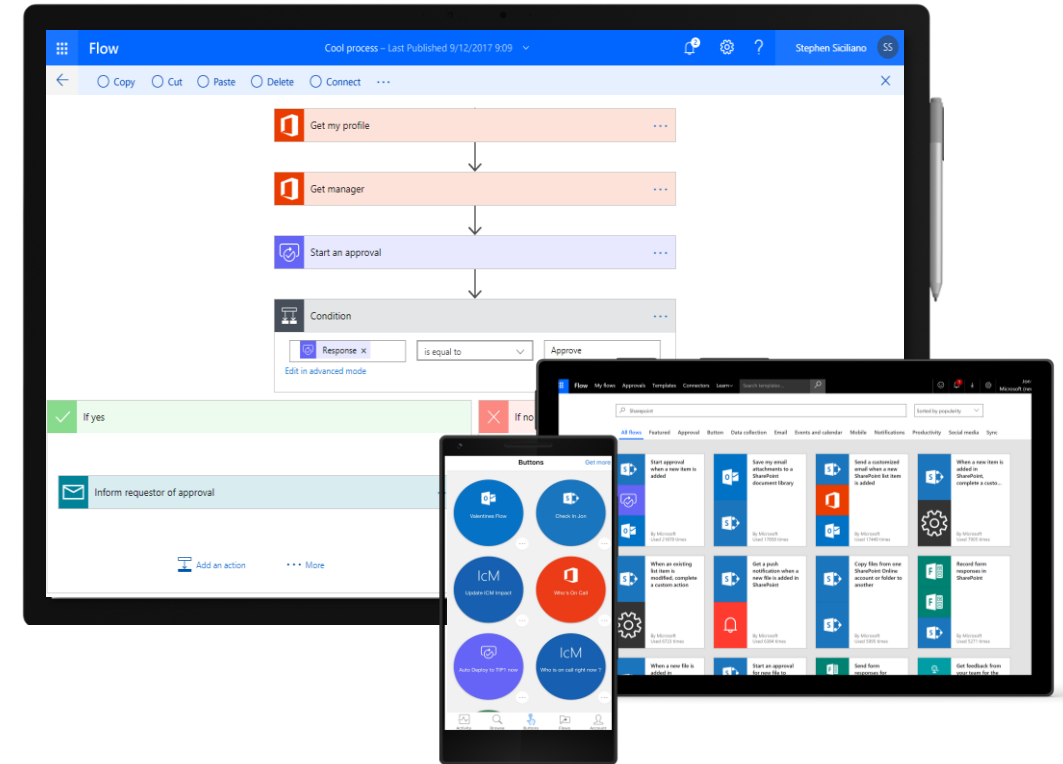
Enterprise-grade

Cloud and on-premises connectivity

Pro-developer extensibility

# Automate and integrate business processes with Microsoft Flow

- Automate and model business processes across your apps and services
- From simple automations to advanced scenarios with branches, loops, and more
- Trigger actions, grant approvals, and get notifications right where you work



Enterprise-grade

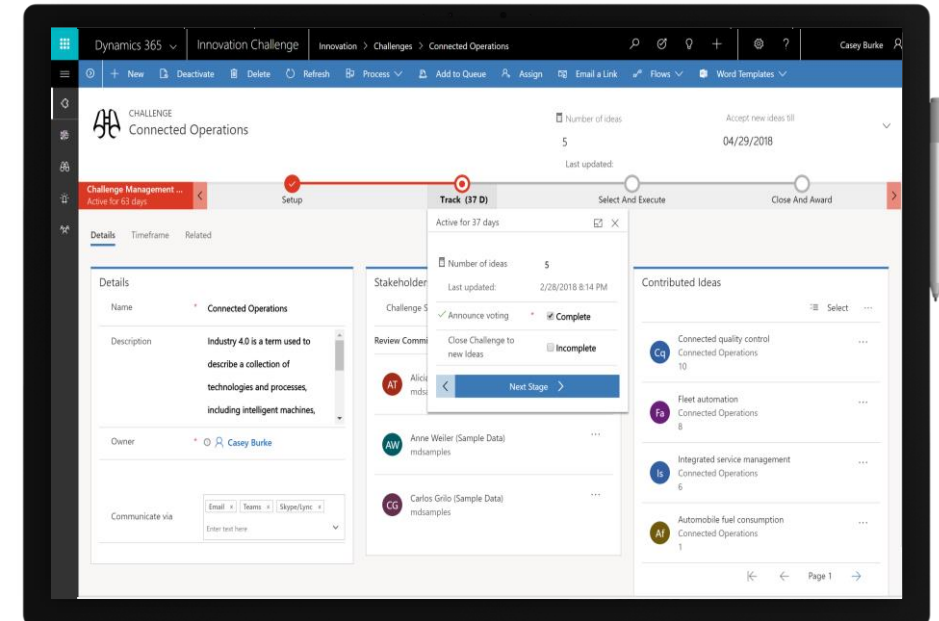
Cloud and on-premises connectivity

Pro-developer extensibility



# Put all your data to work with Common Data Service for Apps

- Jumpstart apps using a standardized data model with business logic, security and integration built-in
- Extend to your own needs and integrate across your apps and services
- Seamless Dynamics 365, Office 365, and Azure integration, augmented with data from industry partners



Enterprise-grade

Cloud and on-premises connectivity

Pro-developer extensibility

# Gain insights from your 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 Powerplatform



Enterprise-grade

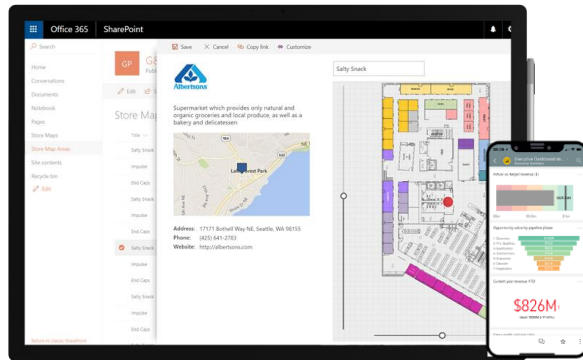
Cloud and on-premises connectivity

Pro-developer extensibility

# Customize, extend, and build all the apps you need

Seamless Dynamics 365, Office 365, and Azure integration along with connectors to more than 200 data sources

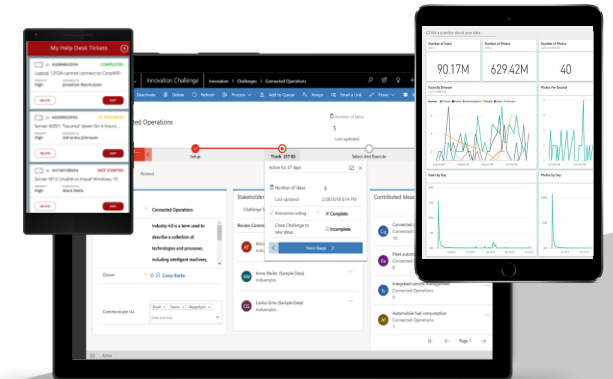
Tailor out-of-the-box solutions, embedded forms and dashboards



Highly customized task- and role-based apps



Immersive, end-to-end solutions



SOPHISTICATION



## **Why Power Platform?**

**Why Microsoft's 'Power Platform' is one of its biggest bets for 2019 and beyond**  
'Microsoft 365, Dynamics 365, and **Power platform** on top of what we're doing with Azure is the core of what we are doing as a company,'

says CEO Satya Nadella

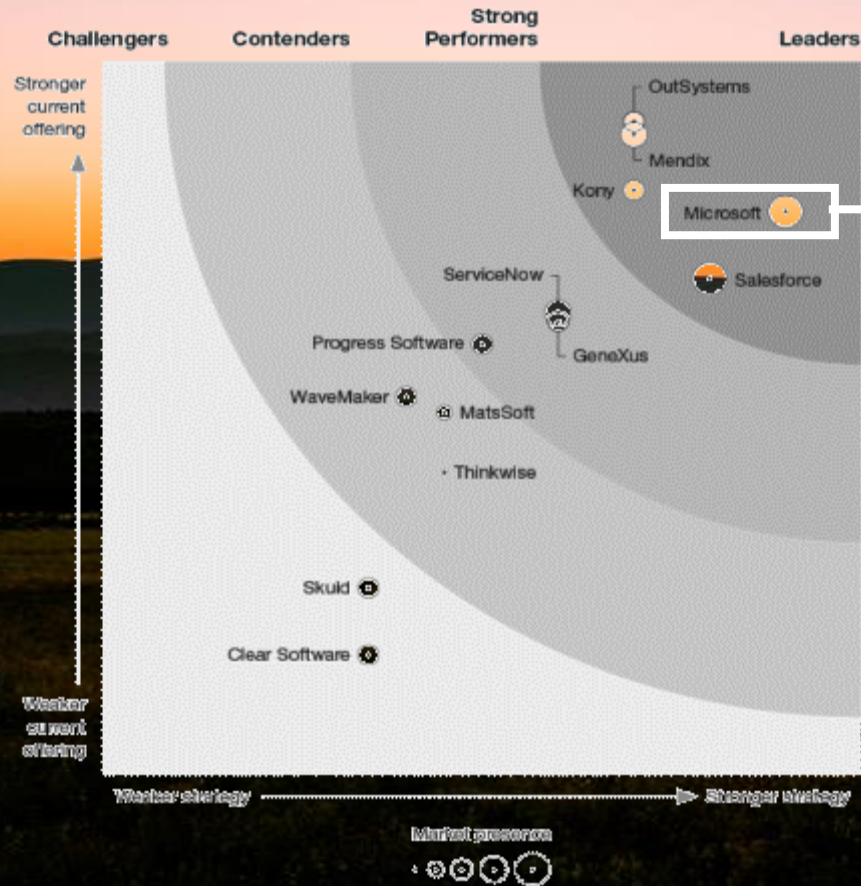
<https://www.zdnet.com/article/why-microsofts-power-platform-is-one-of-its-biggest-bets-for-2019-and-beyond/>

ZDNet, January 18, 2019





## The Forrester Wave™: Low-Code Development Platforms For AD&D Professionals, Q1 2019



Forrester:  
PowerApps -  
leader in low-code  
development  
platforms

## Gartner names Microsoft a Leader in Enterprise Low-Code Application Platforms 2019 Magic Quadrant



Gartner:  
Leader in low-code  
Applications  
Platforms 2019



## **Low Code Evolution**



# The evolution of how people buy applications



## Custom Software

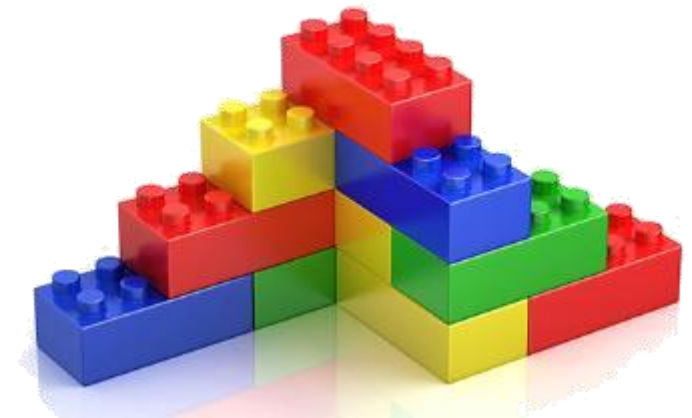
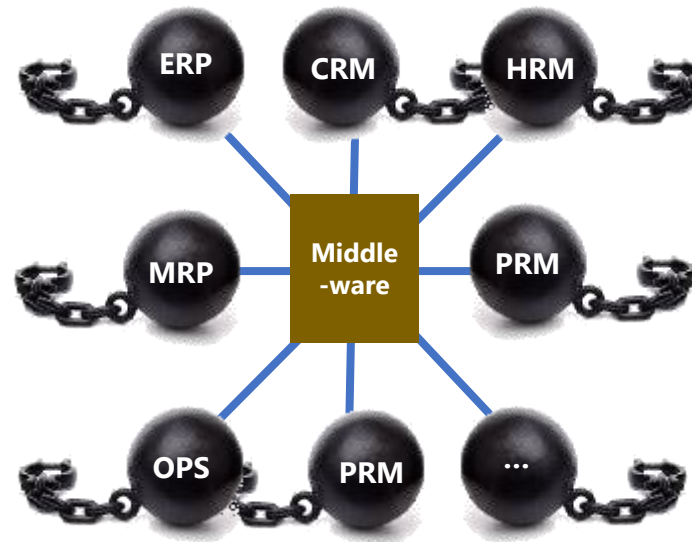
## What development language do you use?

## Packaged Software

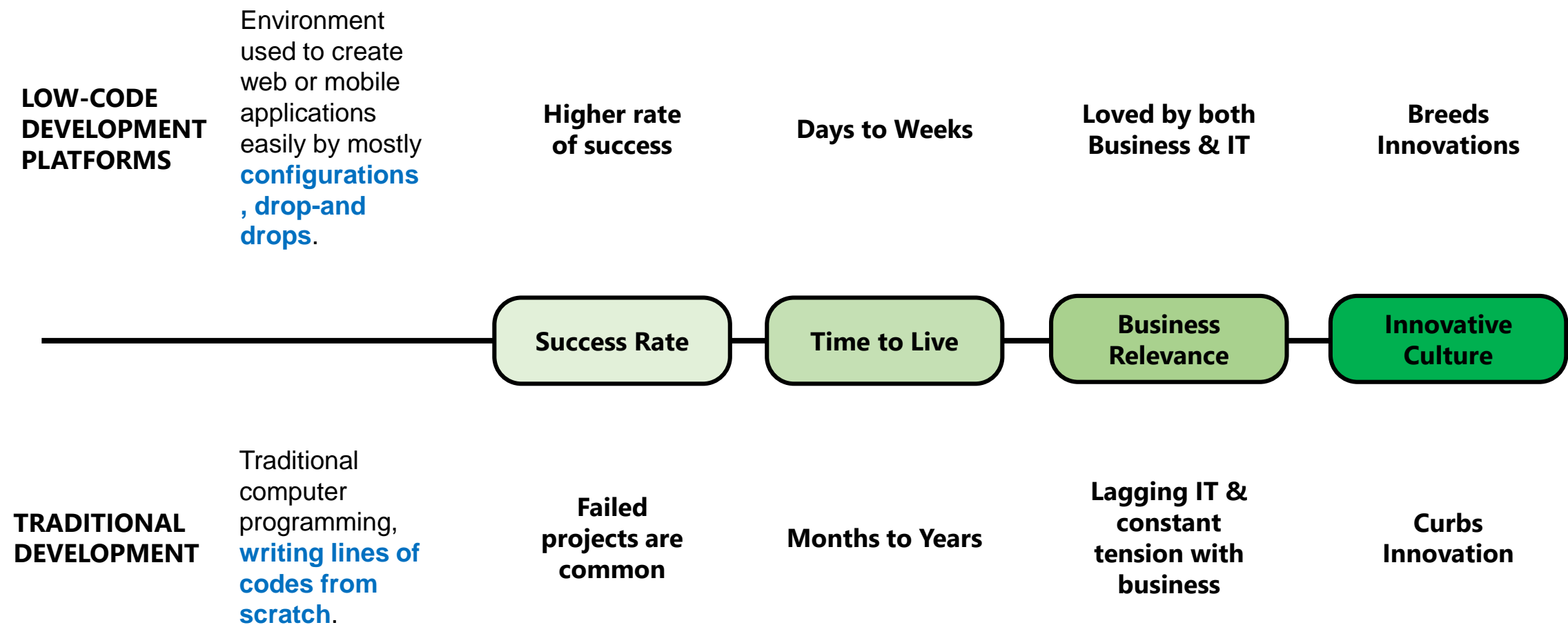
## How feature rich is your software?

## Low-code Development

## How agile and extensible is your platform?



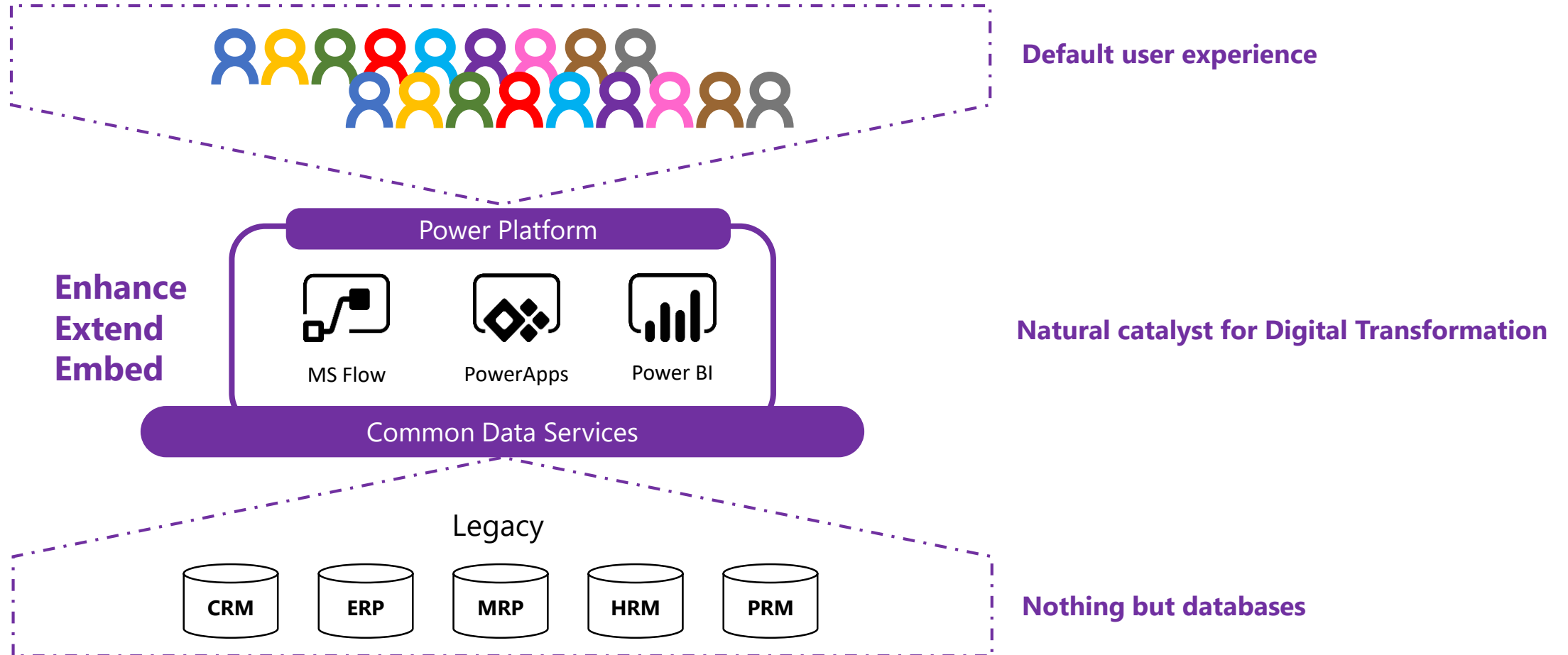
# Benefits of low-code development platforms





## **Power of Innovation Platforms**

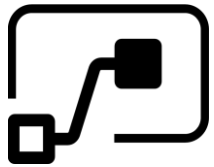
# Weaning off shackling legacy systems





**Power Platform Made Simple**

## Power Platform



MS Flow



PowerApps



Power BI

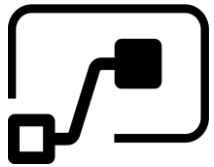
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Build apps  
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Also known as "Business Applications Platform" or "BAP"

## Power Platform



MS Flow

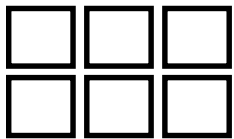


PowerApps



Power BI

### Foundational Services



Connectors and Gateways



Common Data Service



Pro dev extensibility

### Common Data Services

- Enables data from multiple data sources works together

### Connectors, Gateways, APIs

- 250+ built-in and custom connectors
- Seamless connectivity to On-Prem systems or cloud services

### Pro Developer Extensibility

- Empowers the pro developer with more sophisticated developer capabilities

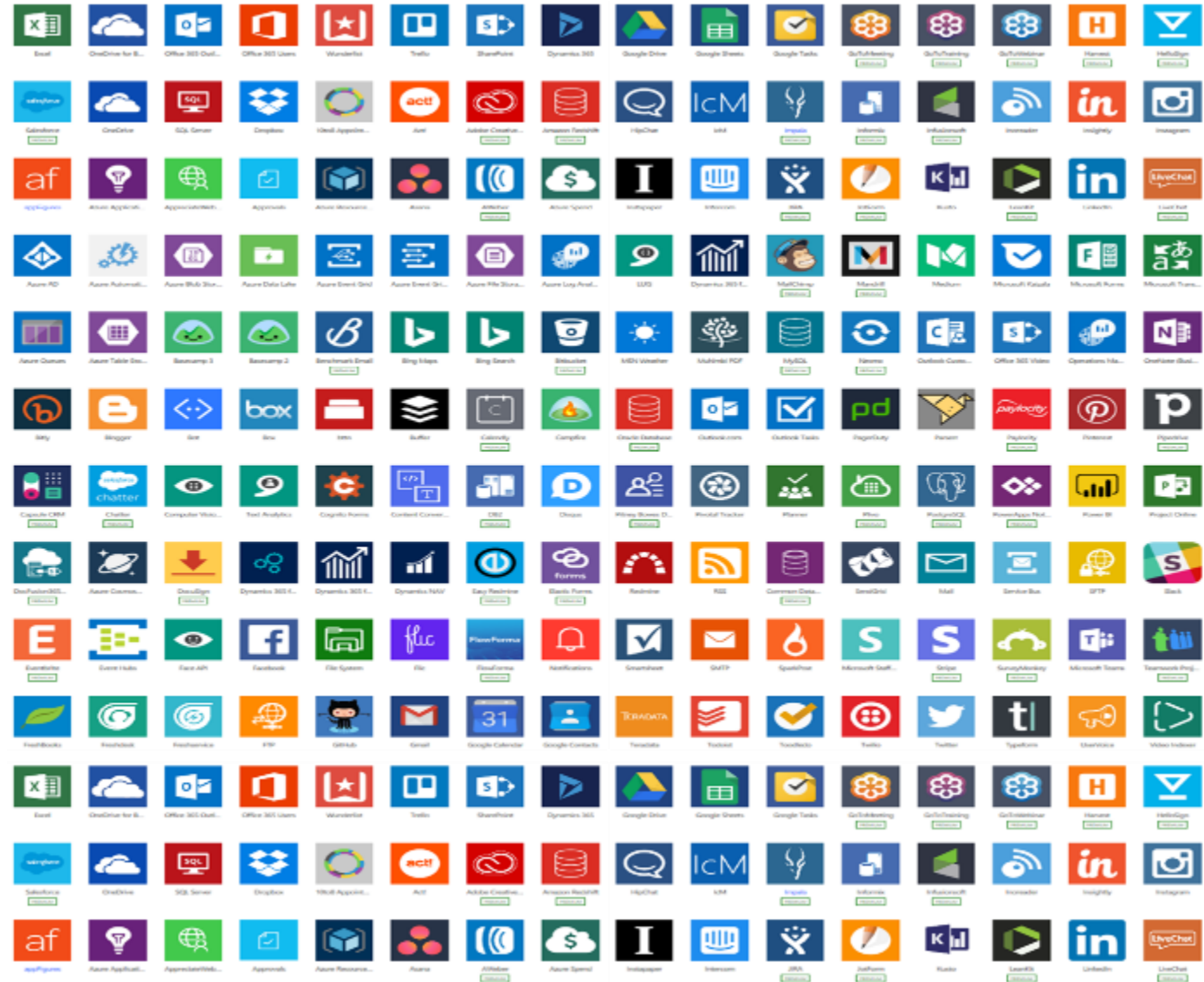
## Power Platform

### Foundational Services



Connectors,  
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- 250+ built-in and custom connectors



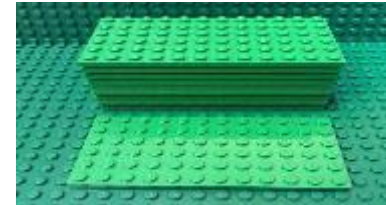


## Power Platform



PowerApps

Build model-driven & canvas apps



### Model-Driven Apps

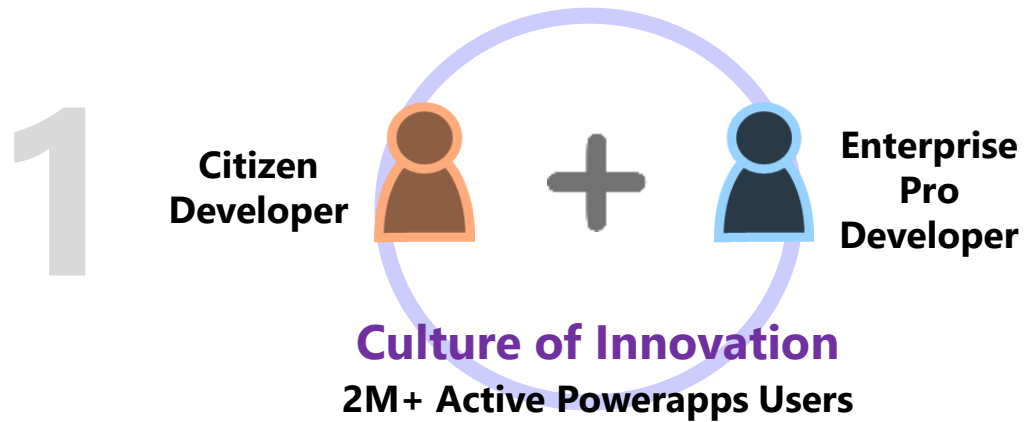
- Create reusable components & services
- Build enterprise applications



### Canvas Apps

- Extend model-driven components or apps by creating different UX
- Create easy task-based apps

# Power Platform - Three key differentiations

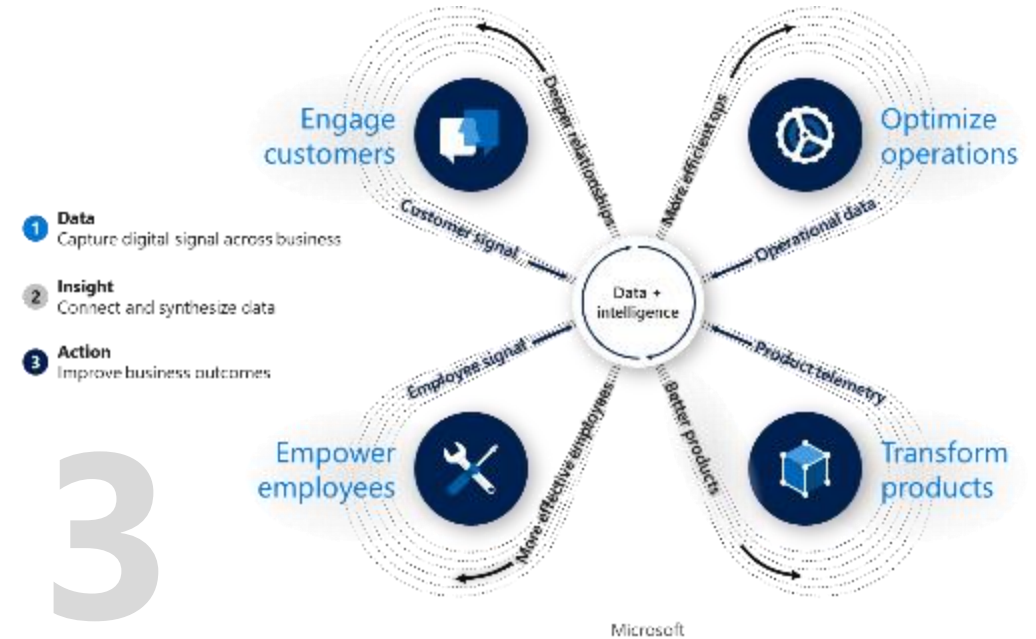
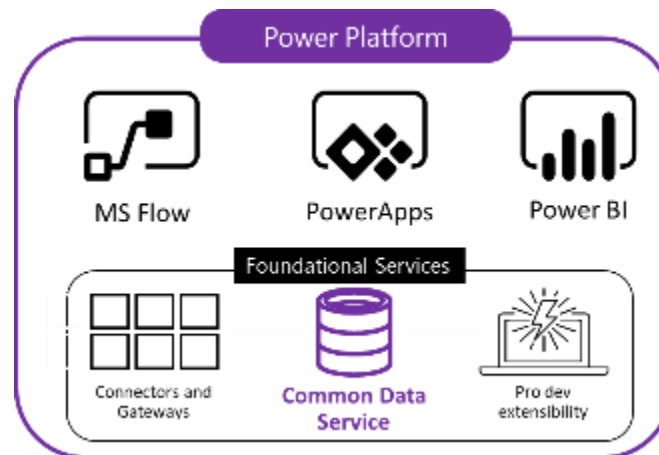


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## Common Data Model Strategy

Model-driven with CDS  
(Common Data Services) for  
Speed, Reusability & Security:

- Multi-data source integration
- Audit
- Common data models
- Role-based security
- Data-integrated business rules
- Built-in enterprise grade governance, DR and Backup



**Digital Transformation with One Microsoft Story**



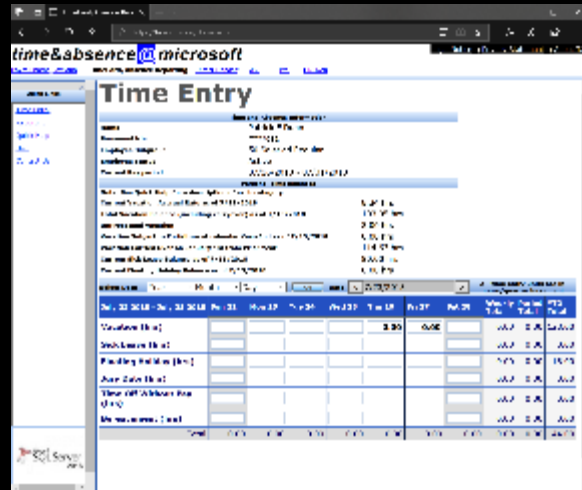
## **Use Cases**

# Microsoft HR goes digital

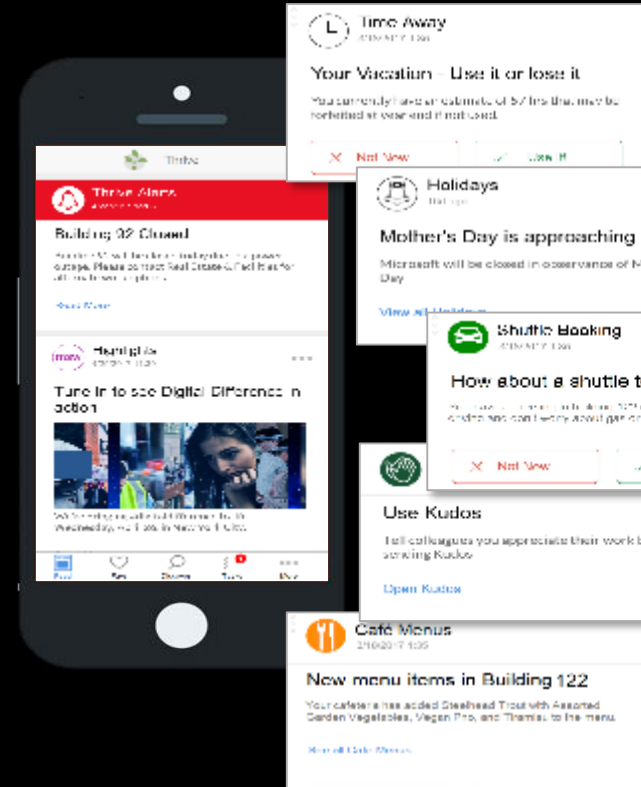
## Power Platform use cases



- 200,000 employees
- Accessible anywhere
- Works on web, mobile, embedded
- Streamlined UI
- Integrated workflow using Office Graph



Thrive Home



Time Away

Holidays

Shuttle

Kudos

Café Menus

# Microsoft HR goes digital

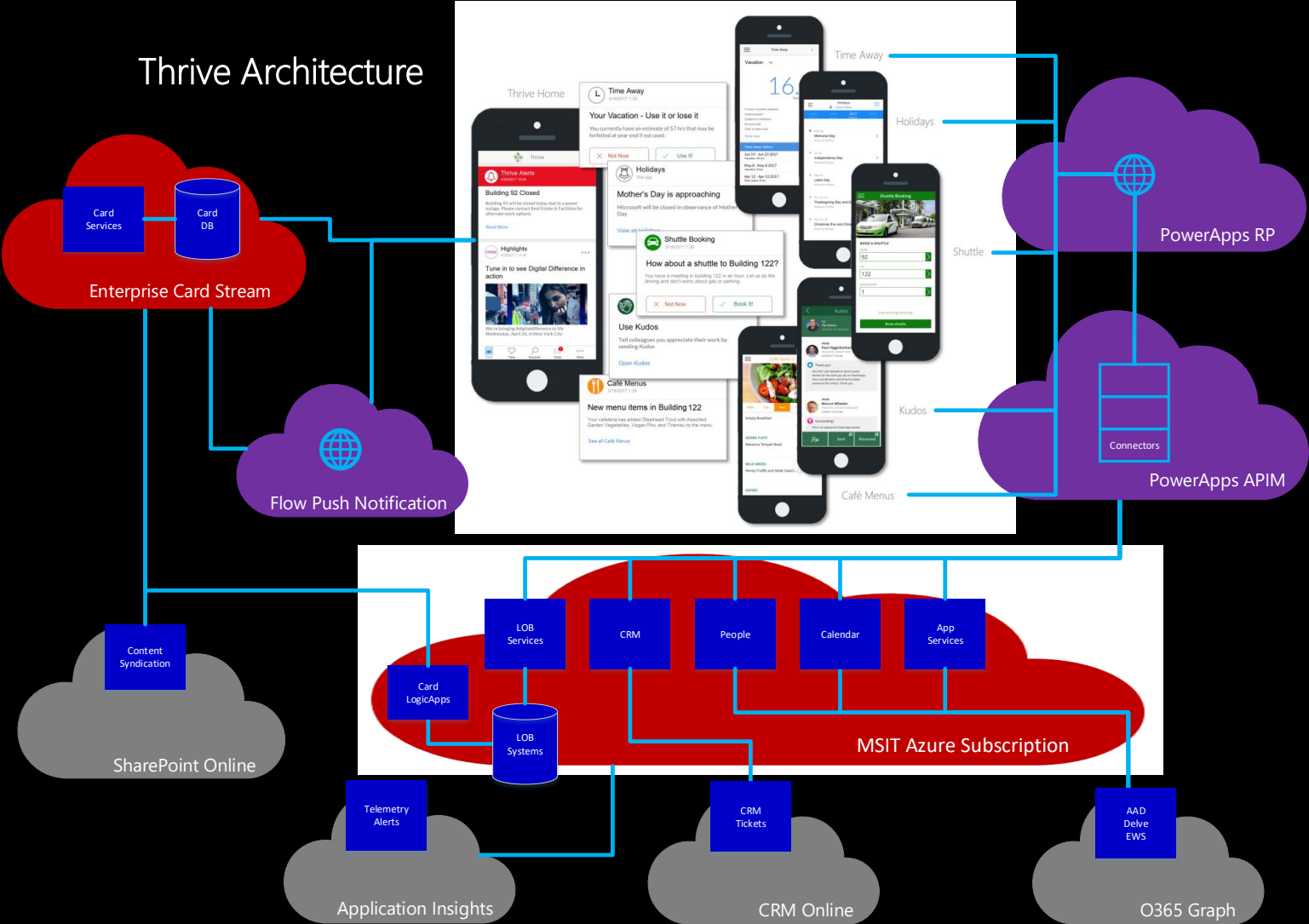
## Power Platform use cases



### Thrive Architecture

Sophisticated apps via simple user web & mobile experiences

- Integrated with backend employee id security, legacy systems, online services, CRM system

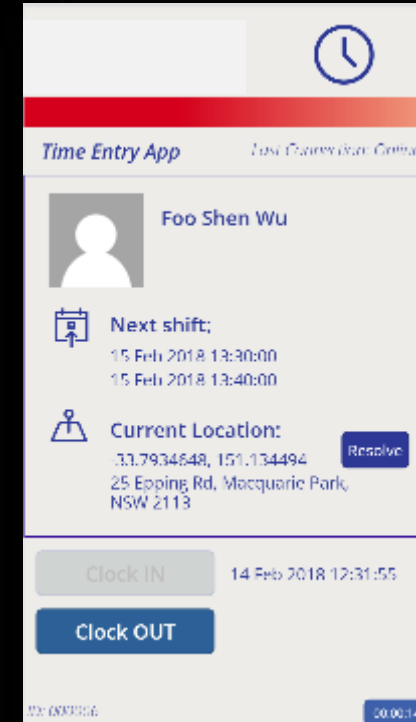


# General – Shift Management App

## Power Platform use cases



Easy even for non-IT savvy  
Frontline Workers

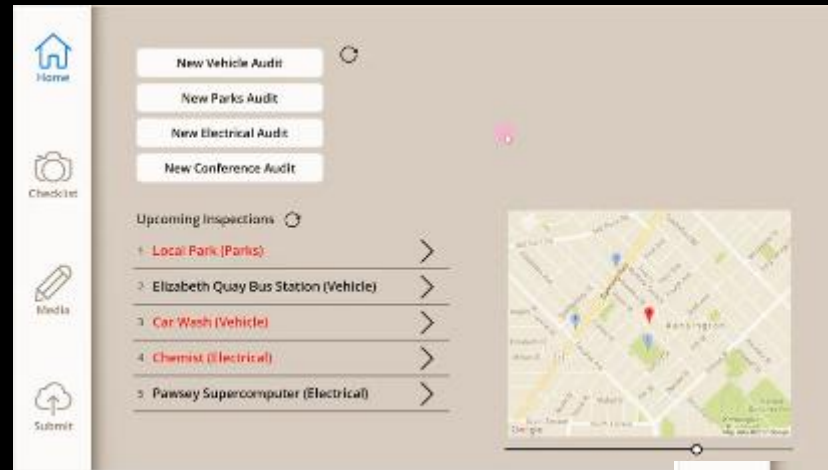


Clock-in/clock-out:

- Offline capabilities
- Geo location awareness using Bing Map services

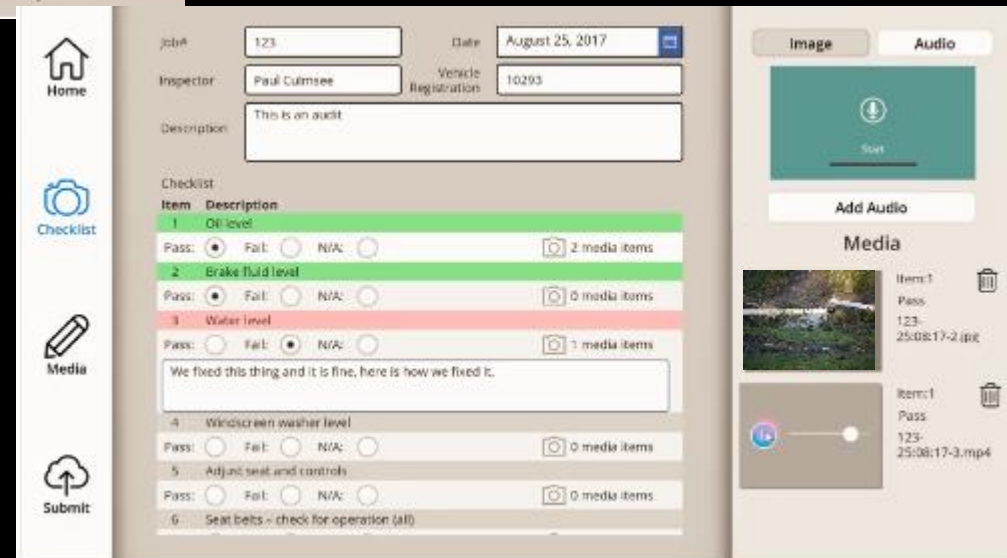
# Field Service – Audit App

## Power Platform use cases



### Site visits & audits:

- Checklists
- Voice recording
- Image uploads



# Field Service – Security Assessment App

## Power Platform use cases



**SAFETY ASSESSMENT**

Select site

North Ryde

Location

North Ryde

Supervisor

Alan Apps

Last Inspected

February 6, 2018 6:00 AM

Start Inspection

**SAFETY ASSESSMENT**

North Ryde

Start: 13 Feb 2018 16:57:10

	Chemical Hazard	<input type="checkbox"/>	No
	Heavy Machinery	<input checked="" type="checkbox"/>	Yes
	Fire Hazard	<input type="checkbox"/>	No
	Exposed Tools	<input checked="" type="checkbox"/>	Yes
	Falling Objects	<input type="checkbox"/>	No
	Excessive Noise	<input type="checkbox"/>	No
	Extreme Temperature	<input type="checkbox"/>	No

Add additional Comments

Sign Off Inspection Report

**SAFETY ASSESSMENT**

North Ryde

Start: 13 Feb 2018 16:57:10

End: 13 Feb 2018 16:58:09

Sign Off

Complete Report

Site visits & audits:

- Checklists
- Signatures
- Logic & rules



# Field Service – Enhancement App

## Power Platform use cases



### Manage risks:

- Status updates & incident reports
- Enriched location mapping
- Image analysis
- Uses Dynamics Field Services, Bing Maps services & Computer Vision API

The screenshot shows the 'My Bookings' app interface. At the top, there are four navigation icons: Bookings, Work Orders, Incidents, and Knowledge. Below these is a 'My Bookings' header with a search bar and filters for 'Status: All' and 'Schedule: All'. The main content area lists three bookings:

- City Widget Inspection** (Open - in Progress)
  - 09 Mar 2018 01:00:00 PM
  - 09 Mar 2018 02:00:00 PM
  - CPL Campus, 5 Rider Blvd., Rhodes, 2138 NSW, Australia
- Fabrikam Standard Maintenance** (Open - in Progress)
  - 09 Mar 2018 12:28:15 AM
  - 09 Mar 2018 01:28:15 AM
  - Fabrikam Australia, 1 Copping Road, North Ryde, 2113 NSW, Australia
- Standard maintenance** (Closed - Posted)
  - 08 Mar 2018 12:00:00 PM
  - 08 Mar 2018 09:18:38 PM
  - A Datum HQ, 17196 NE Redmond Wy, Redmond, 98052 WA, United States

The screenshot shows the details for the 'Fabrikam Standard Maintenance' booking. It includes a navigation bar with icons for Bookings, Work Orders, Incidents, and Knowledge. The details section shows the 'Start Time' as '09 Mar 2018 12:28:15 AM' and the 'End Time' as '09 Mar 2018 01:28:15 AM'. Below this are four icons representing different aspects of the booking: a car, a fork and knife, a gear, and a document. The 'Booking Status' is listed as 'Traveling'. A 'Save' button is visible at the bottom.

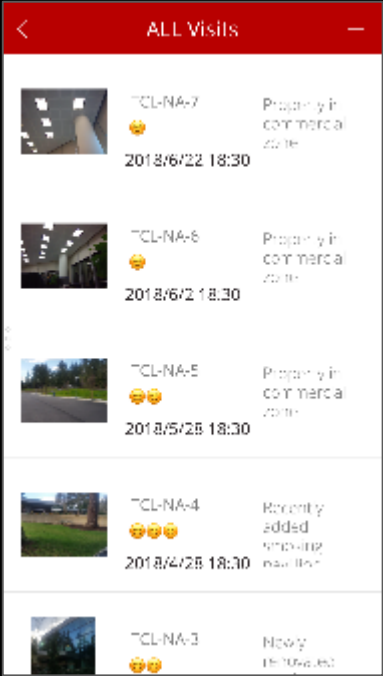
The screenshot shows the 'New Incident' app interface. It features a navigation bar with icons for Bookings, Work Orders, Incidents, and Knowledge. The form includes fields for 'Name' (containing 'Object risk') and 'Description' (containing 'a bottle of beer on a table'). Below the description is a photo of a bottle on a table, with a camera icon to the right. A 'Save' button is located at the bottom right of the form.

# Retail – Store Visit App

Power Platform use cases



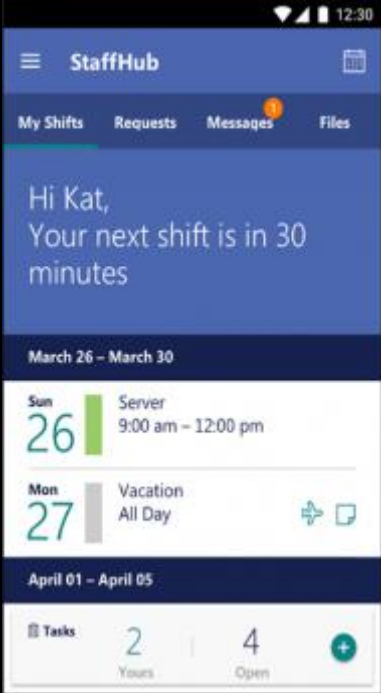
Phone App



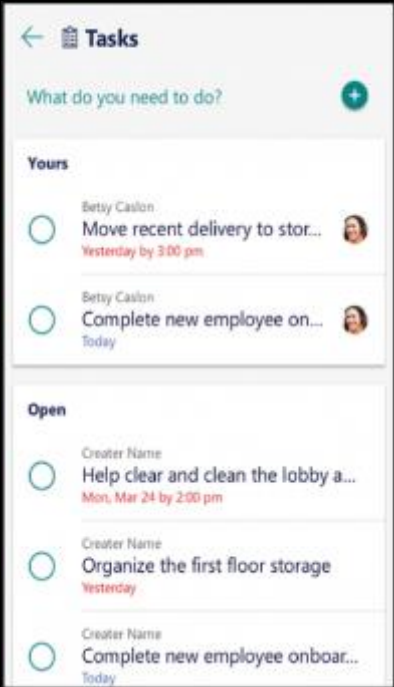
All Visits



Store Location



Resourcing



Actions



Rep Location

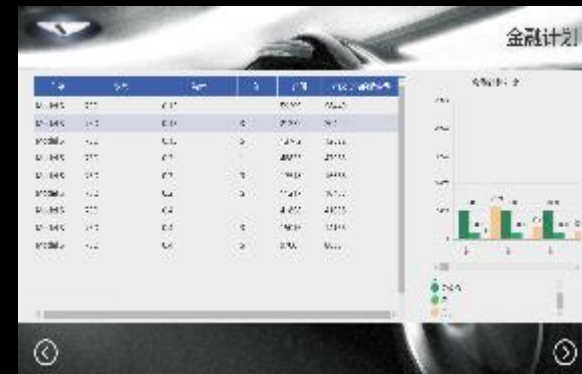
# Manufacturing – Car Maker

## Power Platform use cases



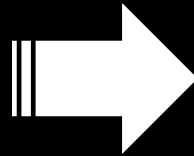
### Personalized Selling

- Recognize
- Profile
- Recommend



# Hotel – Personalized Services

## Power Platform use cases




Personalized  
customer  
experiences

- Digitized
- Modern
- Personalized

✕

Log

✓



Lindsay Gill  
Attendant  
5/30/2018 10:50PM

Room Status

Floor : 

1

Room : 

102

House Keeping Start

Faulty Report

✕

Personalized Experiences

✓


★★★★

Room: 102


Guest: Patrick Sands (sample)


Member ID: 0987654321


Membership: Platinum Member

 More Coffee Choices

No Tea

 Additional Bottled Water

 Daily Fresh Fruits




 Shoe Shining

✕




All Rooms Status

☰




Floor 1

101	102	103
		
Yvonne McKay RA: Veronica	Patrick Sands RA: Veronica	RA: Veronica

Floor 2

201	202	203
		
Patrick Sands RA: Veronica	Yvonne McKay RA: Ty	Thomas RA: Ty

Floor 3

301	302	303
		
Patrick Sands RA: Frank	Nancy Anderson RA: Frank	RA: Veronica

# Insurance – Agent Assistant App

## Power Platform use cases



Smarter sellers

- Intimate
- Personalized
- Intelligent



# Telco – Facilities Booking Platform

## Power Platform use cases



Optimizing resources

- Easy
- Workflow
- Intelligent

### Facilities Booking Platform

The screenshot displays two views of the Facilities Booking Platform. The top view, titled 'Expert Room Scheduler', features a scenic image of a lake and mountains, with options to 'Book for an existing meeting' or 'Book without a meeting'. The bottom view, titled 'Book without a meeting', shows a 'Booking Details' sidebar with date and time selectors, and a main area with a grid of available rooms and meeting slots. The ESI logo is visible in the bottom right corner.

**Expert Room Scheduler**

Book for an existing meeting

OR

Book without a meeting

**Book without a meeting**

Booking Details

Date: Today

Time: 上午05:00 - 上午05:30

Select an available room:

20 rooms available for booking

More Rooms

CarServiceTest1	CrestronRM	CX3000
BOOK	BOOK	BOOK
Eric	Group 310/500/700	HK Skype Experience Centre
BOOK	BOOK	BOOK

Select your meeting:

messi demo's Booking	CrestronRM	messi demo's Booking	CrestronRM
上午05:00 - 上午05:30		上午09:00 - 上午11:00	
1 attendee		1 attendee	

ESI

# Professional Services – Property Management

## Power Platform use cases



## 360° Management:

- Trends
- Intelligent
- Prevention



The image displays the 'Archaeology' app interface across three devices: a desktop monitor, a tablet, and a smartphone.

**Desktop Monitor:** The screen shows the 'DETAILS OF MEETING' page for 'Woolsthorpe Manor'. The interface includes a pink header with a back arrow and the title. Below the header, there are several input fields and sections:

- CPI Name:** Woolsthorpe Manor
- Properties:** Woolsthorpe Manor
- CPI Complexity:** Medium complexity
- Staff Present:** Search bar, a dropdown menu showing 'Ajay Anandan', and an 'Add' button.
- Date of Meeting:** 5/10/2017
- CPI review summary notes:** No huge changes this year on previous year's scores.
- Score Features:** A section with three items:
  - 1. Archaeology: Condition Score : 100, Knowledge Score : 83
  - 2. Manor House: Condition Score : 48, Knowledge Score : 55
  - 3. Other buildings: Condition Score : 43, Knowledge Score : 60
- Property images:** A row of four small thumbnail images showing different parts of the property.
- Overall Scores:** A teal box at the bottom right showing 'OVERALL CONDITION SCORE 59.1%' and 'OVERALL KNOWLEDGE SCORE 65.5%'.

**Tablet:** The screen shows a detailed view of the 'Archaeology' section for 'Woolsthorpe Manor'. It includes a pink header with a back arrow and a home icon. The main content area is divided into several sections:

- Header:** 'Woolsthorpe Manor | Archaeology'
- Form Fields:**
  - Previous Name:** Archaeology
  - Current Name:** Archaeology
  - Current Score:** 100%
  - Current Knowledge:** 83%
- Table:** A table with columns: 'Score', 'Score This Year', 'Score Target', and 'Notes'. It contains three rows of data related to 'Archaeology' and 'Manor House'.
- Footer:** A row of three buttons: 'Cancel', 'Save', and 'CPI Review complete'.

**Smartphone:** The screen shows the 'PROPERTY IMAGES' section. It has a pink header with the title. Below the header is a large, high-quality photograph of the exterior of Woolsthorpe Manor. At the bottom of the screen, there is a row of five small thumbnail images showing different interior and exterior views of the property.

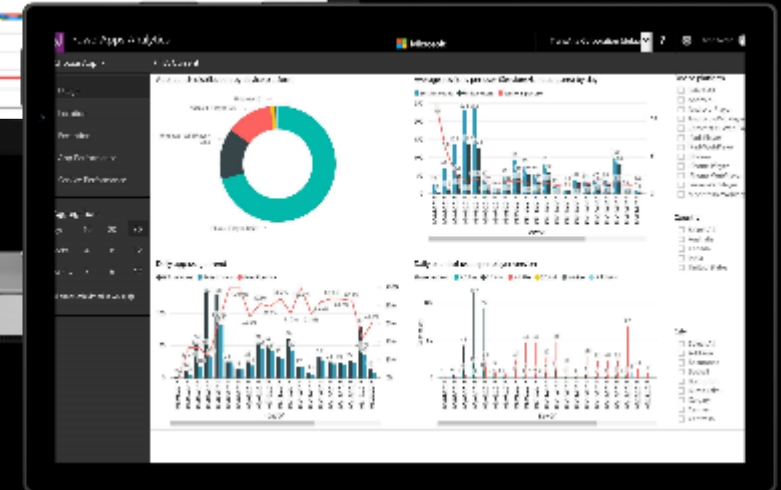
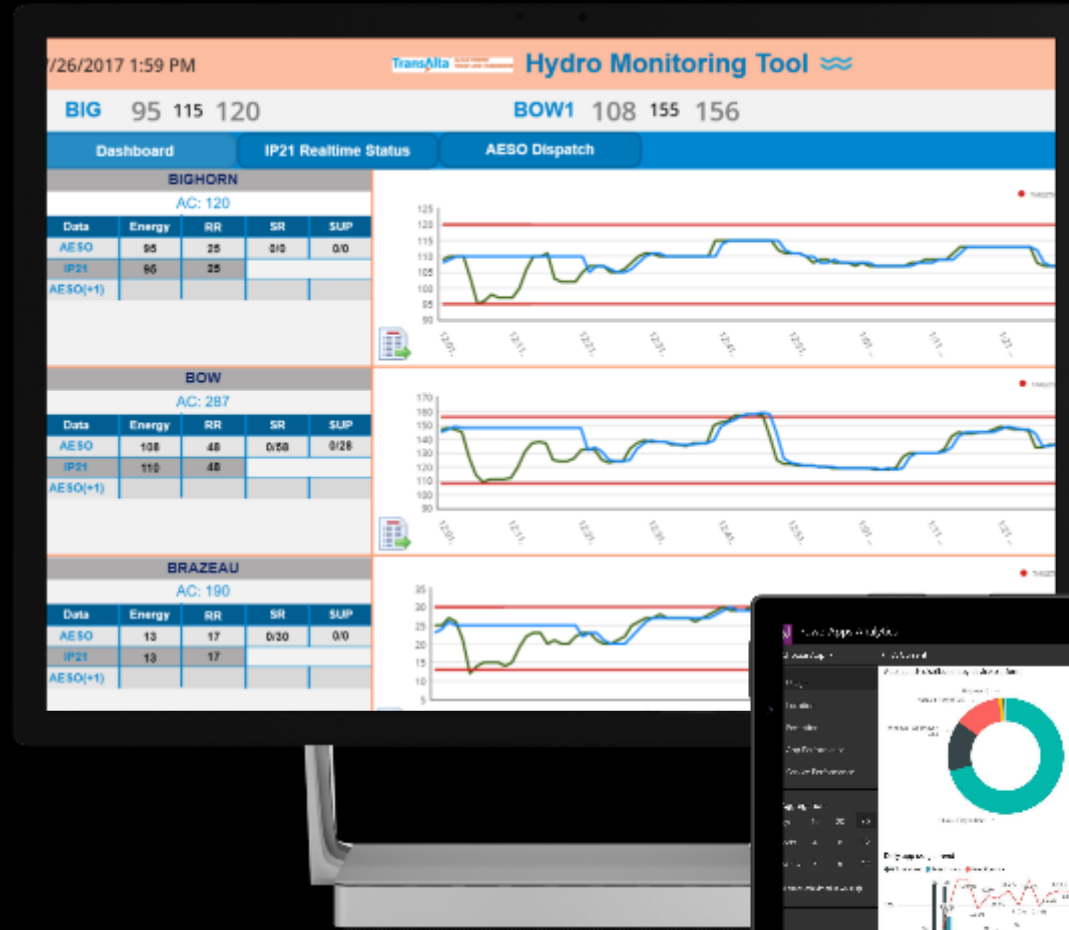
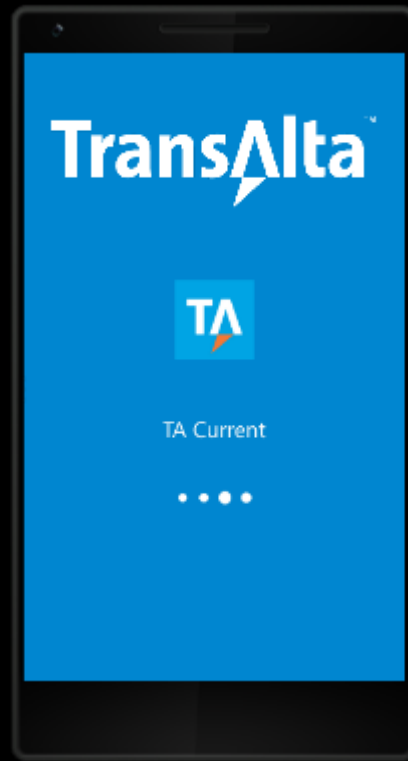
# Utilities – Power Grid Management

## Power Platform use cases



### 360° Management:

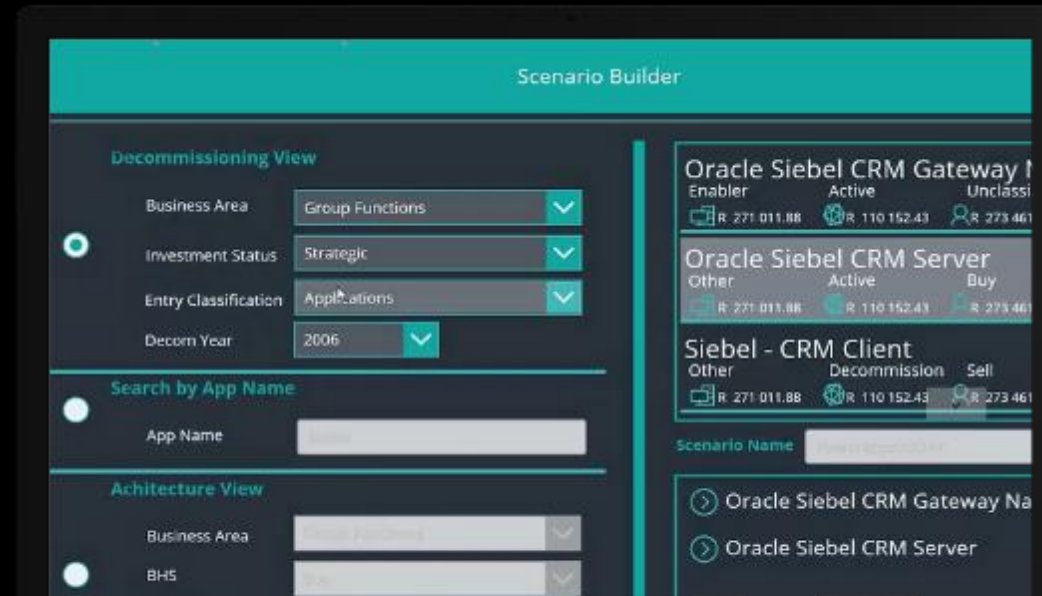
- Trends
- Intelligent
- Prevention





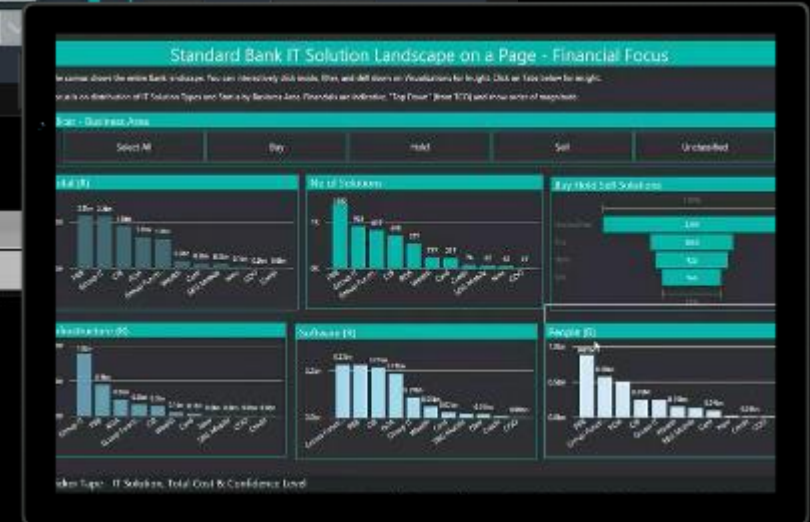
# Utilities – Power Grid Management

## Power Platform use cases



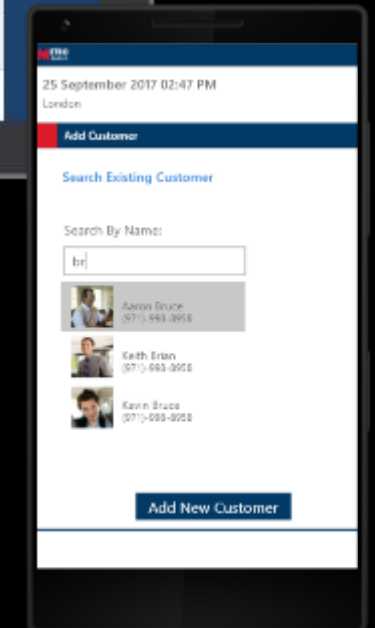
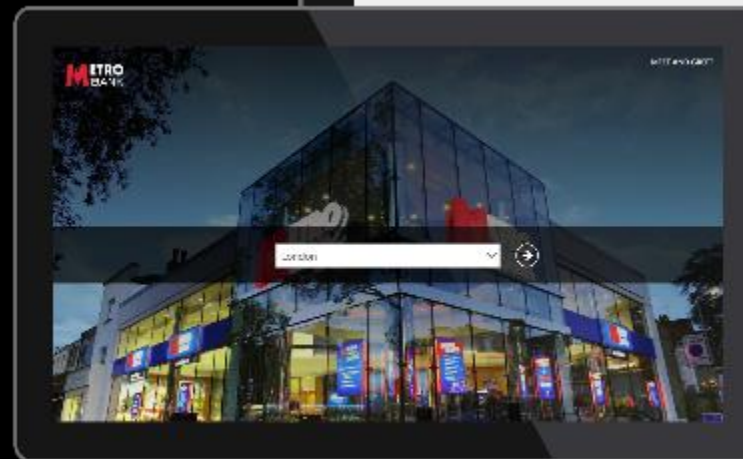
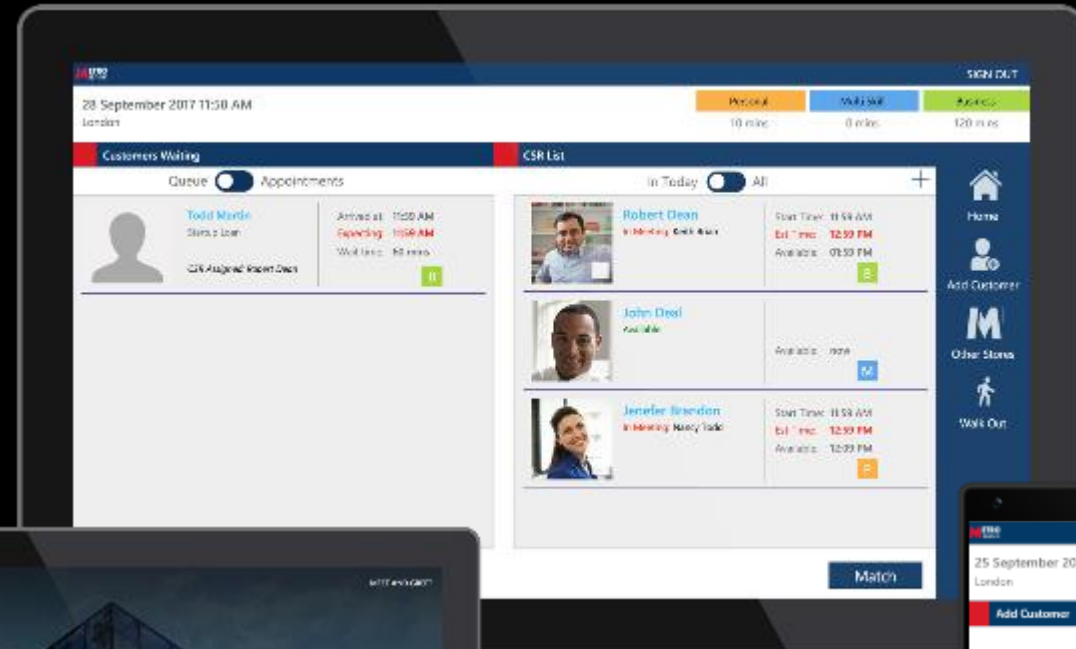
### Risk Management:

- Paper to apps
- Business process management



# Bank – VIP Relationship Management

## Power Platform use cases



Personalized relationships

- Predictive
- 360°

# Car Dealer – Platform for all Apps

## Power Platform use cases



## One Platform for All Innovations



### Corporate Insurance Claim Management

Replaced Access DB, excel and paper forms with PowerApps + Azure SQL DB. Online incident submission, reporting integration with PowerBI, and central repository for all incidents.



### Accounts Payable Invoice Admin

Changes in business processes created functionality gaps in legacy apps. PowerApps app created to empower business teams to manage invoicing tasks – removing dependency on IT.



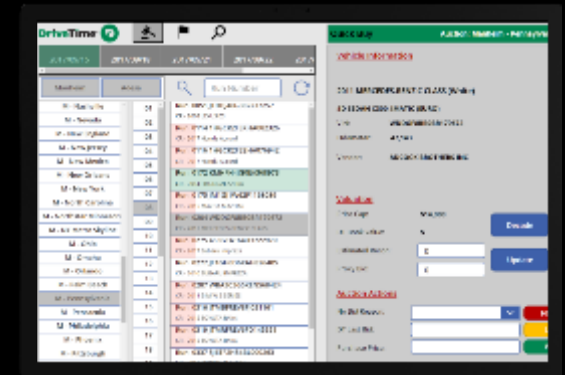
### Contract Employee Management

PowerApps to update and terminate the contract employees that do not flow through DriveTime's normal HR system. Prior to PowerApps, each change required manual update from IT resource.



### Ancillary Product Reinstatements

Empower business team to reinstate the ancillary products that a customer buys with their vehicle (warranty, GPS app, GAP). Went from 6 teams involved to one button press in PowerApps.



# Licensing Overview



## PowerApps Licensing – Upcoming Changes

### **PowerApps plans**

New and renewing customers will have the flexibility to choose PowerApps per app or per user plans.

**PowerApps per app plan.** Allow individual users to run applications for a specific business scenario based on the full capabilities of PowerApps. Pricing will be \$10 user/app/month.

**PowerApps per user plan.** Equip individual users to run an unlimited number of apps, without any feature restrictions. This takes the place of existing P1 and P2 plans and will be \$40 /user / month.

**Note:** PowerApps users will continue to be able to run any flow that is triggered directly from an app, or from the data that app updates. However the full standalone capabilities of Microsoft Flow will be reserved for the standalone Flow plans outlined below.

### **Microsoft Flow plans**

New and renewing customers will have the flexibility to choose Flow per user or per business process plans:

**Flow per user plan.** Equip individual users to create unlimited workflows and business processes based on their requirements. This means the existing Flow P1 and P2 plans will collapse into a single simplified per user plan. Pricing will be \$15 user/month.

**Flow per business process.** Implement critical business processes with capacity that serves teams, departments or the entire organization, for an unlimited number of users. Pricing will be \$500 business process/month for up to 5 active workflows.

## PowerApps Licensing – Upcoming Changes

### **PowerApps Portals**

[PowerApps Portals](#) provide low-code tools to build responsive websites that connect an organization with external customers or partners. This is done by providing the ability to create a new portal app which can be accessed by internal users, anonymous external users, or by authenticating external users with LinkedIn, local logins, Microsoft accounts and many other identity providers. The ability to access PowerApps Portals is included as part of the new PowerApps per user and per app plans for internal users.

PowerApps Portals will be licensed per the following:

- External users (authenticated) will be \$200 for 100 logins/month.
- External users (anonymous) will be \$100 for 100,000 web page views/month.
- Internal users are able to access portals using a PowerApps per app or per user plan as per above.



Questions?

# Where to learn more...

- [Microsoft PowerApps](#) – Rapidly build web and mobile business applications without coding
- [Microsoft Flow](#) – Automate business processes through simple configuration
- [PowerApps Training \(landing page\)](#)
- [PowerApps Blog](#)
- [Flow Blog](#)
- [Microsoft Flow Learning Resources](#)
- [PowerPlatform Labs & Challenges \(app-in-a-day-activities\)](#)
- [PowerApps Community/Developer Plan](#)



# Available Training materials

- [App in A Day](#) (PowerApps focus)
  - -Additional challenges and labs POST App in a Day – [Power Platform Labs and Challenges](#)
- [Flow in A Day](#) (Flow focus)
- [COE Starter Kit](#) - a PowerApps COE kit that we can share with our customers to help establish a PowerApps Center of Excellence.
- [DevOps Kit for PowerApps](#) - a kit to help our customers develop and manage PowerApps using the DevOps methodology.
- [Admin in a Day Labs](#) - Slides and lab files that you can do on your own.
- [Admin Dashboard Pack that you can add to your demo environment](#)



Thank you!