Introduction to Microsoft Power Platform

Douglas Walker

Microsoft – Customer Success Manager

Microsoft

What is the Power Platform?

Microsoft

Power Platform

MS Flow + PowerApps + Power BI

Create business processes

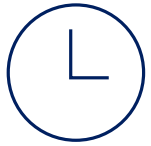
Build apps easily & speedily

Gain global insights instantly

Also known as “Business Applications Platform” or “BAP”

Challenges in building business applications

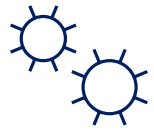
Budget constraints



Time & Resource constraints

Business expectations

Paper processes

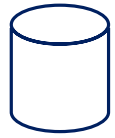


Complex processes

IT/Business partnership

Legacy system maintenance

“Shadow IT” governance



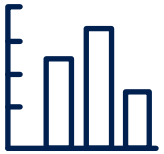
Leverage existing technology

Security & Compliance

Microsoft Power platform

One connected platform that empowers everyone to innovate

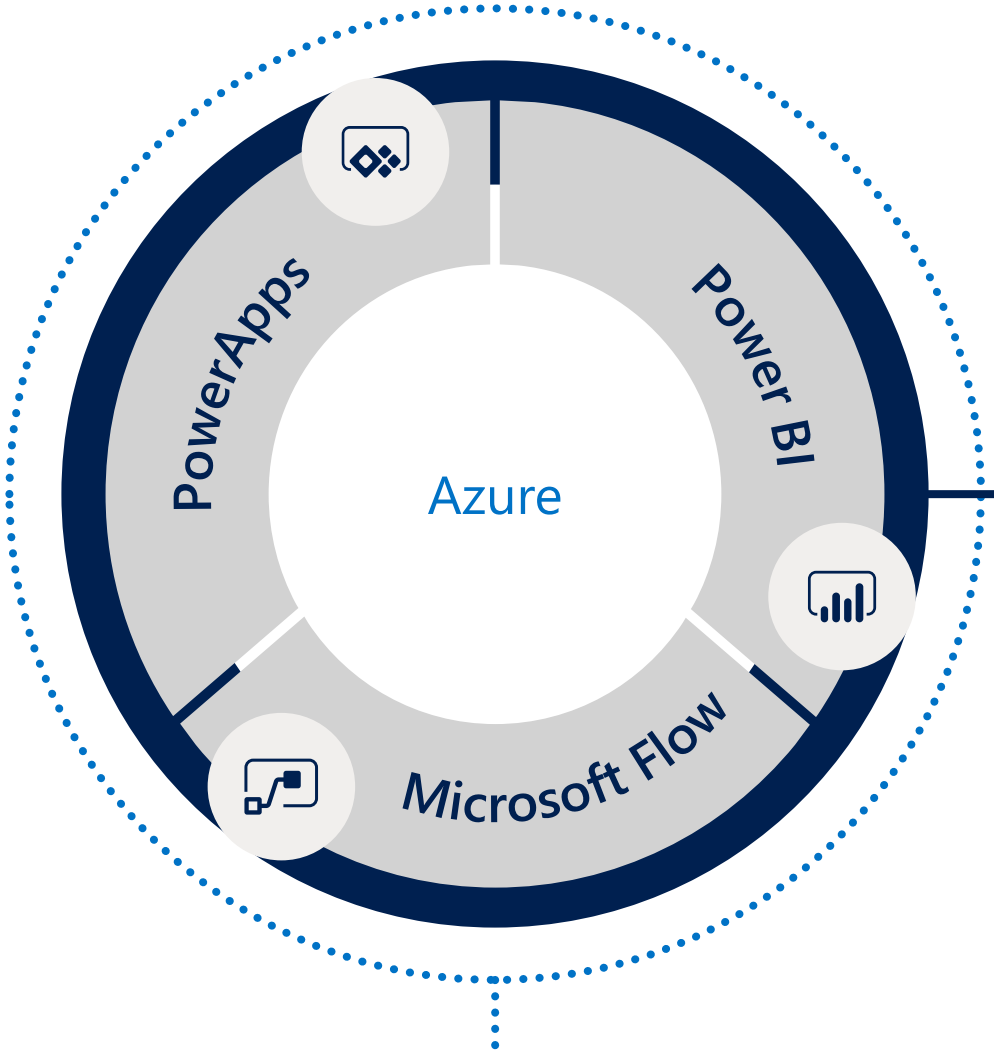
Build web and mobile apps fast and without limits



Gain insights from your data regardless of where it lives

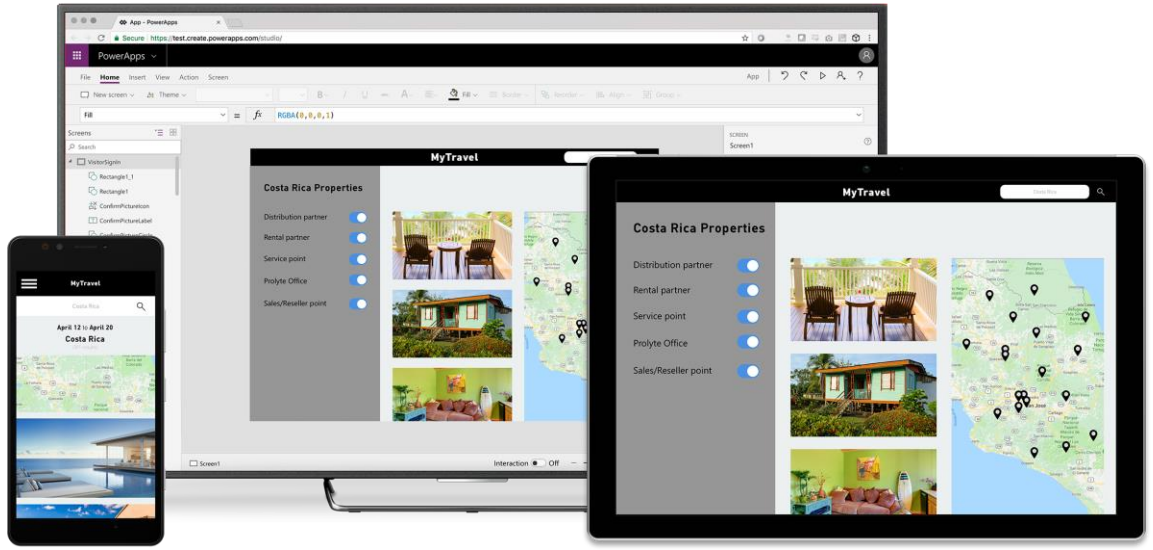
Enterprise-ready security and governance

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



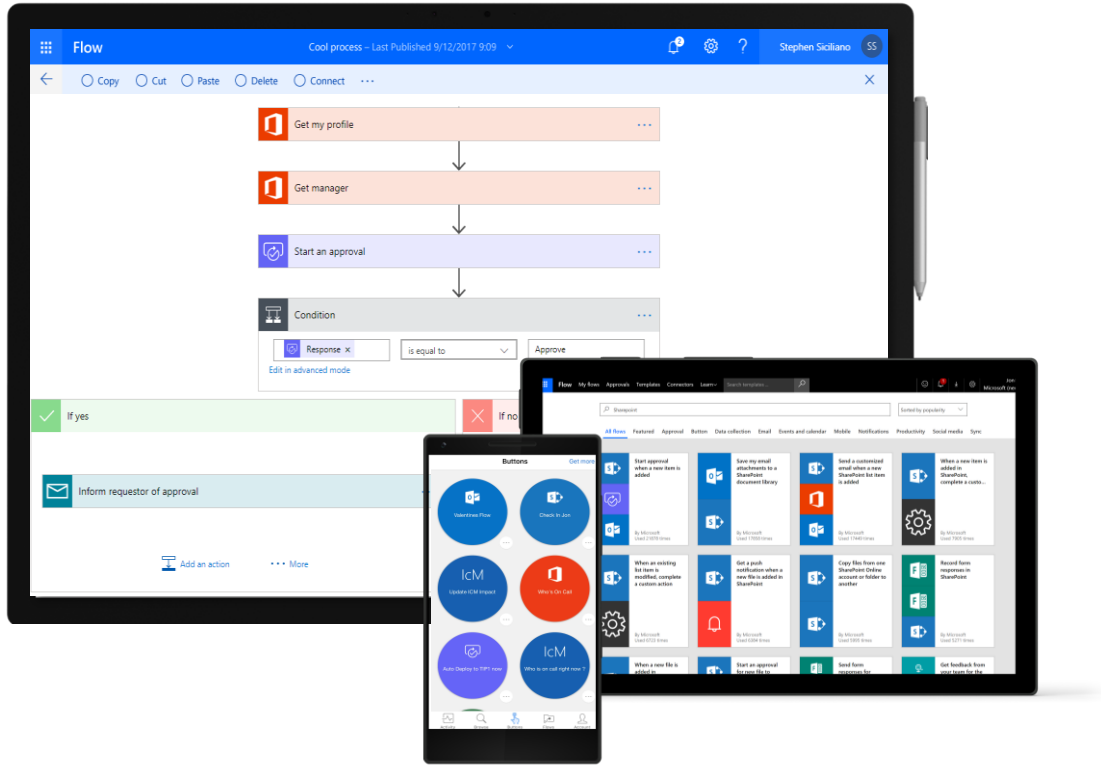
Enterprise-grade

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



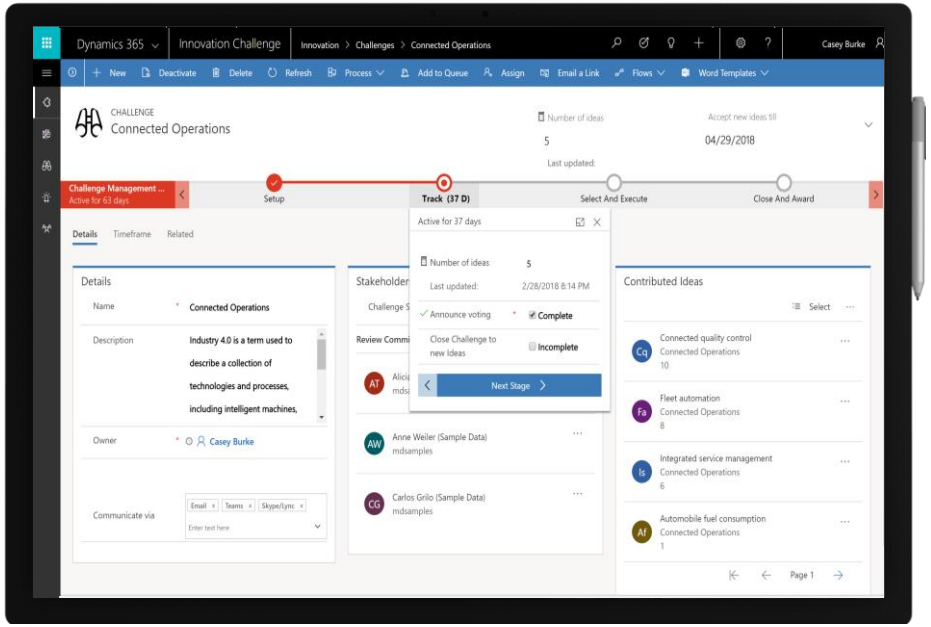
Enterprise-grade

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 Powerlatform

Enterprise-grade

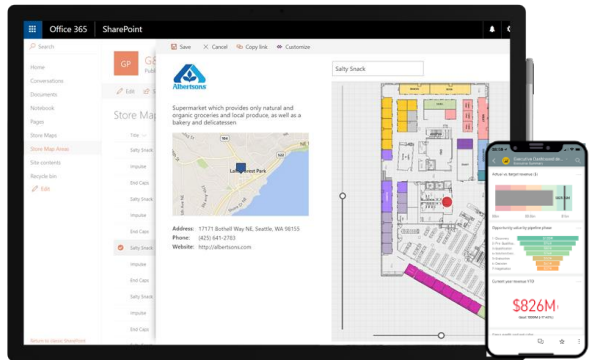
Cloud and on-premises connectivity

Pro-developer extensibility

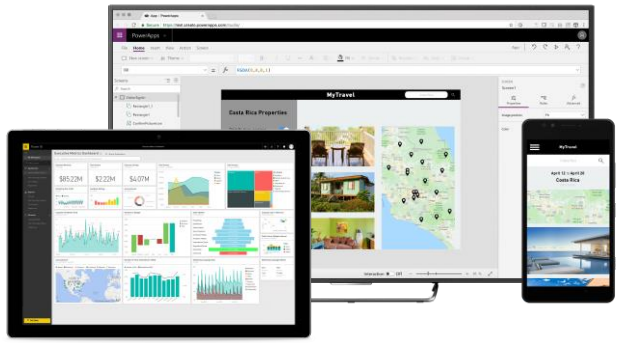
Customize, extend, and build all the apps you need

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

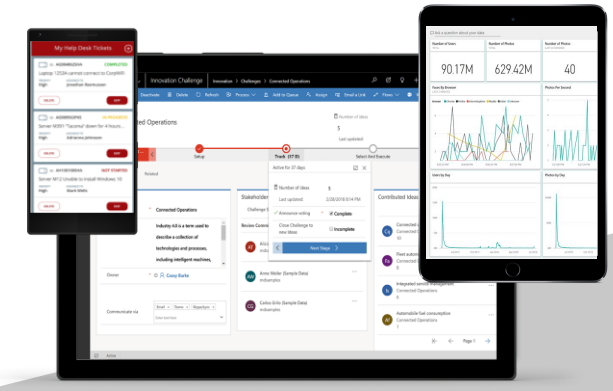
Tailor out-of-the-box solutions, embedded forms and dashboards



Highly customized task- and role-based apps



Immersive, end-to-end solutions



SOPHISTICATION

Why Power Platform?

Microsoft

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

Microsoft

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

Forrester:

PowerApps - leader in low-code development platforms

Microsoft

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

Gartner:

Leader in low-code Applications Platforms 2019

Microsoft

Low Code Evolution

The evolution of how people buy applications

Microsoft

Custom Software

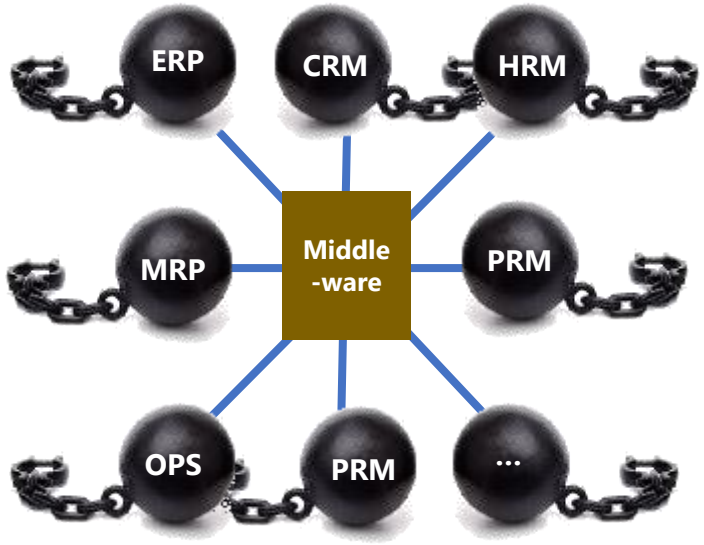
What development language do you use?

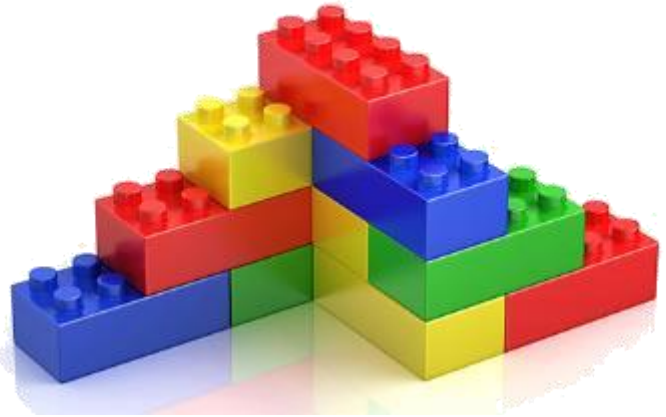
Packaged Software

How feature rich is your software?

Low-code Development

How agile and extensible is your platform?





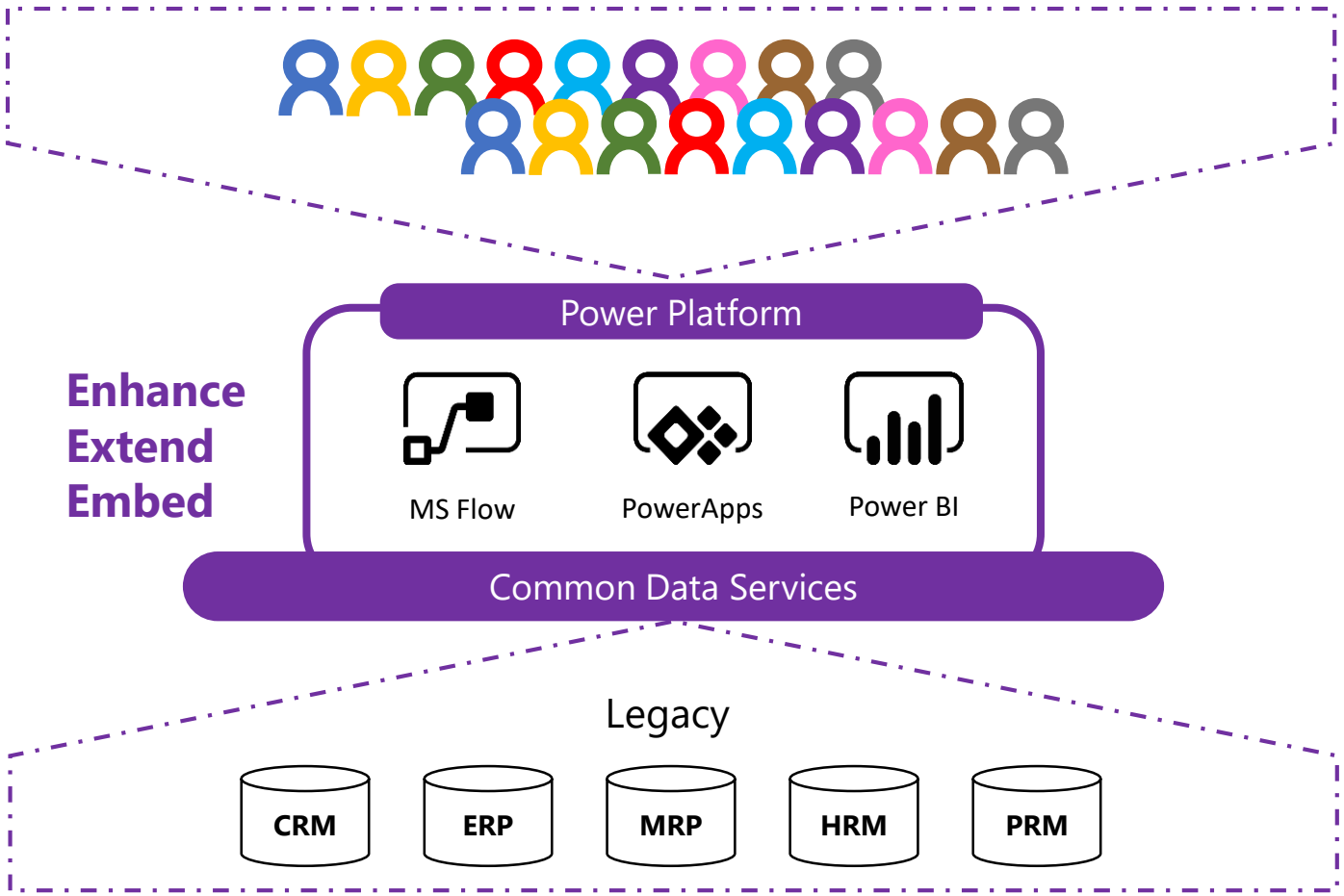
Benefits of low-code development platforms

		Success Rate	Time to Live	Business Relevance	Innovative Culture
LOW-CODE DEVELOPMENT PLATFORMS	Environment used to create web or mobile applications easily by mostly **configurations, drop-and drops**.	**Higher rate of success**	**Days to Weeks**	**Loved by both Business & IT**	**Breeds Innovations**
TRADITIONAL DEVELOPMENT	Traditional computer programming, **writing lines of codes from scratch**.	**Failed projects are common**	**Months to Years**	**Lagging IT & constant tension with business**	**Curbs Innovation**

Microsoft

Power of Innovation Platforms

Weaning off shackling legacy systems



Default user experience

Natural catalyst for Digital Transformation

Nothing but databases

Power Platform Made Simple

Microsoft

Power Platform

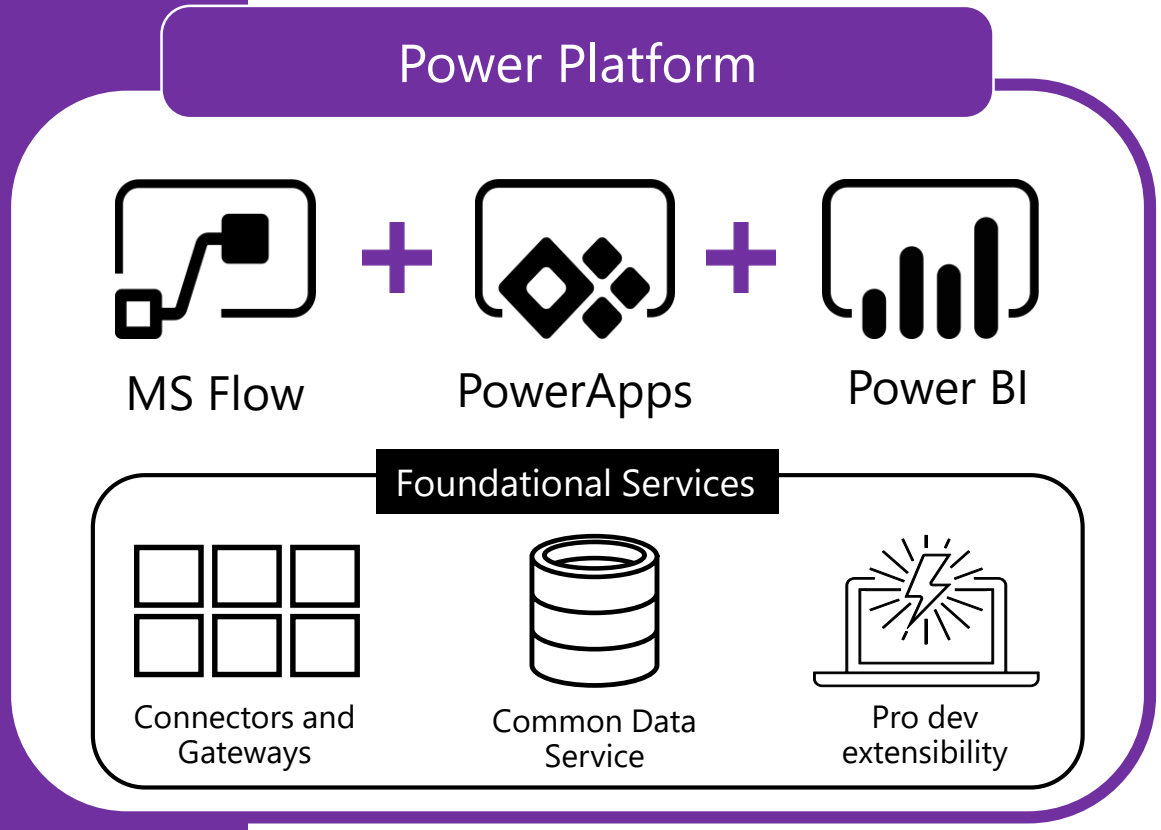
MS Flow + PowerApps + Power BI

Create business processes

Build apps easily & speedily

Gain global insights instantly

Also known as “Business Applications Platform” or “BAP”



Common Data Services

- Enables data from multiple data sources works together

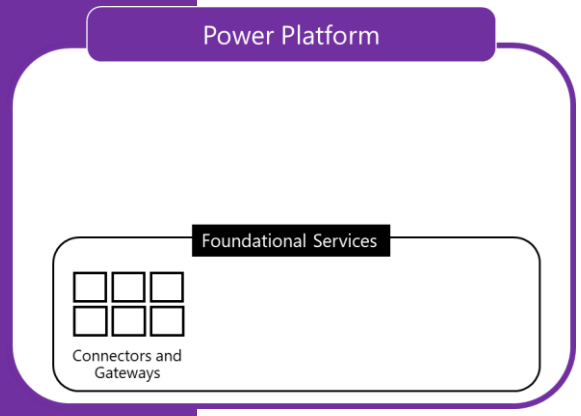
Connectors, Gateways, APIs

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

Pro Developer Extensibility

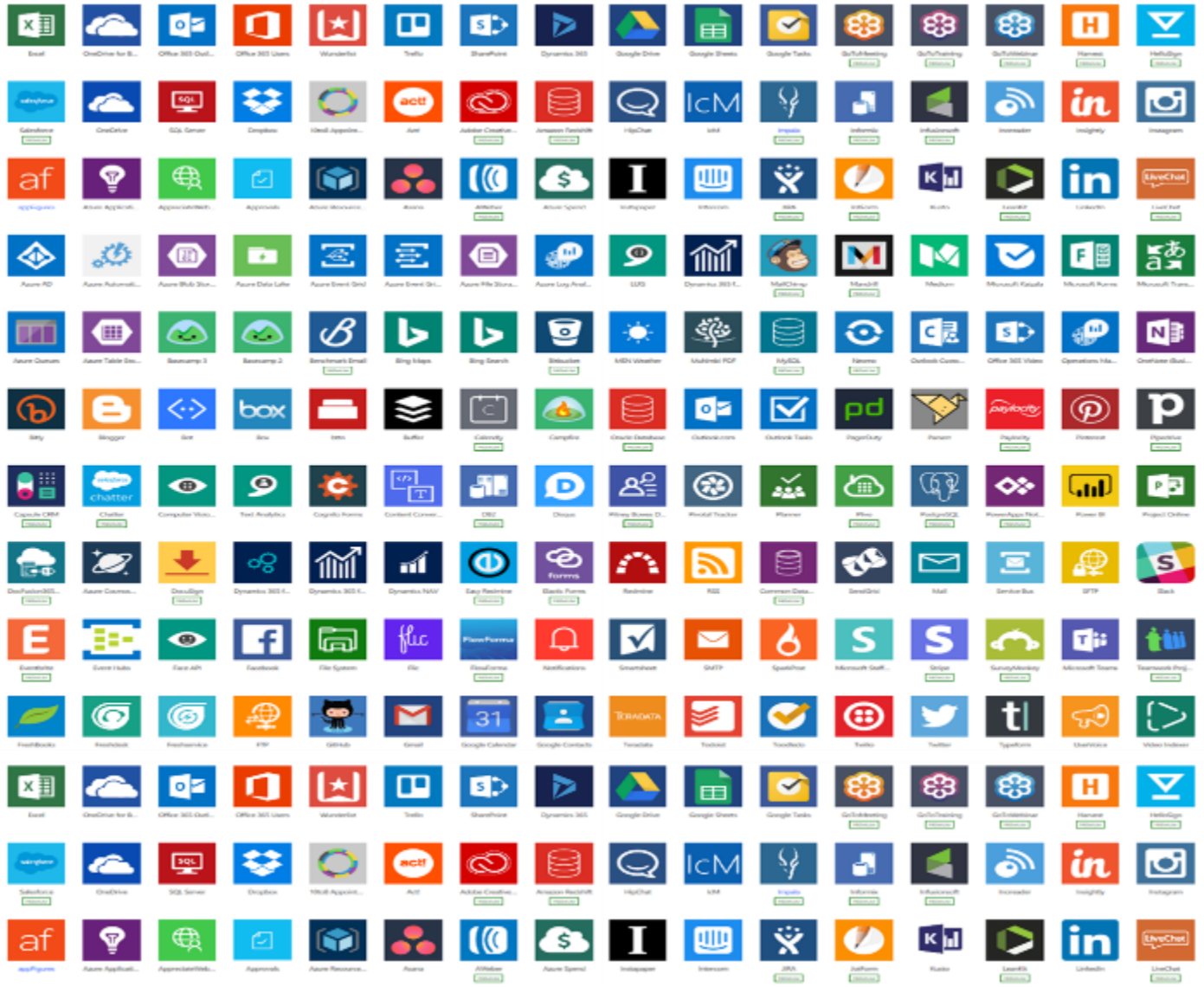
- Empowers the pro developer with more sophisticated developer capabilities

Microsoft



Connectors, Gateways, APIs

- 250+ built-in and custom connectors

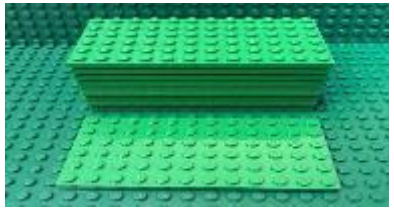


Microsoft

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

1

Citizen Developer

Enterprise Pro Developer

Culture of Innovation

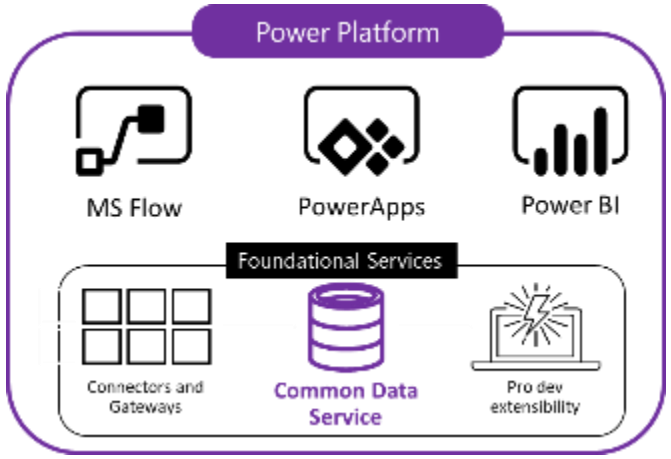
2M+ Active Powerapps Users

2

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



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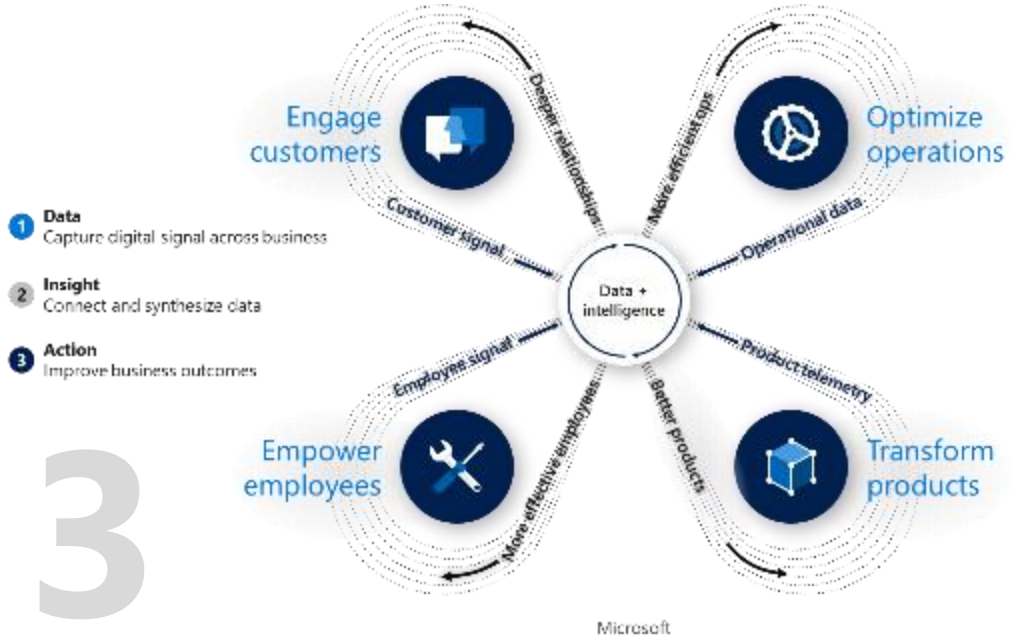


Digital Transformation with One Microsoft Story

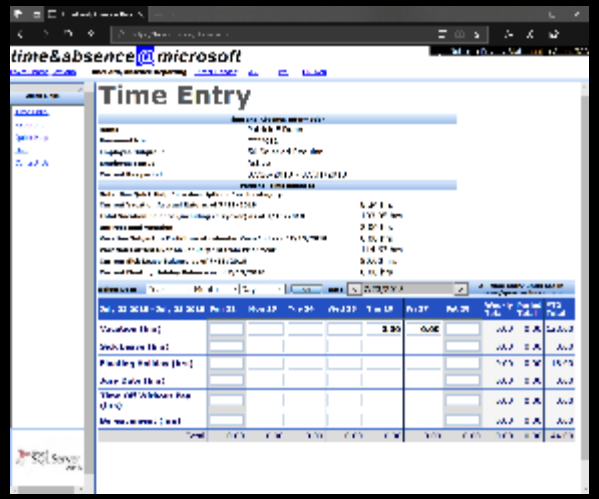
Microsoft

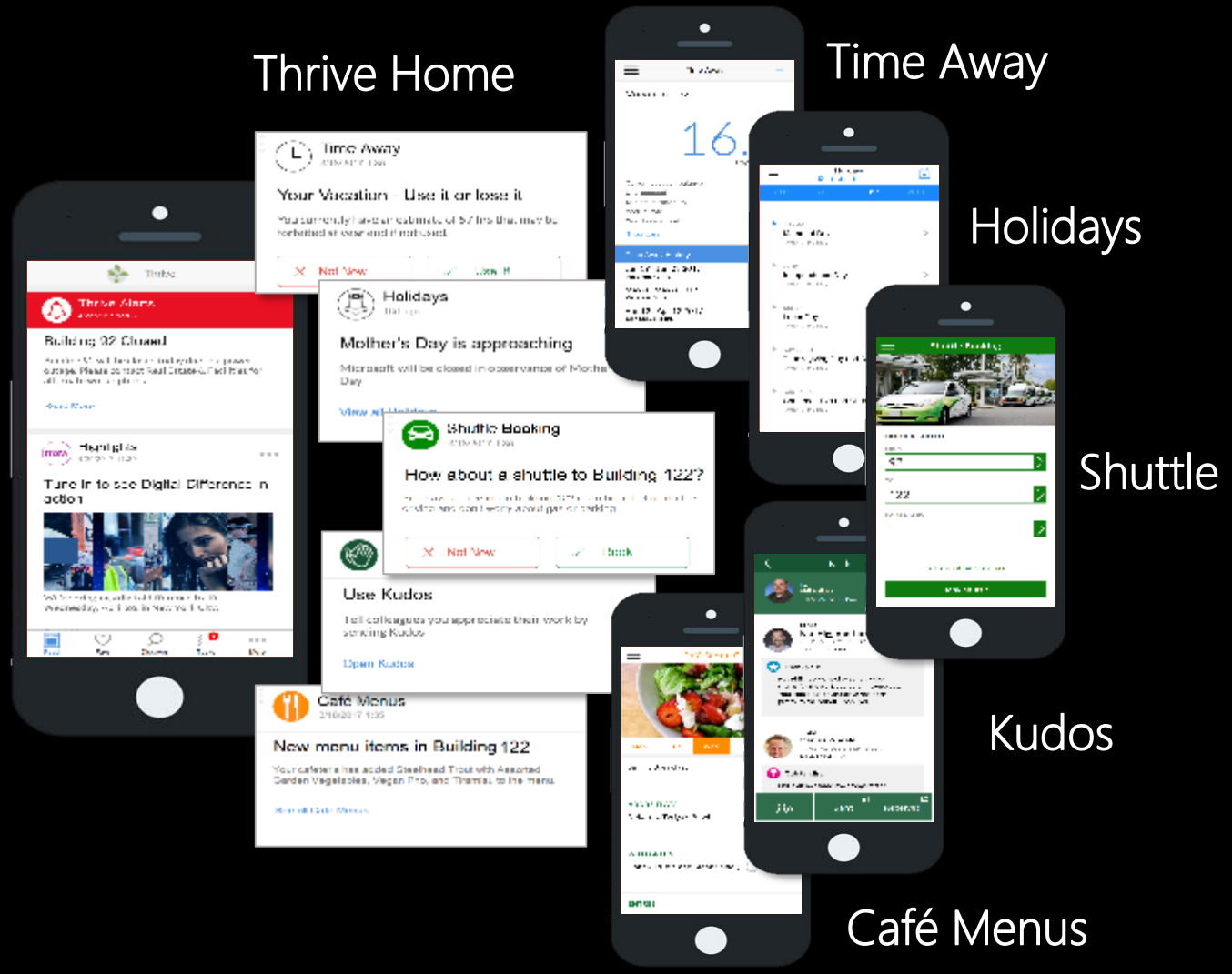
Use Cases

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





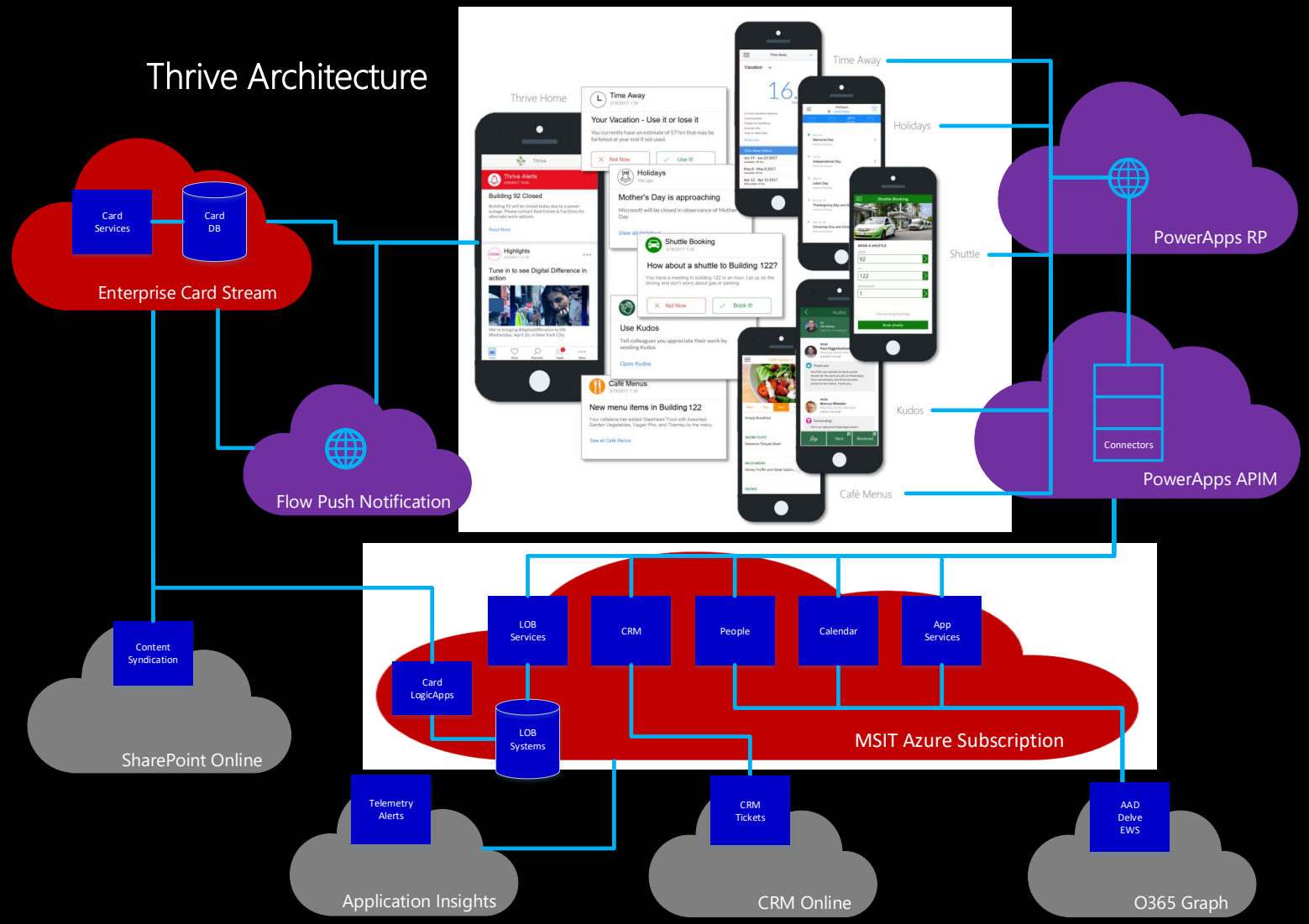
Microsoft HR goes digital

Power Platform use cases

Microsoft

Sophisticated apps via simple user web & mobile experiences

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

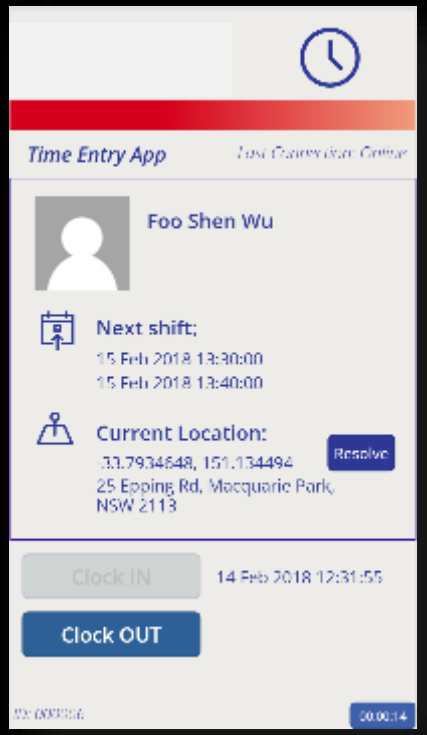


General – Shift Management App

Power Platform use cases

Microsoft

Easy even for non-IT savvy Frontline Workers

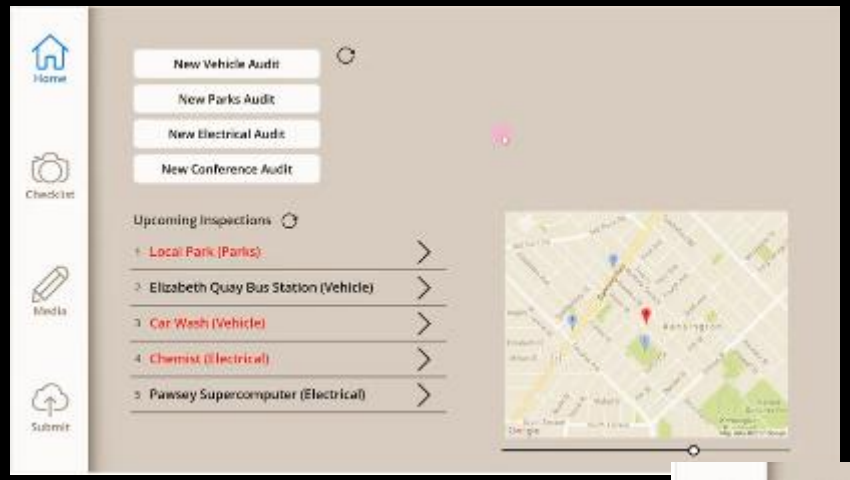


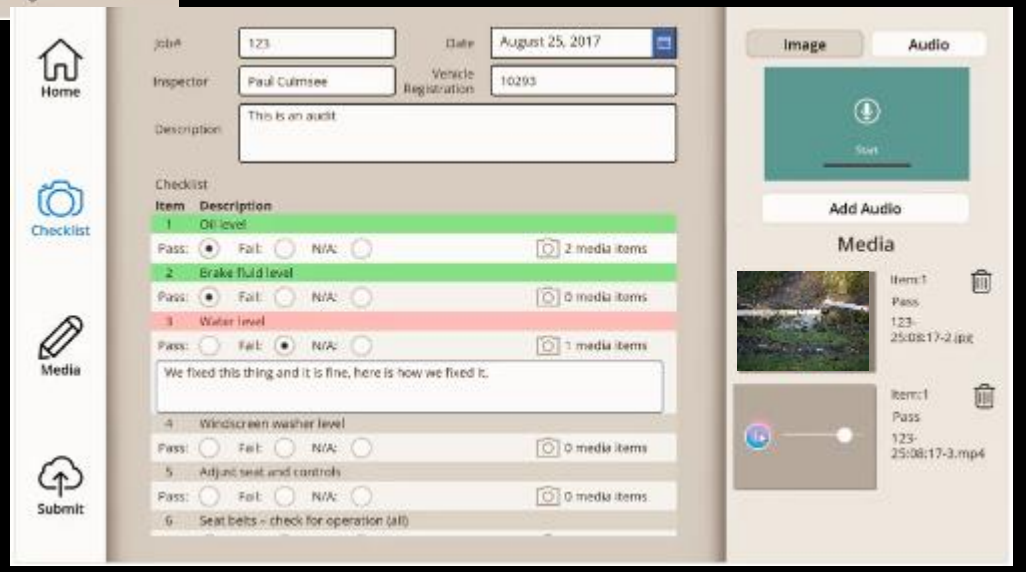
Clock-in/clock-out:

- Offline capabilities
- Geo location awareness using Bing Map services

Field Service – Audit App

Power Platform use cases



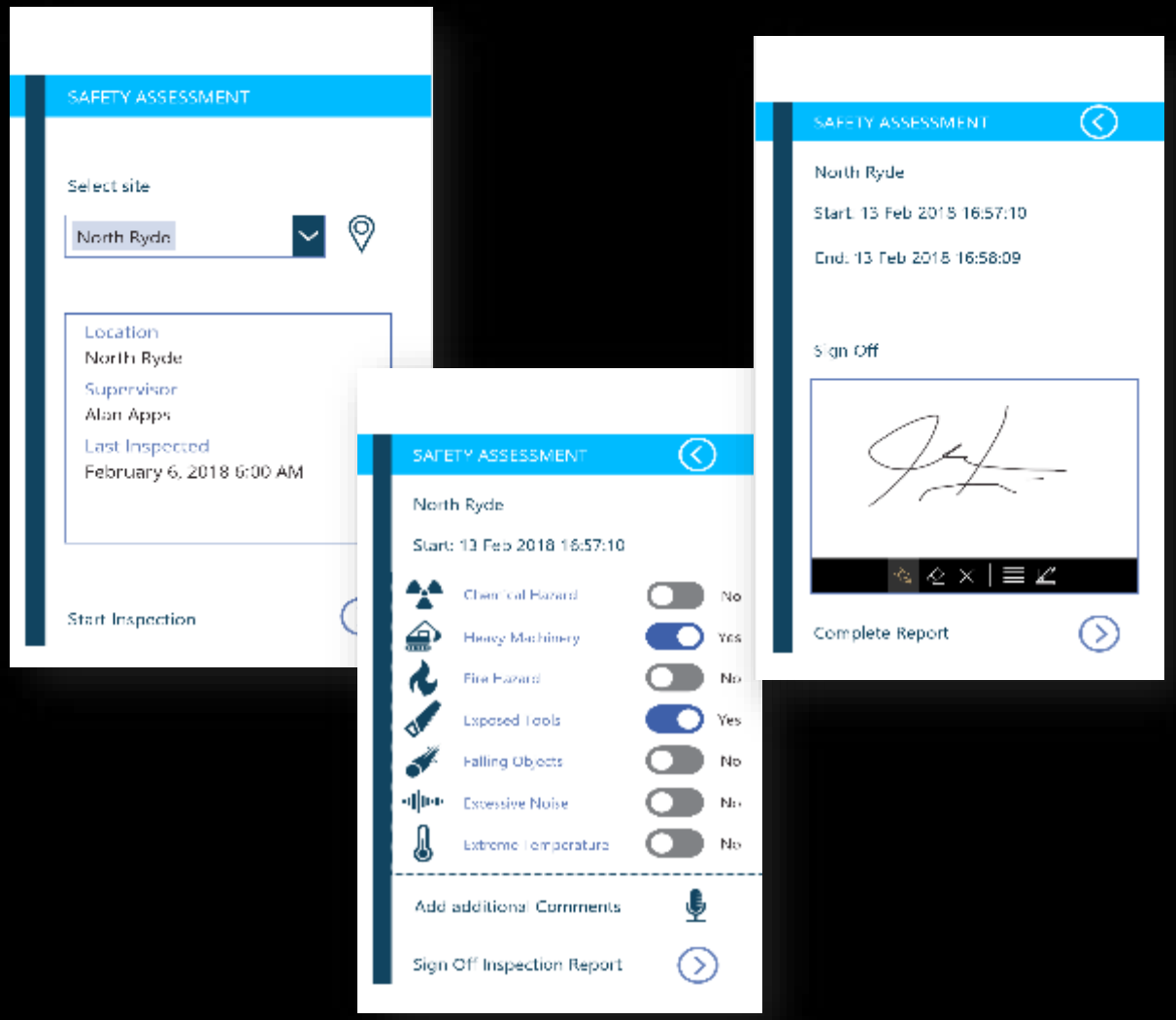


Site visits & audits:

- Checklists
- Voice recording
- Image uploads

Field Service – Security Assessment App

Power Platform use cases



Site visits & audits:

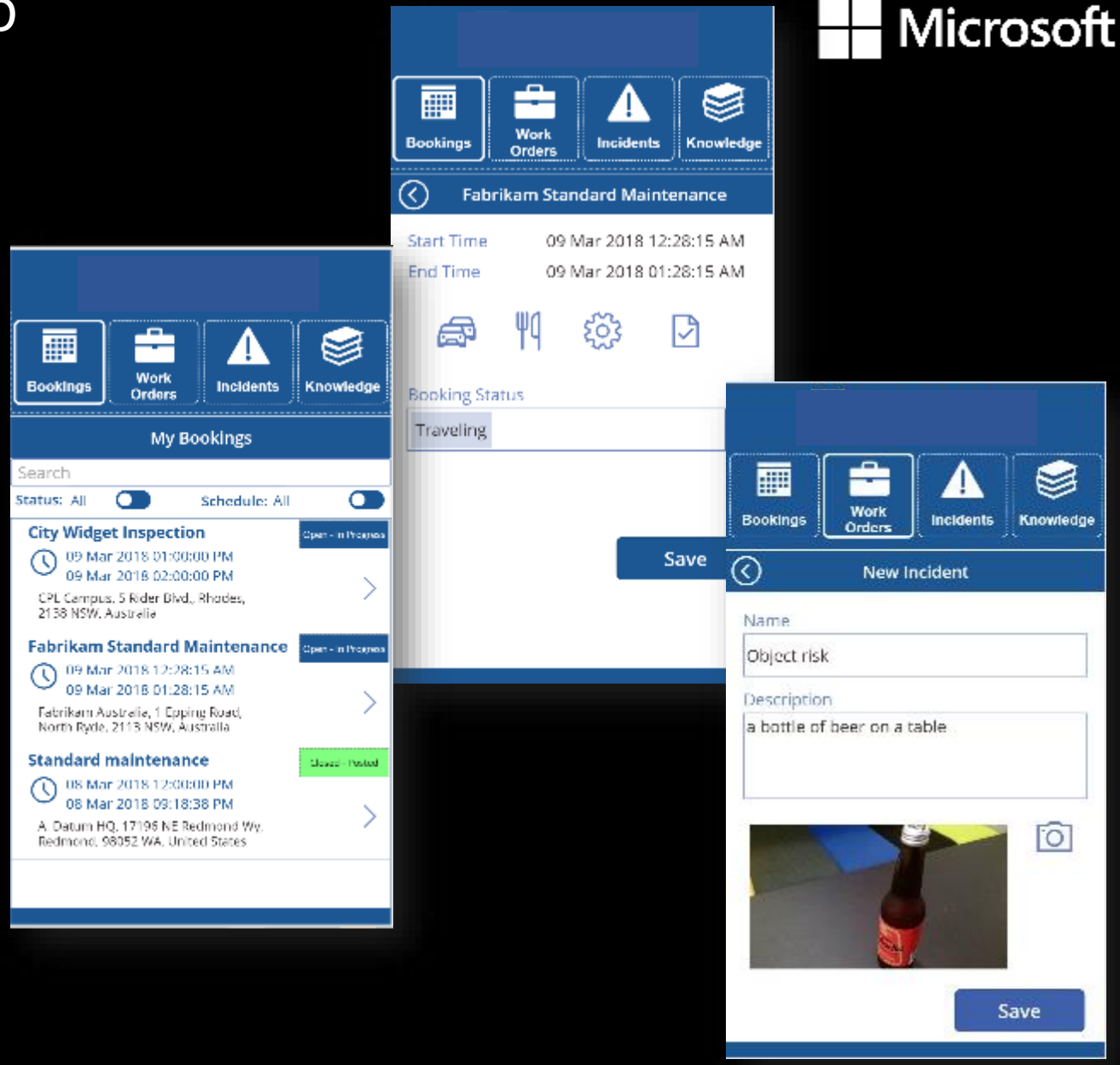
- Checklists
- Signatures
- Logic & rules

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

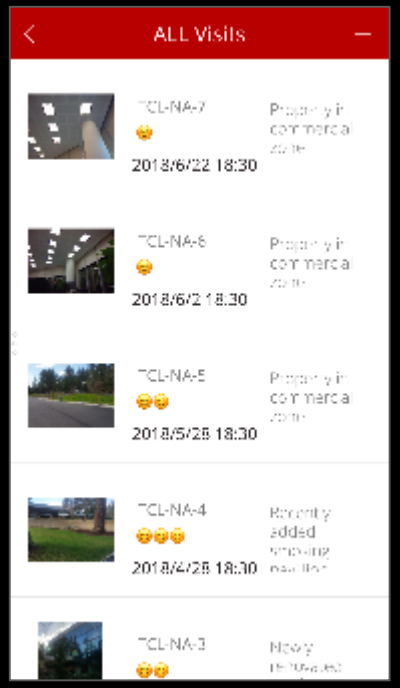


Retail – Store Visit App

Power Platform use cases

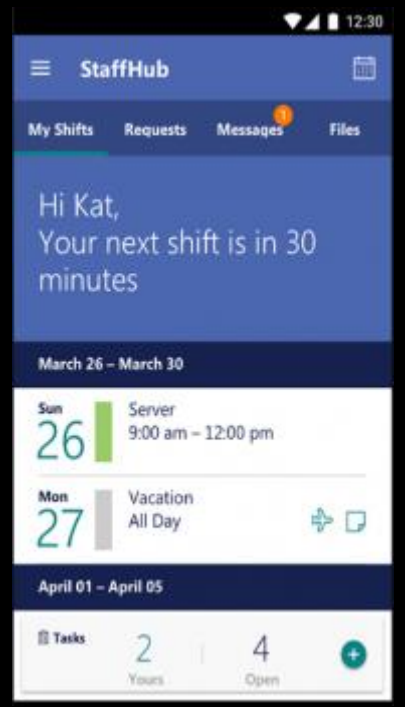
Microsoft

Phone App

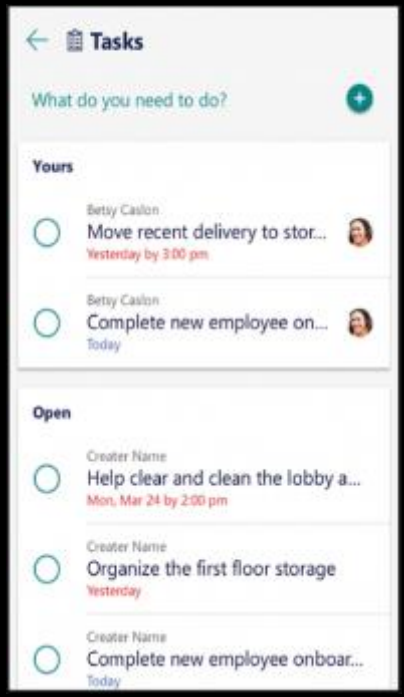


All Visits

Store Location



Resourcing



Actions

Rep Location

Manufacturing – Car Maker

Power Platform use cases

Microsoft

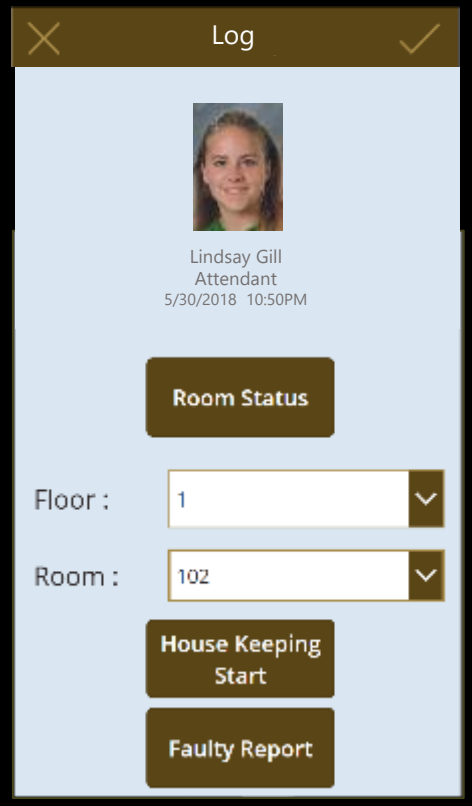
Personalized Selling

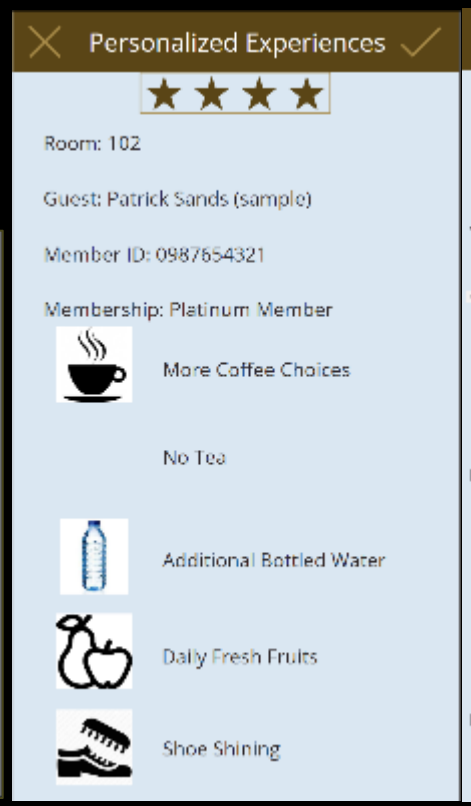
- Recognize
- Profile
- Recommend

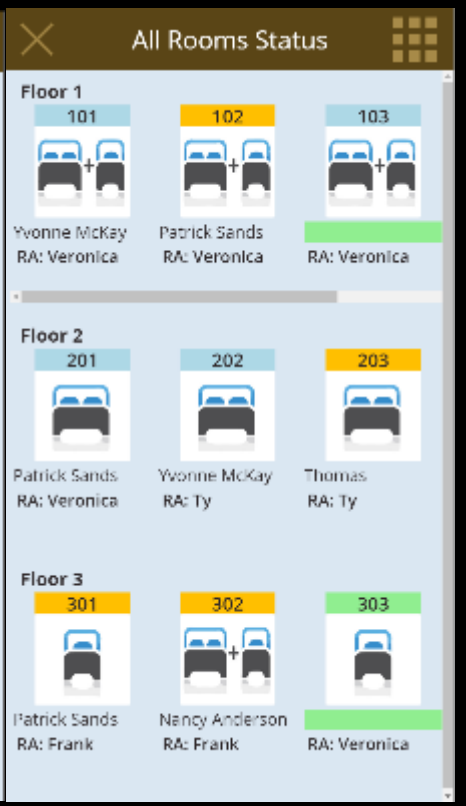
Hotel – Personalized Services

Power Platform use cases

Microsoft





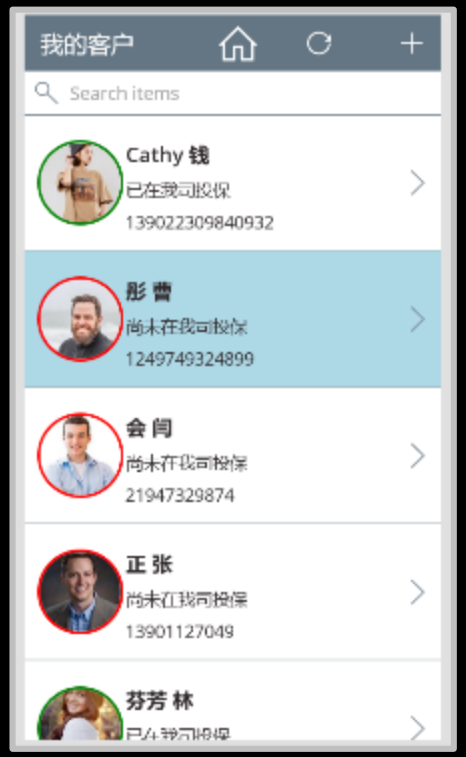


Personalized customer experiences

- Digitized
- Modern
- Personalized

Insurance – Agent Assistant App

Power Platform use cases



Smarter sellers

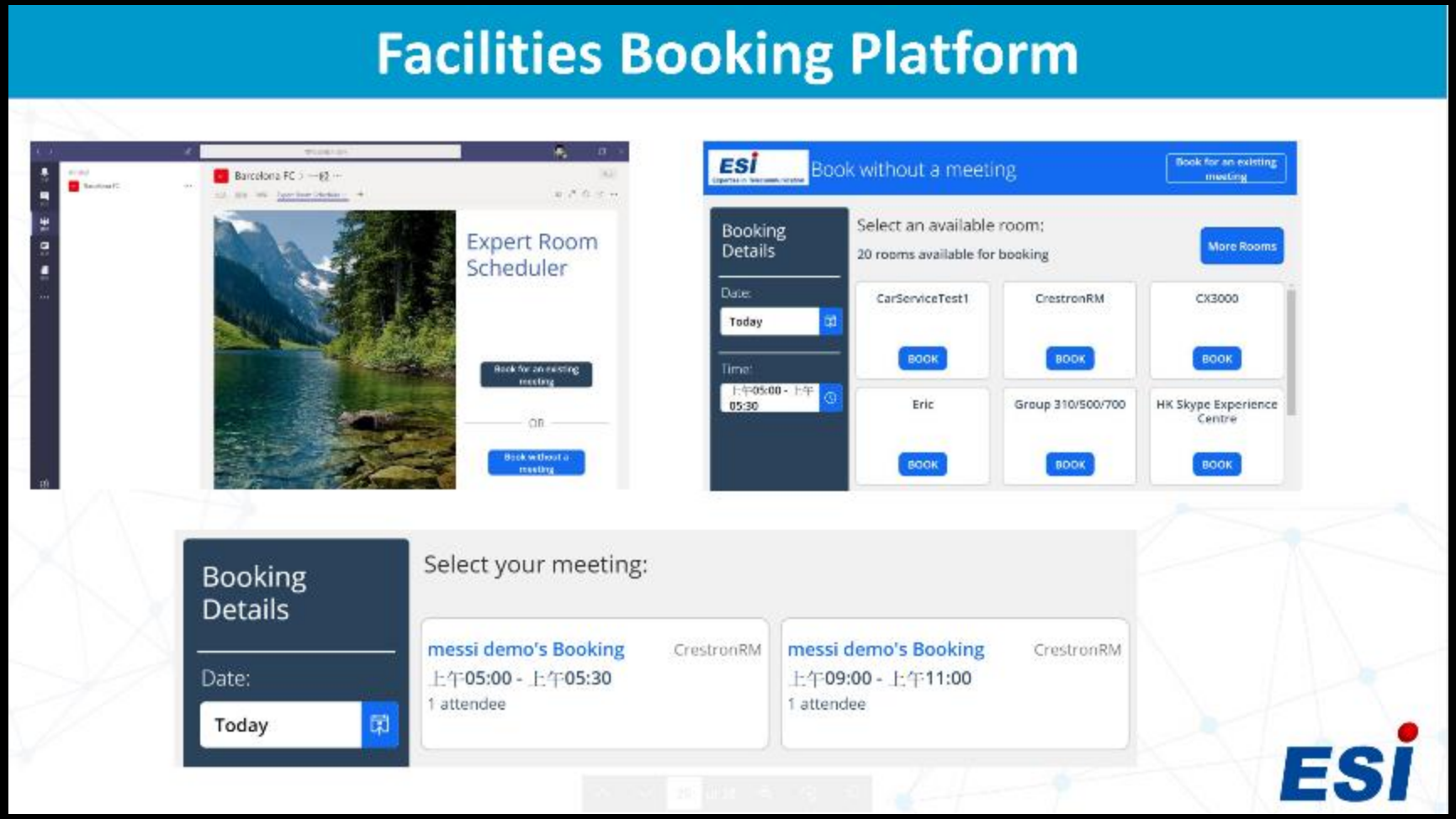
- Intimate
- Personalized
- Intelligent

Telco – Facilities Booking Platform

Power Platform use cases

Optimizing resources

- Easy
- Workflow
- Intelligent



Professional Services – Property Management

Power Platform use cases

360° Management:

- Trends
- Intelligent
- Prevention

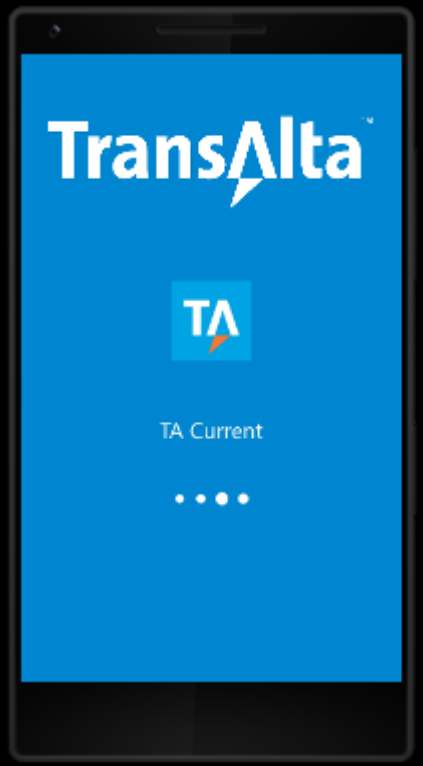
Utilities – Power Grid Management

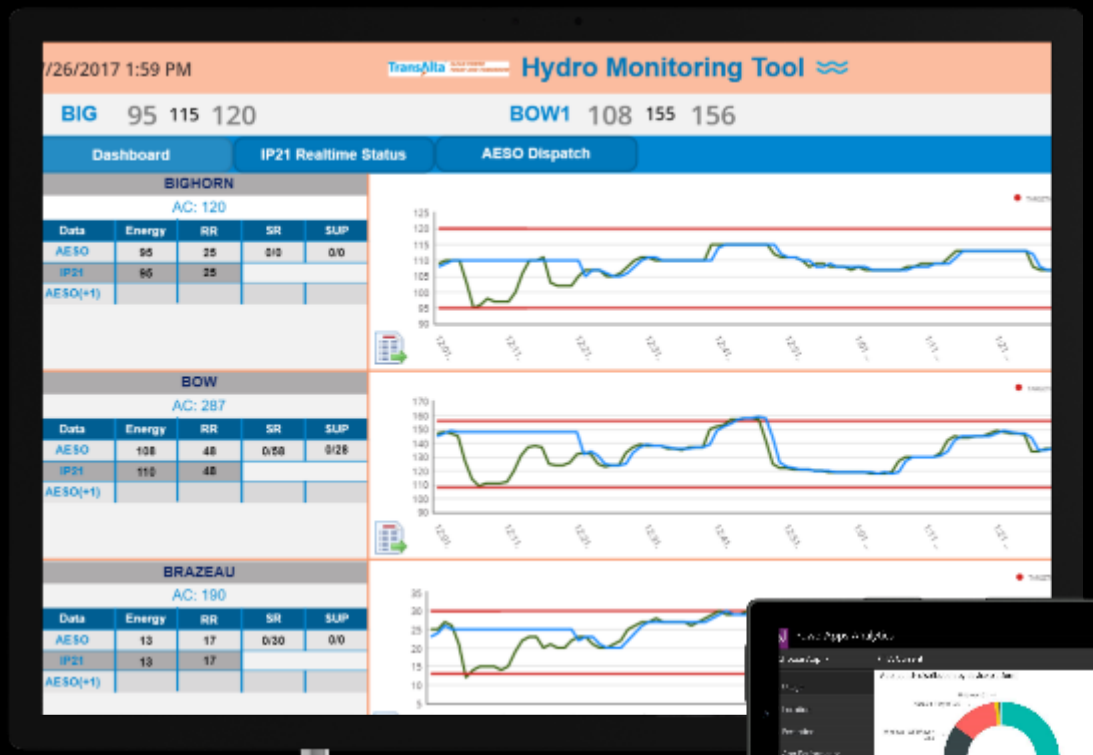
Power Platform use cases

Microsoft

360° Management:

- Trends
- Intelligent
- Prevention





Utilities – Power Grid Management

Power Platform use cases

Microsoft

Standard Bank

Risk Management:

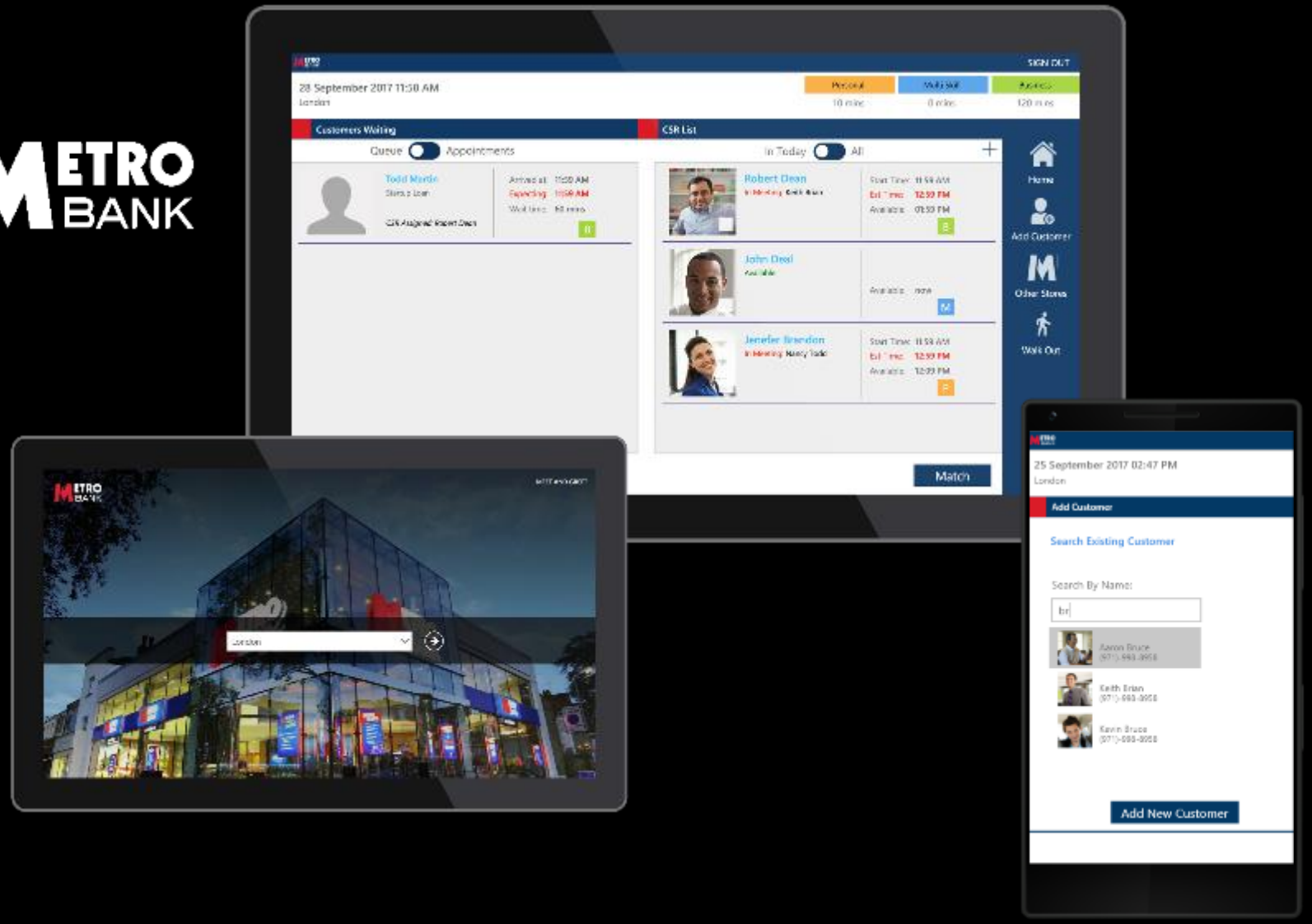
- Paper to apps
- Business process management

Bank – VIP Relationship Management

Power Platform use cases

Microsoft

METRO BANK



Personalized relationships

- Predictive
- 360°

Car Dealer – Platform for all Apps

Power Platform use cases

Microsoft

DriveTime

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

Microsoft

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.

Microsoft

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

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Thank you!