

# Microsoft tech·days

Kistamässan Stockholm  
22-24 oktober 2019



# Dynamics 365, Power Platform and Office 365 – what is what?

Gustaf Westerlund, MVP

Jonas Rapp, MVP

CRM-Konsulterna



**“Microsoft 365,  
Dynamics 365, and the  
Power Platform, on top  
of what we’re doing  
with Azure, is the core  
of what we are doing  
as a company.”**

*--Satya Nadella*



# Why, who and what?

- Lot's of changes
- Level 100 - Introductory
- General overview

# Speakers



Gustaf Westerlund

MVP, Founder, Principal Consultant

CRM-Konsulterna

@crmgustaf

[www.powerplatform.se](http://www.powerplatform.se)



Jonas Rapp

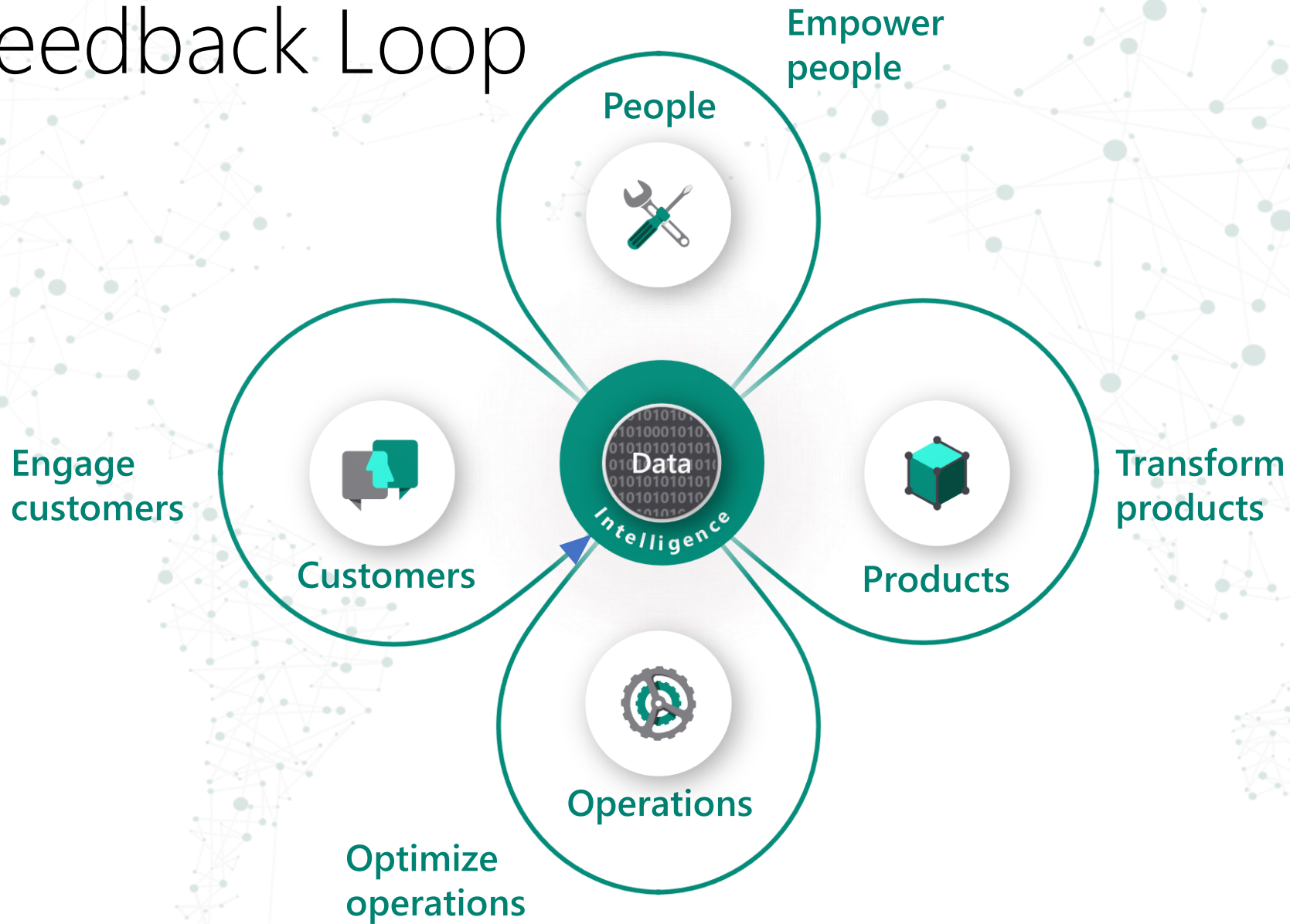
MVP, Tech Lead

CRM-Konsulterna

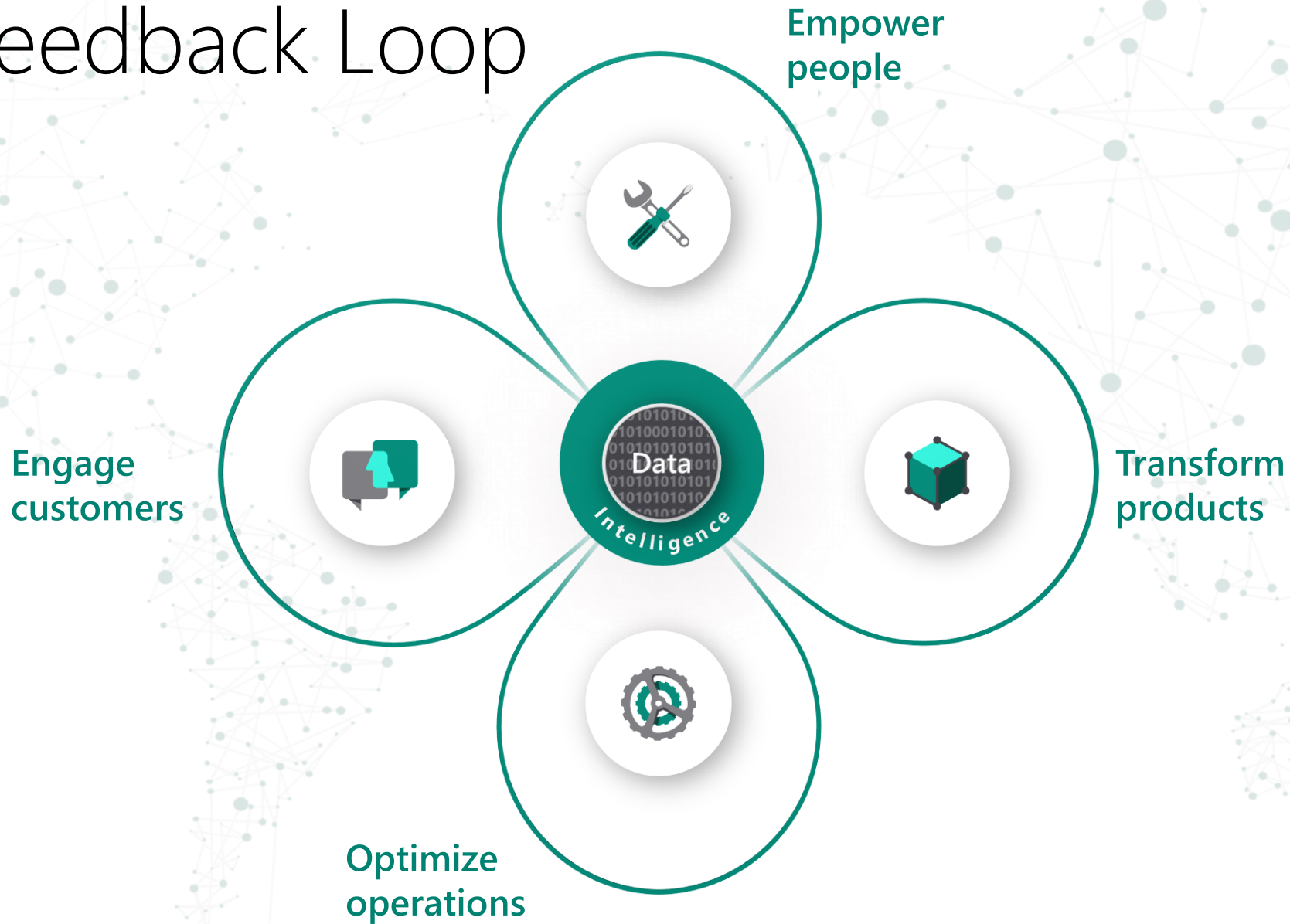
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[jonasr.app](http://jonasr.app)

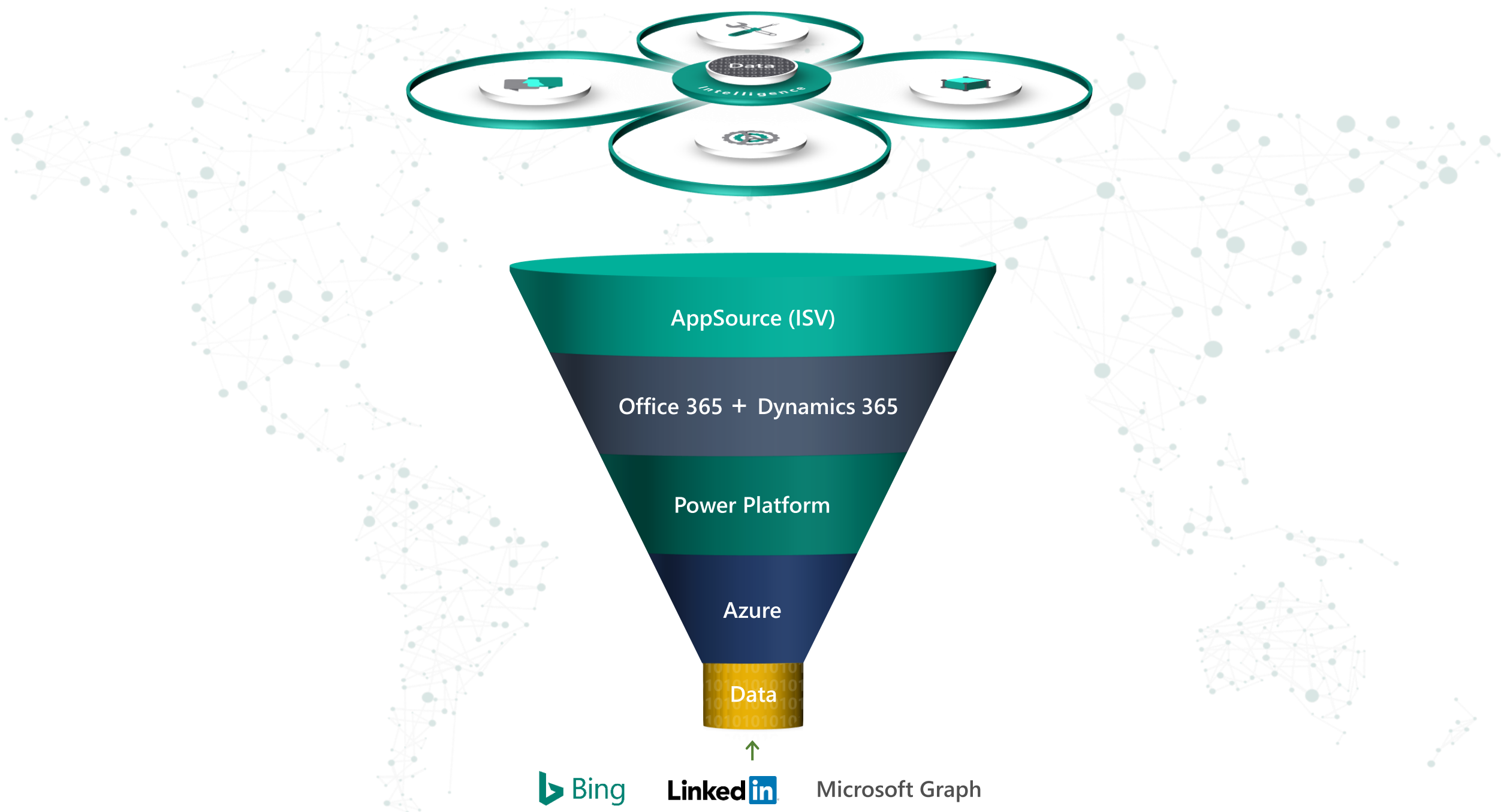
# Digital Feedback Loop



# Digital Feedback Loop









# A comprehensive solution

## Connected app platform



### PowerApps

Build apps in hours—not months—that easily connect to data, use Excel-like expressions to add logic, and run on the web, iOS, and Android devices.



### Power BI

Make sense of your data through interactive, real-time dashboards and unlock the insights needed to drive your business forward.

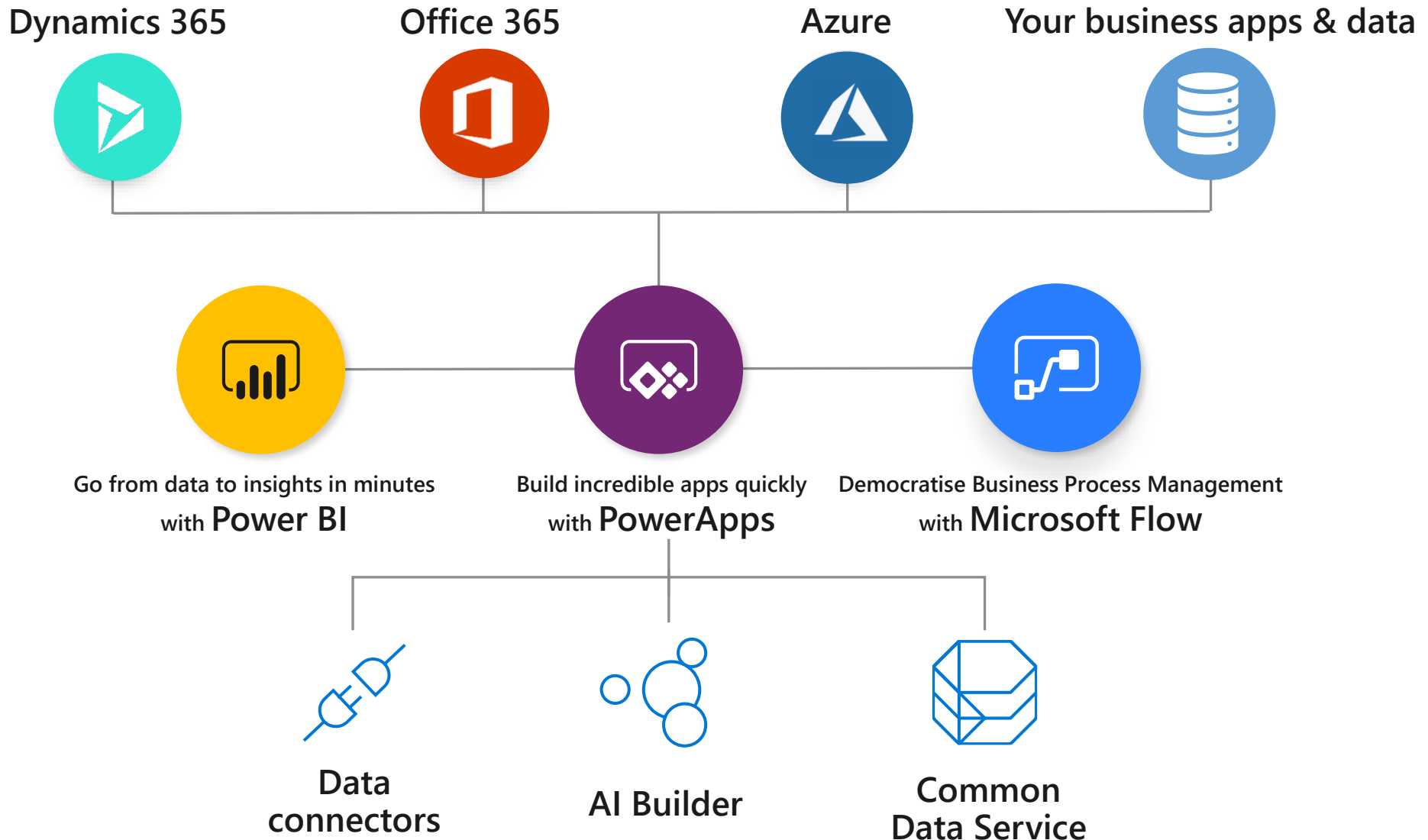


### Microsoft Flow

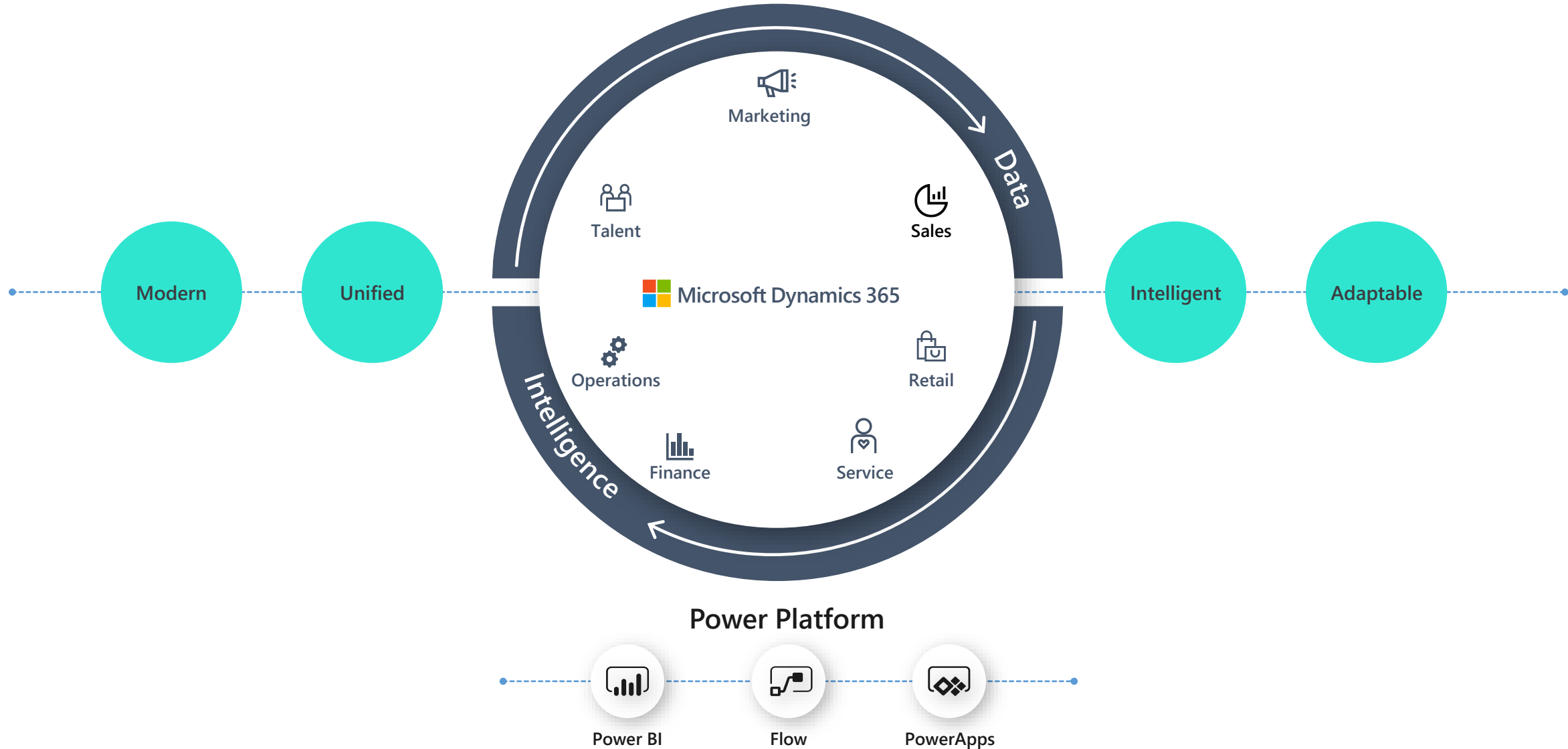
Include powerful workflow automation directly in your apps with a no-code approach that connects to hundreds of popular apps and services.

# Microsoft Power Platform - Analyse. Act. Automate.

One low-code platform that spans Office 365, Azure, Dynamics 365, and standalone applications – both cloud and on-premises



# Microsoft Business Applications ecosystem



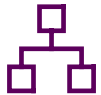


# PowerApps: a low-code approach to building apps



Easily build web & mobile apps with a full featured low-code / no-code platform

Combine a PowerPoint-like designer with Excel functions and you have PowerApps!



Connect to your existing data with 260+ pre-built connectors and custom connectors

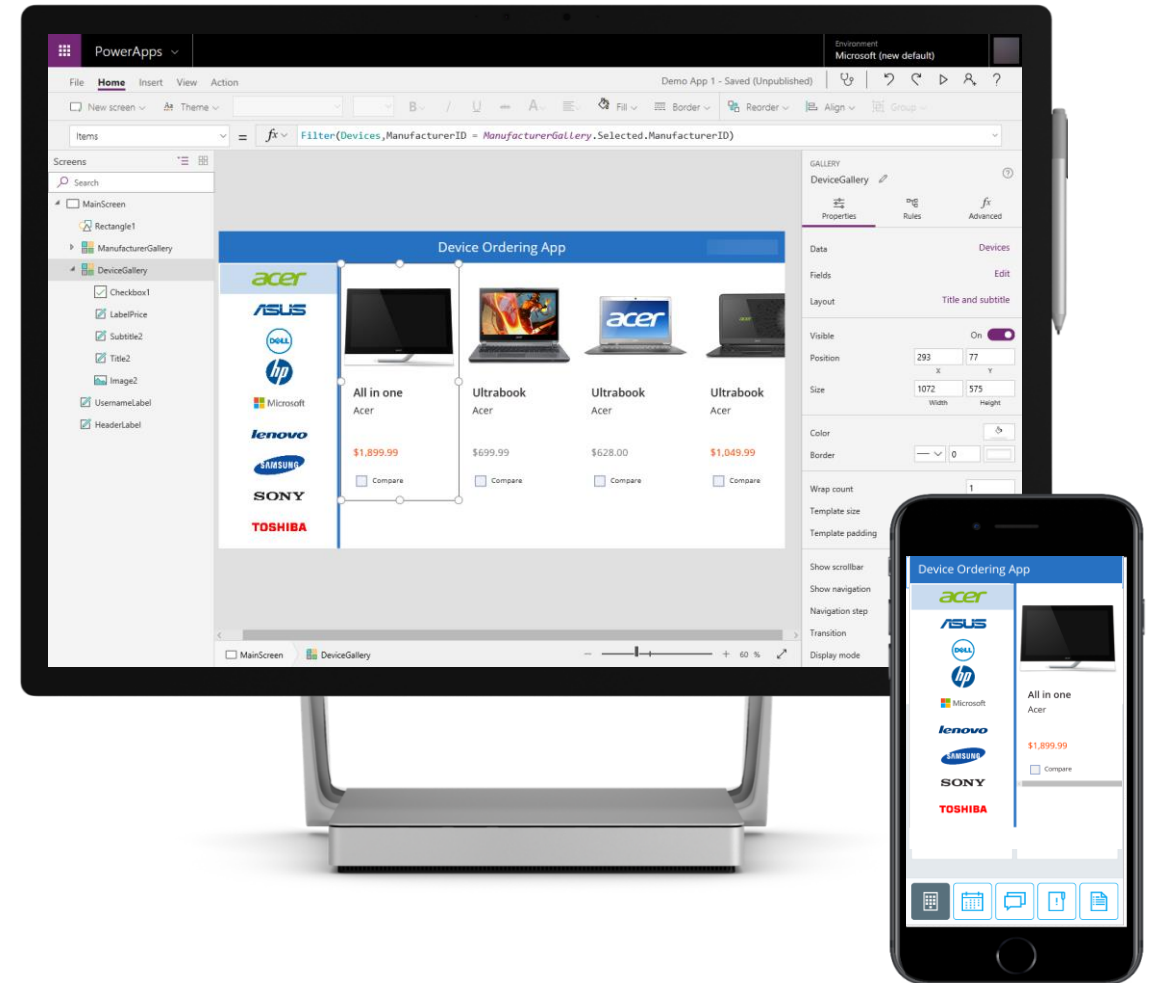


Strong enterprise governance & security



Leverage device features such as camera, GPS and microphone with no code!

Pro-dev extensibility enable "no limits" development





# Microsoft Flow: a low-code approach to automation



From simple automations to complex business flows

Model business processes and automate workflows and your apps and services



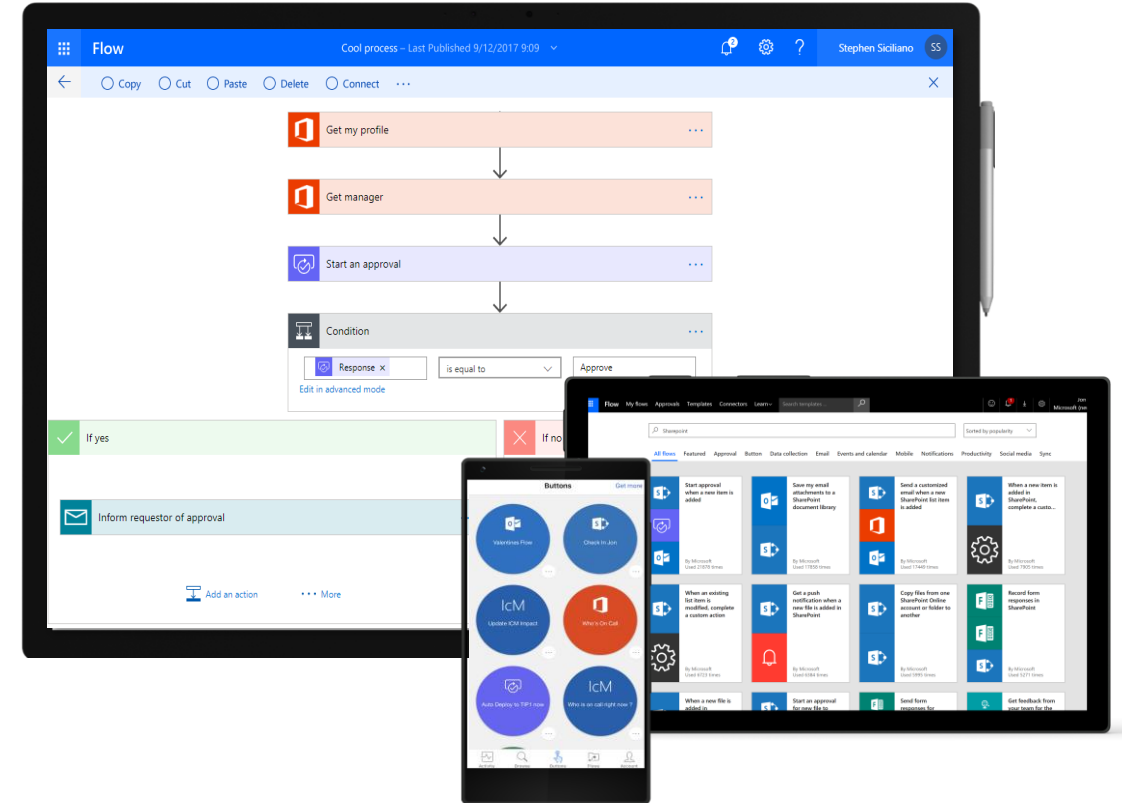
Same pre-built and custom connectors used by PowerApps



Strong enterprise governance & security



Pro-dev extensibility with Azure and custom logic





# Power BI: Experience your data with Power BI



Connect to any data source to find the best insights and answer tough business questions.



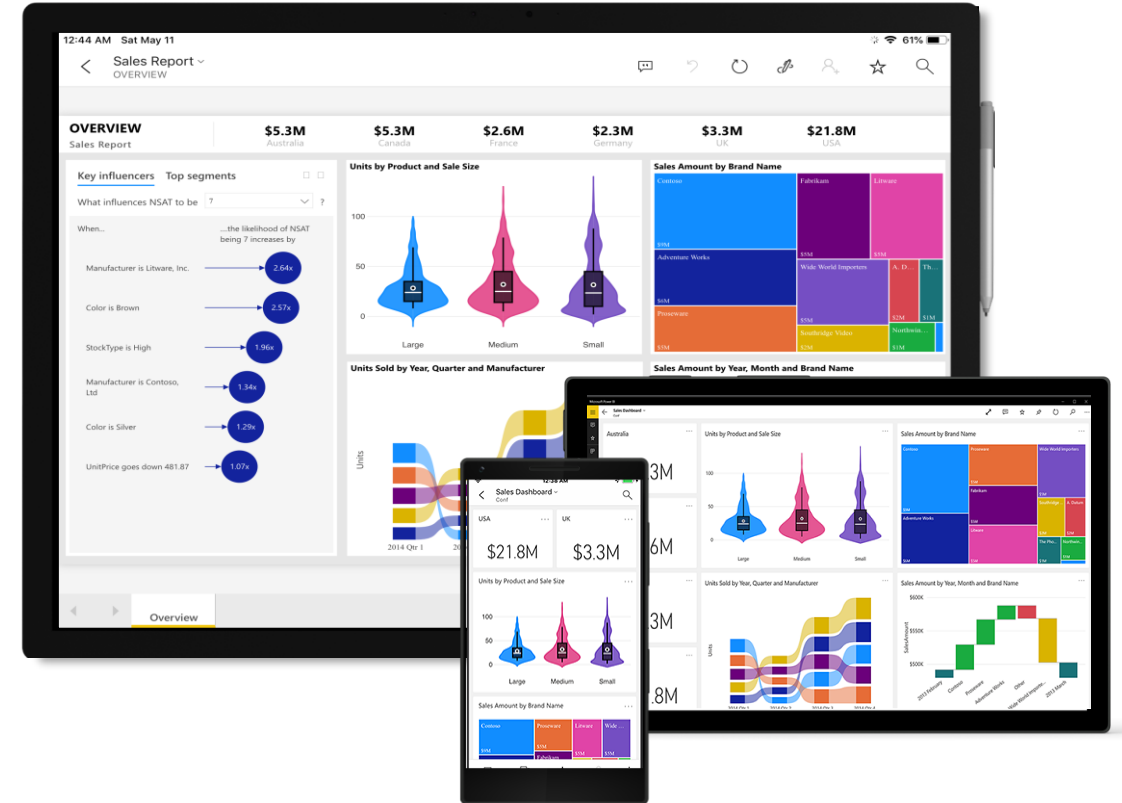
Directly integrated with Microsoft Flow, PowerApps, Microsoft Teams, Office 365, Dynamics 365 & Azure



Leverage Azure Data Services like Data Lake and SQL Data Warehouse to optimize analysis big data







PowerPoint like pixel perfect drag and drop design experience. Start from a template, report is running with live data as you build it





# Common Data Service (CDS): low code backend & database

- More than a database - “out-of-the-box” backend for apps
- Supports relational data, no-SQL, blobs & search indexing
- Security, business logic and rules
- Jumpstart with the Common Data Model
- Includes Dynamics, Office, and Azure data, augmented by partners

Common Data Service	API Tier				Application Lifecycle Management	Sandbox Orgs
	SOAP API	REST API + Connector	OData API	Authentication		
	Integration Tier					
	Reporting (SSRS)	Activities (calls, meetings, mail sync)	Data Export (DES, Athena)	Data Sync (DSF, Offline)		
	Logic Tier					
	Business Rules & Validation	Authorization & Security	Data Auditing & Change Tracking	Plugins, Events, Workflow		
Metadata Tier				Backup/restore (data + metadata)		
Data Model & Schema	CDM (e.g. standard entities)	Data Catalog & API				
Storage tier				Solutions & Diagnostics		
 Search	 Relational	 File/Blob	 Key / Value			



# Data connectors: access to all the data you need

- Built-in connectivity to 260+ cloud services, files, databases, web APIs, etc.
- Leverage Azure investments including Logic Apps, API Management, AKS, Cognitive Services, SQL Azure, Cosmos DB, Azure Data Lake, SQL Data Warehouse
- Seamless hybrid connectivity to on-premises systems via the On-Premises Data Gateway
- Add your own custom connectors and on-premises sources



# Leverage existing skillsets



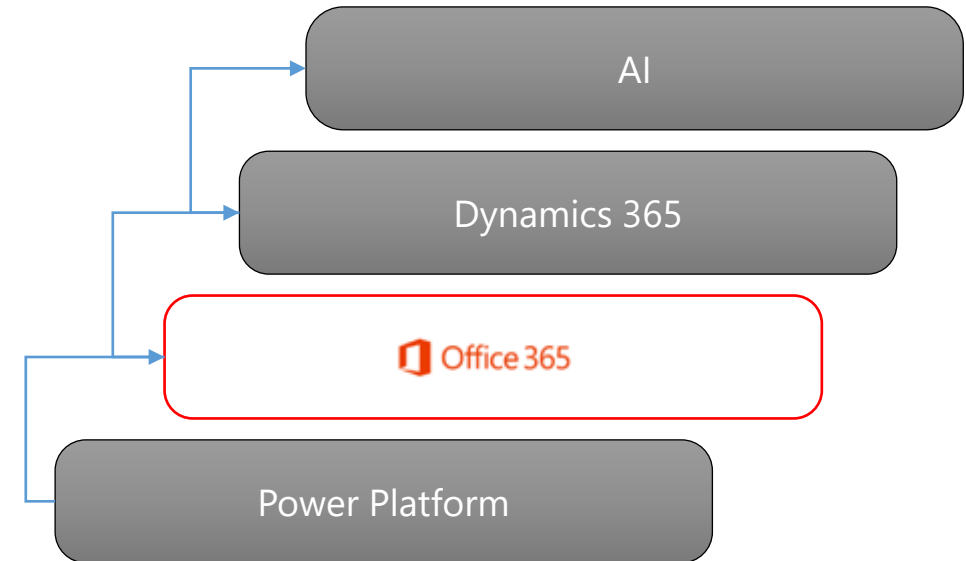
Utilize your teams existing skills and knowledge of Microsoft tools, including Office 365, Dynamics 365, and AI



Take advantage of a stair step approach to invest gradually and grow as you're ready



Differentiate your business through the Cloud Business Applications Competency



# AppSource is the marketplace for addons



Easily test addons



Both products and packaged services



Both horizontal and vertical solutions

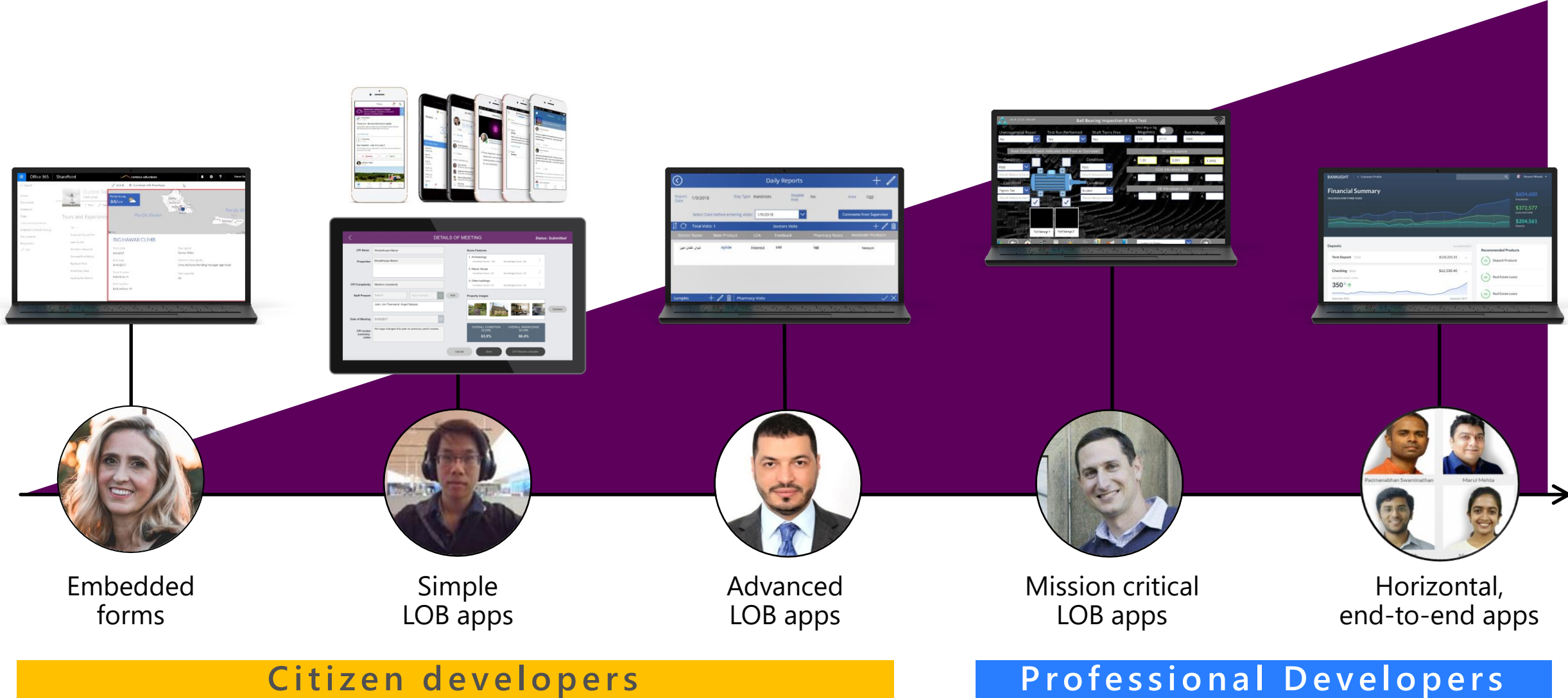


For many products, like Dynamics 365, Power BI, Power Apps

The screenshot displays the Microsoft AppSource interface. The top navigation bar includes the Microsoft logo, 'AppSource', and a dropdown menu for 'Consulting Services'. A search bar on the right prompts 'Search Microsoft AppSource'. The left sidebar contains filters for 'Products' (PowerApps, Dynamics 365, Power BI), 'Industries' (Agriculture, Education, Distribution, Financial services, Government, Health, Manufacturing, Professional services, Retail), 'Service type' (Assessment, Briefing, Implementation, Proof of concept, Workshop), and 'Your location' (Country/Region: United States, State/Province: All States). The main content area, titled 'Consulting services results (54)', shows a grid of service cards. Each card includes a logo, a title, the provider, and a price. The visible cards are:

Service Title	Provider	Price
Power BI Rapid Report: 10-Day Proof of Concept	By IronEdge Group	\$10,000
PowerApps Hands-On: 2-Day Workshop	By Confluent	\$7,500
RapidStartCRM: 10-Hr Proof of Concept	By Forceworks	\$2,000
App-in-a-Day: 1-Day Workshop	By SpadeWorx Software Services, Inc.	\$3,500
Dynamics 365 Business Central: 4-Wk Implementation	By SimCrest	\$15,600 (estimated)
RapidStartCRM Homebuilder: 10-Hr Proof of Concept	By Forceworks	\$2,000
Intelligent Language Chatbot: 2-Hr Briefing	By JourneyTEAM	Free
SP PowerApp Copy/Move Tool: 2-Hr Implementation	By Skylite Systems	\$1,495 (estimated)

# High productivity app development without cliffs



# A Power Apps center of excellence in the making!

Vanessa's team in IT at Standard Bank has **trained nearly 1/3 of the bank's 55,000** employees on the platform. In turn they've innovated across dozens of business units creating over **300 solutions**

AR: Real estate financing	Cash devices: Get knowledge capture app	Capture App	Copy of advice app	Grow my money	IR Claims logging app	Audit: Heads up app
IB Proposal management	OSS: Staff recognition app	Tablet driven Brochure ware	CIB IT Service Dashboard	Group IT: Face to face app	O365 External Access Approval	IT Security: Privileged user access mgt
Client onboarding trading desk	Group Compliance BU training app	Business Authorisation Forum app	ATM: Losses app	Group Tax: Withholding tax	GRES: Building services app	IT Security: External sharing
MIM daily alerts	Knowledge Management	Finance Conference 2018	MIM Start of Day Checks	Employee value banking : Onboarding app	Marketing document design	Marketing request mgt
Marketing Briefing	OSS: Staff recognition app	GRG replatform	Client value transfers	OSS: Sys replacement	Sanctions desk: Referrals app	Cash devices: ATM auditor app
Office 365 User Requests	WiOnCall Strong Auth App	Asset management app	IOR Assessment Rating	Digital Forensic	Compliance: SRT	NWOW Coaching
CSS: Innovation Station	Own IT: Sales tracking app	Financial Statement APP	Cash devices: Autosafe onboarding app	Employee onboarding	Document Design Briefing	Stockbroking



# The Power Platform & Dynamics 365



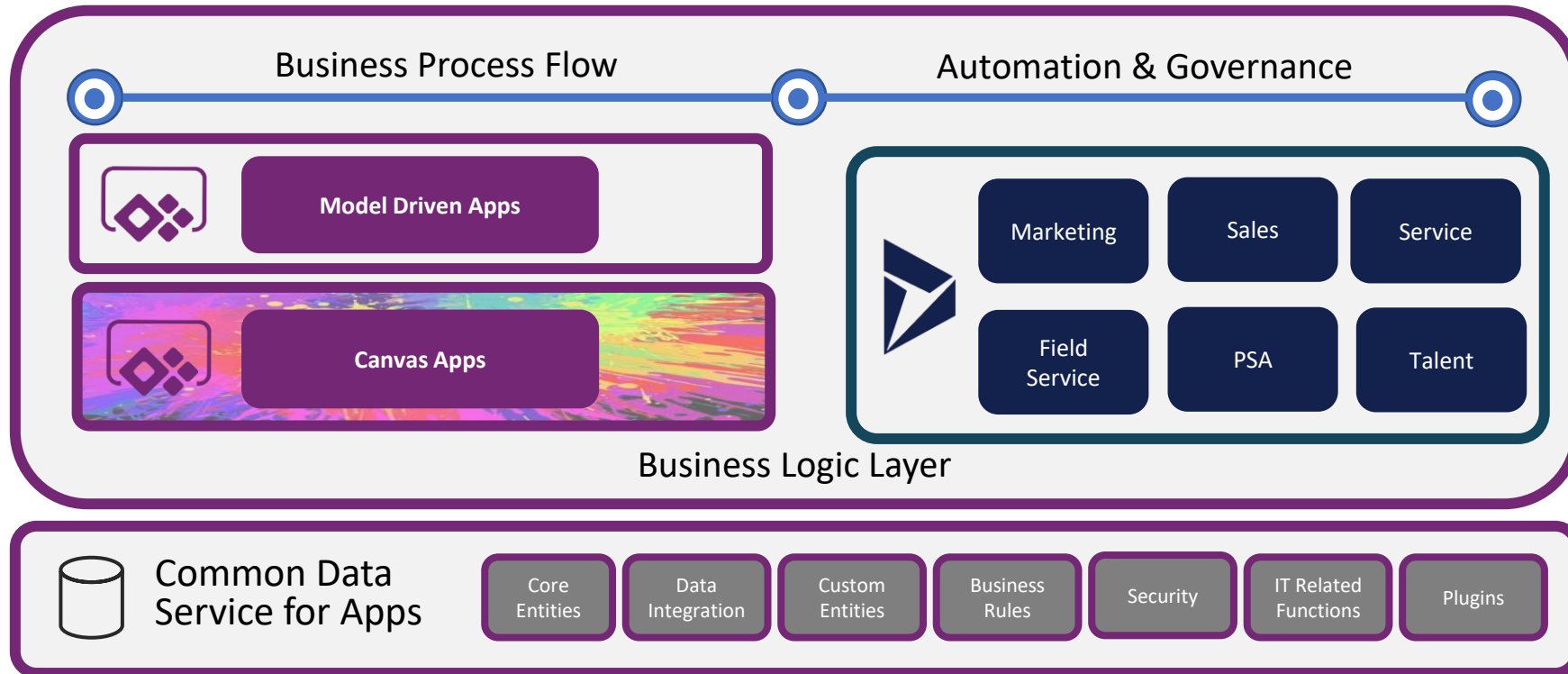
Office 365



SharePoint



Flow



Power BI



Azure Services



# Self Service – the Rise of the Citizen Buyer?

## Announcing self-service purchase capabilities for Power Platform products

MC193609, Plan For Change, Published date: Oct 21, 2019



Major Update: Announcement

Applies To: All

Self-service purchase capabilities for Power Platform products (Power BI, PowerApps, and Flow) will be available for commercial cloud customers starting 11/19.

Today, individuals within your organization are unable to purchase subscriptions or assign licenses for themselves or their departments without contacting you, their admin. Based on customer demand, we'll soon be enabling self-service purchase and license management capabilities, which will allow users within your organization to purchase products directly, starting with the Power Platform family of products: Power BI, PowerApps, and Flow.



# Licensing – quick overview

- Office Connectors included for Flow included in Office 365 license (Business essential or more)
- Power Apps licenses
  - Per App
  - Per User Plan
- Flow
  - Per user
  - Per business user plan
- Dynamics 365
  - Includes Premium Flow Connectors
  - Per 1st party App (Sales, Customer Service etc.)
  - Addons like Portal, AI Builder licensed separately

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Thank you!