

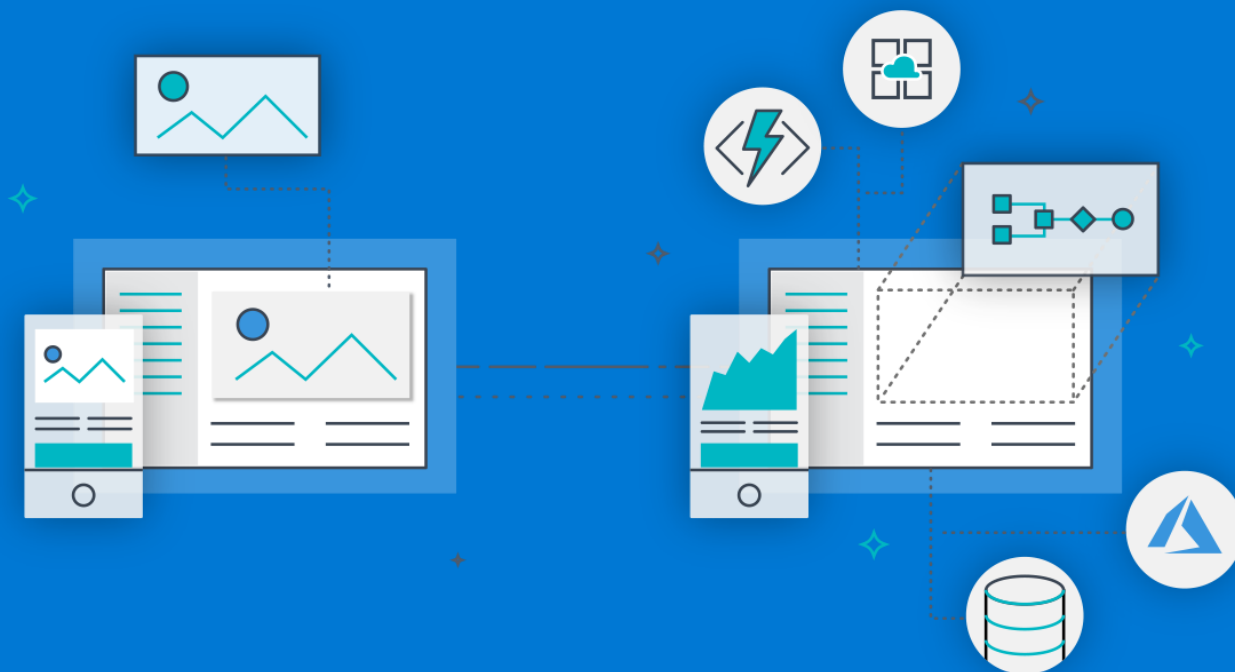


App in a Day

Business Application Platform

Power Apps, Power Automate
& Common Data Service (CDS)

Eric Sauv , XRM Vision



Agenda *(times are approximate and will be fluid with the class)*

| Time | Duration (mins) | Topic | Sub-topic | Type |
|-------|-----------------|--------------------------------|--|--------------|
| 09:00 | 15 | Introduction | Introductions & logistics | |
| 09:15 | 30 | | Business Application Platform Overview | Presentation |
| 09:45 | 30 | Power Apps Canvas | Power Apps Canvas Apps & lab introduction (Module 1) | Presentation |
| 10:15 | 75 | | Hands-on-lab: Module 1: Canvas apps | Lab |
| 11:30 | 60 | | Lunch (Finish lab Module 1 over lunch) | Break |
| 12:30 | 30 | CDS | Common Data Service & lab intro (Module 2) | Presentation |
| 13:00 | 60 | | Hands-on-lab: Module 2: Common Data Service | Lab |
| 14:00 | 30 | Power Apps Model-driven | Model-driven apps & lab introduction (Module 3) | Presentation |
| 14:30 | 45 | | Hands-on-lab: Module 3: Model-driven apps | Lab |
| 15:15 | 15 | | Break (Finish lab Module 3 over break) | Break |
| 15:30 | 30 | Power Automate | Power Automate & lab intro (Module 4) | Presentation |
| 16:00 | 45 | | Hands-on-lab: Module 4: Power Automate | Lab |
| 16:45 | 15 | Summary | Wrap-up & Call to action | |
| 17:00 | 0 | | End training | |

Éric Sauv  – Architecte de solutions

- ❖ Passion  de la Power Platform et actif dans la communaut  des applications d'affaires (Business Apps) avec l'alias @ZePowerDiver
- ❖ Architecte de solutions D365 CE & PowerApps
- ❖ XRM Vision depuis 2015
- ❖ Leader canadien de la communaut  TDGi (Global Hackathon)
- ❖ Power Platform Happy Hour – Montr al fondateur et organisateur
- ❖ xRM Montr al Meetup - organisateur
- ❖ Plongeur, grand-p re, donneur de calins



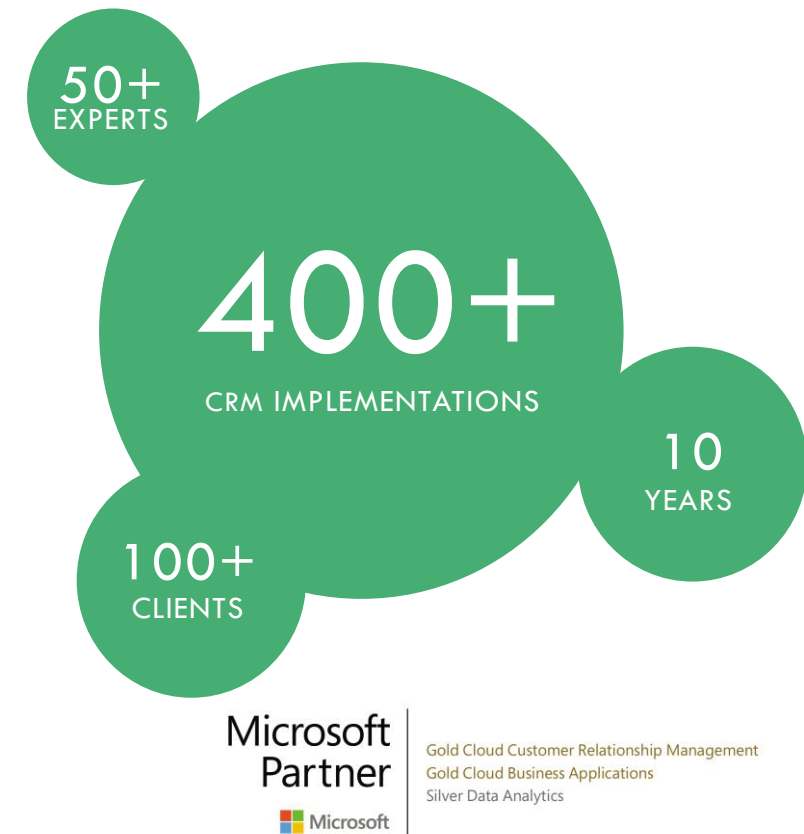
Company Profile

About XRM Vision

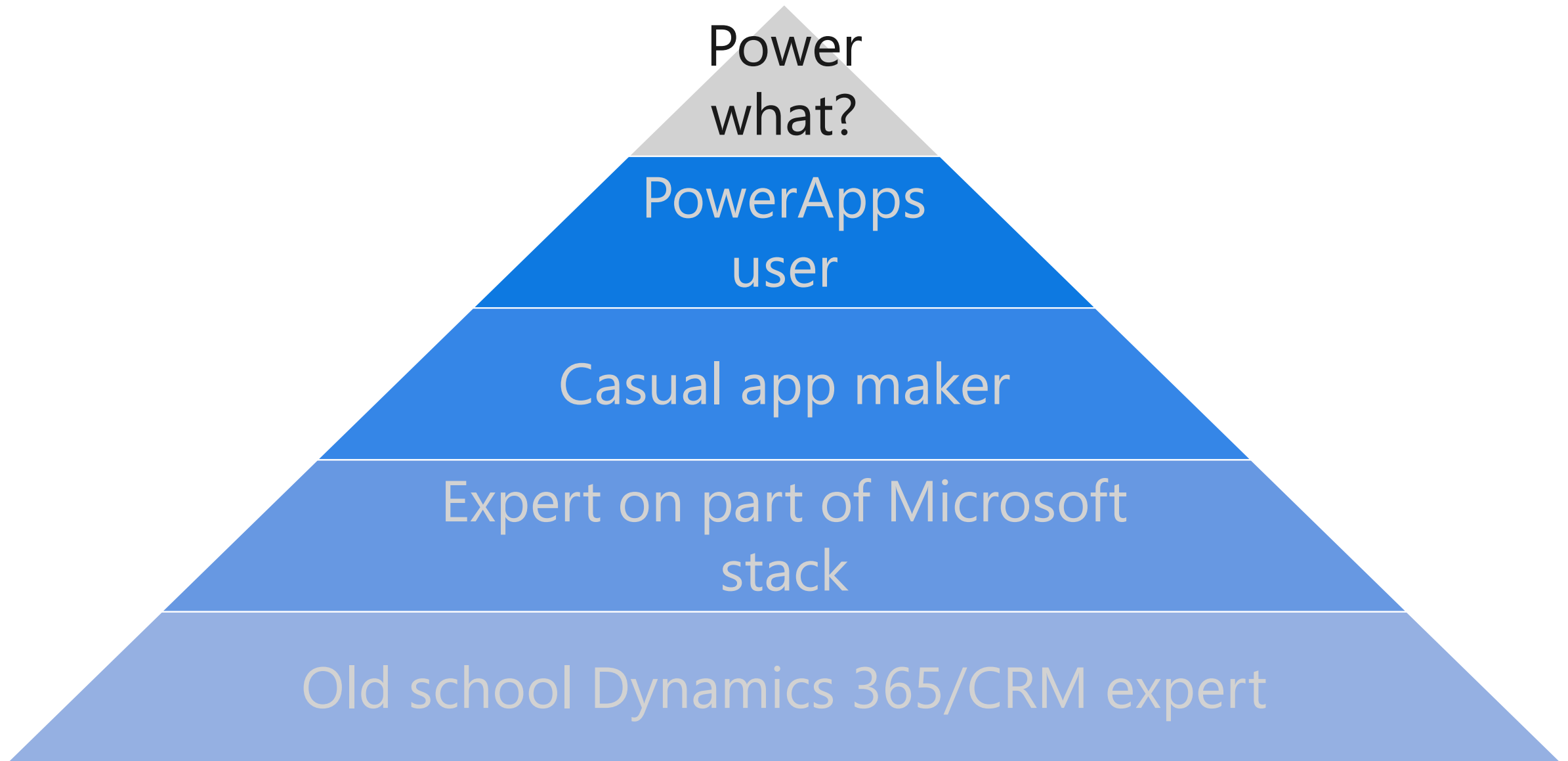
Founded in 2008 in Montreal, XRM Vision is a human sized CRM consulting firm driven by expertise and commitment. We specialize ourselves in strategizing and implementing Customer Relationship Management solutions, powered by the Microsoft Dynamics 365 universe.

We provide guidance to sales, marketing and customer service professionals enabling them to unleash the power of the processes and solutions we deliver, all the while focusing all their efforts on crafting an exceptional client experience.

From your customer's journey definition to your full CRM implantation, we'll strive to help you boost your productivity, improve your customer retention and spark your growth.



Level of expertise



Show of hands

Functional consultant



Office 365

Developer



Canvas Power Apps/CDS 1.0

Admin



CRM/Dynamics 365



Dynamics (F&O, NAV, GP)

Decision-maker



App Development

Power user



Other CRMs?

Introductions

- ❑ What's your name?
- ❑ Which company/group do you represent?
- ❑ Which city/country do you live in?
- ❑ What is your role?
- ❑ What are your expectations from this training?

Business users want solutions to their challenges



Businesses gather data

The number of enterprises with more than **100 terabytes of unstructured data** has **doubled since 2016**.¹



...but few make it actionable.

Only 32% of those companies have **succeeded in analyzing that data** in any actionable way.¹



Workforce requiring multi-device capability

Over 72% of U.S. workforce will be **mobile workers** by 2020.²



Mobile > PC

Time spent on **mobile is now significantly higher** than time spent on PCs.³



Apps can be expensive

The **average cost to produce an app** is \$171,450, but can **quickly increase** beyond \$350,000.⁴



Line of business decision makers are critical to success

81% of **technology projects** influenced by **line of business decision makers**⁵ who are looking to create their own solutions.

1. Forrester Research, Inc., "Predictions 2018: The Honeymoon For AI Is Over." November 2017.

2. IDC, "U.S. Mobile Worker Forecast, 2015-2020." June 2015.

3. KPMG, "Internet Trends 2017." 2017.

4. Clutch survey, 2017.

5. Microsoft, 2017.

Transforming a business can be challenging

Time to Market



Time & Resource
constraints



Budget
constraints



Paper
processes



Complex
processes

Business/ IT Alignment



"Shadow IT"
governance



Changing
Business
expectations

Lack of Insights

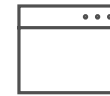


No BI
integration



Lack of tracking
& measuring
performance

Total cost of ownership



Legacy system
maintenance



Security &
Compliance
needs



Leverage existing
technology

Line of business decision makers are critical to success

61% of technology projects
funded by LoB

81% of technology projects
influenced by LoB



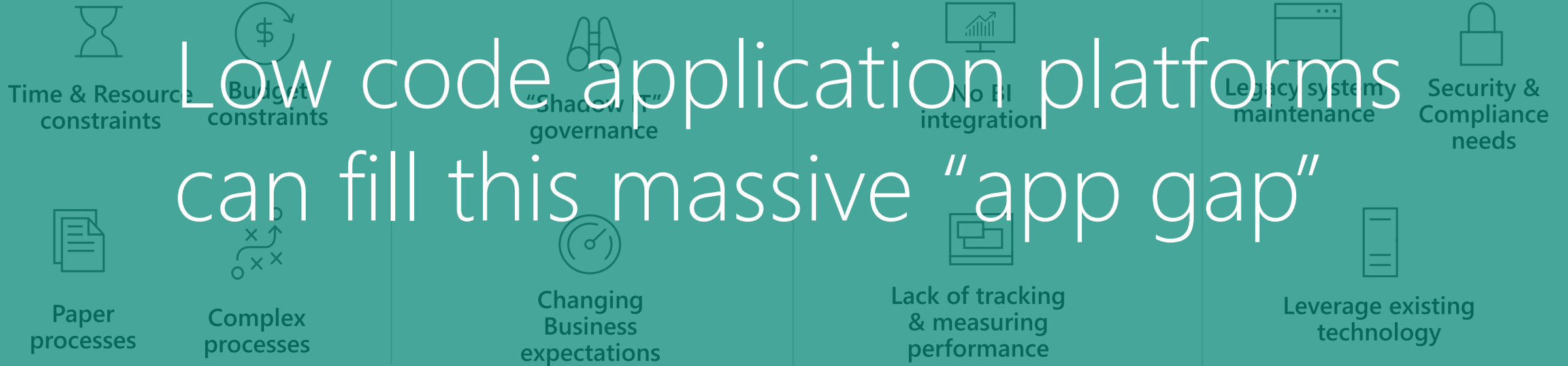
Transforming a business can be challenging

Time to Market

Business/ IT Alignment

Lack of Insights

Total cost of ownership



Line of business decision makers are critical to success

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Power Platform Overview

Power BI

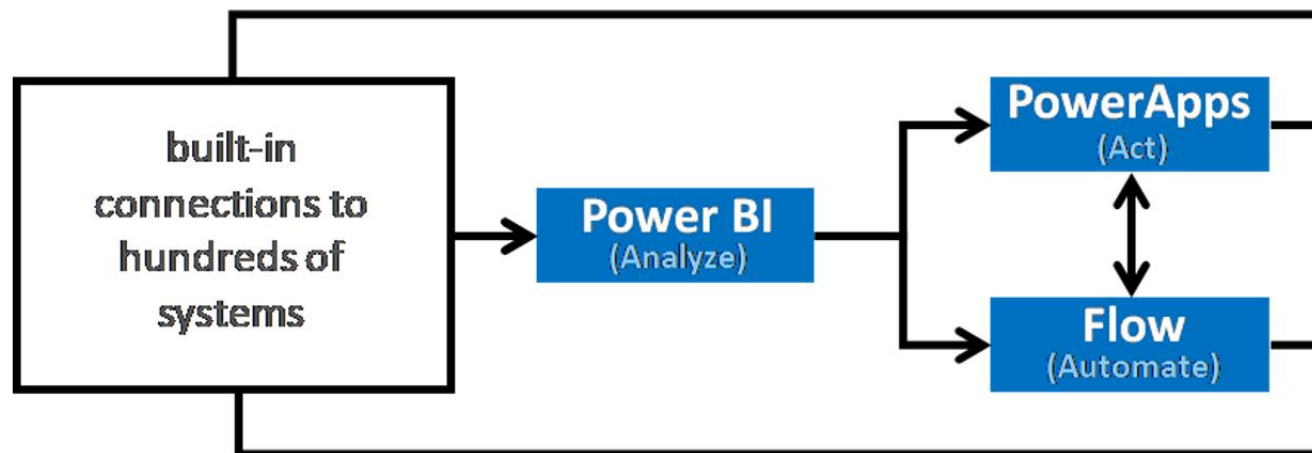
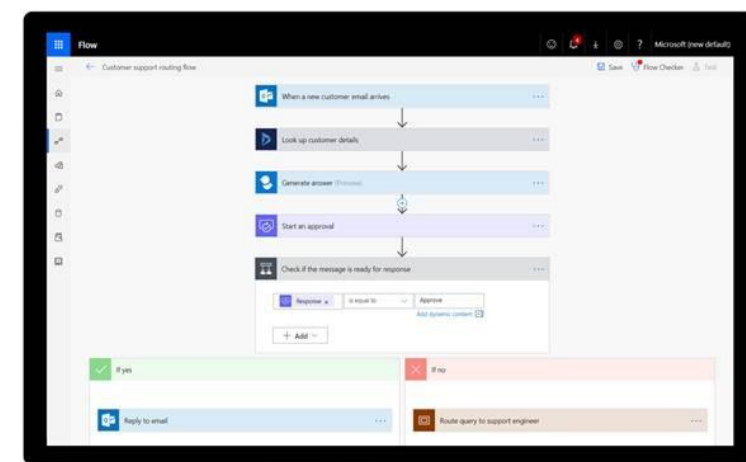
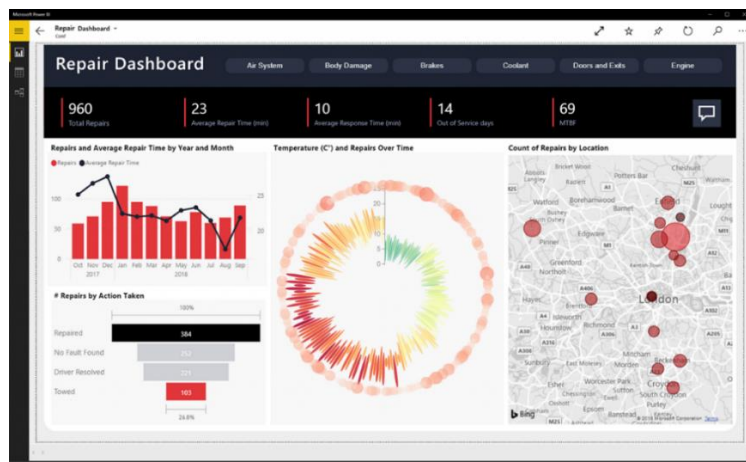
Analyze

Power Apps

Act

Power
Automate

Automate



Microsoft Power Platform

One low-code platform that spans Office 365, Dynamics 365, Azure and standalone applications.

Dynamics 365



Office 365



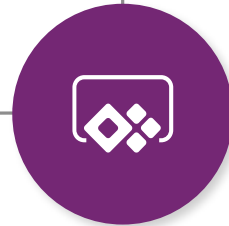
Azure



Your business apps & data



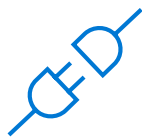
Go from data to insights in minutes
with **Power BI**



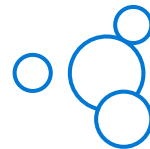
Build incredible apps quickly
with **Power Apps**



Democratize Business Process Management
with **Power Automate**



Data
connectors



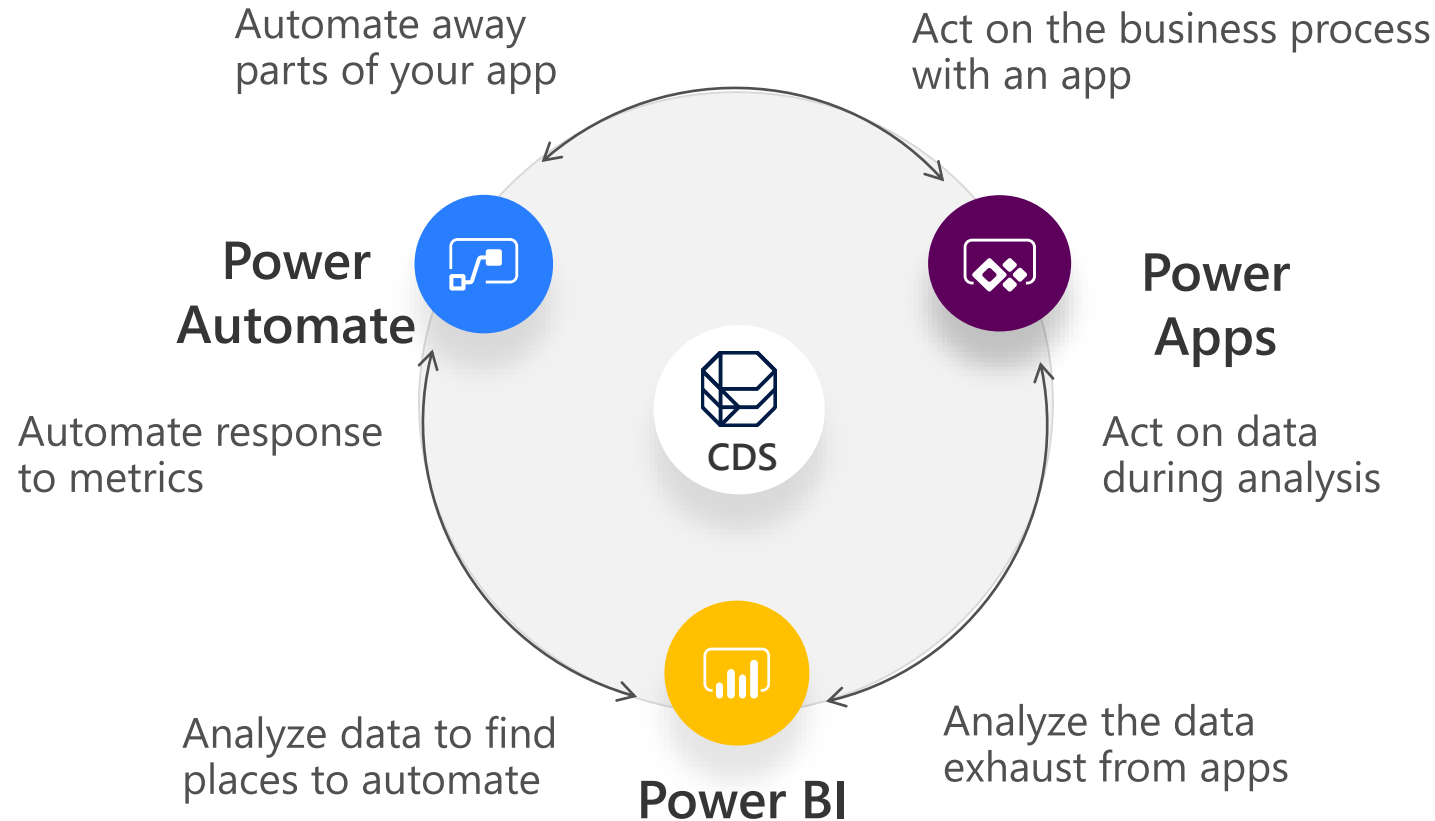
AI Builder



Common
Data Service



Integrated Low Code Platform



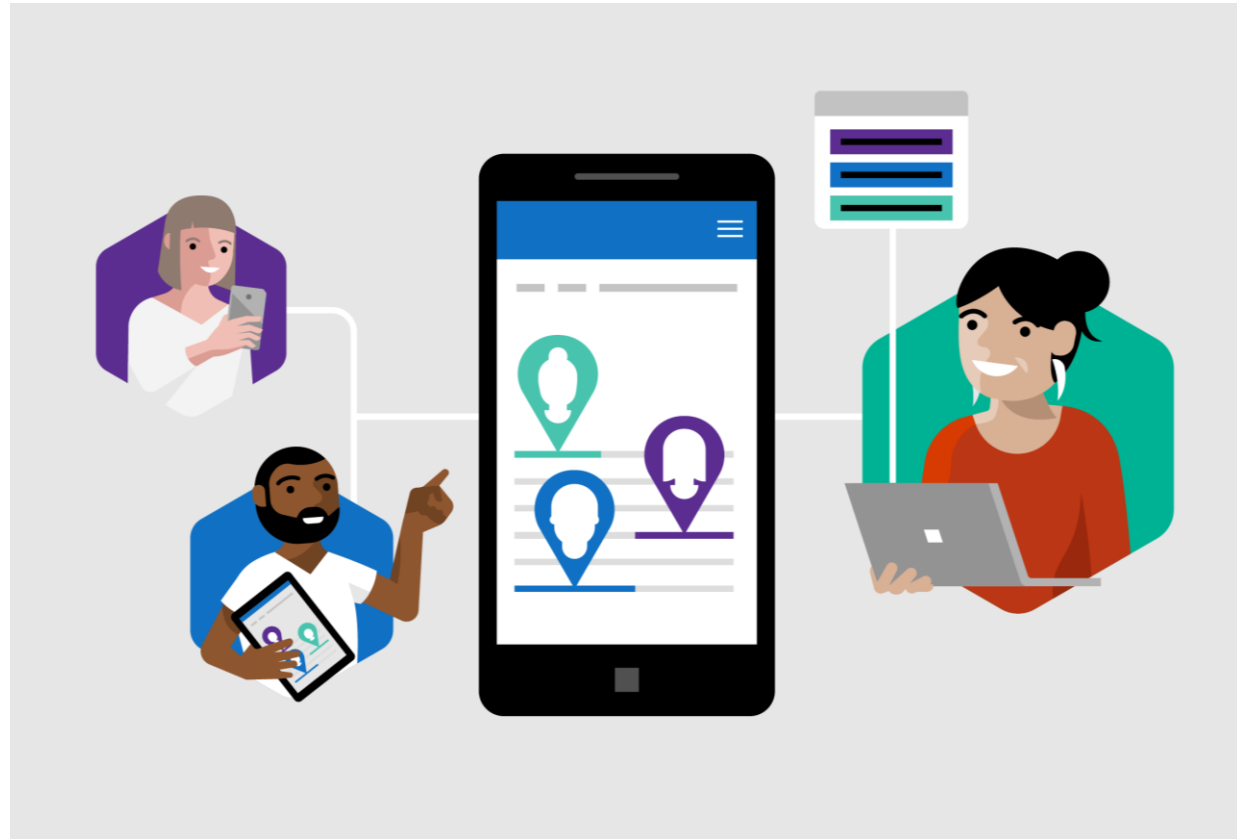
Enabling power users with an integrated and cohesive low-code toolset.

Empower every developer to do more

Citizen Developers

IT Developers

Pro Developers



You are building an app today!

Canvas App

- Provision your environment
- Build screens & navigation

CDS

- Explore and customize entities
- Work with your canvas app
- Share your app

Model driven app

- Create model driven app
- Configure custom forms
- Build a business process flow

Microsoft Flow

- Configure the trigger
- Build the approval Flow
- Act on the approval



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