Microsoft Business Applications October Virtual Launch Event

Finland Dynamics User Group presenting highlights

Finland Dynamics User Group admins

Teemu Miettinen, Markku Suominen, Jukka Niiranen,
Kimmo Koski, Antti Pajunen

https://www.dynamics365.fi/

https://twitter.com/Dyn365FDUG

FINLAND DYNAMICS USER GROUP / DYNAMICS365.FI

ETUSIVU BLOGI TIETOA OTA YHTEYTTÄ!

10.9.2019

Jäähyväiset vanhalle käyttöliittymälle: Unified Interface korvaa legacy web clientin 1.10.2020

DYNAMICS 365 CUSTOMER ENGAGEMENT / UNIFIED INTERFACE

Microsoft Dynamics 365 Customer Engagement on tarjonnut kaksi rinnakkaista käyttöliittymäteknologiaa jo pidemmän tovin. Vain selaimella käytettävä web client on ollut se oletuskäyttökokemus, johon käyttäjä päätyy ympäristön perus-URL:in syöttäessään. CRM 2013 -versiossa ensimmäisen kerran esitelty ja sittemmin paranneltu web client on toki tarjonnut pienempiinkin ruutuihin sopeutuvaa layouttia, mutta varsinaiset mobiililaitteden käyttöliittymät perustuivat aina eri teknologiaan.

Unified Interface näki päivänvalon kesällä 2017, kun Microsoft paljasti tuloillaan olleen 9.0-version uuden käyttökokemuksen. Nimensä mukaisesti se oli tarkoitettu toimimaan kaikissa päätelaitteissa ja käyttökonteksteissa. Puhelinsovellukset olivat ensimmäisiä, jotka hyppäsivät aiemmasta MoCA-clientista uusimpaan teknologiaan, mutta tämän jälkeen niin Outlook App kuin esim. Microsoft Teams -välilehdet ovat esitelleet

Hae sanalla

Viimeisimmät artikkelit

Tule FDUG-virtuaalitapaamiseen keskustelemaan syksyn 2019 julkaisuaallosta

Jäähyväiset vanhalle käyttöliittymälle: Unified Interface korvaa legacy web clientin 1.10.2020

Microsoft Dynamics Ecosystem

https://twitter.com/CaltechIT/status/1183765046448533505

Jonas Rapp ᴹᵛᴾ 🇸🇪 #UserGroup... 7h
Virtual Entities are not dead.
Virtual Entities are incredibly important for us, we use it extensively in the platform itself and we will accelerate the investments in Virtual Entities.
- Matt Barbour at #eXtreme365

phew

Jonas Rapp ᴹᵛᴾ 🇸🇪 #UserGroup... 7h
Microsoft #Flow is not just for #PowerPlatform. It is the automation engine for Microsoft. The #PowerPlatform team owns Flow, but it is for all of Microsoft.
- Matt Barbour at #eXtreme365

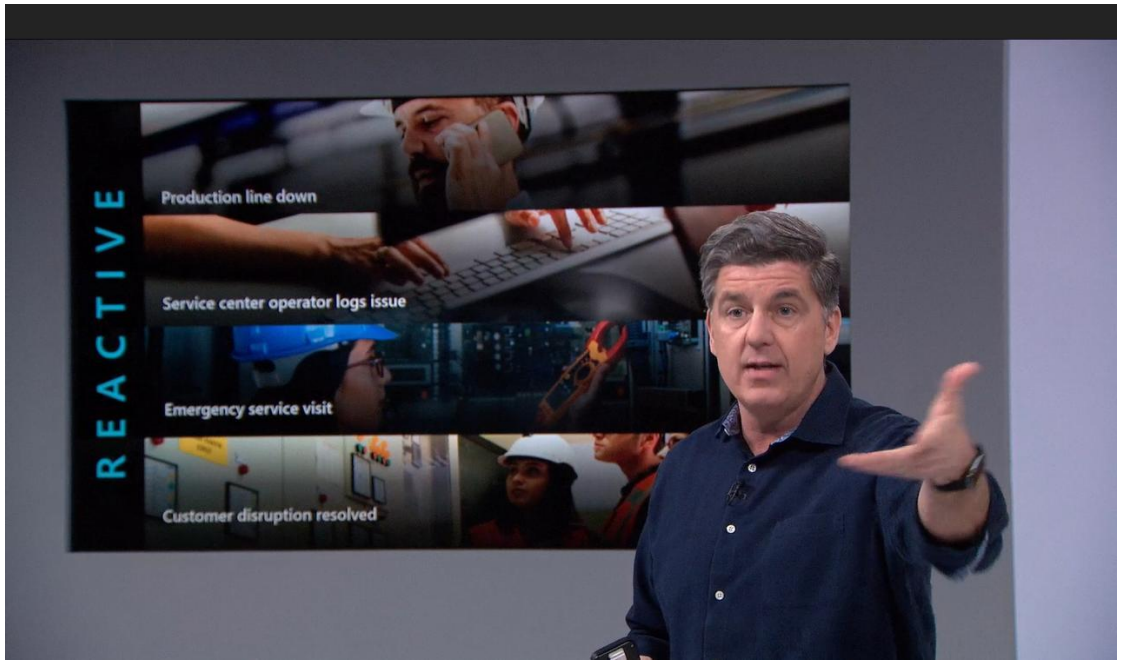
Jonas Rapp ᴹᵛᴾ 🇸🇪 #UserGroup... 6h
We think we have closed most gaps between #Flow and classic asynchronous workflows. If you find something that is missing - let us know!
- Matt Barbour at #eXtreme365

Jonas Rapp ᴹᵛᴾ 🇸🇪 #UserGroup... 6h
There are lots of efforts going into providing you licensing capabilities for your #PCF controls. We will give that to you.
- Matt Barbour at #eXtreme365

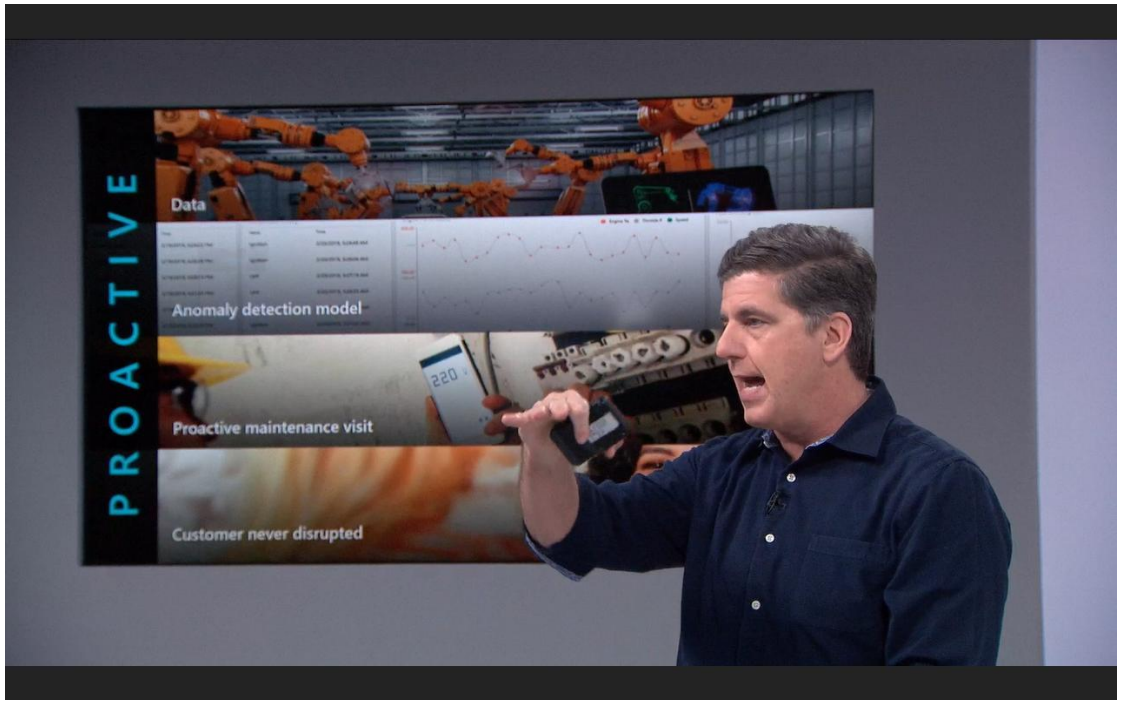
But before we start, tweets from #eXtreme365

2019 Release Wave 2

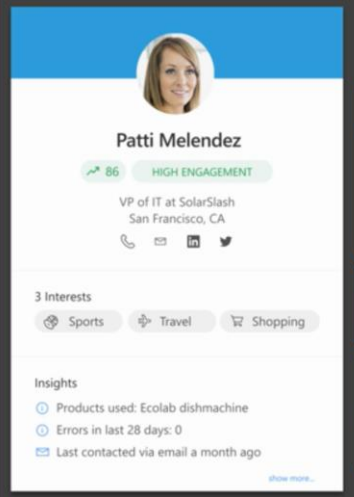
Reactive James Phillips 😕



Proactive James Phillips 😬



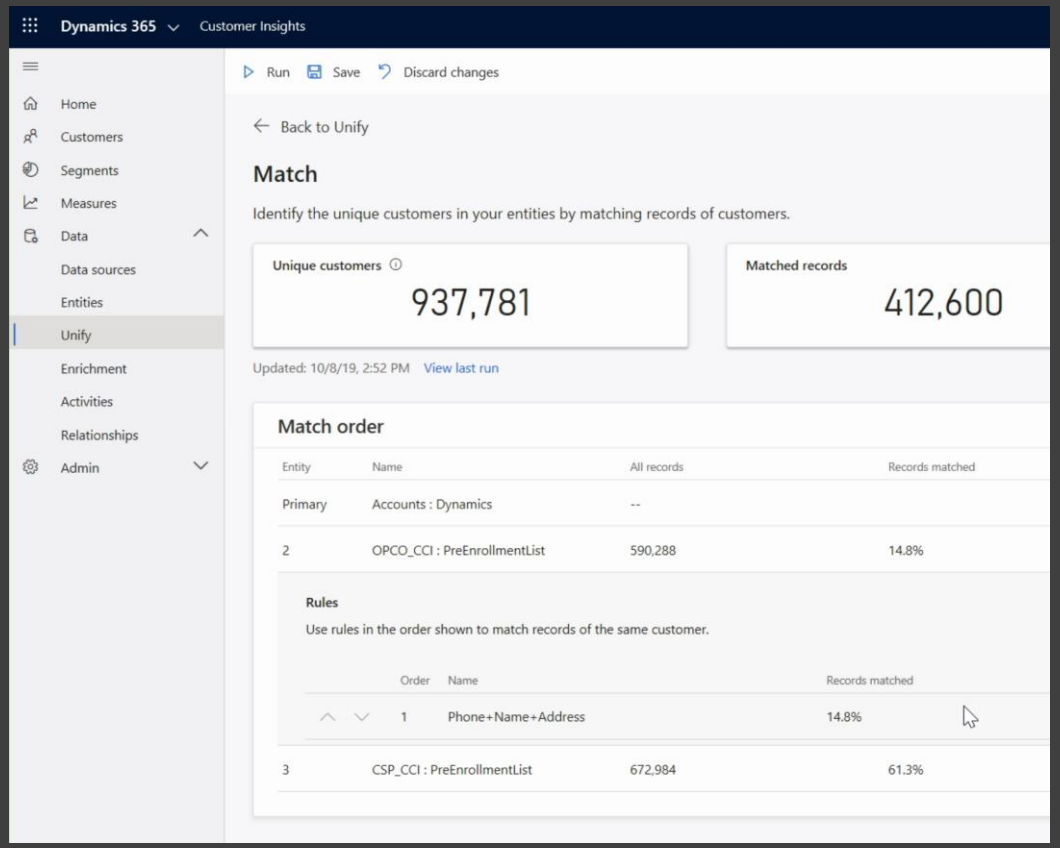
Data-first comprehensive understanding of customer



Harness customer insights...
How do I provide a stellar personalized outcome?

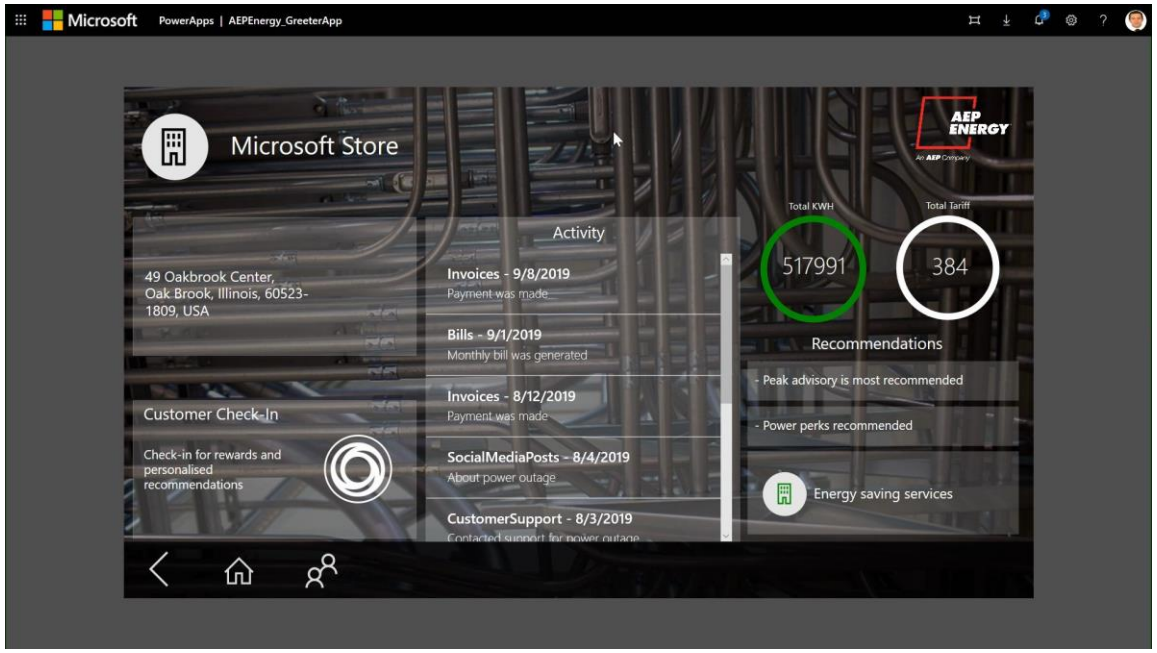
Understand market signals...
How can I build and discover high value segments based on predictive demographic and audience intelligence?`

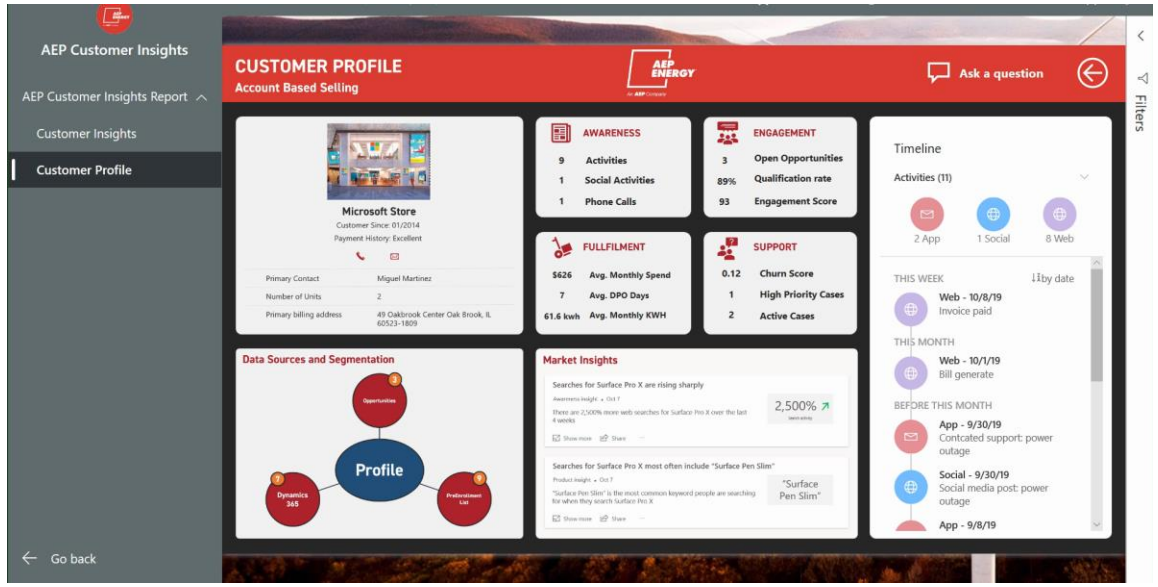
Gather product insights...
How are my products and services being used and performing?



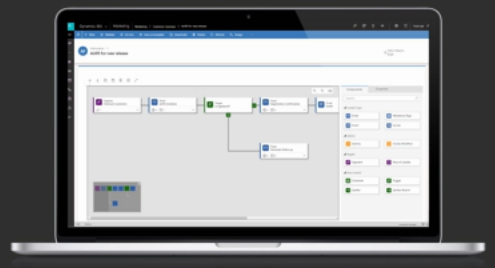
Customer Insights

CI in PowerApps & Power BI

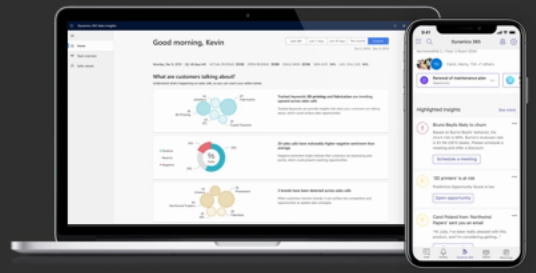




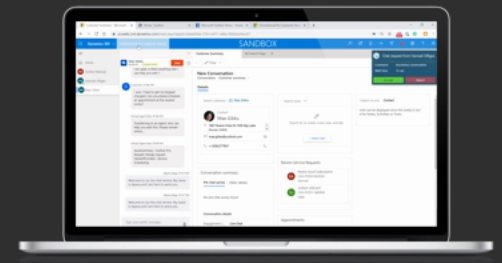
Deliver personalized experiences across customer journeys



Marketing



Sales



Customer Service

Data

Intelligence

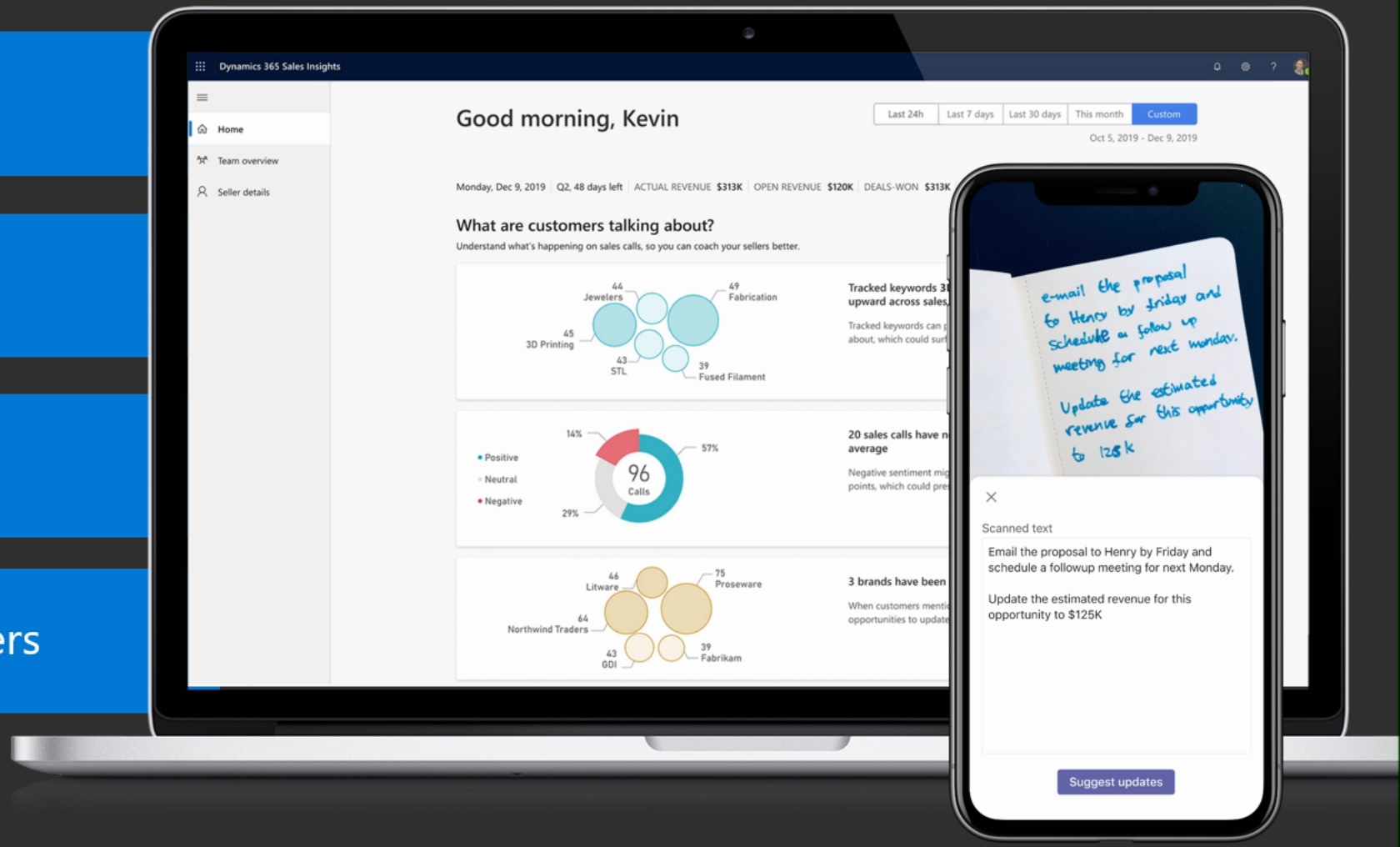
Dynamics 365 Sales: 2019 Wave 2 Highlights

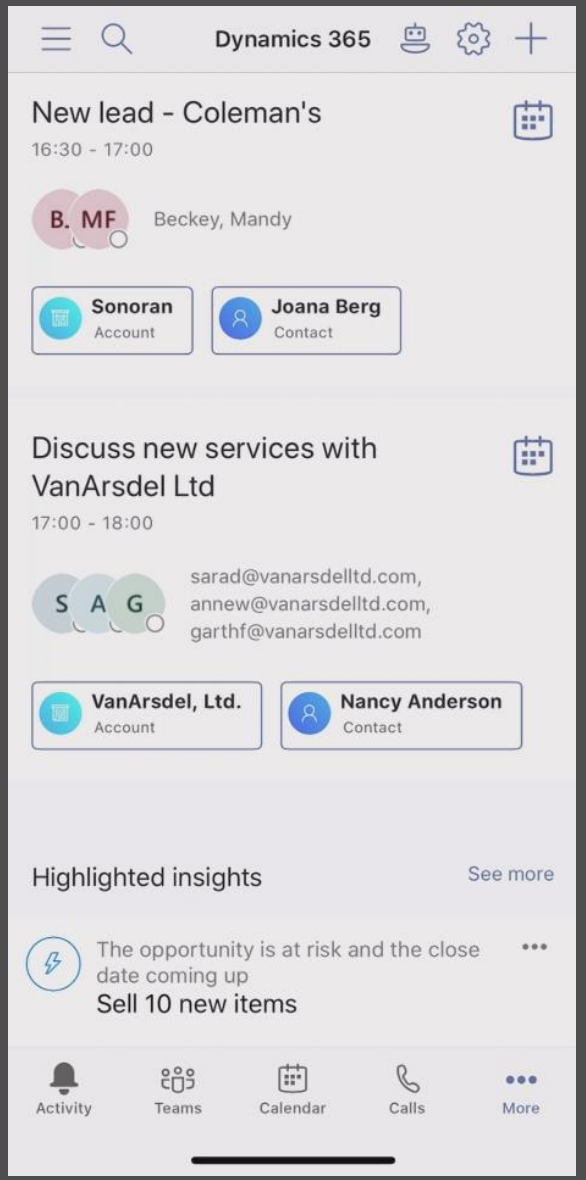
Sales Productivity

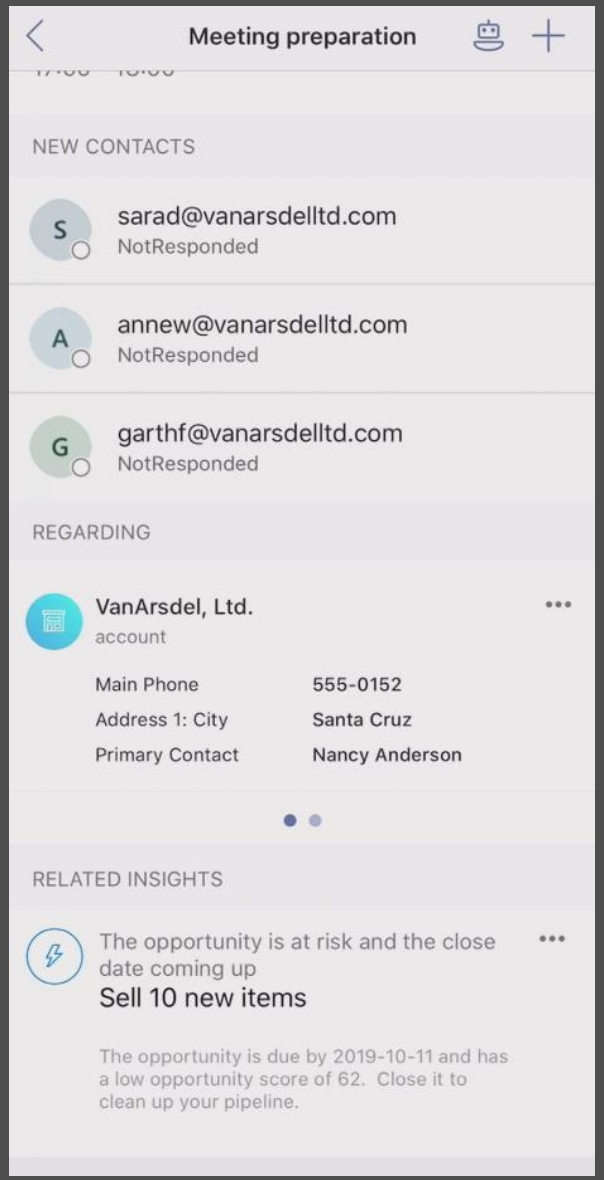
Guided Intelligent Selling

Sales Assistant

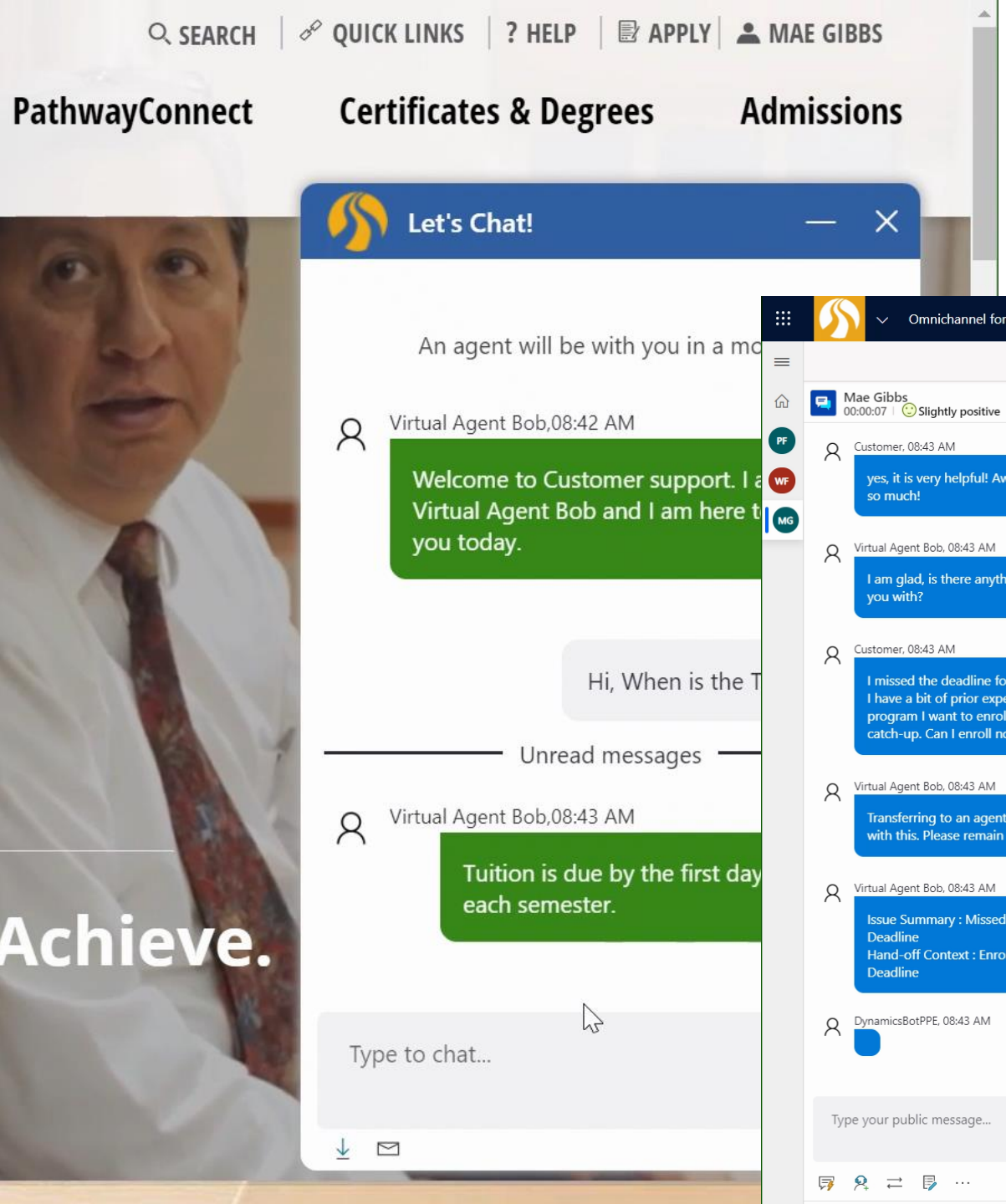
Business Q&A for Sales Managers

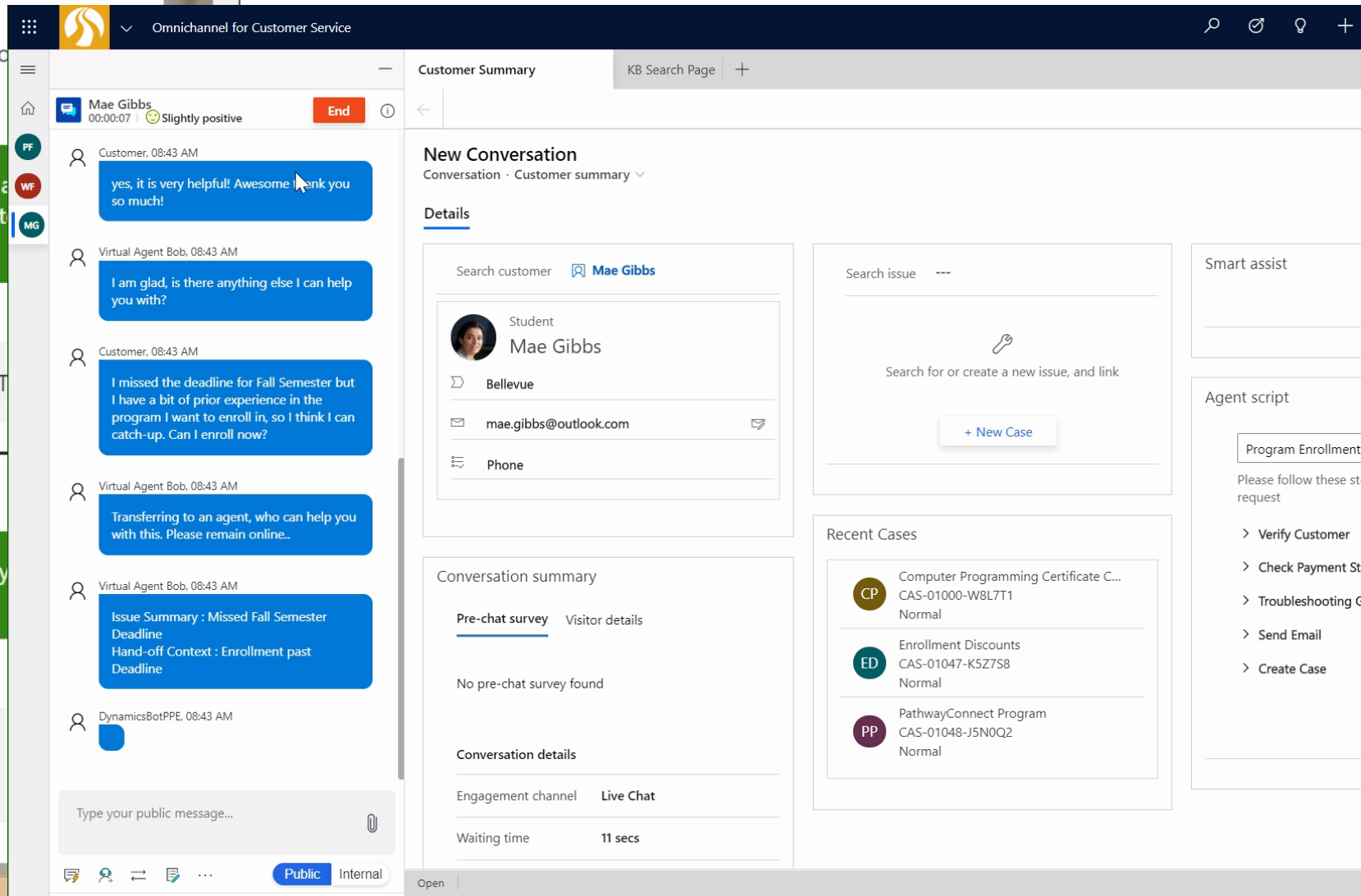



Dynamics 365
New lead - Coleman's
16:30 - 17:00
B. MF
Beckey, Mandy
Sonoran
Account
Joana Berg
Contact
Discuss new services with VanArsdel Ltd
17:00 - 18:00
S A G
sarad@vanarsdelltd.com,
annew@vanarsdelltd.com,
garthf@vanarsdelltd.com
VanArsdel, Ltd.
Account
Nancy Anderson
Contact
Highlighted insights
See more
The opportunity is at risk and the close date coming up
Sell 10 new items
Activity
Teams
Calendar
Calls
More

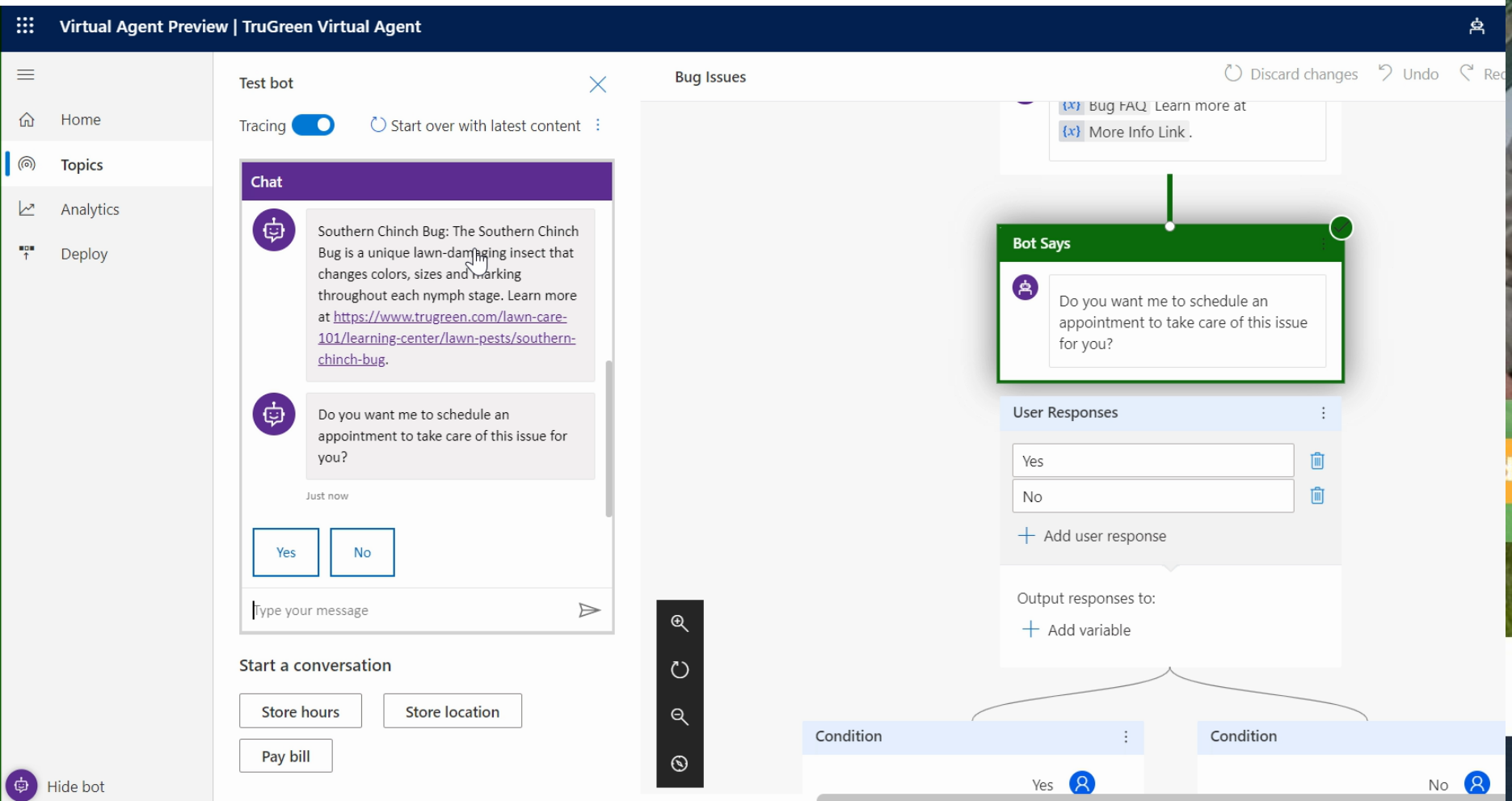

Meeting preparation
NEW CONTACTS
S
sarad@vanarsdelltd.com
NotResponded
A
annew@vanarsdelltd.com
NotResponded
G
garthf@vanarsdelltd.com
NotResponded
REGARDING
VanArsdel, Ltd.
account
Main Phone
555-0152
Address 1: City
Santa Cruz
Primary Contact
Nancy Anderson
RELATED INSIGHTS
The opportunity is at risk and the close date coming up
Sell 10 new items
The opportunity is due by 2019-10-11 and has a low opportunity score of 62. Close it to clean up your pipeline.

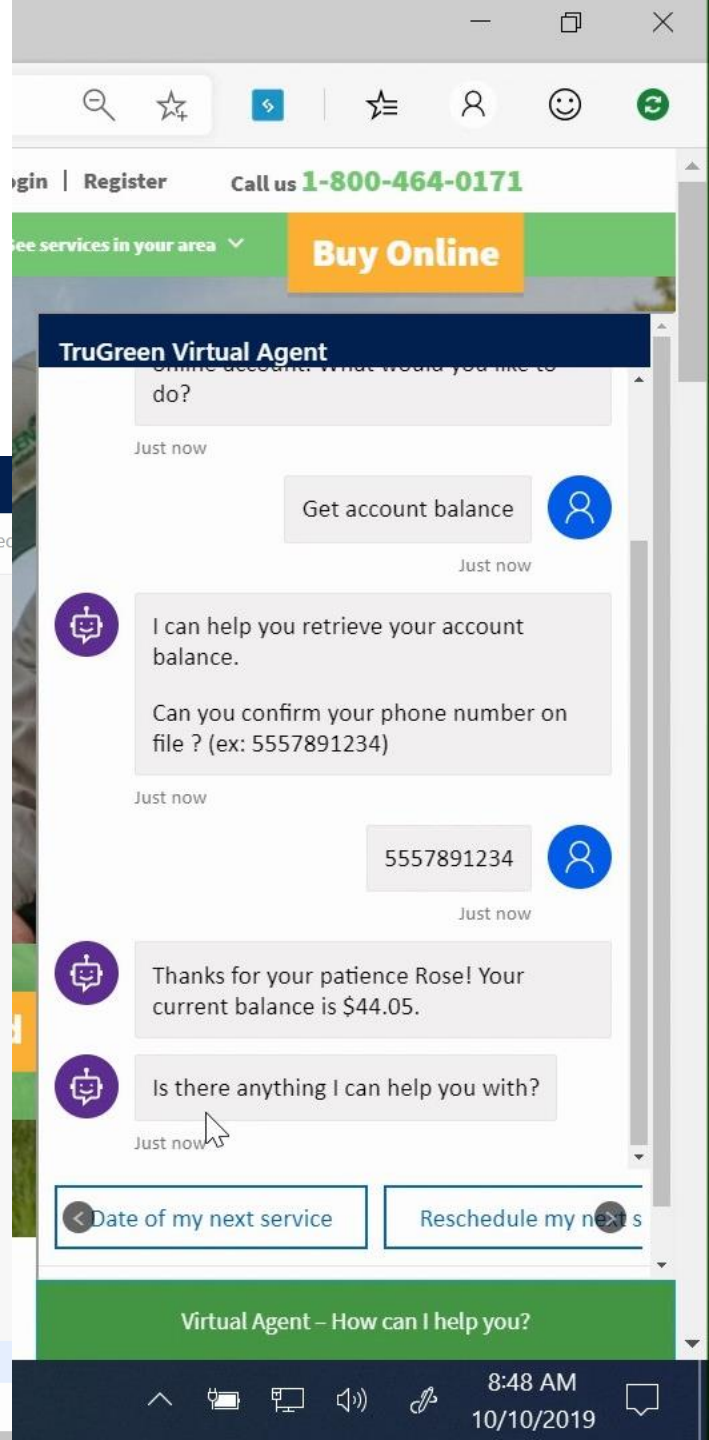
Omnichannel Engagement Hub

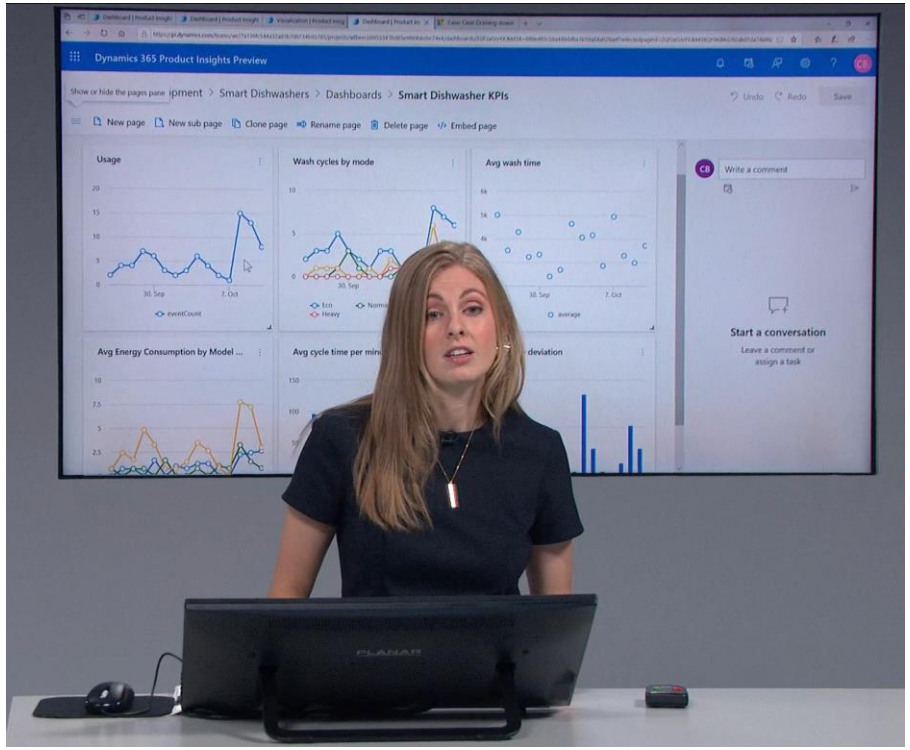


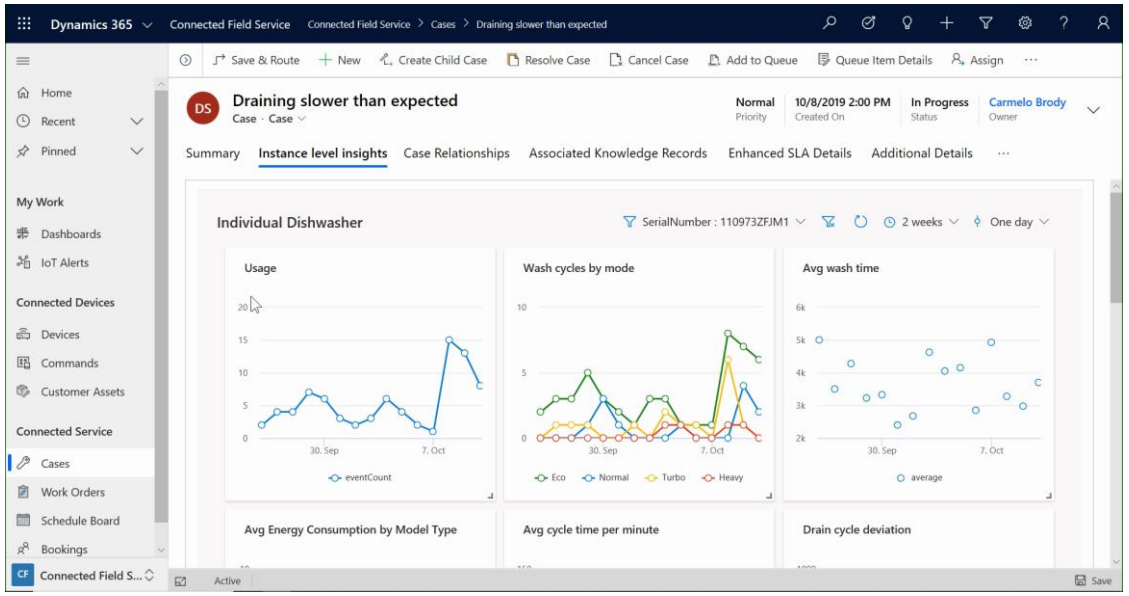


Virtual Agent for Customer Service





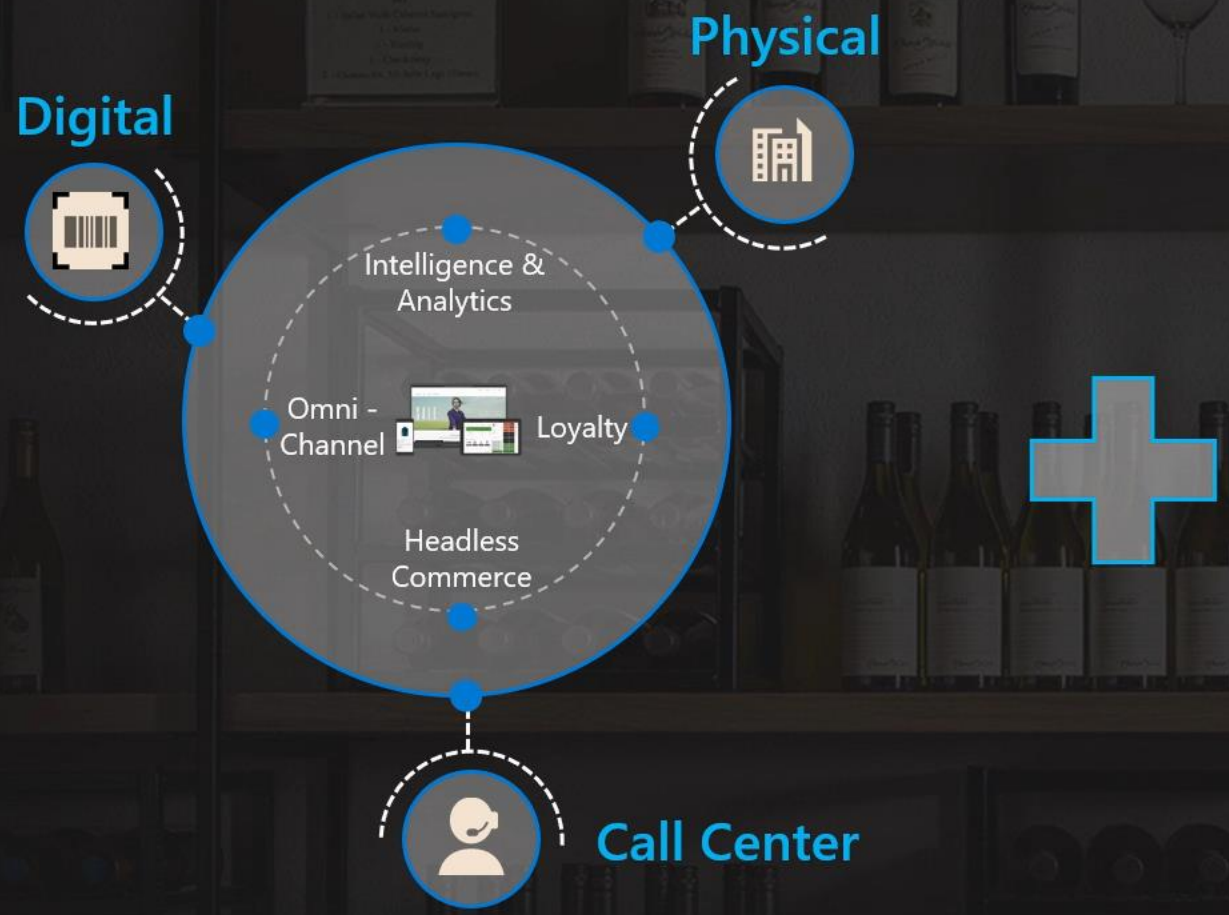




Product Insights & Connected Field Service

Commerce – New capability highlights

Omnichannel commerce at your fingertips



- Supply Chain Management
- Customer Insights
- Fraud Protection
- Omnichannel Customer Service
- Marketing

People also like

RED MOUNTAIN

2015 Col Solare Component Collection Cabernet Franc

$85.00

Dark in color, this Cabernet Franc has fragrant aromas of spices, dried fruits, and black currants, with a rich...

96

RED MOUNTAIN

2014 Col Solare Cabernet Sauvignon

$75.00

A celebration of the 20th vintage of Col Solare. The wine offers aromas of black cherry, currants, cinnamon and rose...

94

Reviews

Write a review

Filter by rating

5 ★ 85%

4 ★ 10%

3 ★ 2%

2 ★ 3%

1 ★ 0%

★★★★★ 4 / 5 (126)

Filter by: **5 stars** Sort by: **Ratings**

★★★★★

Johnnie McConnell

Verified purchase

March 9, 2019

Will buy again

Very reasonable priced and good quality wine. We bought two bottles and will buy again!

Was this review helpful? (0) (0) Report

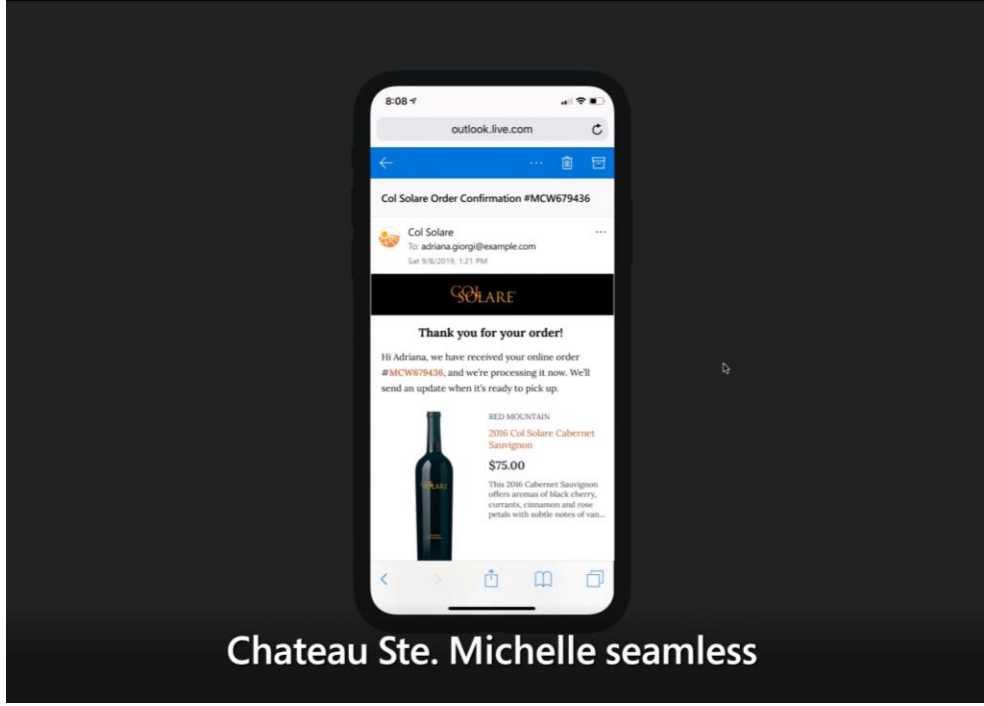
recommendations based on shopper beha

★★★★★

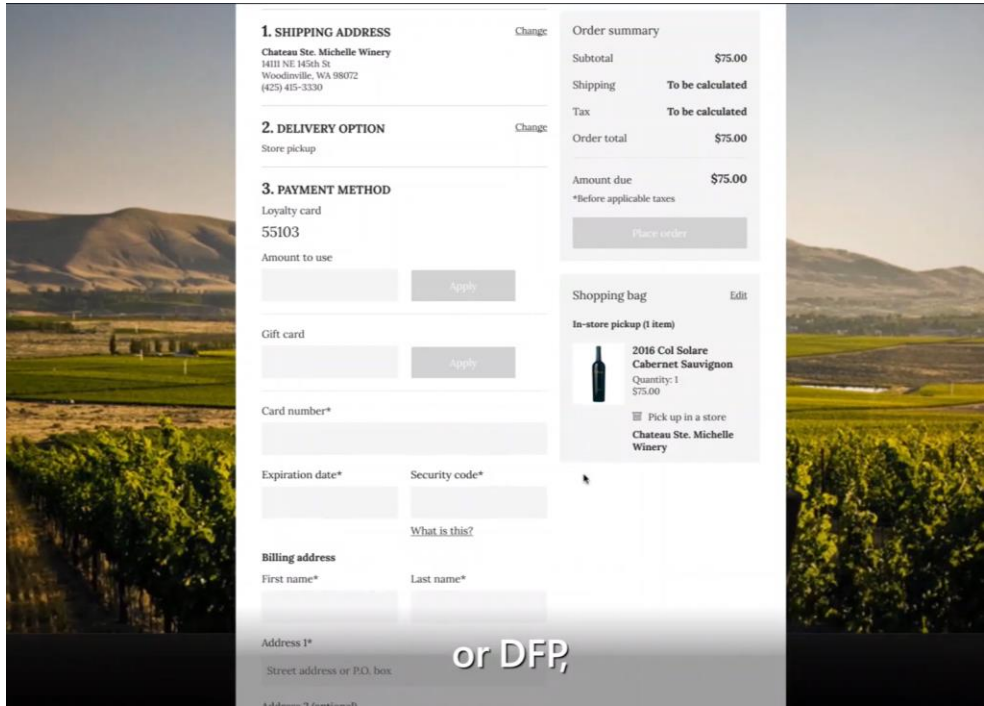
Very nice wine, goes well with red meat

Amanda Brady

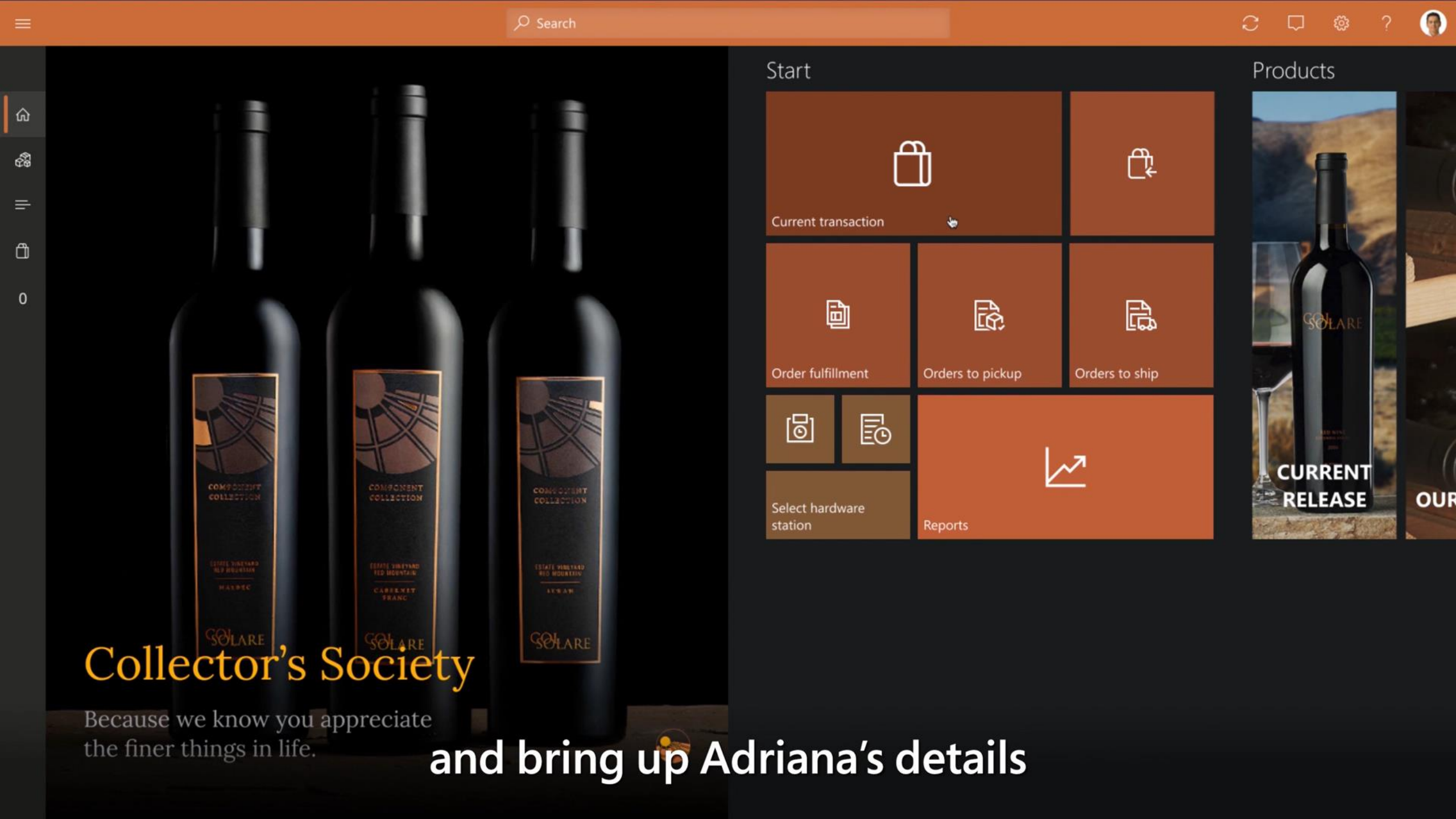
We brought this wine to a restaurant with us for our anniversary dinner. My

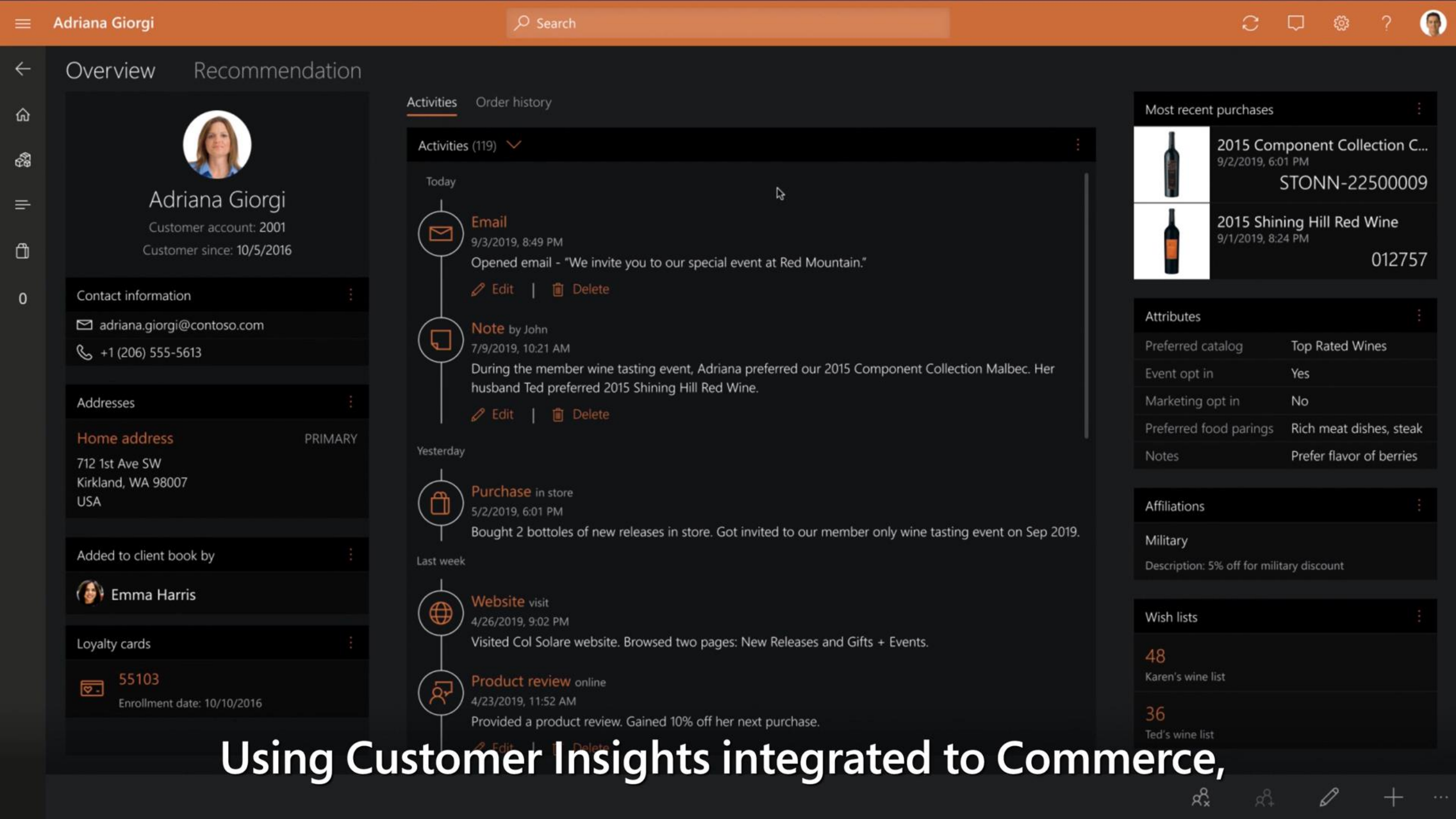


Chateau Ste. Michelle seamless



or DFP,


Search
Start
Current transaction
Order fulfillment
Orders to pickup
Orders to ship
Select hardware station
Reports
Products
CURRENT RELEASE
Collector's Society
Because we know you appreciate the finer things in life.
and bring up Adriana's details



Using Customer Insights integrated to Commerce,

Commerce Preview

Search for a page

USRT

Options

Col Solare

Links

Products and categories

- Products by category
- Released products by category
- Product kits
- Released product kits
- Retail product hierarchy

Catalogs and assortments

- All catalogs
- Assortments

Pricing and discounts

- All discounts
- Discounts
- Mix and match discounts
- Quantity discounts
- Threshold discounts
- Coupons
- Price adjustments
- Category price rules
- Affiliations

Channels

- Online stores
- All retail stores
- All call centers

Employees

- Workers
- Users
- Jobs
- Positions
- Permission groups

Customers

- Customer service
- All customers
- All sales orders

Inventory management

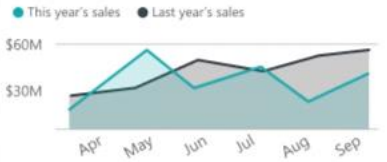
- Quantity on hand
- Counting

Workspaces

- Catalog management
- Category and product management
- Channel deployment
- Data management
- Electronic reporting
- Pricing and discount management
- Retail IT

Charts

Current year, last years sales
By fiscal month



Sales this month
Last updated July 12, 2019 at 12:01 AM

$37.3M

Sales by store and region
Last updated Sept 1, 2019 at 12:01 AM

Shortcuts

Favorites

- Retail sales
- Retail store managment
- Channel deployment
- Category and product management

Recent

- All retail stores
- Workers
- Discounts
- Assortments
- Released products
- Retail sales

Work items assigned to me

By unifying the experience across all channels,

Commerce Preview

Search for a page

USRT

Configure my worksspace | Options

Category and product management

Summary | Analytics

Sales amount
This month
$417,528.18

Margin
This month
47.0%

Average price per product
This month
$77.72

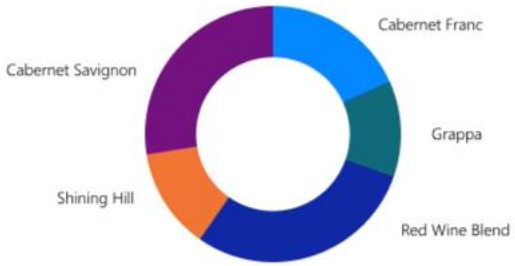
Total baskets
This month
1,933

Average quantity oer basket
This month
2.73

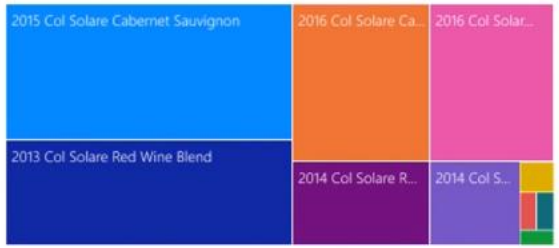
Average price per basket
This month
$216.59

Sales by channel
This month

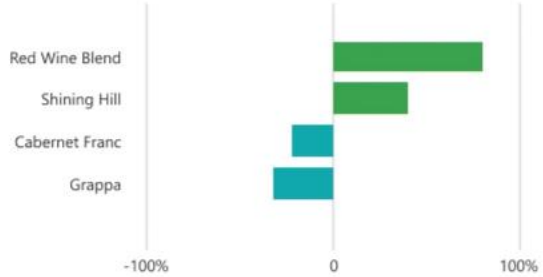
Sales by category
This month



Sales by product
This month



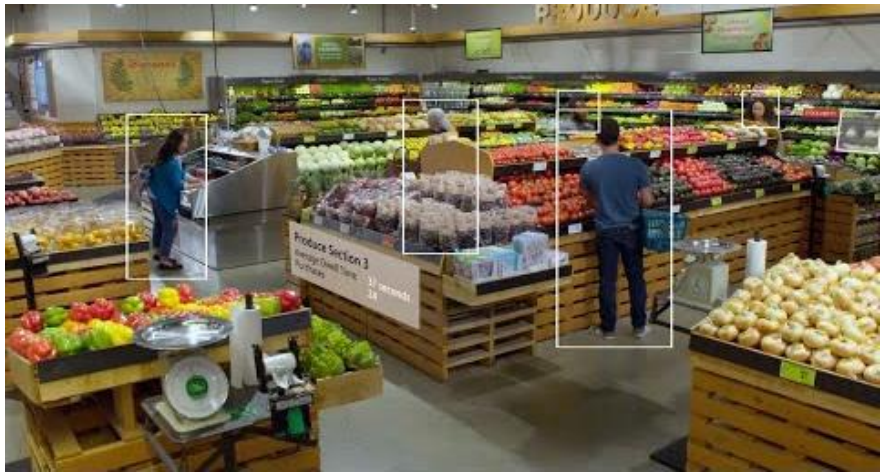
Top category trends
This month

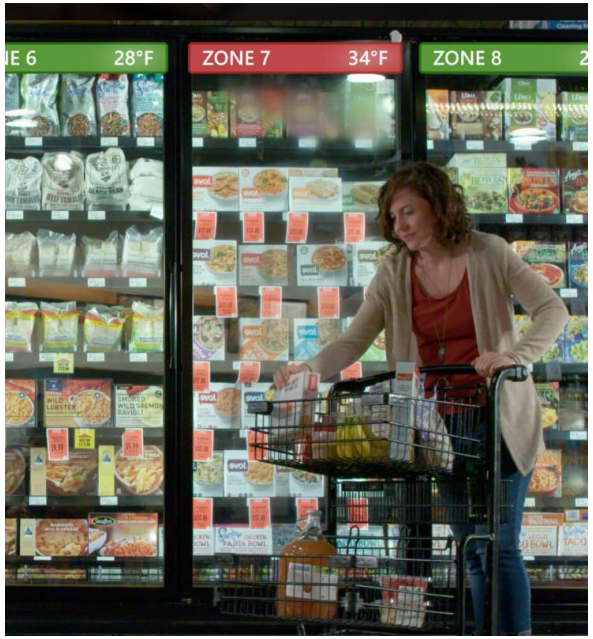


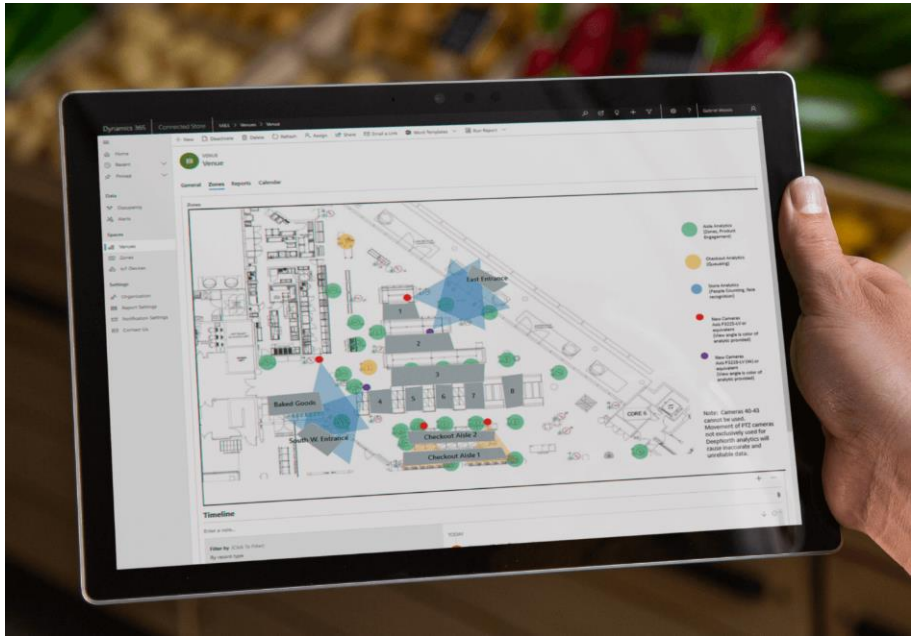
Sales to budget sales YoY
YoY, last 9 months

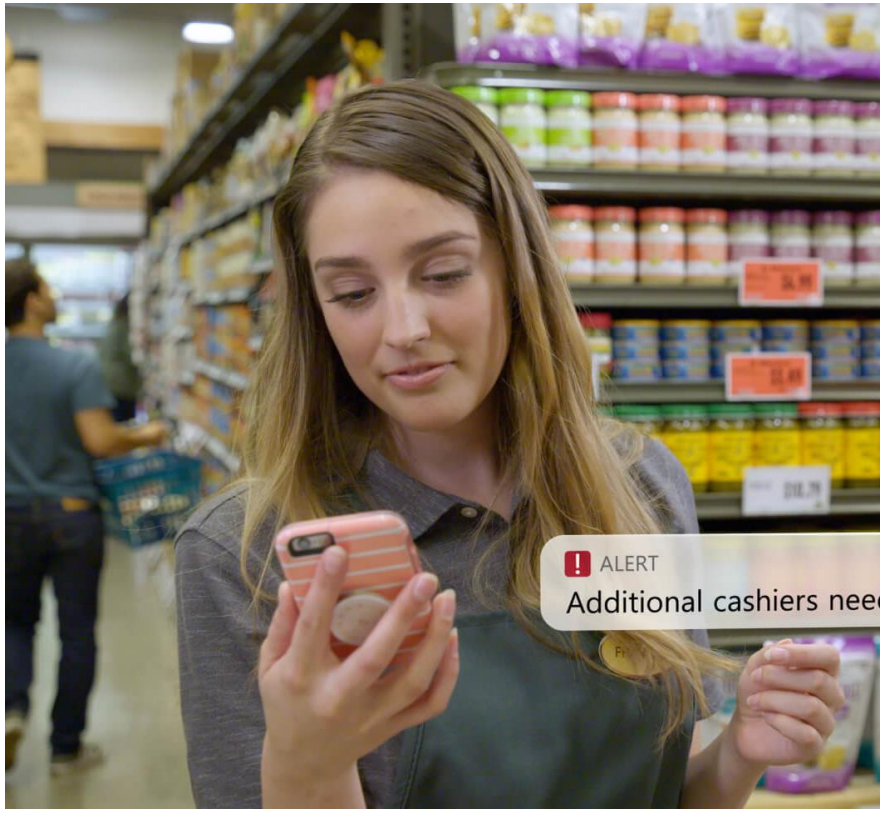
Sales by channel demand forecast
YoY, last 9 months

a manager can review performance based









Connected Store

ROI

Data

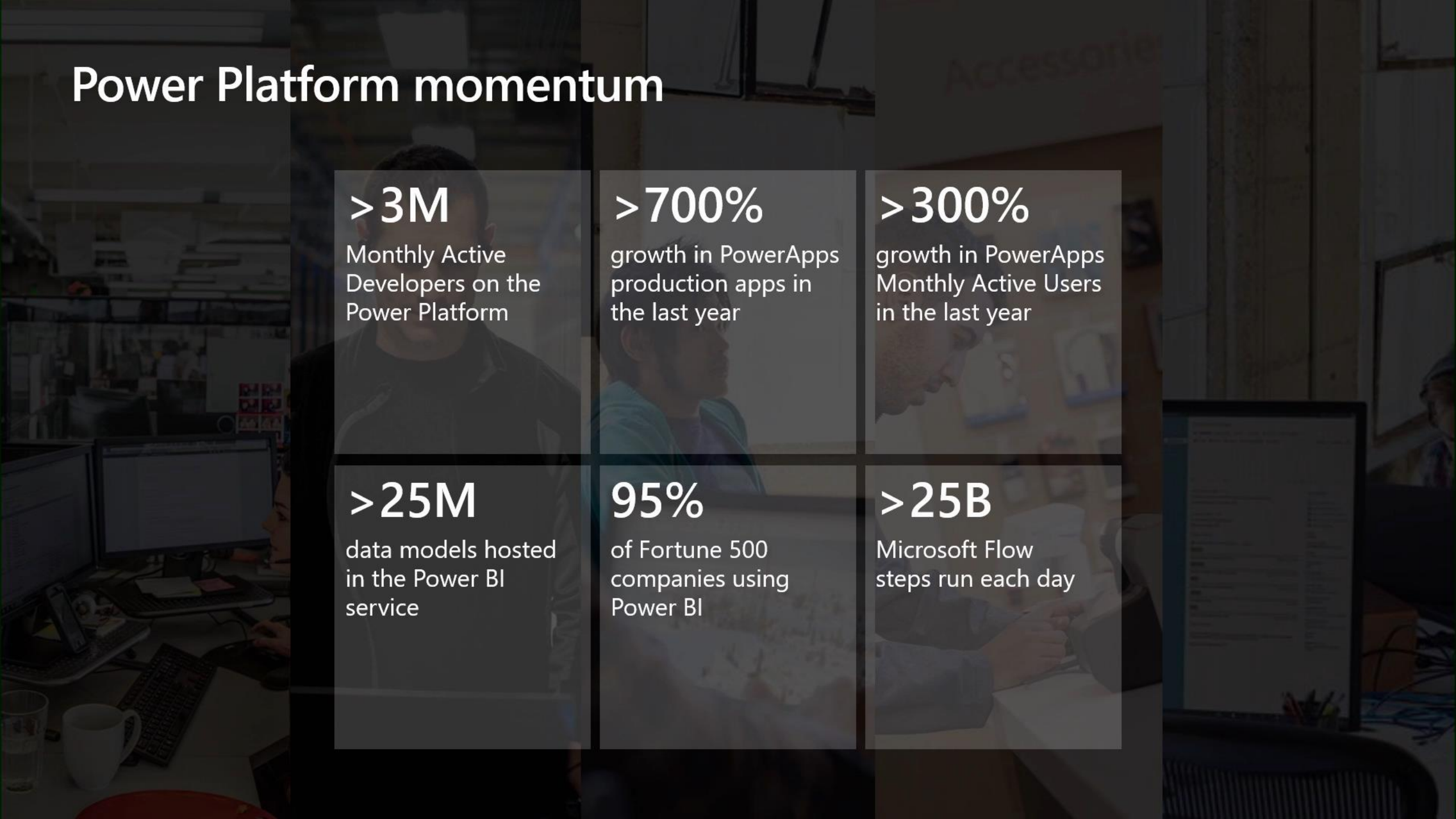
- Footfall prediction
- Dwell Time
- Motion Or Door contact + store hours
- Refrigeration monitoring
- Shelf-void detection + Footfall prediction
- People count
- Door contact tracking
- Footfall Prediction + POS

Data monitoring GA in April 2020 — Roadmap

Benefit

- Employee Scheduling Optimization
- Per-zone sales conversion
- Loss Prevention (e.g. controlled area monitoring)
- HVAC Utilization and Repairs
- Increase Shelf availability
- Employee task optimization (i.e., bathroom cleaning / servicing)
- Loss Prevention (e.g., high-value-goods cases and cabinets)
- Pre-made food waste prediction

Power Platform momentum



>3M
Monthly Active Developers on the Power Platform

>700%
growth in PowerApps production apps in the last year

>300%
growth in PowerApps Monthly Active Users in the last year

>25M
data models hosted in the Power BI service

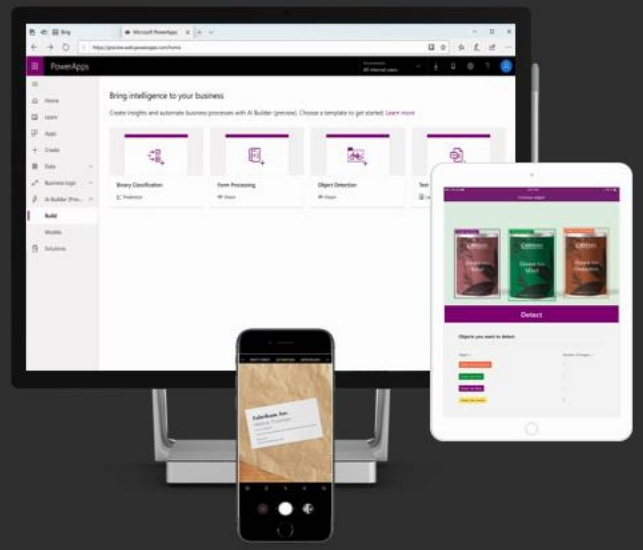
95%
of Fortune 500 companies using Power BI

>25B
Microsoft Flow steps run each day

PowerApps – New capability highlights

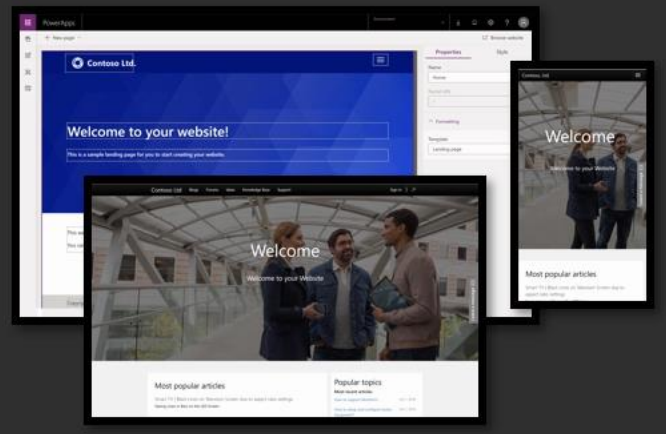
Empower EVERY developer to achieve more

Now Generally Available! AI Builder



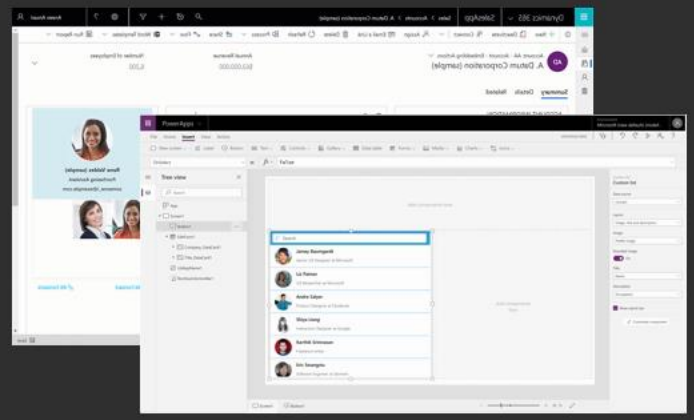
Four types of AI models out of the box to make your applications intelligent

Now Generally Available! Portals



Use prebuilt templates or create your own websites for internal or external users

Shared components for all app types



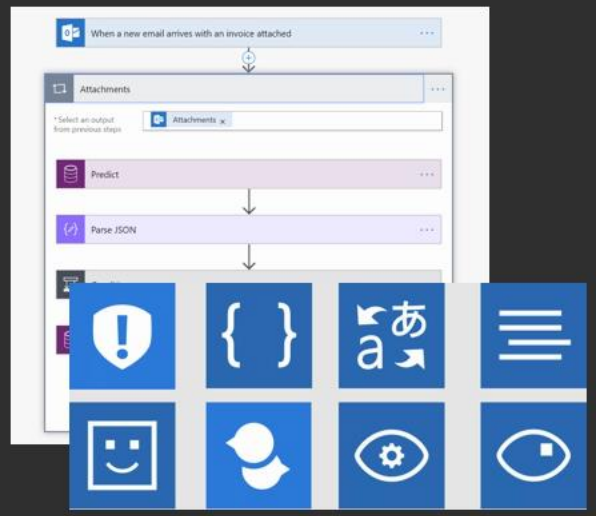
Embed canvas in model apps and common component framework

Reusable, responsive custom components from 3rd party developers using TS and JS

Flow – New capability highlights

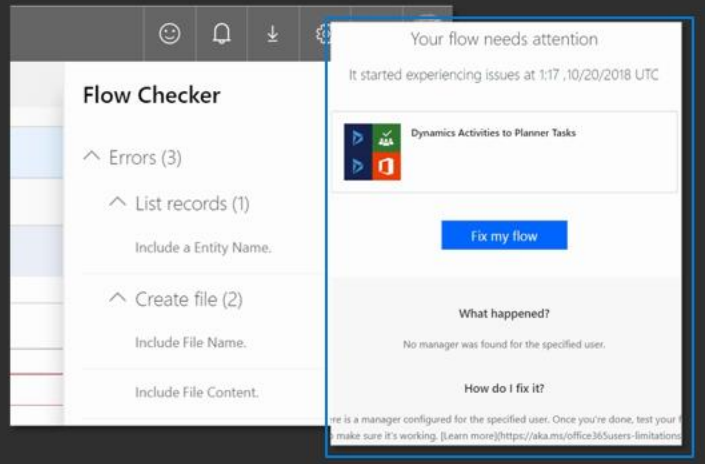
Empower everyone to do more in less time

Intelligent Flows with AI Builder



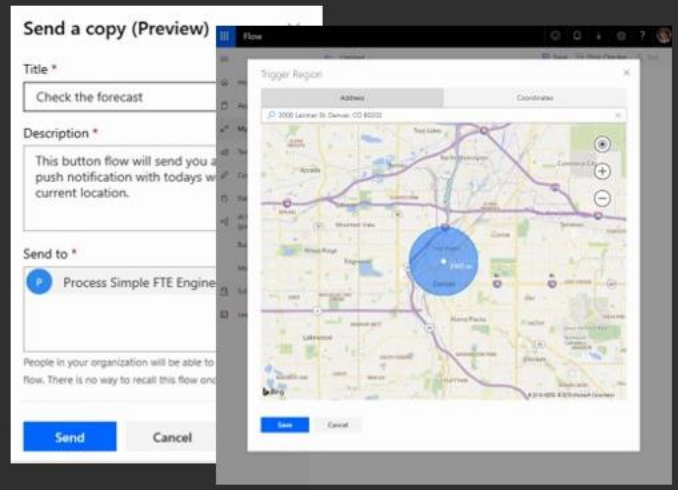
Connect to AI Builder models and Azure Cognitive Services

Flow Checker Repair Tips



Proactive information about potential issues

Authoring improvements



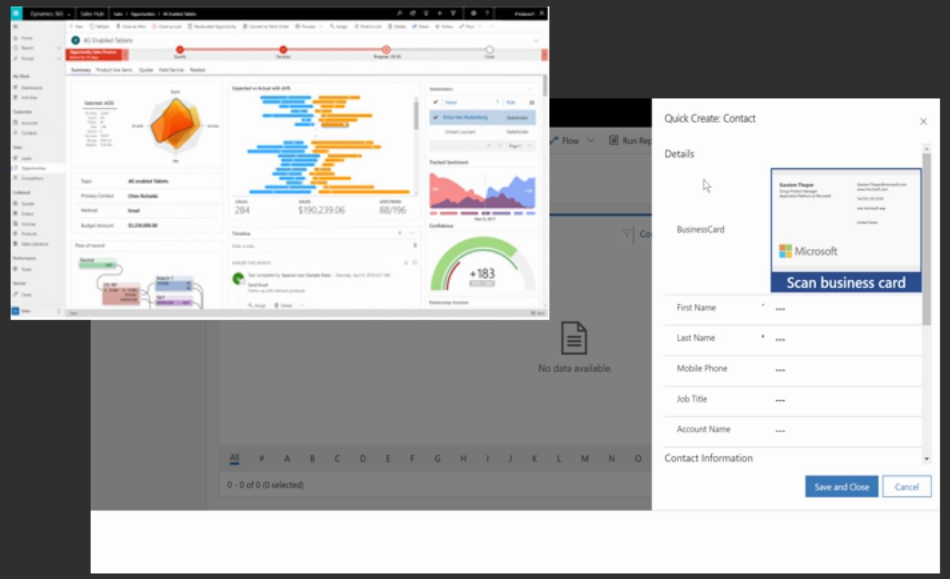
Sharing, geofencing, solution components, BPF offline

Share copies of original flows, use solution aware components and work with BPFs offline

PowerApps for Developers

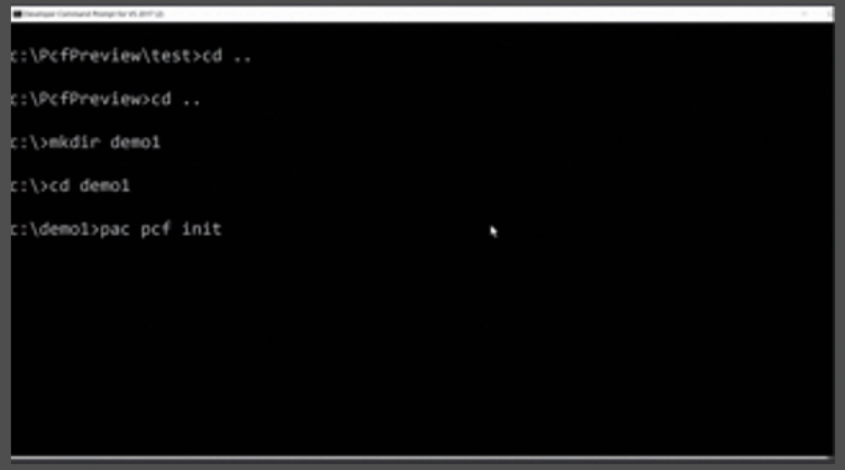
Empower EVERY developer – including professional developers

PowerApps Component Framework



Create reusable components
for use anywhere

PowerApps Command Line Interface (CLI)



Automated build process
and solution packaging

Team Rubicon | Skills & Experie | PowerApps | My Profile · Cus | PowerApps | PowerApps | Edit your flow | PowerApps | Households - N

https://make.powerapps.com/e/9d568db3-e84a-4fc9-99ff-5b038f94e773/websites/d78574f9-20c3-4dcc-8d8d-85cf5b7ac141

PowerApps | Portal (preview)

Environment
TR VMS (orge137c93f)

New page | Delete | Browse website

Components

My Profile

TR11014547

Region 10

Background Check Status: Not Started

Profile

My Events

Skills & Experience

Text

Welcome Charles Lamanna

Complete Your Profile so we can ensure you get most updated information about Local Events

Form
Unable to show preview
Edit the form through the property panel

Copyright © 2019. All rights reserved.

Component
Form

Display

Create new | Use existing

Name
My Profile

Entity
Contact (contact)

Form layout
Profile Web Form

Edit form

Mode
Edit

Form success settings

Advanced settings

Saved

9:34 AM

Select all | Clear all | 4 form fields selected | Done

Emergency Management Institute

SAMPLE

FEMA

This Certificate of Achievement is to acknowledge that

JEFF HAY

has reaffirmed dedication to serve in times of crisis through continued professional development and completion of this course:

IS-00300

Intermediate ICS for Expanding Incidents
ICS-300

Issued this 4th Day of September 2015

0.2 IACET CEU

AUTHORIZED IACET PROVIDER

Renee Lo
Superintendent

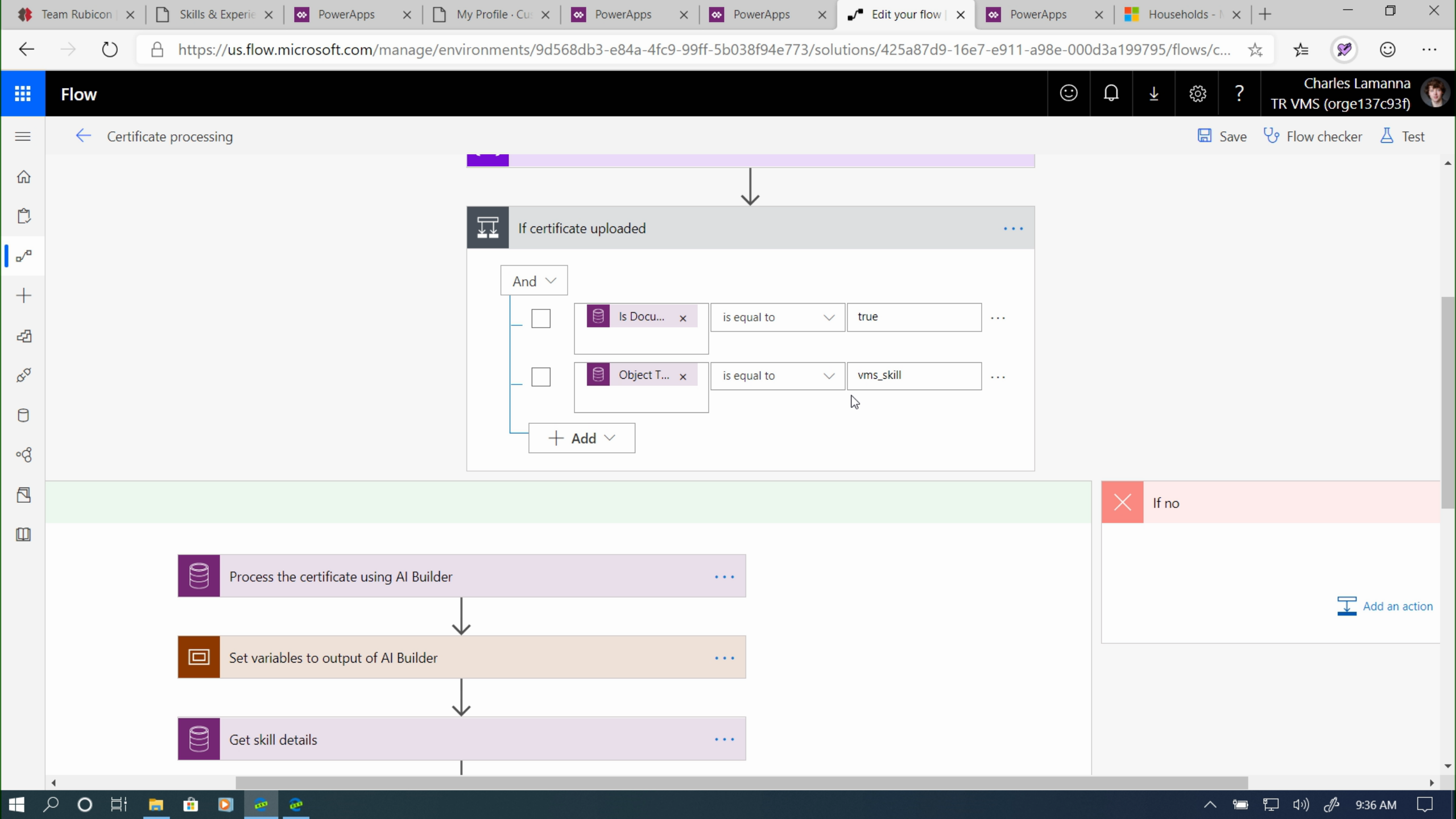
1 of 1

Certificates form

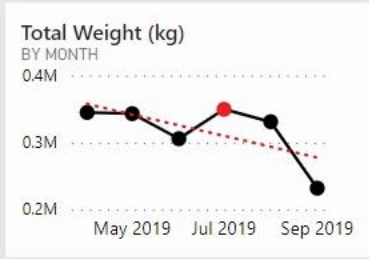
Selected fields | All fields

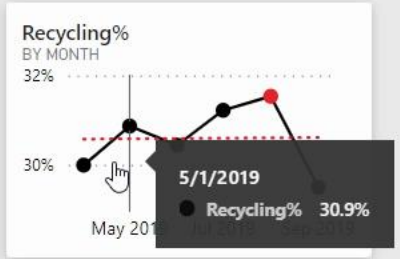
- Name
- Course Code
- Certificate
- Date

9:35 AM


Team Rubicon
Skills & Experie
PowerApps
My Profile · Cus
PowerApps
PowerApps
Edit your flow
PowerApps
Households - M
https://us.flow.microsoft.com/manage/environments/9d568db3-e84a-4fc9-99ff-5b038f94e773/solutions/425a87d9-16e7-e911-a98e-000d3a199795/flows/c...
Flow
Charles Lamanna
TR VMS (orge137c93f)
Certificate processing
Save
Flow checker
Test
If certificate uploaded
And
Is Docu...
is equal to
true
Object T...
is equal to
vms_skill
Add
If no
Add an action
Process the certificate using AI Builder
Set variables to output of AI Builder
Get skill details
9:36 AM

Wasteflow KPIs





Weight analysis KPIs

Favorites + frequents

Show more

Recents See all

- Veolia Analytics and Reporting — Last accessed: now — App
- Wasteflow KPIs — Last accessed: 45 minutes ago — Dashboard
- Weight analysis KPIs — Last accessed: 46 minutes ago — Dashboard
- VLE - Veolia demo
- Contoso Americas Sales
- Sales HQs

My apps See all

- Veolia Analytics and Reporting — Last updated: Oct 9, 2019
- Veolia Executive Dashboard — Last updated: Oct 2, 2019
- Business Group Analytics — Last updated: Oct 3, 2019
- Finance Department
- Power BI Premium Capacity

Veolia Analytics and Reporting

KPIs and Insights
Commercial Analytics
Wasteflow
Weight Analysis
Current Spend
Service KPIs
Commercial Analytics
Weight analysis KPIs
Tutorial
Documentation
Quarterly review
Feedback
Wasteflow KPIs

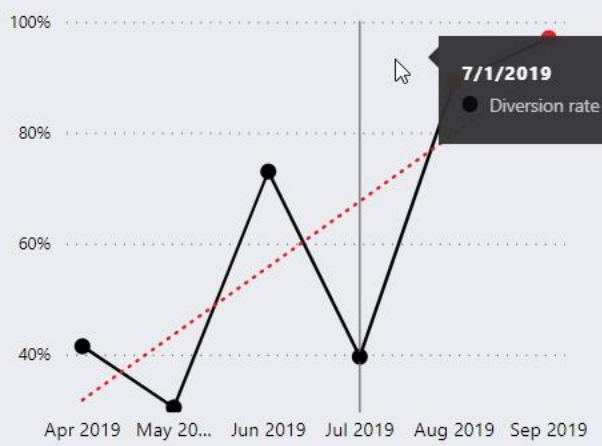
Go back

WASTEFLOW

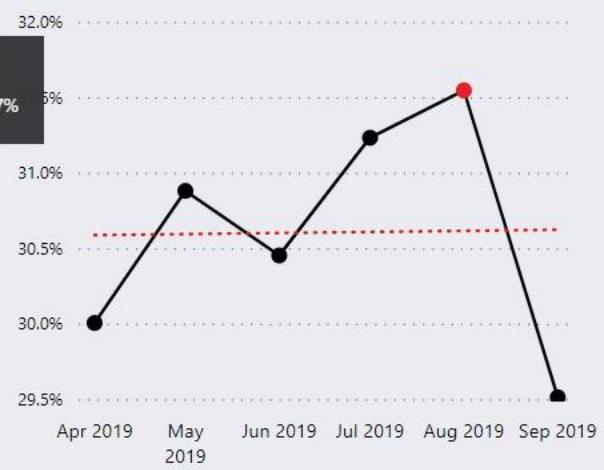
2019, UK Regional Report

VEOLIA

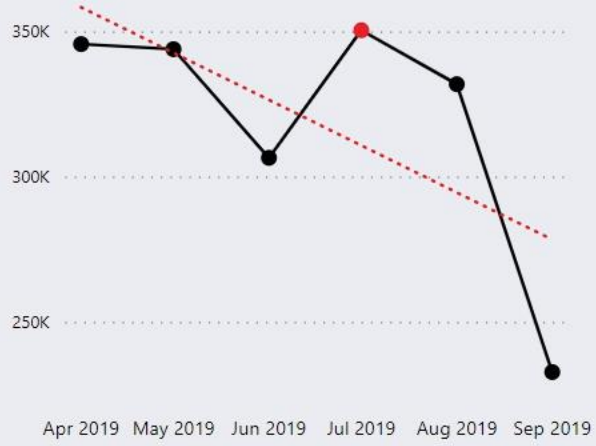
Diversion % by Month



Recycling % by Month



Total Weight by Month



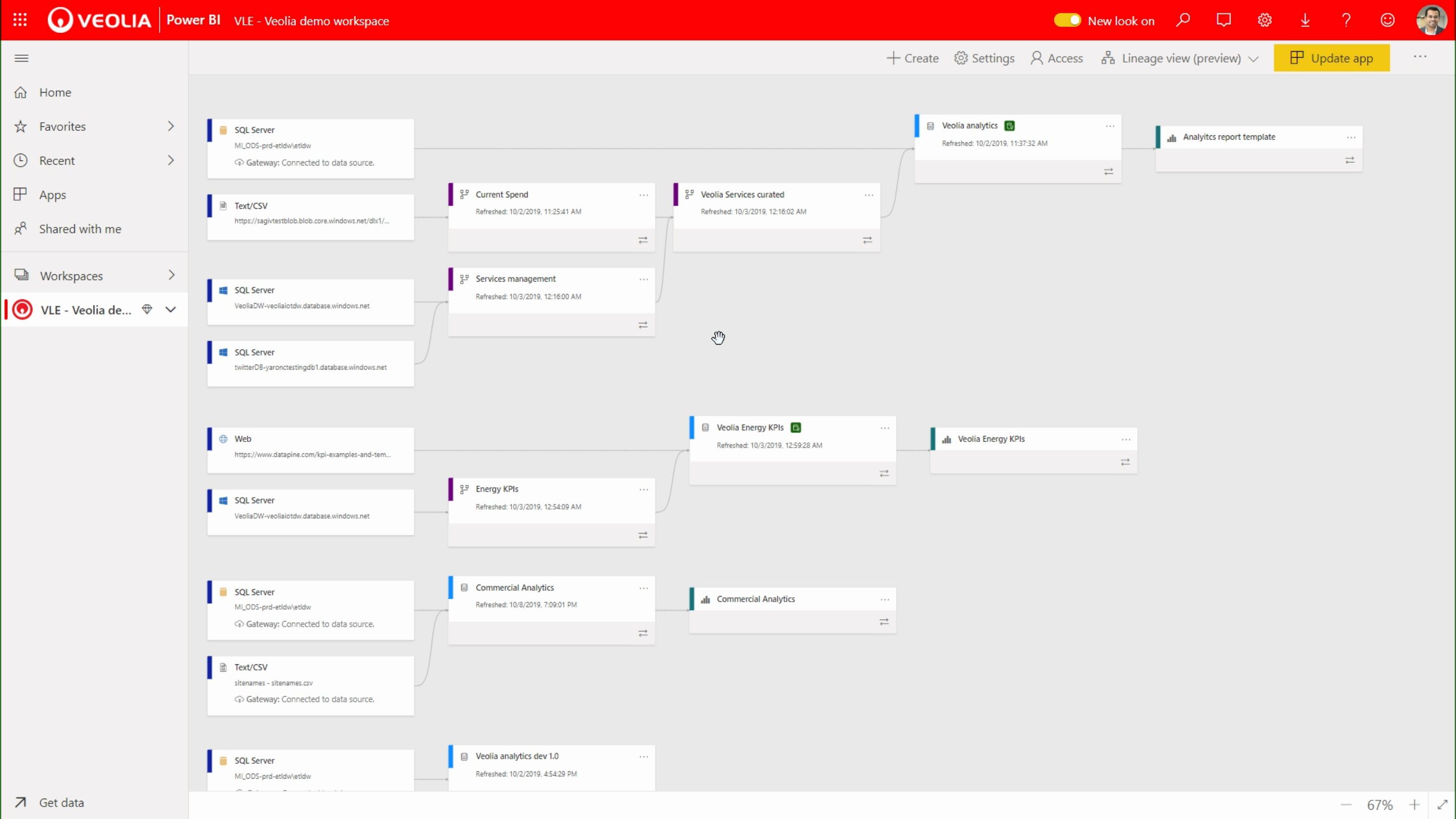
Main Performance KPIs

59.4%
Diversion %
+34% vs Goal
Goal is 55% in 2019

30.7%
Recycling %
-12% vs Goal
Goal is 35% in 2019

Site	Recycling %	Total Weight (kg)
210 Pentonville Road	51.5%	37,540
Grangemouth	23.4%	29,620
Merseyside - Picow Farm	2.4%	29,570
Bury (Bury Bridge)	39.2%	25,340
Whitemoss Landfill	6.9%	22,610
Bury (Paper Recycling)	48.2%	22,220
Pitsea	7.2%	21,551
Lymington WTS	3.9%	20,950
Shropshire - Wem	48.2%	18,930
Total	**30.7%**	**1,912,415**

Filters


VEOLIA
Power BI
VLE - Veolia demo workspace
New look on
Create
Settings
Access
Lineage view (preview)
Update app
Home
Favorites
Recent
Apps
Shared with me
Workspaces
VLE - Veolia de...
Get data
SQL Server
MI_ODS-prd-etldw\etldw
Gateway: Connected to data source.
Text/CSV
https://sagivtestblob.blob.core.windows.net/dlx1/...
SQL Server
VeoliaDW-veoliaiotdw.database.windows.net
SQL Server
twitterDB-yaronctestingdb1.database.windows.net
Current Spend
Refreshed: 10/2/2019, 11:25:41 AM
Services management
Refreshed: 10/3/2019, 12:16:00 AM
Veolia Services curated
Refreshed: 10/3/2019, 12:16:02 AM
Veolia analytics
Refreshed: 10/2/2019, 11:37:32 AM
Analyitcs report template
Web
https://www.datapine.com/kpi-examples-and-tem...
SQL Server
VeoliaDW-veoliaiotdw.database.windows.net
Energy KPIs
Refreshed: 10/3/2019, 12:54:09 AM
Veolia Energy KPIs
Refreshed: 10/3/2019, 12:59:28 AM
Veolia Energy KPIs
SQL Server
MI_ODS-prd-etldw\etldw
Gateway: Connected to data source.
Text/CSV
sitenames - sitenames.csv
Gateway: Connected to data source.
Commercial Analytics
Refreshed: 10/8/2019, 7:09:01 PM
Commercial Analytics
SQL Server
MI_ODS-prd-etldw\etldw
Veolia analytics dev 1.0
Refreshed: 10/2/2019, 4:54:29 PM
67%

Recycling Analytics Desktop - Theme - Power BI Desktop

Arun Ulagaratchagan (DXT)

File Home Insert Modeling View Help

Themes

Classic

Page view

Scale to fit

Phone layout

Mobile

Gridlines

Snap to grid

Lock objects

Page options

Performance analyzer

Bookmarks

Sync slicers

Show panes

Bring forward

Send backward

Selection pane

Align

Group

Arrange

CURRENT SPEND

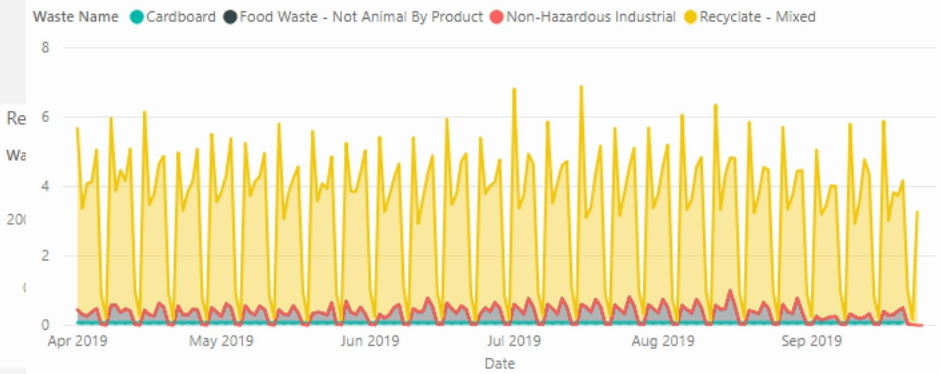
2019, UK Regional Report

59.4%
Diversion rate

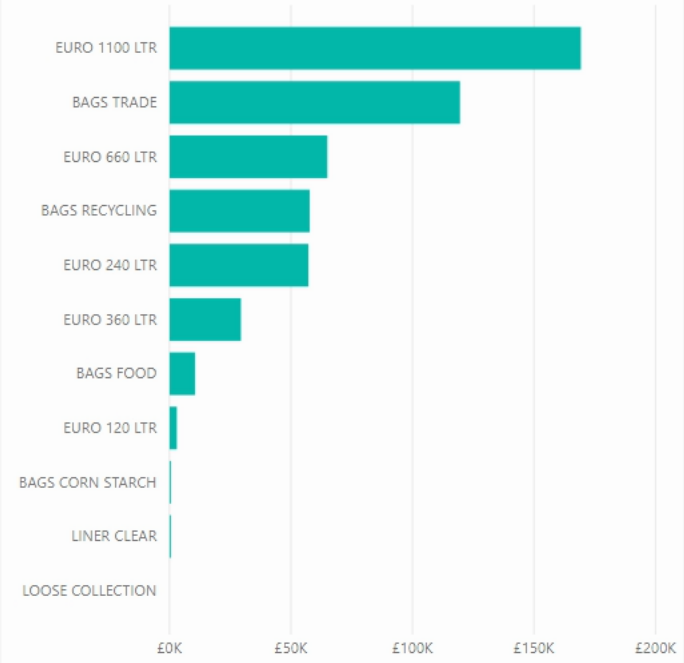
1.32K
Diversion Tonnage

30.7%
Recycling%

Recycling Tonnage by Date and Waste Name



Total Spend by Product Name



Filters

Visualizations

Fields

Current Spend

PAGE 1 OF 1

Type here to search

Recycling Analytics Desktop - Power BI Desktop

Arun Ulagaratchagan (DXT)

File Home Insert Modeling View Help Format Data / Drill

Get data Refresh New visual More visuals New measure Publish

WEIGHT ANALYSIS

2019, UK Regional Report

VEOLIA

Q&A Visual

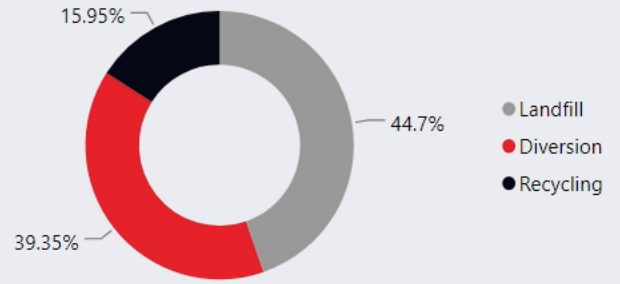
Ask a question about your data

Try one of these to get started

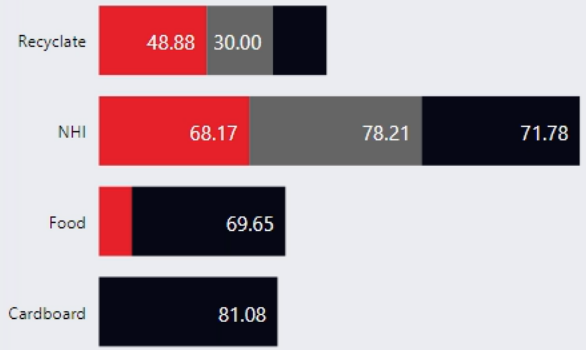
- show me total weight for the last month
- top final destinations by co 2 saved
- top waste descriptions by diversion rate
- what is the landfill% by final destination
- what is the avg weight by final destination
- what is the co 2 saved by product description
- what is the service KPI scheduled lifts by waste description
- what is the landfill tonnage diversion tonnage by waste description
- show me co 2 saved for the last year
- revenue items sorted by date

Show fewer suggestions

Weight by Final Destination



Weight and Final Destination



Visualizations

Search

Question field

Suggestio... On

Title Off

Backgrou... Off

Lock aspe... Off

General

Border Off

Visual he... On

Filters

Fields

Weight Analysis Wasteflow Service KPIs

PAGE 1 OF 3

Type here to search

Recycling Analytics Desktop - Power BI Desktop

File Home Insert Modeling View Help Format Data / Drill

Arun Ulagaratchagan (DXT)

Q&A setup

Getting started

Review questions

Teach Q&A

Manage terms

Teach Q&A

Teach Q&A to understand questions and terms people might use.

Enter a question about your data using everyday language

recycling rate by critical sites

Clear

Define the terms Q&A didn't understand

Critical sites

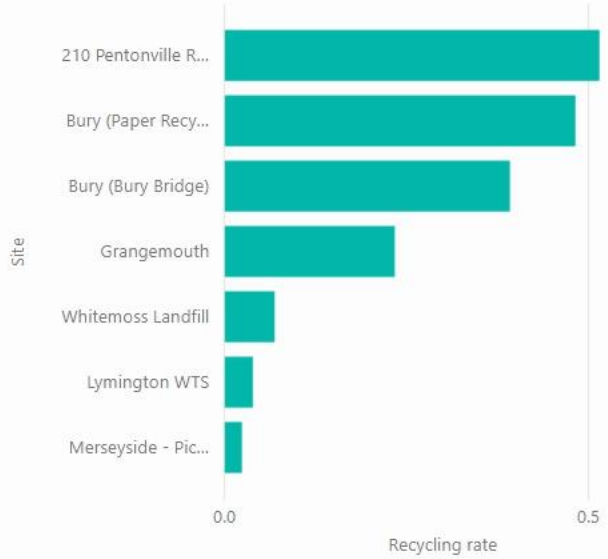
Sites that have waste weight > 20000 are critical.

Save

This feature is in preview. Learn more

Preview your result

Show critical site and recycling rate



Fields

On Off Off Off Off On

Weight Analysis Wasteflow Service KPIs

PAGE 1 OF 3

Type here to search

Microsoft Project
Version 1.00

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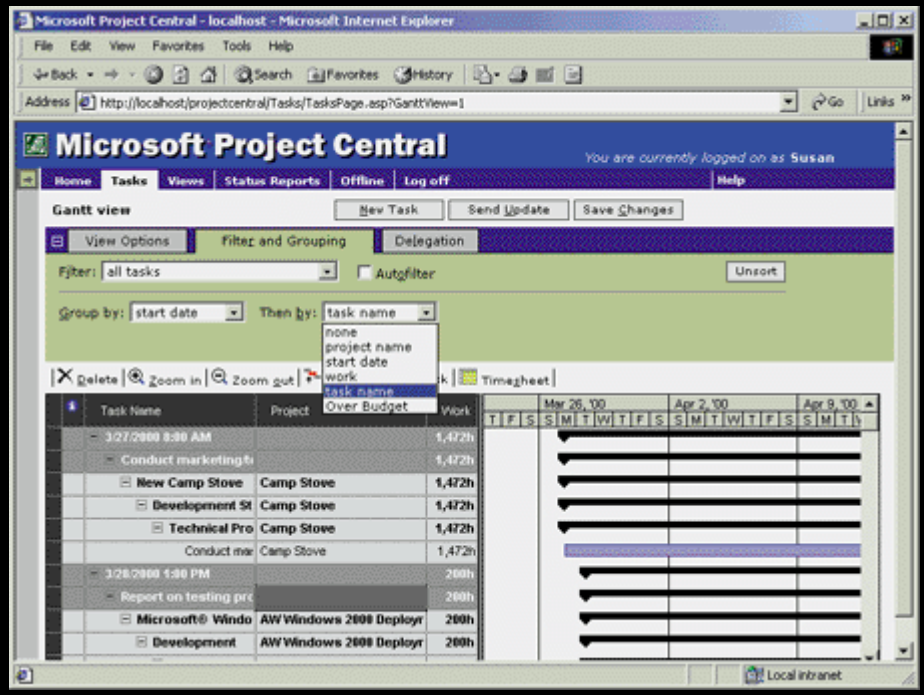
Microsoft is a registered trademark of Microsoft Corp.

1984

Oct'84 111 11111 22222 233 Nov'84 11111 122 22223 Dec'84
89012 56789 23456 90112 56789 23456 901 67890 34567
1 Gen mktg plans
2 Assign responsi
3 Consolidate pla
4 Review product
5 Hire prototype
6 Design prototyp
7 Hire layout art
8 Hire new produc
9 Train new produ
10 Review prototyp
11 Final selection
12 Prepare nationa
13 Approve adverti
14 Produce adverti
15 Draft press rel
16 Approve press r
17 Press ready
18
19
COMMAND: Blank Calendar Delete Edit Goto Help Insert Move
Options Print Quit Resource Sort Transfer Xternal
Select option or type command letter
ACTIVITY
Microsoft Project: develop.ACT

1984


Microsoft Project Central - localhost - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Search Favorites History
Address http://localhost/projectcentral/Tasks/TasksPage.asp?GanttView=1
Go Links
Microsoft Project Central
You are currently logged on as Susan
Home Tasks Views Status Reports Offline Log off Help
Gantt view
New Task Send Update Save Changes
View Options Filter and Grouping Delegation
Filter: all tasks
AutoFilter
Unsort
Group by: start date
Then by: task name
none
project name
start date
work
task name
Over Budget
Delete Zoom in Zoom out Timesheet
Task Name Project Work
Mar 26, '00 Apr 2, '00 Apr 9, '00
3/27/2000 8:00 AM 1,472h
Conduct marketing t 1,472h
New Camp Stove Camp Stove 1,472h
Development St Camp Stove 1,472h
Technical Pro Camp Stove 1,472h
Conduct mar Camp Stove 1,472h
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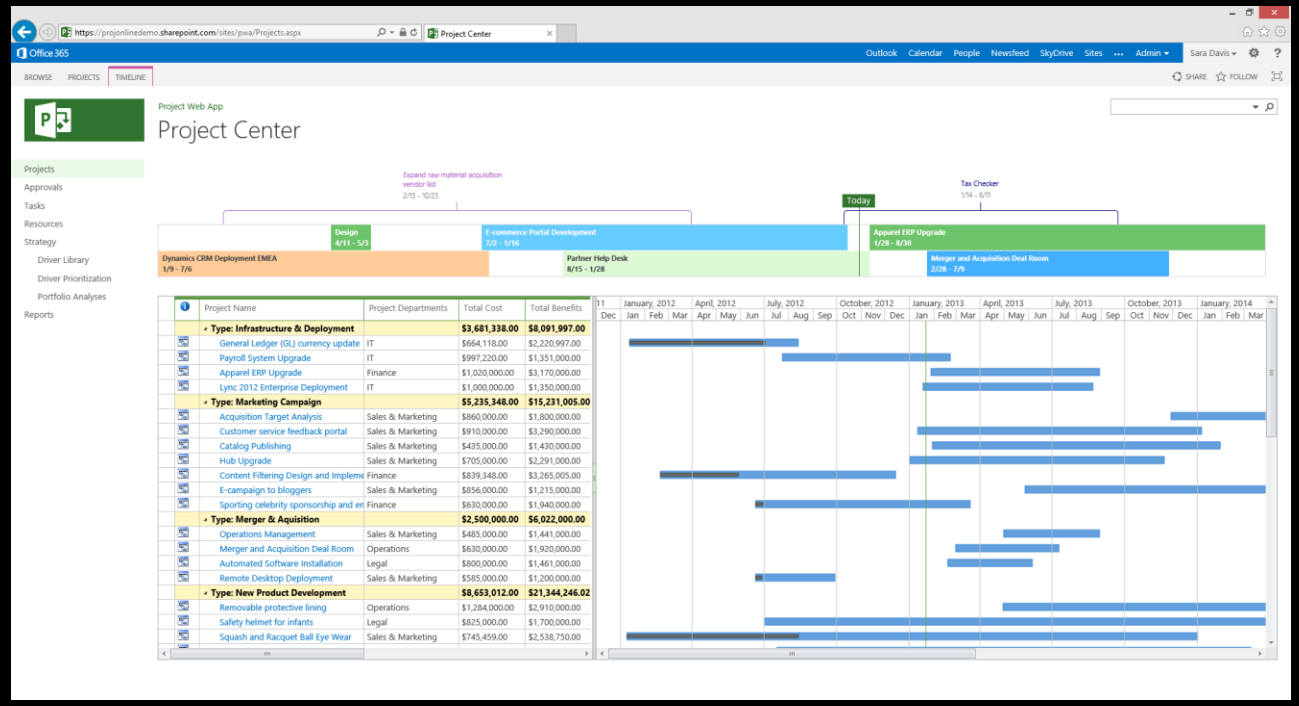
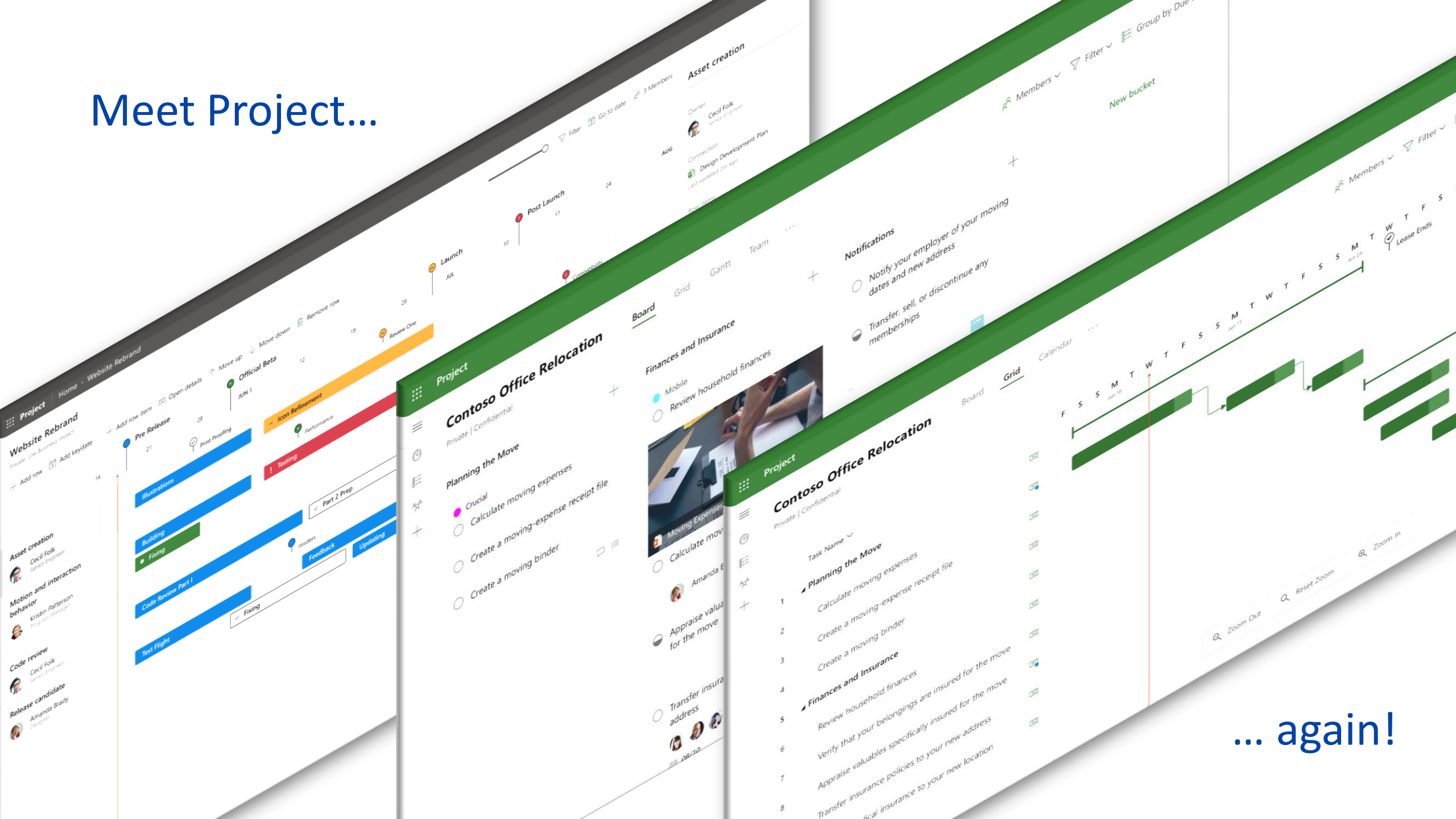
Development AW Windows 2000 Deployr 200h
Local intranet

2000


https://projonlinedemo.sharepoint.com/sites/pwa/Projects.aspx
Project Center
Office 365
Outlook
Calendar
People
Newsfeed
SkyDrive
Sites
Admin
Sara Davis
BROWSE
PROJECTS
TIMELINE
SHARE
FOLLOW
Project Web App
Project Center
Projects
Approvals
Tasks
Resources
Strategy
Driver Library
Driver Prioritization
Portfolio Analyses
Reports
Expand raw material acquisition vendor list
2/13 - 10/23
Today
Tax Checker
1/14 - 6/11
Design
4/11 - 5/3
E-commerce Portal Development
7/2 - 1/16
Apparel ERP Upgrade
1/28 - 8/30
Dynamics CRM Deployment EMEA
1/9 - 7/6
Partner Help Desk
8/15 - 1/28
Merger and Acquisition Deal Room
2/28 - 7/5
Project Name
Project Departments
Total Cost
Total Benefits
Type: Infrastructure & Deployment $3,681,338.00 $8,091,997.00
General Ledger (GL) currency update IT $664,118.00 $2,220,997.00
Payroll System Upgrade IT $997,220.00 $1,351,000.00
Apparel ERP Upgrade Finance $1,020,000.00 $3,170,000.00
Lync 2012 Enterprise Deployment IT $1,000,000.00 $1,350,000.00
Type: Marketing Campaign $5,235,348.00 $15,231,005.00
Acquisition Target Analysis Sales & Marketing $860,000.00 $1,800,000.00
Customer service feedback portal Sales & Marketing $910,000.00 $3,290,000.00
Catalog Publishing Sales & Marketing $435,000.00 $1,430,000.00
Hub Upgrade Sales & Marketing $705,000.00 $2,291,000.00
Content Filtering Design and Impleme Finance $839,348.00 $3,265,005.00
E-campaign to bloggers Sales & Marketing $856,000.00 $1,215,000.00
Sporting celebrity sponsorship and en Finance $630,000.00 $1,940,000.00
Type: Merger & Aquisition $2,500,000.00 $6,022,000.00
Operations Management Sales & Marketing $485,000.00 $1,441,000.00
Merger and Acquisition Deal Room Operations $630,000.00 $1,920,000.00
Automated Software Installation Legal $800,000.00 $1,461,000.00
Remote Desktop Deployment Sales & Marketing $585,000.00 $1,200,000.00
Type: New Product Development $8,653,012.00 $21,344,246.02
Removable protective lining Operations $1,284,000.00 $2,910,000.00
Safety helmet for infants Legal $825,000.00 $1,700,000.00
Squash and Racquet Ball Eye Wear Sales & Marketing $745,459.00 $2,538,750.00
January, 2012
April, 2012
July, 2012
October, 2012
January, 2013
April, 2013
July, 2013
October, 2013
January, 2014

2013

Meet Project…

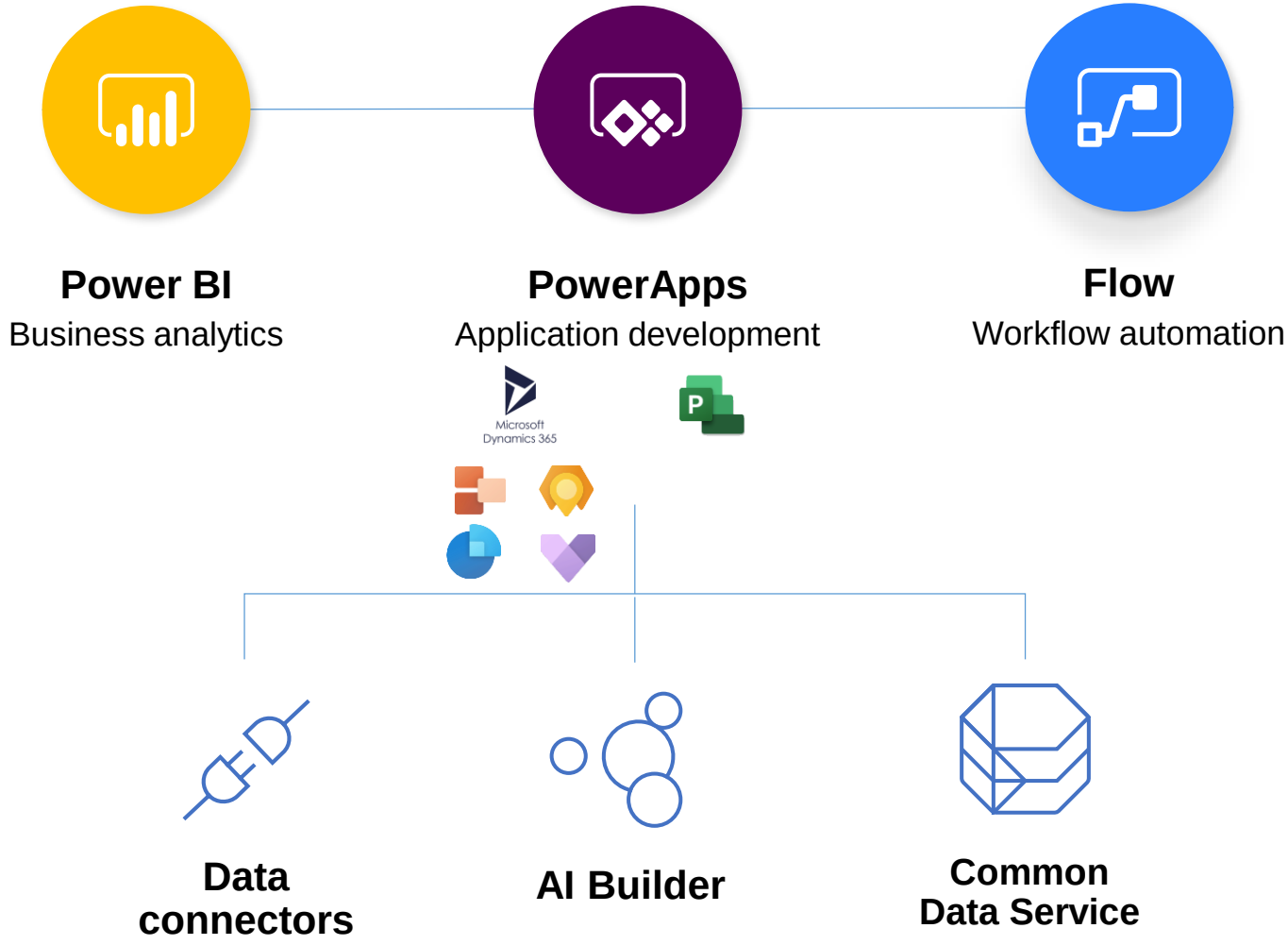


… again!

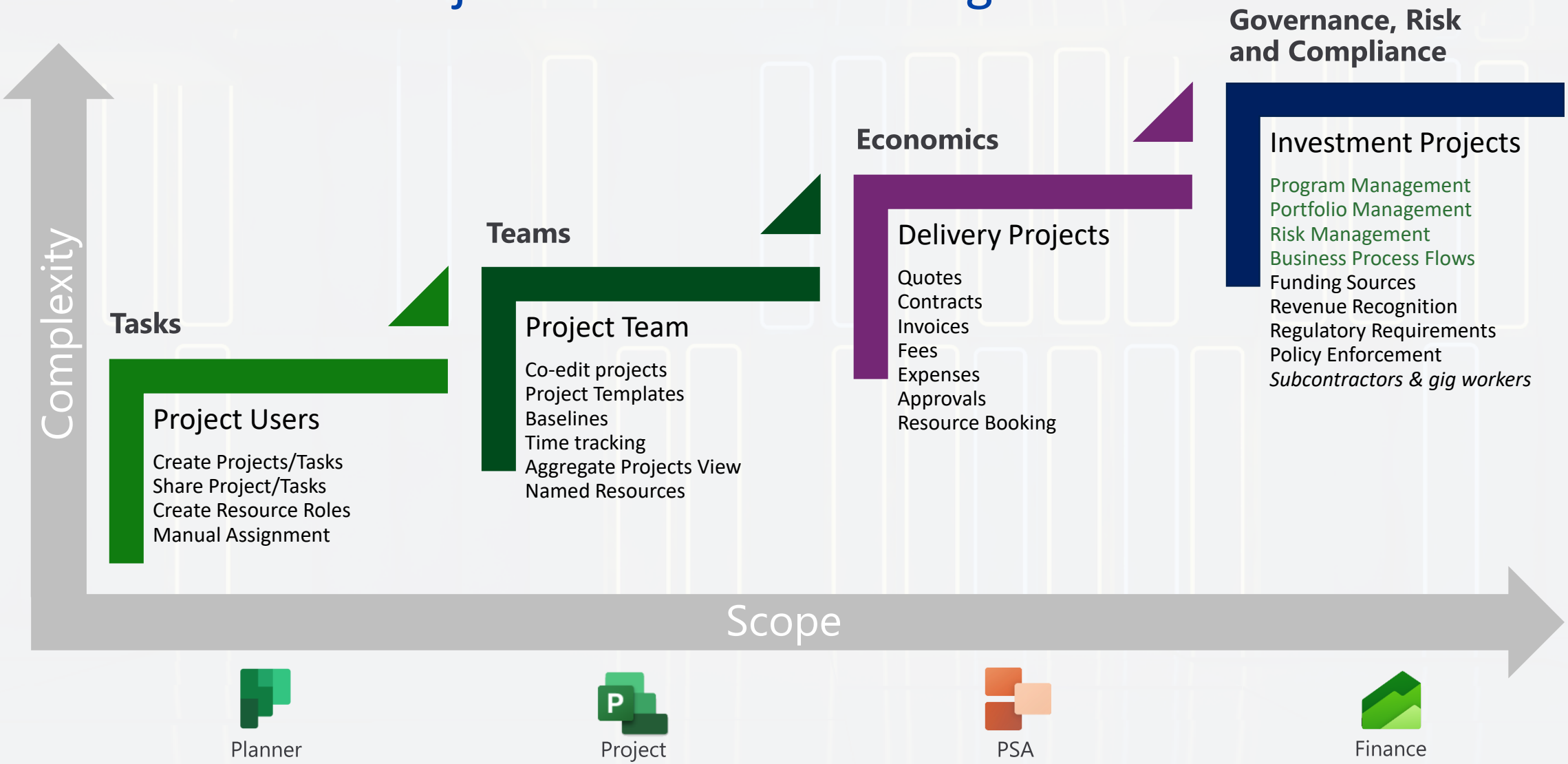
Microsoft Power Platform

One platform that spans Office 365, Dynamics 365, and standalone applications

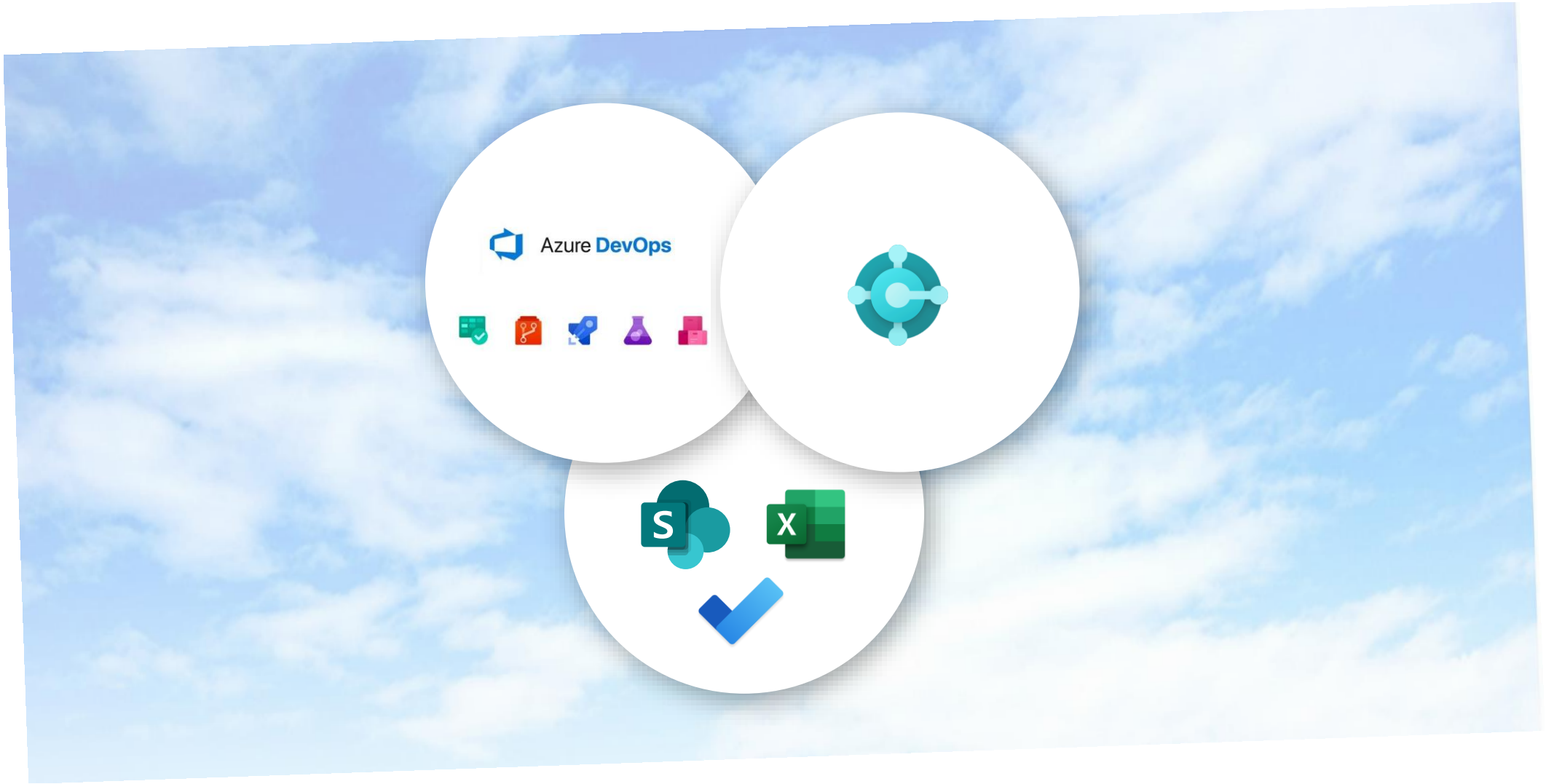
Analyze. Act. Automate.



Current State Project Execution Offerings

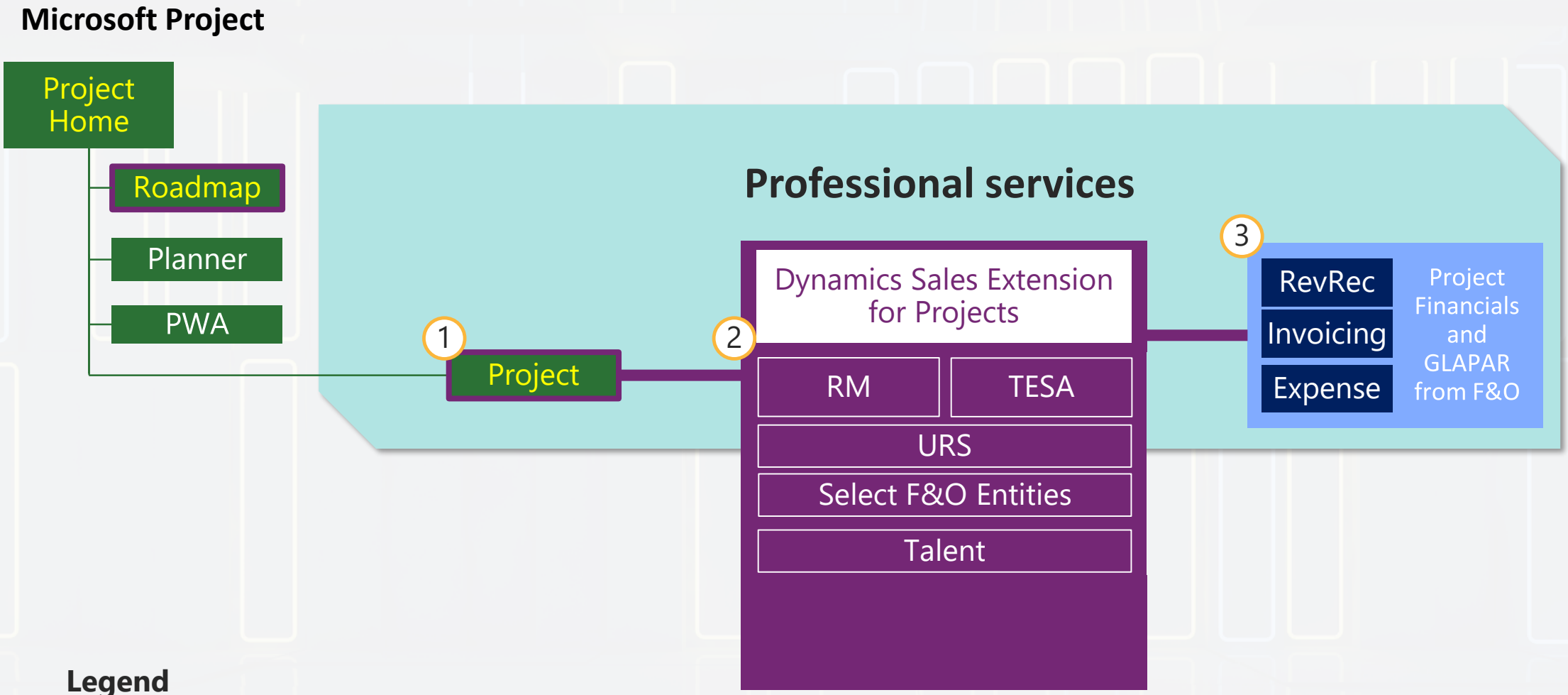


There are so many more…



…that can get the job done

Professional services roadmap

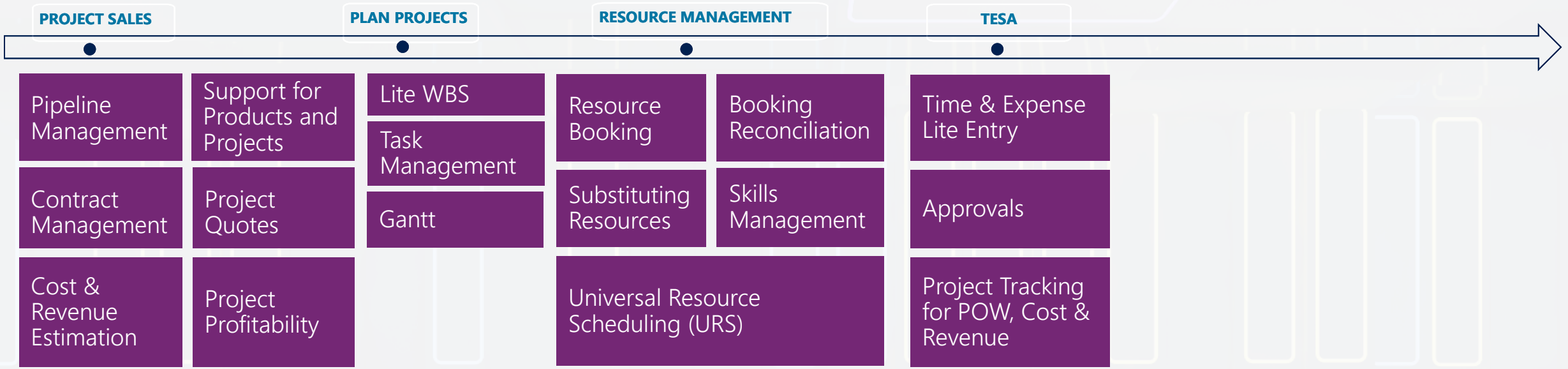


Legend

Office Fabric	CDS
D365 App	F&O

RM = Resource Management
TESA = Time, Expense, Status, Approvals
PWA = Project Web Access (aka Project Online)
GLAPAR = General Ledger, Accounts Payable, Accounts Receivable
F&O = Dynamics 365 for Finance & Operations
CDS = Common Data Service

Current State for PSA



Dynamics 365 PSA Capabilities

Roadmap for the new Project

Project

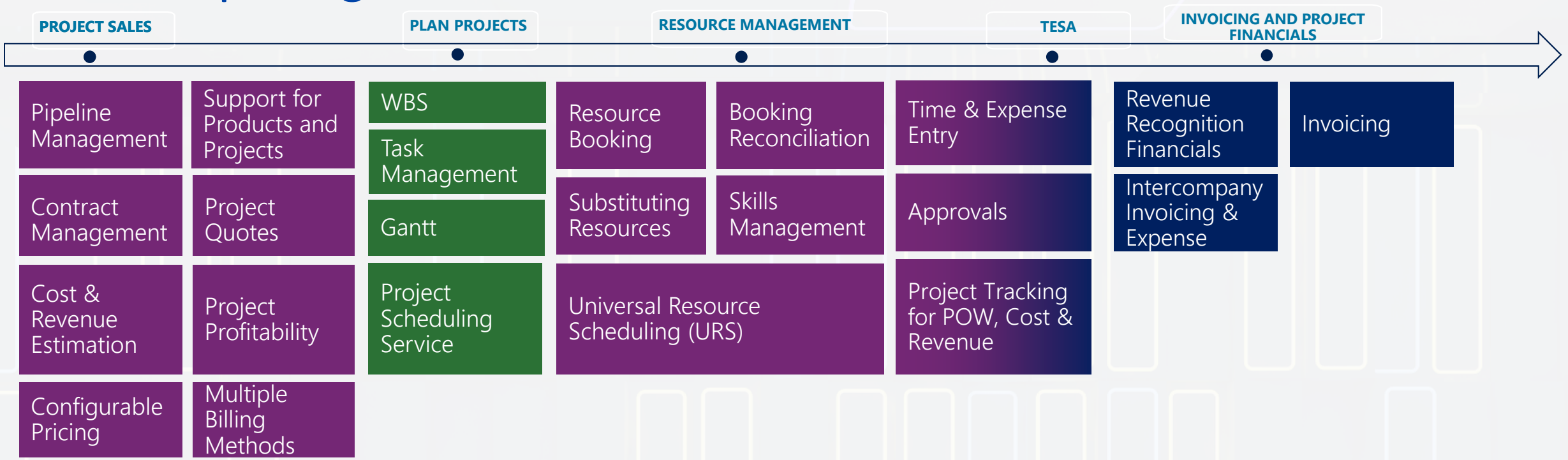
Roadmap: Target next winter

- Pipeline Management
- Contract Management
- Cost & Revenue Estimation
- Configurable Pricing
- Support for Products and Projects
- Project Quotes
- Project Profitability
- Multiple Billing Methods
- WBS
- Task Management
- Gantt
- Project Scheduling Service
- Resource Booking
- Substituting Resources
- Universal Resource Scheduling (URS)
- Booking Reconciliation
- Skills Management
- Time & Expense Lite Entry
- Approvals
- Project Tracking for POW, Cost & Revenue

Project

Dynamics 365 PSA Capabilities

Roadmap: Target next winter



Project

Dynamics 365 PSA Capabilities

Dynamics 365 F&O Project Capabilities

Roadmap: Future vision

Dynamics 365 Ecosystem, tweets from #eXtreme365, Dynamics Marketing, simplified lead management

Markku Suominen

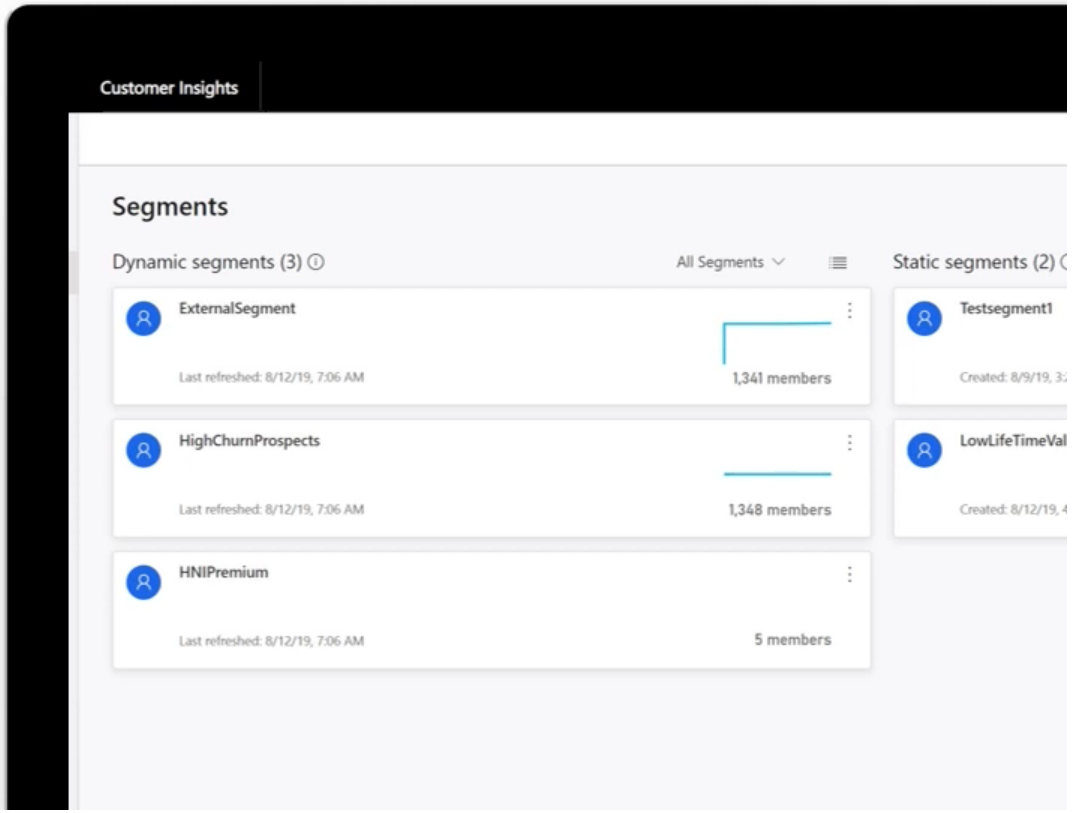
Dynamics 365 Marketing and Dynamics 365 Customer Insights Integration

What is it solving?

The contact profiles built using artificial intelligence on top of rich pools of customer data, can now be used for targeted campaigns.

Highlights

- Build profiles combining customer data from multiple sources.
- Use segments created on such profiles to run targeted campaigns in Dynamics 365 for Marketing.



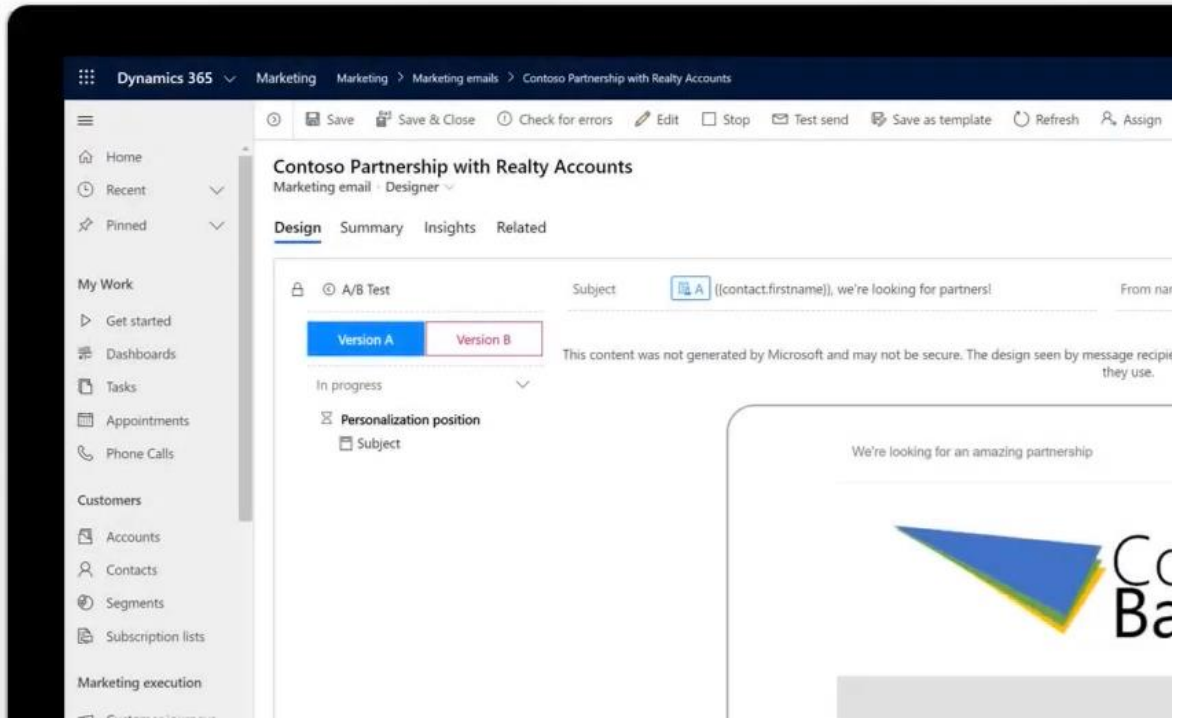
Dynamics 365 Marketing A/B testing

What is it solving?

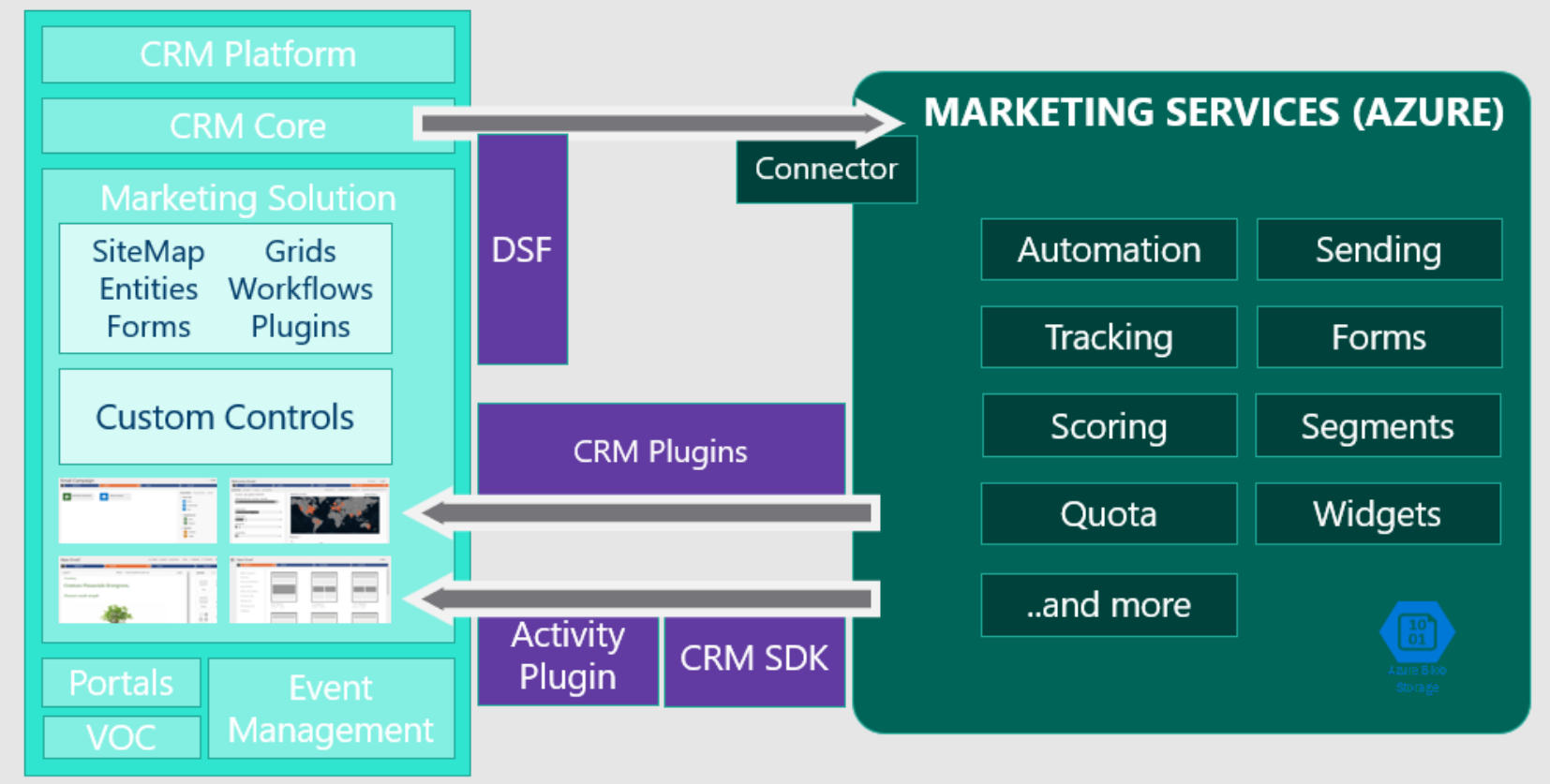
Helps take the guesswork out of creating a successful marketing email design

Highlights

- Test variations of email designs in a small part of the segment
- Automatically send the winning design to the rest of the segment



Dynamics 365 for Marketing - architecture



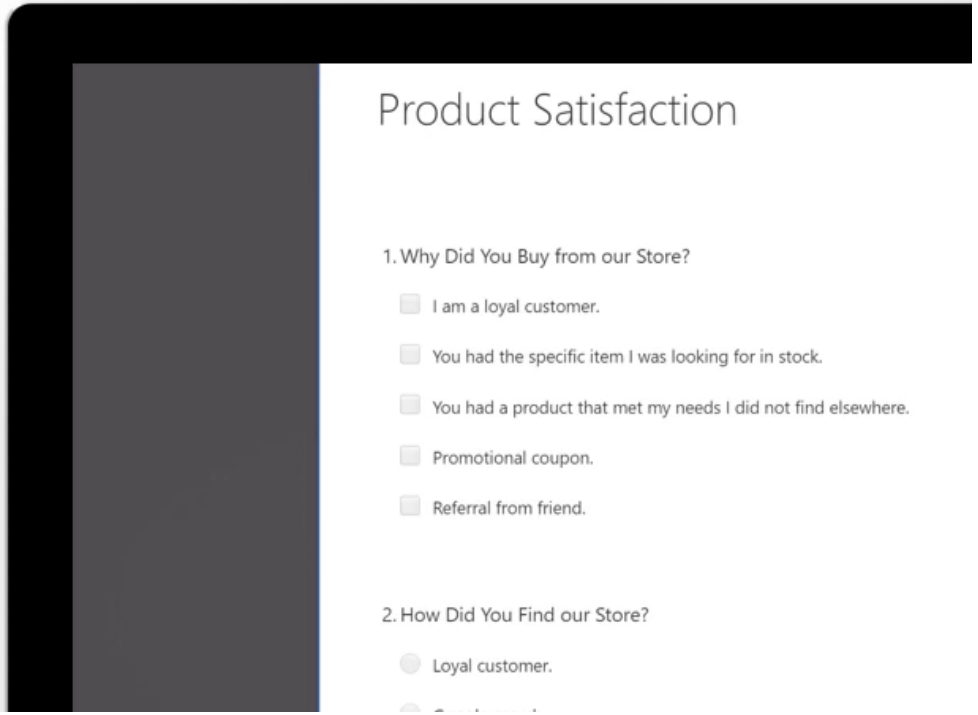
Support for surveys using Microsoft Forms Pro

What is it solving?

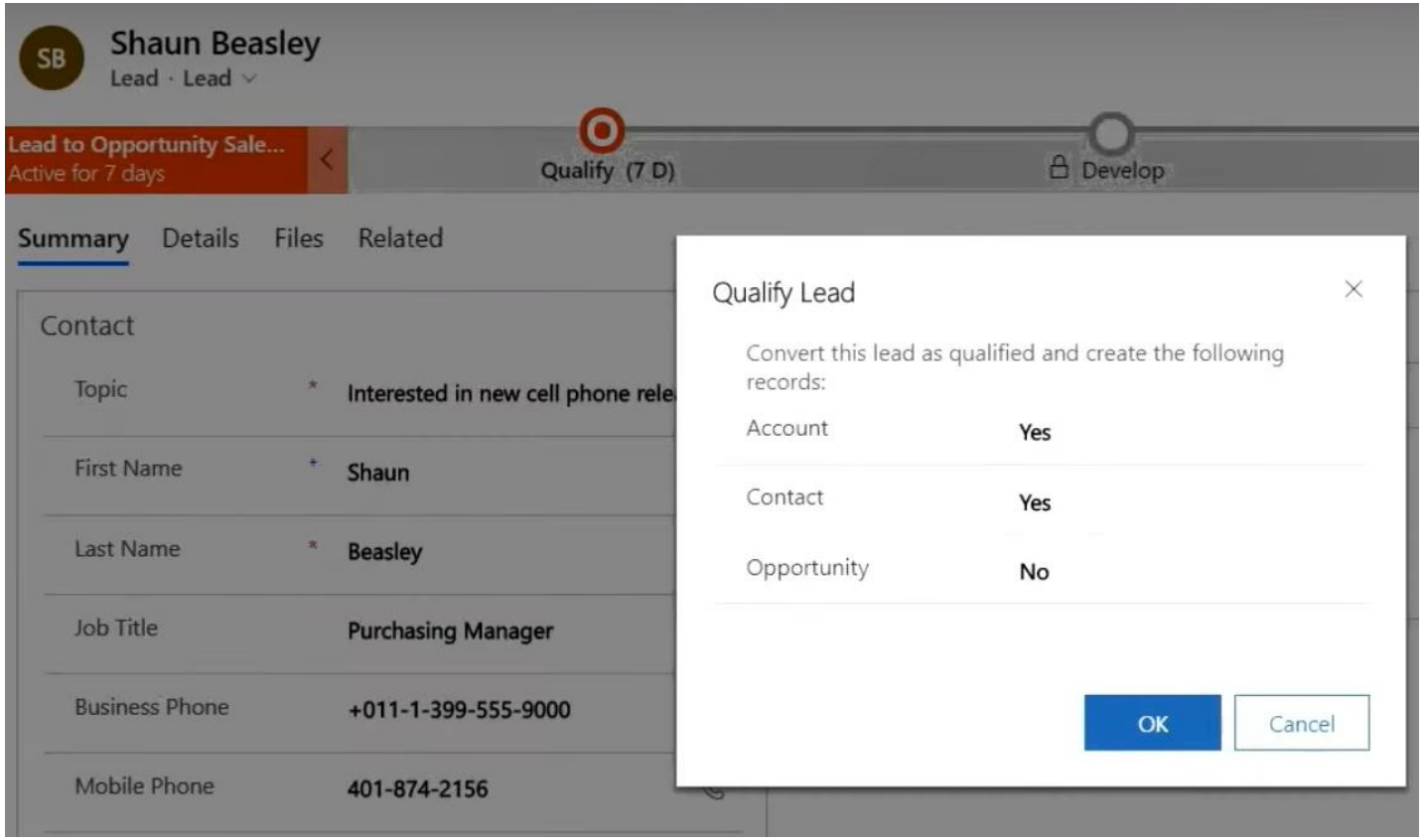
Easily include surveys as part of marketing engagement, including automated triggers

Highlights

- Build surveys using Microsoft Forms Pro
- Select surveys in email content
- Set automated triggers on survey submissions



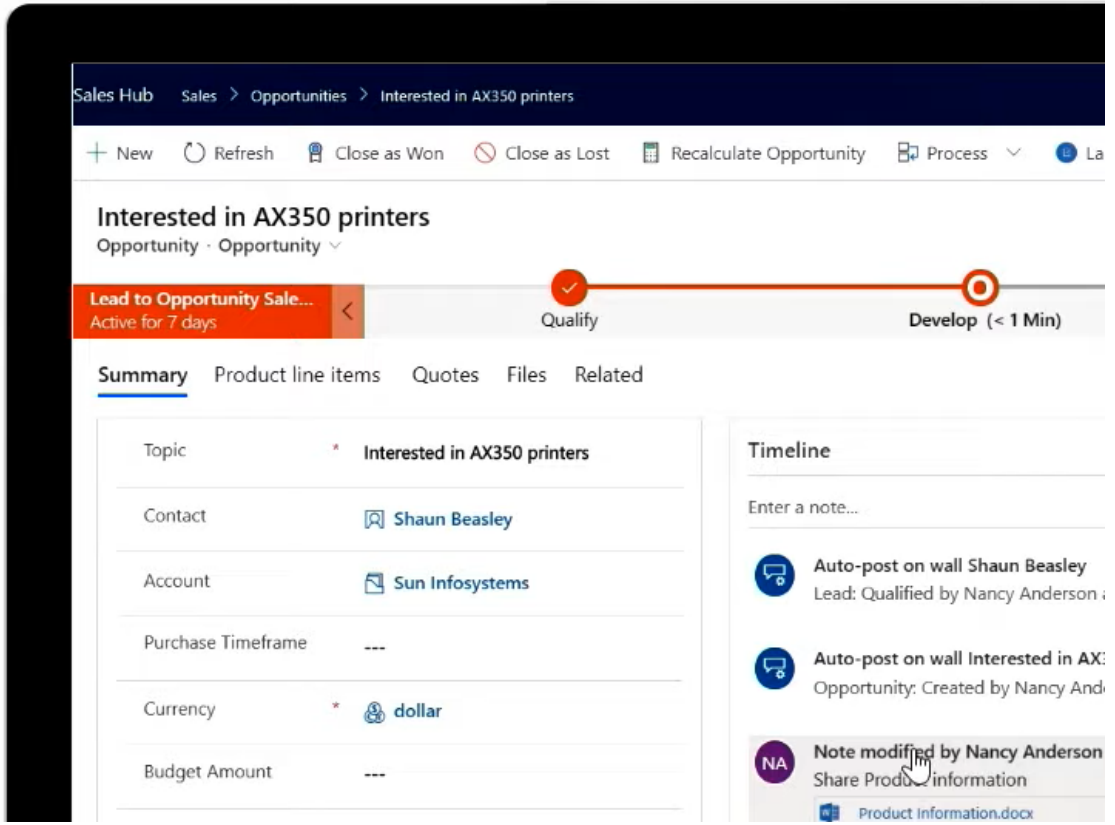
Convert lead and optionally create contact, account, opportunity



Display notes in Opportunity record

Benefit from notes/attachments captured by the seller, displayed when nurturing a lead in the opportunity record, after the lead is qualified

Research captured by the Seller in notes/attachments of the Originating Lead are displayed in the Opportunity record when the lead is qualified.



Dynamics 365 Finance and Operations

Release Wave 2 – 2019

Tekniset uudet ominaisuudet!

Teemu Miettinen

Ominaisuuksien hallinta
Feature management overview

- PU29 tuli ominaisuus Feature Management (työtila)
- Paneeliin tulee tiettyjä ominaisuuksia joita voidaan manuaalisesti asettaa päälle.
  - Kaikki uudet ominaisuudet eivät tule tänne.
  - Jotkin ominaisuudet aktivoidaan käyttöön tietyn ajan jälkeen.
  - Osa ominaisuuksista ei voida ottaa pois päältä aktivoinnin jälkeen.
- Voit ajastaa koska jokin tietty tai sitten kaikki ominaisuudet aktivoituvat.

https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/fin-ops/get-started/feature-management/feature-management-overview

Pilvipalvelut ja Lifecycle Services

Feature	Enabled for	Public preview	General availability
Geo expansion to France	Admins, makers, or analysts, automatically	-	Oct 2019
Migration to self-service deployments	Admins, makers, or analysts, automatically	-	Oct 2019
Database movement RESTful APIs in Lifecycle Services	End users by admins, makers, or analysts	Sep 30, 2019	Nov 2019
Configure add-ins through Lifecycle Services	Admins, makers, or analysts, automatically	-	Feb 2020
Cross-project management - License allocation	Admins, makers, or analysts, automatically	-	Feb 2020
Onboard to Azure Monitor	Admins, makers, or analysts, automatically	Oct 2019	Feb 2020

Data ja Prosessipalvelut

Feature	Enabled for	Public preview	General availability
Trigger and monitor a flow	End users by admins, makers, or analysts ✔	Jan 2020	
Data in Common Data Service - Phase 1	End users by admins, makers, or analysts	Jul 24, 2019	Oct 2019
Data in Common Data Service – Phase 2	End users by admins, makers, or analysts	Dec 2019	Jan 2020

Alusta - Platform osa 1/3

Feature	Enabled for	Public preview	General availability
Developer tools as installable components	Admins, makers, or analysts, automatically	Nov 2019	-
Embed Power BI solutions directly into analytical workspaces	End users by admins, makers, or analysts	May 1, 2019	Oct 1, 2019
Preview documents using embedded viewer control	End users by admins, makers, or analysts	Jul 5, 2019	Oct 1, 2019
Attachment recovery	End users by admins, makers, or analysts	Aug 1, 2019	Oct 2019

Alusta - Platform osa 2/3

Feature	Enabled for	Public preview	General availability
Visual refresh of the web client to align with the Fluent design language	End users, automatically	Aug 5, 2019	Oct 2019
User productivity – Filtering enhancements	End users by admins, makers, or analysts	-	Jan 2020
User productivity – Personalization enhancements	End users by admins, makers, or analysts	-	Jan 2020

Alusta - Platform osa 3/3

Feature	Enabled for	Public preview	General availability
Improved experience on mobile devices – Phase 1	End users by admins, makers, or analysts	Nov 2019	Jan 2020
Build automation hosted in Azure DevOps	Admins, makers, or analysts, automatically	Jan 2020	Jan 2020
User productivity – New grid	End users by admins, makers, or analysts	Aug 5, 2019	Mar 2020
User productivity – Saved views	End users by admins, makers, or analysts	Aug 5, 2019	Mar 2020
Priority-based scheduling for batch jobs	Admins, makers, or analysts, automatically	Nov 2019	To be announced

Configurable business documents reporting in Word and Excel

Feature	Enabled for	Public preview	General availability
Configurable business documents reporting in Word and Excel	End users by admins, makers, or analysts	✔ Aug 5, 2019	✔ Oct 1, 2019

- Business Management Document löytyy omana työtilana
- Sen kautta voidaan avata SSRS raportteja Excel ja Word pohjille, ja muokata niitä siitä suoraan!!!
- AR ja AP raportit löytyvät jo ja tuki muiden moduulien rapsoille tulee vuoden loppuun menessä

Kiitos!

Finland Dynamics User Group

https://www.dynamics365.fi/