Team Challenge (Day 3)

During the workshop, attendees working as a team will attempt to deliver a PoC for a real-world scenario and will be challenged in two significant ways. From a technical perspective, attendees will need to both design, scope and implement the PoC. From a soft-skills perspective, attendees will need to pitch the vision for their PoC, explain and defend their design and present their final solution. The teams of attendees will have their presentation and deliverables evaluated by a panel of judges, with recognition being awarded at the end of each day of the event (best PoC pitch, best design, best implementation, etc.) with an overall award for the best solution.

# Scenario for the Proof of Concept (PoC)

Apex Power Authority (APA) is an economic development brokerage firm. When businesses are looking to move or open new locations and franchises, APA will work with local, regional, and national government offices to process the paperwork the company needs in order to move or grow. Additionally, many governments offer incentives in the form of grants and tax rebates. These incentives are meant to stimulate local economies and are often centered upon job growth and job retention as a requirement for continued financial support.

Part of their business is consulting with businesses and advising as to which geographical areas that business should expand in to. Because Apex does not focus on only one locality, they have a database of several thousand different incentives (local, state, national, and private). They have simplified the process for determining which incentives would best meet a business’s needs to a 30 factor process that they hope can be automated to save their business analysts several thousand hours of manual work each year. Once they have identified which incentives best meet a client’s needs, they would like their clients to be able to access a portal to view those incentives and link to any online incentive applications.

Additionally, the Apex team has been managing leads, contacts, and opportunities using a well designed database that they have outgrown. Leads are gathered in multiple ways, including via conferences, personal recommendations, realtors, government authorities, and online form submissions. The process for managing lead records is messy at best and it’s been a constant struggle between management and the sales staff.

Today their reporting and analytics is mostly done in an offline fashion using Excel. The APA management team sees tremendous opportunity in investing in a new data platform that would help them scale to larger data sets. In particular, they would like to move towards near real-time analytics, enabling them to assess the current state of the business with minimal latency resulting from the ingest of the source data. Upon this foundational data platform, they would like to begin performing advanced analytics like customer retention analysis, sales forecasting, anomaly detection, and salesperson performance metrics

While Apex has been managing with a well-designed Access database, they are very interested in moving to the power platform. In particular, they are excited about the idea that their salespeople to be able to access data while on the road.

# Your Challenge

Apex is excited about the prospect of creating a technological ecosystem to support their salespeople and their future growth.

You task is to create a PoC that supports their current needs while leaving room for future growth and extensibility.

With respect to the selection of Powerplatform services to use in your solution, consider the options that best fit your PoC scenario. Your PoC should include at least one of the following, but it is not limited to only these:

* Dynamics 365 for Sales
* Dynamics 365 for Customer Service
* Dynamics 365 for Marketing
* Model Driven Apps
* Canvas Apps
* PowerBI
* Flow

Good luck!

# Resources to help you get started

The following resources have been made available to help you quickly get started with your PoC:

|  |  |  |
| --- | --- | --- |
| Item | Description | Location |
| Product Comparison | Office 365 Service Descriptions | <https://docs.microsoft.com/en-us/office365/servicedescriptions/office-365-service-descriptions-technet-library?redirectedfrom=MSDN> |
| Documentation | PowerApps Documentations | <https://docs.microsoft.com/en-us/powerapps/index> |
| Documentation | Microsoft Flow Documentation | <https://docs.microsoft.com/en-us/flow/> |
| Product Link | Teams Apps, Integrations and Services | <https://products.office.com/en-us/microsoft-teams/apps-integration-and-services> |
| Documentation | Power Virtual Agent | <https://docs.microsoft.com/en-us/power-virtual-agents/> |
| Documentation | Power Apps Portals | <https://docs.microsoft.com/en-us/powerapps/maker/portals/overview> |
| Documentation | Dynamics | <https://docs.microsoft.com/en-us/dynamics365/> |
| Documentation | Dynamics Education Accelerator | <https://docs.microsoft.com/en-us/common-data-model/edu-overview> |