

digital transformation

with Microsoft Dynamics

armanino 

 Microsoft

Agenda

9:30 - 9:40 a.m.	Introductions & Kickoff
9:40 - 10:40 a.m.	Digital Transformation: A new era for business
10:40 - 11:00 a.m.	Digital Transformation: AI, Machine Learning & more
11:00 -11:10 a.m.	Break
11:10 - 11:50 a.m.	Dynamics 365 Demonstration & Case Studies
11:50 - 12:00 a.m.	Q&A: Panel – Chris / Mike E. / Rajya

Sponsors

TIME **X** TENDER

X ScanWork**X**.

Armanino Overview



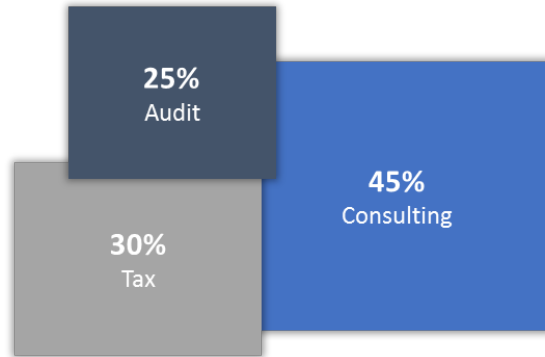
CORE PURPOSE

To be the **most innovative** and **entrepreneurial** firm that makes a **positive impact** on the lives of our **clients** and **people**.

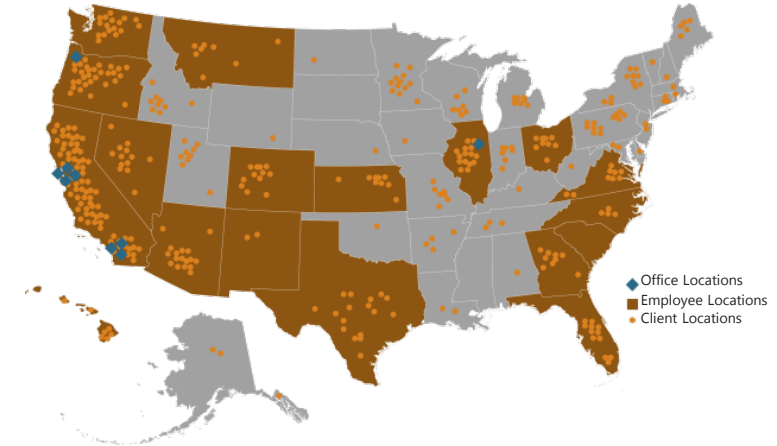


SNAPSHOT

- 1,200+ Employees / \$230m+
- Team Members in 17 States
- Largest California Based CPA & Consulting Firm
- 24th Largest CPA & Consulting Firm in the Nation
- Microsoft D365 VAR since 2003

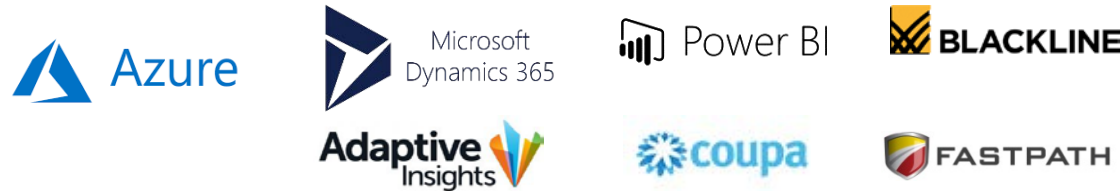


LOCATIONS

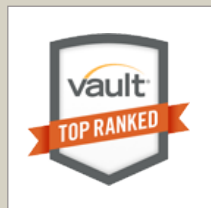


- San Ramon, CA
- San Jose, CA
- San Francisco, CA
- Santa Cruz, CA
- Los Angeles, CA
- Woodland Hills, CA
- San Diego, CA
- Portland, OR
- Naperville, IL

Key Software VAR Partnerships



RECOGNITION & AWARDS



digital
transformation
with Microsoft Dynamics

Digital Transformation with Dynamics 365: A new era for business.

Mike Ehrenberg, Microsoft Technical Fellow

INDUSTRIES IN TRANSITION



MANUFACTURING

**FINANCIAL
SERVICES**

RETAIL

HEALTH

EDUCATION

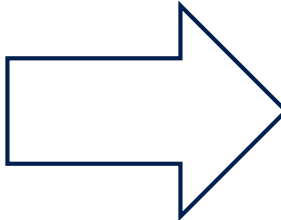
PUBLIC SECTOR

DIGITAL TRANSFORMATION

Always
Connected

Data from
Everything

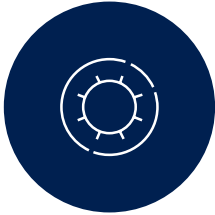
Intelligence
Everywhere



Engage
customers



Empower
employees



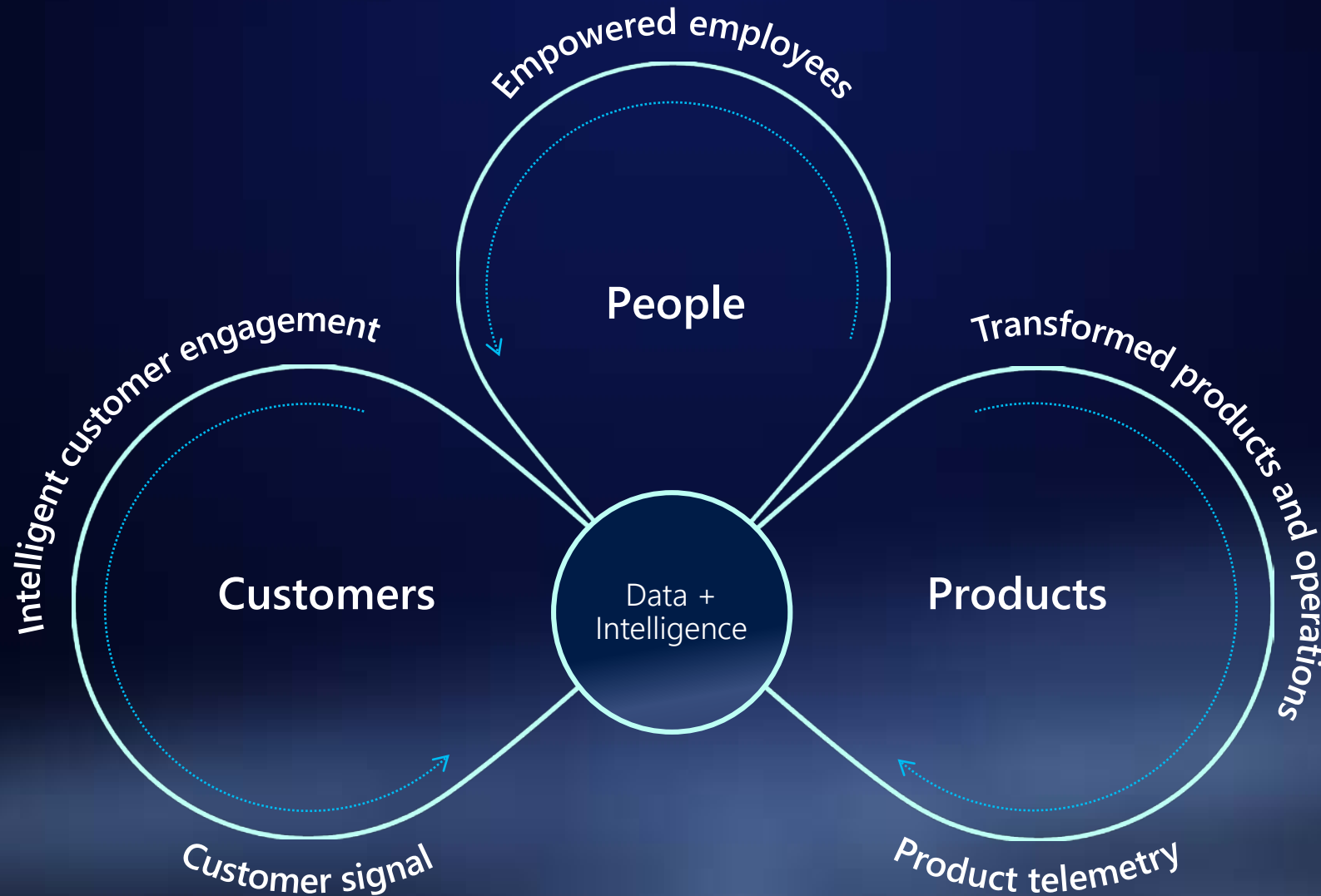
Optimize
operations



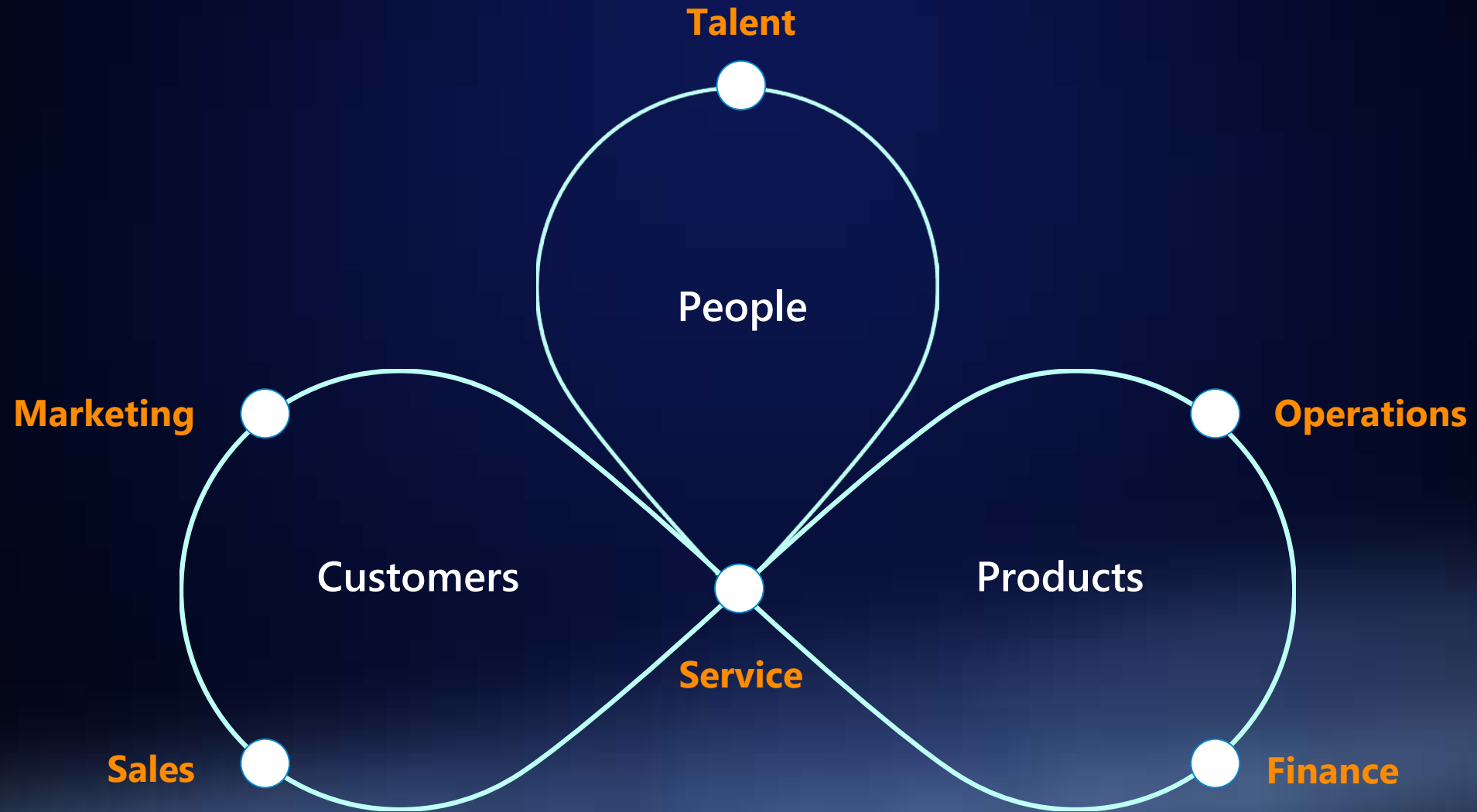
Transform
products

Driving Digital Transformation

The Digital Feedback Loop



Microsoft Dynamics 365



Office 365 + Dynamics 365

Business Application Platform



Data and Intelligence



Azure

Intelligent Business Solutions

Dynamics 365+Office 365+LinkedIn

Build Strength

Build Connections

Leverage Content

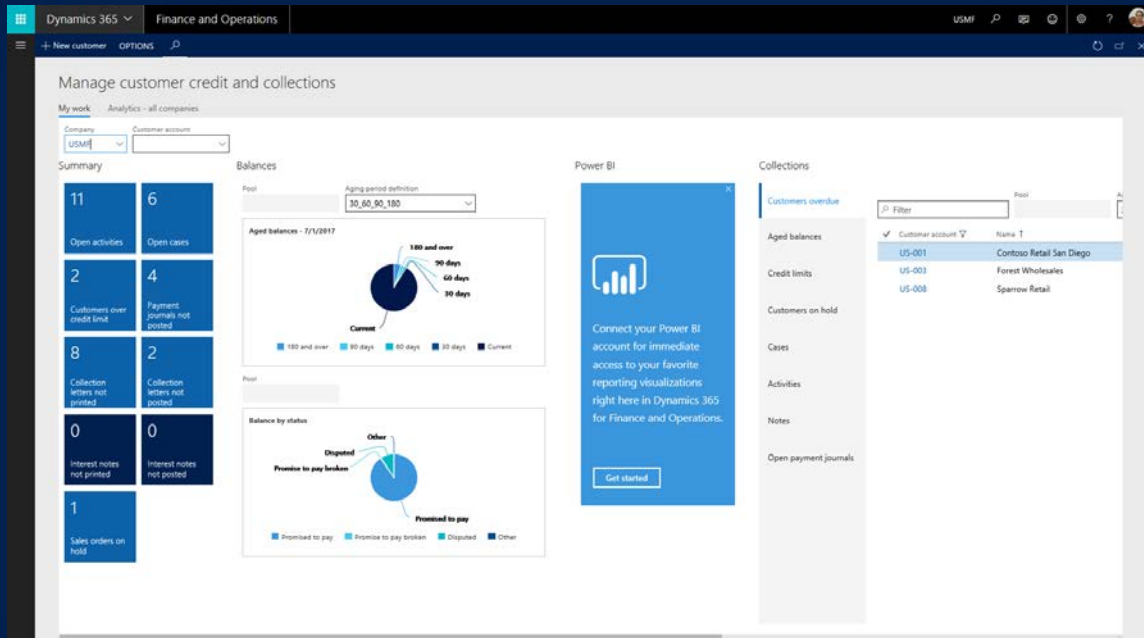
This screenshot displays the 'Build Strength' section of the Dynamics 365 interface. It features a 'Sales Process' bar at the top with stages: Research, Connect, Develop, Propose, and Close. Below this, there are several data visualization widgets: 'Good Relationship Health and Trending Up' with a bar chart showing interactions from 'Us' and 'Them'; 'Tana Spent' with a donut chart; 'Response Rate' with two gauges (86% by Us, 60% by Them); 'Response Time' showing 4.3 hours for 'Your Response Time' and 7.1 hours for 'Their Response Time'; and 'All Interactions' with three gauges (80% Emails Opened, 30% Attachments Viewed, 60% Links Clicked). At the bottom, there are 'Most Contacted' lists for both 'Us' and 'Them'.

This screenshot displays the 'Build Connections' section. It shows the primary contact 'Bruce Riach' with his profile information and a 'Timeline' of recent activities, including an email sent by Veronica Wang. Below the timeline, there are 'Customer Highlights' for the account 'Metrobank'. At the bottom, the 'Recommended Leads' section is visible, featuring a 'LinkedIn Sales Navigator' widget that suggests potential leads like 'Jenny Strand' and 'John Sohn' with options to 'Save as lead'.

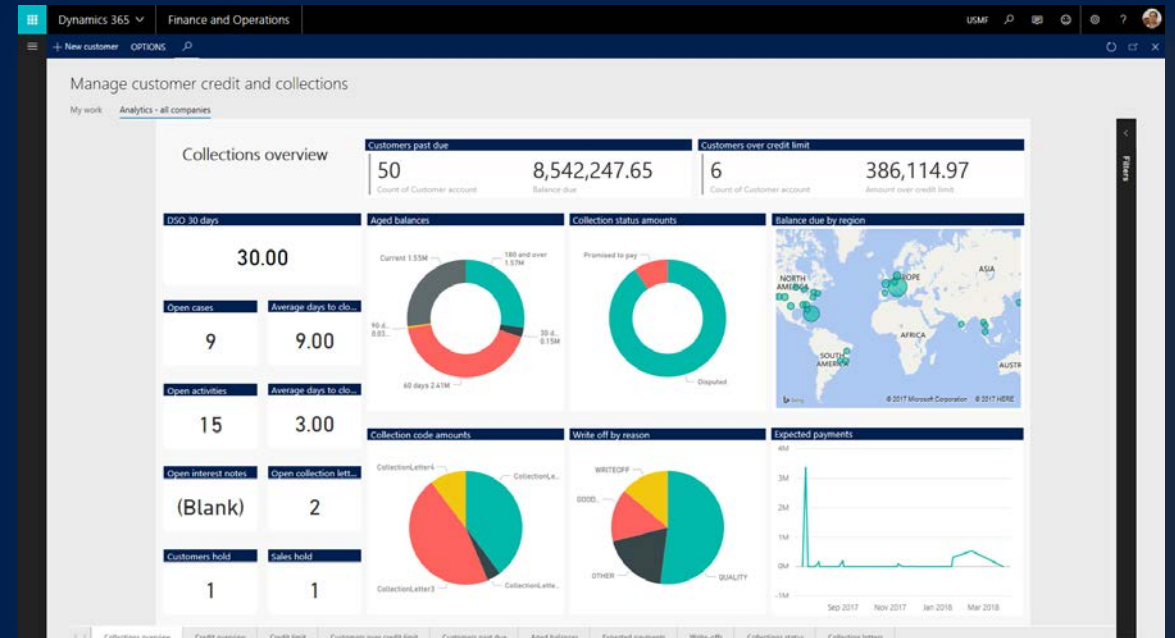
This screenshot displays the 'Leverage Content' section. It features a 'Relationship Assistant' panel on the right with suggestions like 'Meeting request via email' and 'PointDrive opened'. The main area shows a 'Timeline' of recent communications, including an 'InMail to Bruce Riach' and a task added by Ken Ryan. Below the timeline, there are 'Customer Highlights' for the account 'Metrobank'.

Embedded Business Intelligence

50+ Workspaces: Role tailored, Action-driven, Personalized



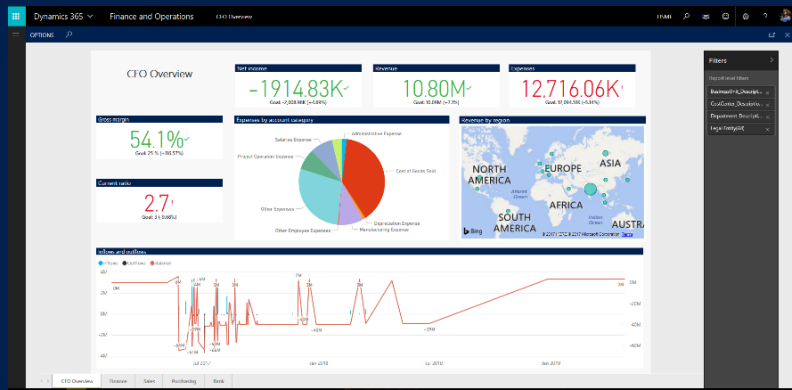
Operational



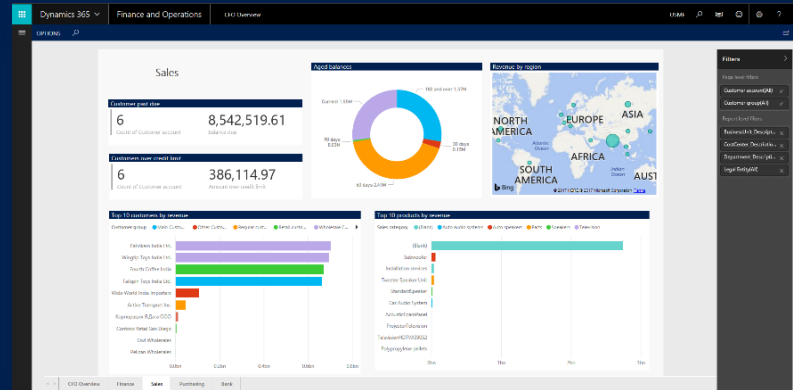
Analytical

Embedded Business Intelligence

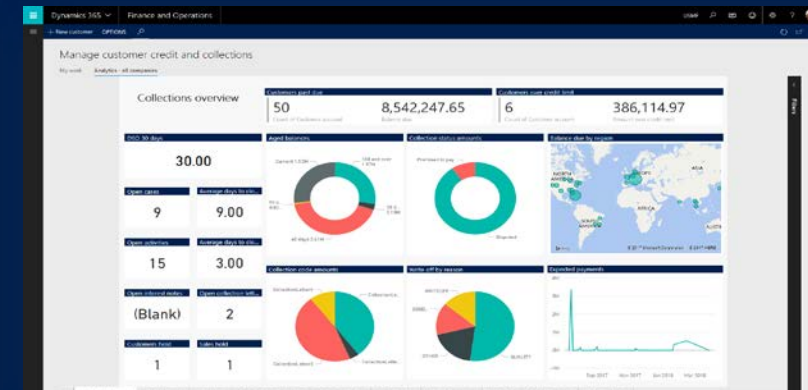
CFO Dashboard



Revenue



Credit and Collections



Dynamics 365
Analytical Workspaces

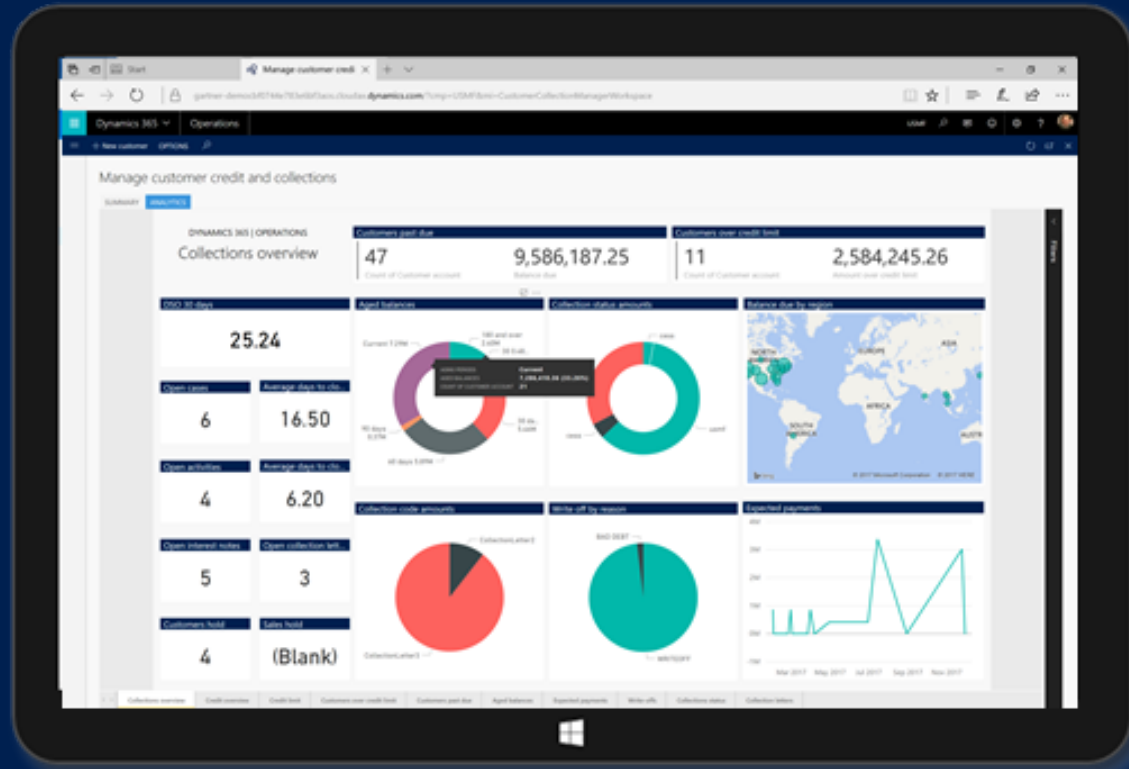
Power BI

Operational Analytics

Microsoft Azure SQL
Database

- Embedded in context
- Out of the box content
- Extensible
- Near real-time (in-memory)
- Drill-back navigation

Embedded Business Intelligence



Today

Prediction details

Details

- ✓ 21.99% probability the invoice will be paid on time
- ▲ 25.53% probability the invoice will be paid within 30 days of due date
- 52.48% probability the invoice will be paid at least 30 days late

Historical data:

3 invoices have been paid on time

5 invoices have been paid within 30 days from due date

10 invoices have been paid at least 30 days late

Current customer balance is \$54,000. Average customer balance over the last year is \$20,000.

Invoice amount is \$10,000.00. The highest historical amount paid on time is \$5,000.00.

There are open collections [cases](#) for this customer.

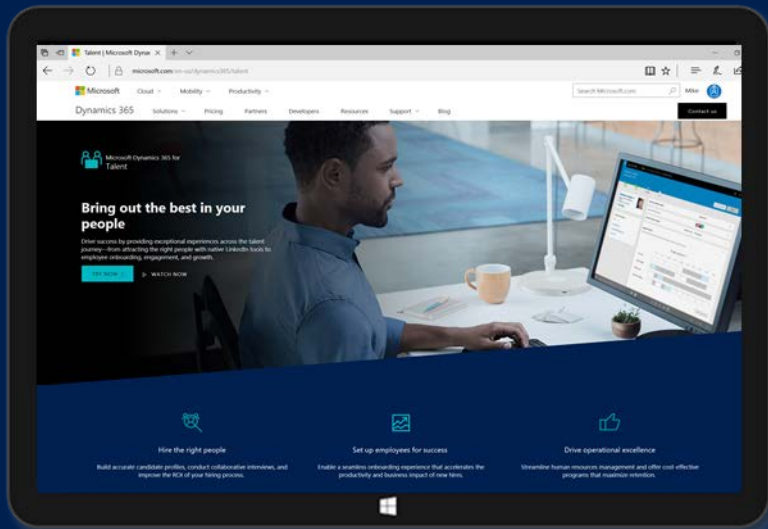
There are open collections [activities](#) for this customer.

Customer has used 75% of his credit.

Collect

Close

Microsoft Dynamics 365 for Talent Blueprint for Modern Applications



<https://www.microsoft.com/dynamics365/talent>

DEPARTMENT

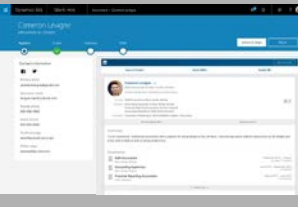


Talent Insights (CY18)




in Recruiter

Attract



Onboard



- Learning
- Performance
- Succession

COMPANY



HCM Core

LinkedIn

Office 365

Office 365 + Dynamics 365

Business Application Platform



Power BI



PowerApps



Flow



Common
Data Service



Connectors
+ Gateways

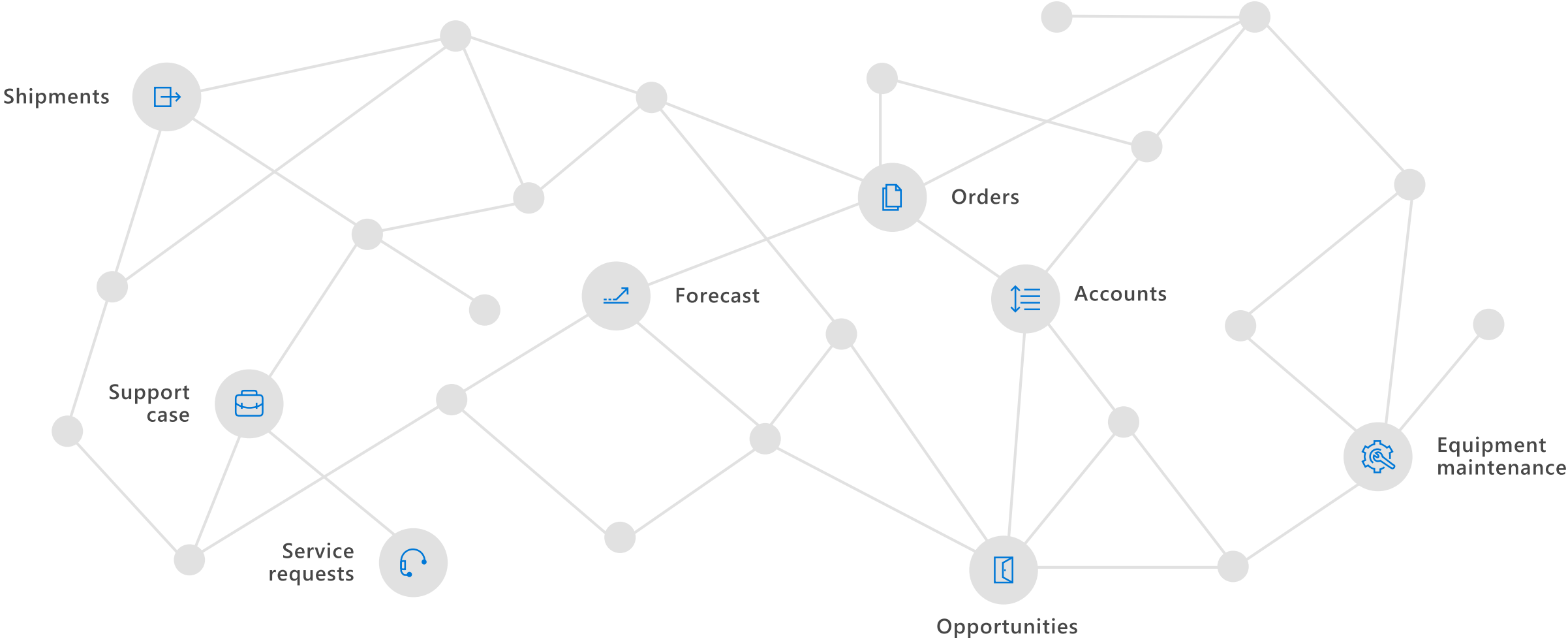


Data and Intelligence

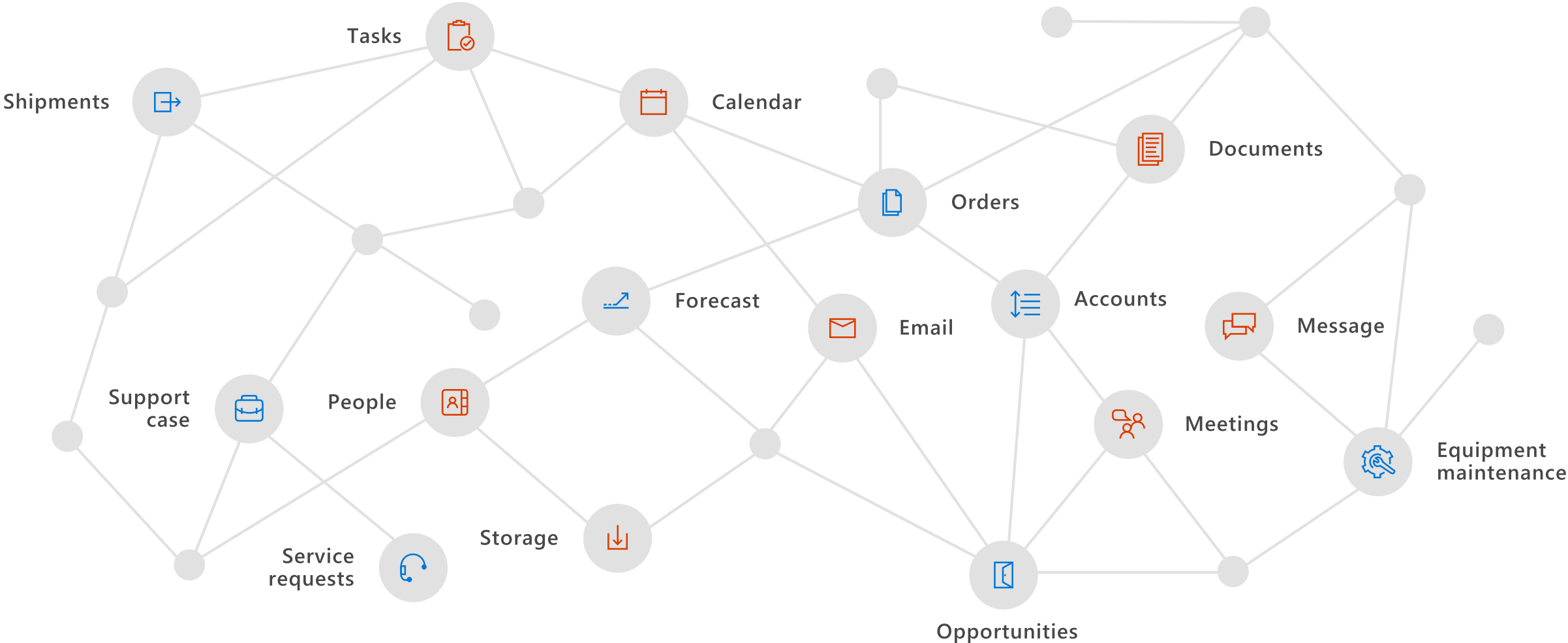


Azure

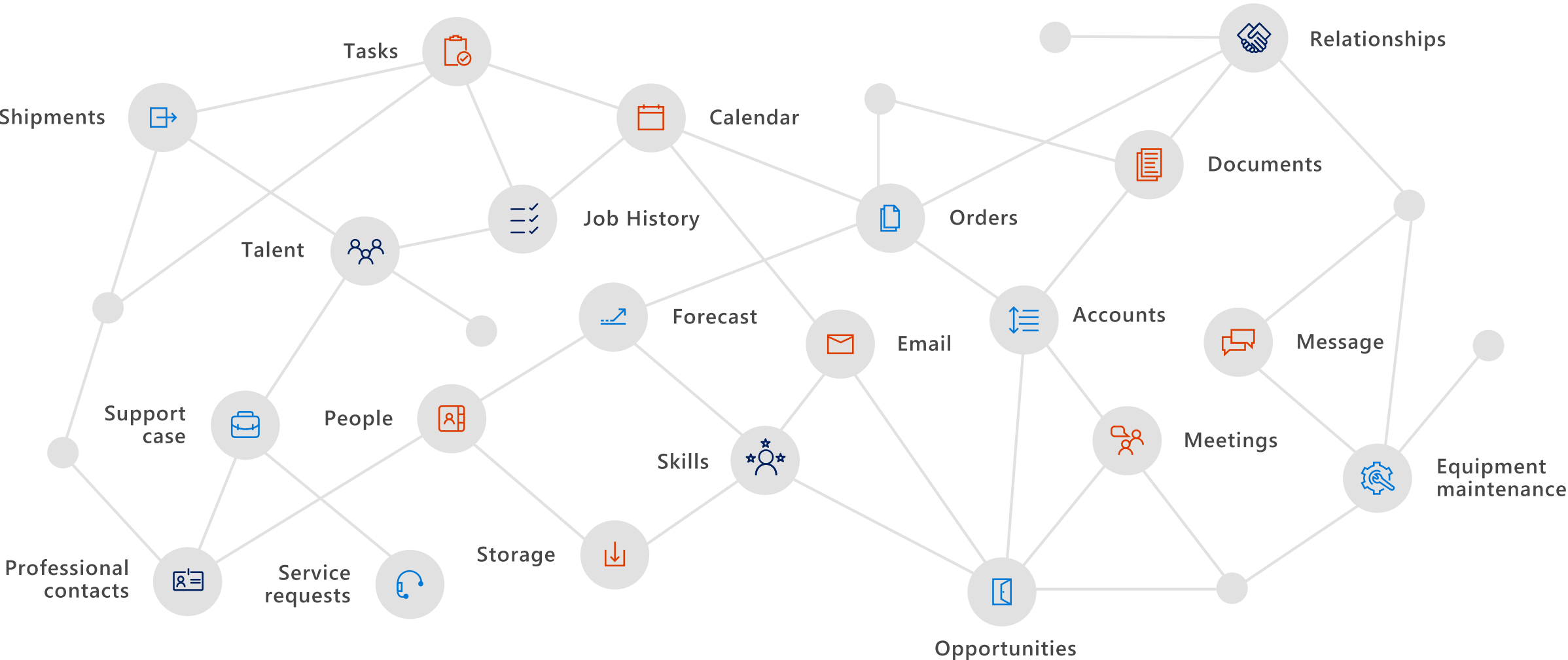
Connected Data: Dynamics 365



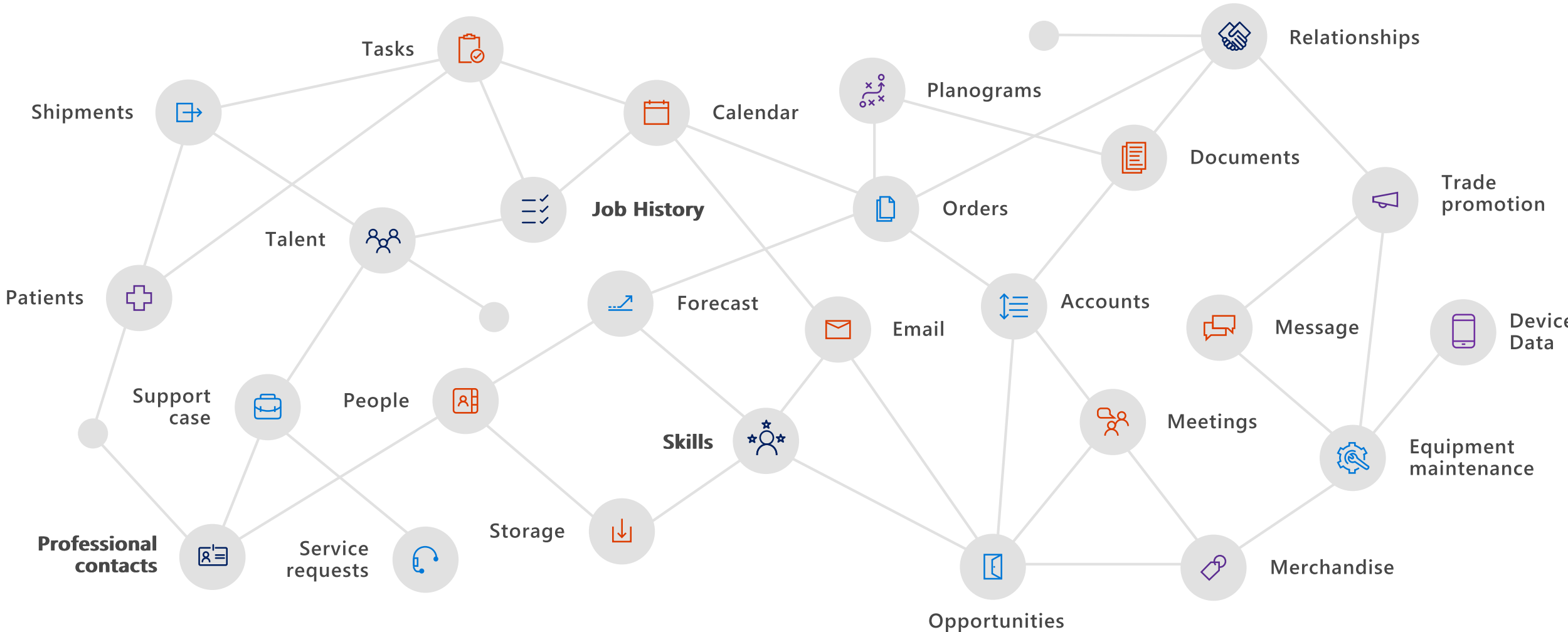
Connected Data: Dynamics 365 + Office 365



Connected Data: Dynamics 365 + Office 365 + LinkedIn

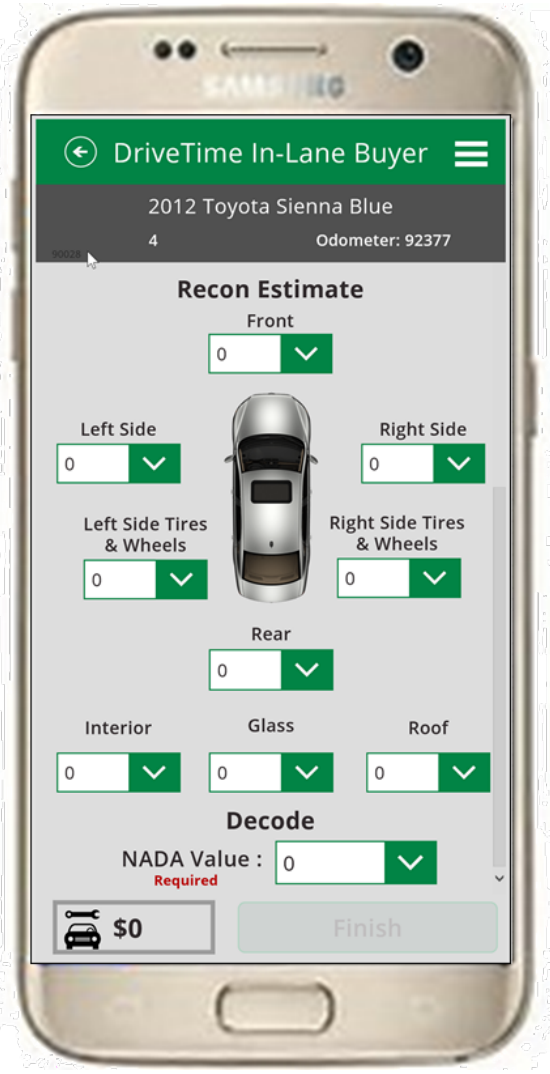


Connected Data: Dynamics 365 + Office 365 + LinkedIn + Partner Solutions

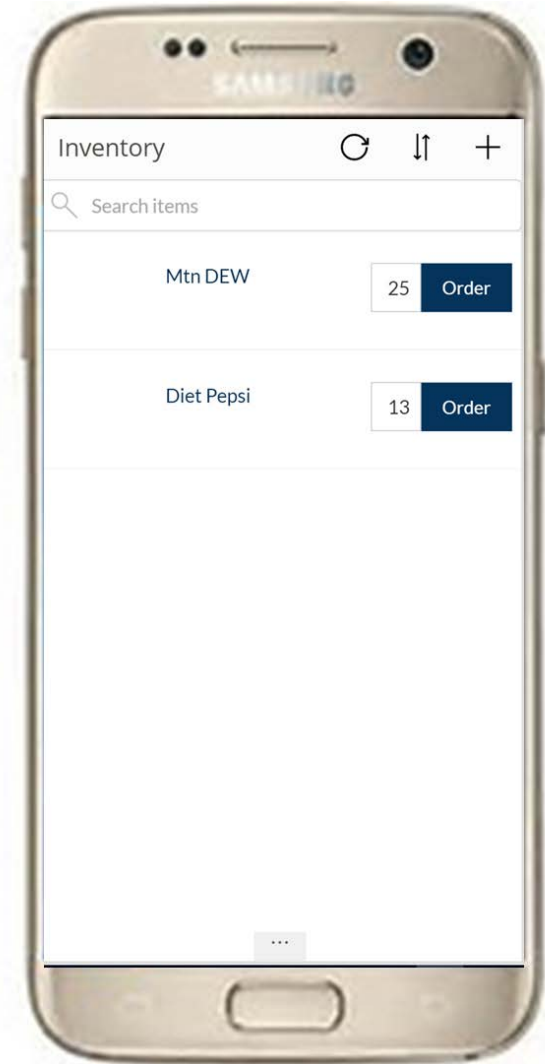


Sometimes there's not "an app for that."

Used Car Sourcing



Retail Store Servicing



Inventory ↻ ⇅ +

🔍 Search items

Mtn DEW [Order](#)

Diet Pepsi [Order](#)

HOME NEW (1) ALL

- Mail
- Calendar
- People
- Yammer
- OneDrive
- SharePoint
- Planner
- Tasks
- Power BI
- Delve
- Video
- PowerApps
- Sway
- Security & Compliance
- Flow
- Stream
- Teams
- Dynamics 365
- Admin
- Store

Search online documents

Install Office apps

- OneDrive
- Word
- Excel
- PowerPoint
- OneNote
- SharePoint
- Yammer
- Dynamics 365
- Flow
- Admin
- Security & Compliance
- PowerApps

Upload and Open New

Shared with me Discover

	Last opened by you	Sharing	Activity
Stores Notebook point.com » sites » GJPepsiStores » SiteAssets	10h ago	Shared	

See more in OneDrive


recent folders

to OneDrive, and we'll put a list of the folders you opened recently here.


- Home
- Apps
- Learn
- Connections
- Custom connectors
- Flows
- Gateways
- Notifications
- Common Data Service

Build business apps, fast


Create apps that connect to your data and work across web and mobile.
[Learn about PowerApps](#)




StoreMapAreas
1 h ago




G&J Pepsi Starter
7 h ago




StoreMapper
7 h ago



G&J Pepsi Starter (...)
1 mo ago



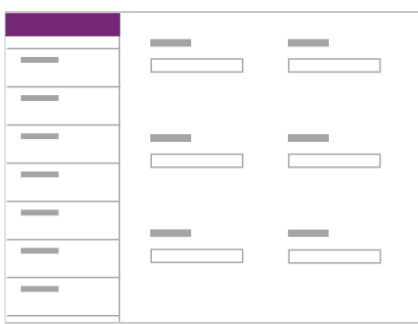
G&J Pepsi Starter (...)
1 mo ago



Demo Ignite
2 mo ago

Make apps like these

All Office



Start from blank




Start from data

- New
- Open
- Account
- Connections
- Flows


Create an app in Contoso (default)

Start with your data




Common Data Service
Premium

Phone layout



OneDrive for Business

Phone layout



Salesforce
Premium

Phone layout

Start with a blank canvas or a template

Blank app

Customize a blank app to fit your needs.

Phone layout

Tablet layout


App templates

Get a jumpstart with pre-designed templates.

Phone layout


Tablet layout

Almost there ...
G&J Pepsi Starter needs your permission to use:



SharePoint
CathyD@PMGDemo.onmicrosoft.com
Signed in [View permissions](#)

Switch account




PathFindingAPI
PathFindingAPI
Signed in

Allow Don't Allow


- New
- Open
- Account
- Connections
- Flows

Create an app in Contoso (default)


Start with your data




Common Data Service
Premium
Phone layout




OneDrive for Business
Phone layout



SharePoint



Dynamics 365




Salesforce
Premium
Phone layout





Getting things ready ...

Start with a blank canvas or a template



Blank app
Customize a blank app to fit your needs.
Phone layout
Tablet layout



App templates
Get a jumpstart with predesigned templates.
Phone layout
Tablet layout

Screens

- StoreScreen
- MapScreen
- InspectionScreen

G&J pepsi

Search items

- QFC
2746 NE 45th St, Seattle, WA 98105
- Albertsons
17171 Bothell Way NE, Seattle, WA 98155
- Whole Foods
2001 15th Ave W, Seattle, WA 98119
- Safeway
3900 S Othello St, Seattle, WA 98118v
- 7 Eleven
2550 32nd Ave W, Seattle, WA 98199
- Target
2001 15th Ave W, Seattle, WA 98119
- Fred Meyer
100 NW 85th St, Seattle, WA 98117
- Walmart
13200 SE 41st Pl, Bellevue, WA 98004

SCREEN

StoreScreen

Properties Rules Advanced

Image position Fit

Color

Screens

- StoreScreen
- MapScreen
- InspectionScreen

G&J pepsi

Search items

QFC
2746 NE 45th St, Seattle, WA 98105

GALLERY

StoreGallery

Properties Rules Advanced

Data No data

Layout Image and title

Wrap count 1

Template size 128

Template padding 0

Position X: 0 Y: 156

Size Width: 640 Height: 980

Color

Border 0

Display mode Edit

Visible On

Show scrollbar Off

Snap Off

Show navigation Off

Navigation step 1

Items = fx < Navigate(MapScreen,Fade)

Screens

- StoreScreen
- MapScreen
- InspectionScreen

G&J pepsi

Search items

QFC
2746 NE 45th St, Seattle, WA 98105

Data

Data source

- No data source selected
- Inventory
- Store Maps
- Store Map Areas
- Add a data source

Name

Title3_3

Address

GALLERY

StoreGallery

Properties Rules Advanced

Data No data

Layout Image and title

Wrap count 1

Template size 128

Template padding 0

Position 0 156

X Y

Size 640 980

Width Height

Color

Border 0

Display mode Edit

Visible On

Show scrollbar Off

Snap Off

Show navigation Off

Navigation step 1

Screens

- StoreScreen
- MapScreen
- InspectionScreen

Data

+ New connection Refresh

- Add static data to your app
Import from Excel
- CathyD@PMGDemo.onmicrosof...
Common Data Service
- CathyD@PMGDemo.onmicrosof...
OneDrive for Business
- PathFindingAPI
PathFindingAPI
- CathyD@PMGDemo.onmicrosof...
SharePoint
- CathyD@PMGDemo.onmicrosof...
SharePoint
- CathyD@PMGDemo.onmicrosof...
SharePoint
- CathyD@PMGDemo.onmicrosof...
SharePoint
- CathyD@PMGDemo.onmicrosof...
SharePoint

Cancel

GALLERY

StoreGallery

Properties Rules Advanced

Data No data

Layout Image and title

Wrap count 1

Template size 128

Template padding 0

Position X: 0 Y: 156

Size Width: 640 Height: 980

Color

Border 0

Display mode Edit

Visible On

Show scrollbar Off

Snap Off

Show navigation Off

Navigation step 1

Items = fx Navigate(MapScreen, Fade)

Screens

- StoreScreen
- MapScreen
- InspectionScreen
- G&J Pepsi

Data

← Contoso (default) database

Choose an entity

Search ...

- Application user group Group
- Business profile Foundation
- Business unit Foundation
- Business unit contact Foundation
- Case Customer Service
- Case activity Customer Service
- Case activity KB article Customer Service
- Channel worker

Connect

Cancel

GALLERY

StoreGallery

Properties Rules Advanced

Data No data

Layout Image and title

Wrap count 1

Template size 128

Template padding 0

Position X: 0 Y: 156

Size Width: 640 Height: 980

Color

Border 0

Display mode Edit

Visible On

Show scrollbar Off

Snap Off

Show navigation Off

Navigation step 1

Items = fx Navigate(MapScreen, Fade)

Screens

- StoreScreen
- MapScreen
- InspectionScreen

G&J pepsi

Search items

QFC
2746 NE 45th St, Seattle, WA 98105

Data

Data source

- No data source selected
- Store
- Inspection
- Inventory
- Store Maps

Name

Title3_3

Address

GALLERY

StoreGallery

Properties Rules Advanced

Data No data

Layout Image and title

Wrap count 1

Template size 128

Template padding 0

Position X: 0 Y: 156

Size Width: 640 Height: 980

Color

Border 0

Display mode Edit

Visible On

Show scrollbar Off

Snap Off

Show navigation Off

Navigation step 1

Screens

- StoreScreen
- MapScreen
- InspectionScreen

Albertsons

MapScreen

SCREEN

MapScreen

Properties Rules Advanced

Image position Fit ▾

Color

- Search
- Home
- Conversations
- Documents
- Notebook
- Pages
- Store Maps
- Store Map Areas
- Site contents
- Recycle bin
- Edit

GP **G&J Pepsi Stores**
Public group

★ Following | Group conversations ↗

3 members

+ New | Quick edit | Export to Excel | Flow | PowerApps | ...

All Items | Filter | Info

Store Maps

MapImage	Title	StoreID	Created By	
	Safeway	000002	Ryan Cunningham	
	QFC	000004	Ryan Cunningham	
	Albertsons	000005	Ryan Cunningham	
	Whole Foods	000006	Ryan Cunningham	
	Safeway	000007	Ryan Cunningham	
	7 Eleven	000008	Ryan Cunningham	
	Target	000009	Ryan Cunningham	

[Return to classic SharePoint](#)

Feedback

- Search
- Home
- Conversations
- Documents
- Notebook
- Pages
- Store Maps
- Store Map Areas**
- Site contents
- Recycle bin
- Edit

GP **G&J Pepsi Stores**
Public group

★ Following Group conversations ↗

3 members

+ New Quick edit Export to Excel Flow PowerApps

All Items

Store Map Areas

Title	StoreMap:Title	AreaSequence	X	Y	StoreMap	StoreMap:StoreID
Salty Snack	Safeway	2	361	781	000002	000002
Impulse	Safeway	2	450	677	000002	000002
End Caps	Safeway	3	139	296	000002	000002
Salty Snack	QFC	1	348	597	000004	000004
Impulse	QFC	2	450	677	000004	000004
End Caps	QFC	3	100	200	000004	000004
Salty Snack	Albertsons	1	369	764	000005	000005
Impulse	Albertsons	2	450	677	000005	000005
End Caps	Albertsons	3	100	200	000005	000005
Salty Snack	Whole Foods	1	348	597	000006	000006
Impulse	Whole Foods	2	450	677	000006	000006
End Caps	Whole Foods	3	100	200	000006	000006
Salty Snack	Safeway	1	348	597	000007	000007

Feedback

- Search
- Home
- Conversations
- Documents
- Notebook
- Pages
- Store Maps
- Store Map Areas**
- Site contents
- Recycle bin
- Edit

GP **G&J Pepsi Stores**
Public group

★ Following Group conversations ↗

3 members

+ New Quick edit Export to Excel Flow PowerApps

All Items

Store Map Areas

Create an app
 Customize forms

Title	StoreMap:Title	AreaSequence	X	Y	StoreMap	StoreMap:StoreID
Salty Snack	Safeway	2	361	781	000002	000002
Impulse	Safeway	2	450	677	000002	000002
End Caps	Safeway	3	139	296	000002	000002
Salty Snack	QFC	1	348	597	000004	000004
Impulse	QFC	2	450	677	000004	000004
End Caps	QFC	3	100	200	000004	000004
Salty Snack	Albertsons	1	369	764	000005	000005
Impulse	Albertsons	2	450	677	000005	000005
End Caps	Albertsons	3	100	200	000005	000005
Salty Snack	Whole Foods	1	348	597	000006	000006
Impulse	Whole Foods	2	450	677	000006	000006
End Caps	Whole Foods	3	100	200	000006	000006
Salty Snack	Safeway	1	348	597	000007	000007

[Return to classic SharePoint](#)

Feedback

- Search
 - Home
 - Conversations
 - Documents
 - Notebook
 - Pages
 - Store Maps
 - Store Map Areas
 - Site contents
 - Recycle bin
 - Edit
- [Return to classic SharePoint](#)

GP G&J Pepsi Stores
Public group

- New
- Quick edit
- Export to Excel
- Flow
- PowerApps

Store Map Areas

Title	StoreMap:Title	AreaSequence	X	Y
Salty Snack	Safeway	2	361	781
Impulse	Safeway	2	450	677
End Caps	Safeway	3	139	296
Salty Snack	QFC	1	348	597
Impulse	QFC	2	450	677
End Caps	QFC	3	100	200
Salty Snack	Albertsons	1	369	764
Impulse	Albertsons	2	450	677
End Caps	Albertsons	3	100	200
Salty Snack	Whole Foods	1	348	597
Impulse	Whole Foods	2	450	677
End Caps	Whole Foods	3	100	200
Salty Snack	Safeway	1	348	597

Create an app

Build a custom app based on your SharePoint list using PowerApps.

What can I do with PowerApps?



Name your app to get started. PowerApps will open so you can customize your app.

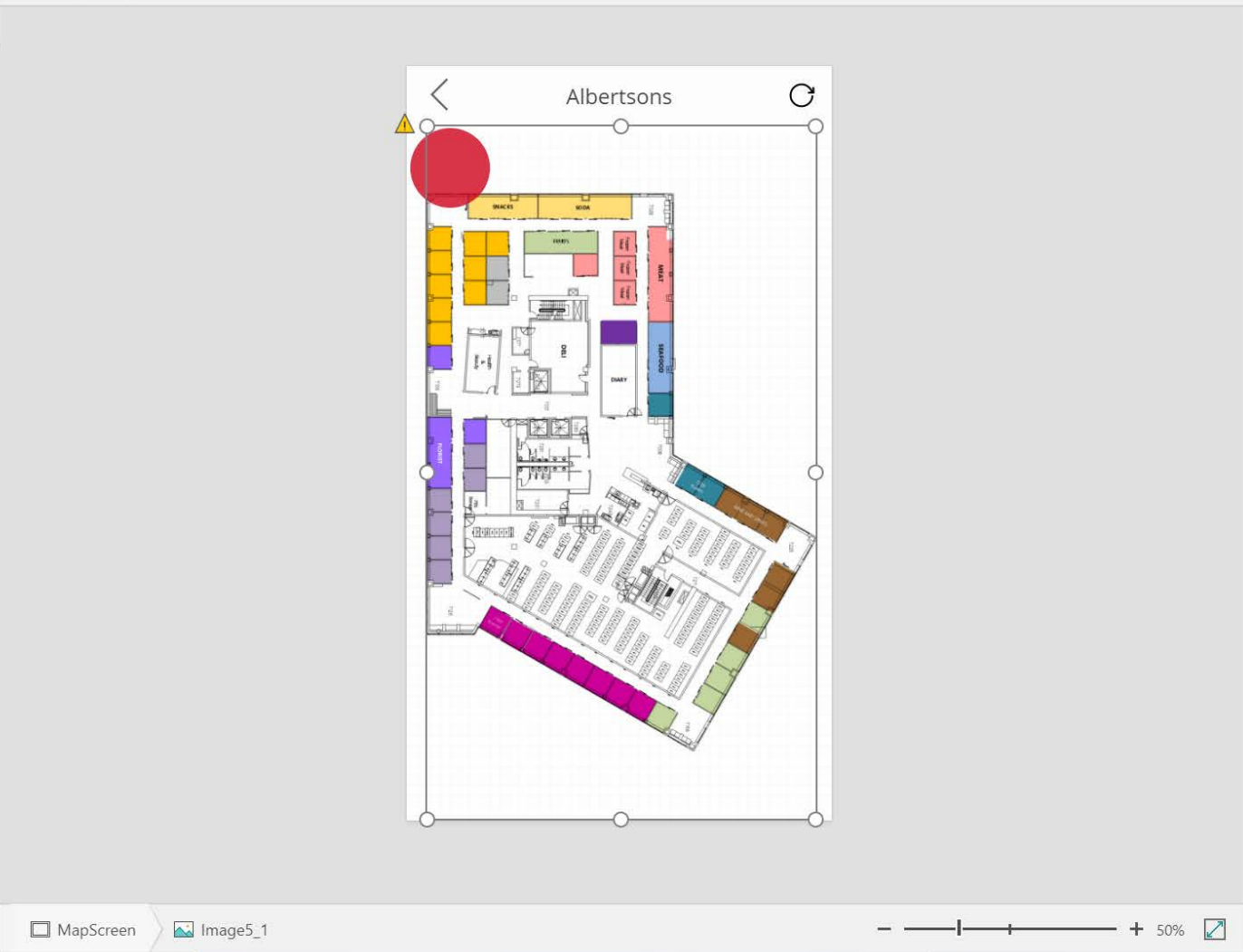
Name

Create Cancel

Image = fx LookUp('Store Maps', StoreID = StoreGallery.Selected.PrimaryId, MapImage)

Screens

- StoreScreen
- MapScreen
- InspectionScreen



IMAGE

Image5_1

Properties Rules Advanced

Image position: Fit

Transparency: 0

Tooltip: No value

Position: X: 28, Y: 88

Size: Width: 590, Height: 1048

Padding: Top: 0, Bottom: 0, Left: 0, Right: 0

Color: [Color Picker]

Border: 1

Focused border: 2

Radius: 0

Auto disable on select: On

Display mode: Edit

Visible: On

Disabled color: [Color Picker]

Screens

- StoreScreen
- MapScreen
- InspectionScreen

New Inspection

Name

Image

Area Rating

Notes

Is Label Information Displayed?

ORDER

Data

Data source

Inspection
CathyD@PMGDemo.onmicrosoft.com
Common Data Service

Edit data Refresh

Snap to columns 1

Layout

Vertical

Fields

- Name abc
- Image
- Area Rating
- Notes abc
- Is Label Information Dis...
- Was Cooler Checked?
- Area Rating
- Primary Id

EDIT Form1

Properties Rules Advanced

Data Inspection

Layout Vertical

Default mode Edit

Position X: 0 Y: 103

Size Width: 640 Height: 920

Color

Border 0

Visible On

Screens

- StoreScreen
- MapScreen
- InspectionScreen

New Inspection

Name

Area Rating

Image

Notes

Is Label Information Displayed?

ORDER

Data

Data source

Inspection
CathyD@PMGDemo.onmicrosoft.com
Common Data Service

Edit data Refresh

Snap to columns 1

Layout

Vertical

Fields

- Name abc
- Area Rating
- Image
- Notes abc
- Is Label Information Dis... off
- Was Cooler Checked? off
- Area Rating
- Primary Id

EDIT Form1

Properties Rules Advanced

Data Inspection

Layout Vertical

Default mode Edit

Position X: 0 Y: 103

Size Width: 640 Height: 920

Color

Border 0

Visible On

Screens

- StoreScreen
- MapScreen
- InspectionScreen

New Inspection

Area Rating

Image

Notes

Is Label Information Displayed?

Was Cooler Checked?

ORDER

Data

Data source

Inspection
CathyD@PMGDemo.onmicrosoft.com
Common Data Service

Edit data Refresh

Layout

Vertical

Fields

- Name abc ▾
- Area Rating
- Image
- Notes abc ▾
- Is Label Information Dis...

Edit Options Edit Toggle View Toggle

CARD

DataCard2

Properties Rules Advanced

Search for a property ... 🔍

DATA

DataField "AreaRating"

DisplayName "Area Rating"

Required false

DESIGN

BorderColor RGBA(0, 0, 0, 1)

BorderStyle BorderStyle.Solid

BorderThickness 0

Fill RGBA(252, 252, 252, 1.00)

Screens

- StoreScreen
- MapScreen
- InspectionScreen

✕ New Inspection

Area Rating

★ ★ ★ ☆ ☆

Image

Notes

Is Label Information Displayed?

Was Cooler Checked?

ORDER

CARD

Image_DataCard1

Properties Rules **Advanced**

Unlock to change properties.

Search for a property ... 🔍

DATA

DataField 🔒

"Image"

DisplayName 🔒

"Image"

Required 🔒

false

[more options ▾](#)

DESIGN

BorderColor

RGBA(0, 0, 0, 1)

BorderStyle

BorderStyle.Solid

BorderThickness

0

Fill

Height = fx 50

Screens

- StoreScreen
- MapScreen
- InspectionScreen

New Inspection

Area Rating

Image

Notes

Is Label Information Displayed?

Was Cooler Checked?

ORDER

- Image
- Camera
- Barcode
- Video
- Audio
- Microphone
- Add picture

image_DataCard1

Properties Rules Advanced

Unlock to change properties.

Search for a property ...

DATA

DataField

"Image"

DisplayName

"Image"

Required

false

more options

DESIGN

BorderColor

RGBA(0, 0, 0, 1)

BorderStyle

BorderStyle.Solid

BorderThickness

0

Fill

Screens

- StoreScreen
- MapScreen
- InspectionScreen

Your camera isn't set up, or you're already using it.

Notes

Is Label Information Displayed?

Was Cooler Checked?

ORDER

CAMERA

Camera2

Properties Rules **Advanced**

Search for a property ... 🔍

ACTION

OnStream

OnSelect

DATA

Contrast

Brightness

Zoom

[more options](#) ▼

DESIGN

Camera

StreamRate

Screens

- StoreScreen
- MapScreen
- InspectionScreen


Contrast = *fx* 50

✕ New Inspection

Area Rating

★ ★ ★ ☆ ☆

Image



Notes

Is Label Information Displayed?

Was Cooler Checked?

ORDER

CAMERA

Camera2

Properties Rules *fx* Advanced

Search for a property ... 🔍

ACTION

OnStream

OnSelect

DATA

Contrast

Brightness

Zoom

more options ▾

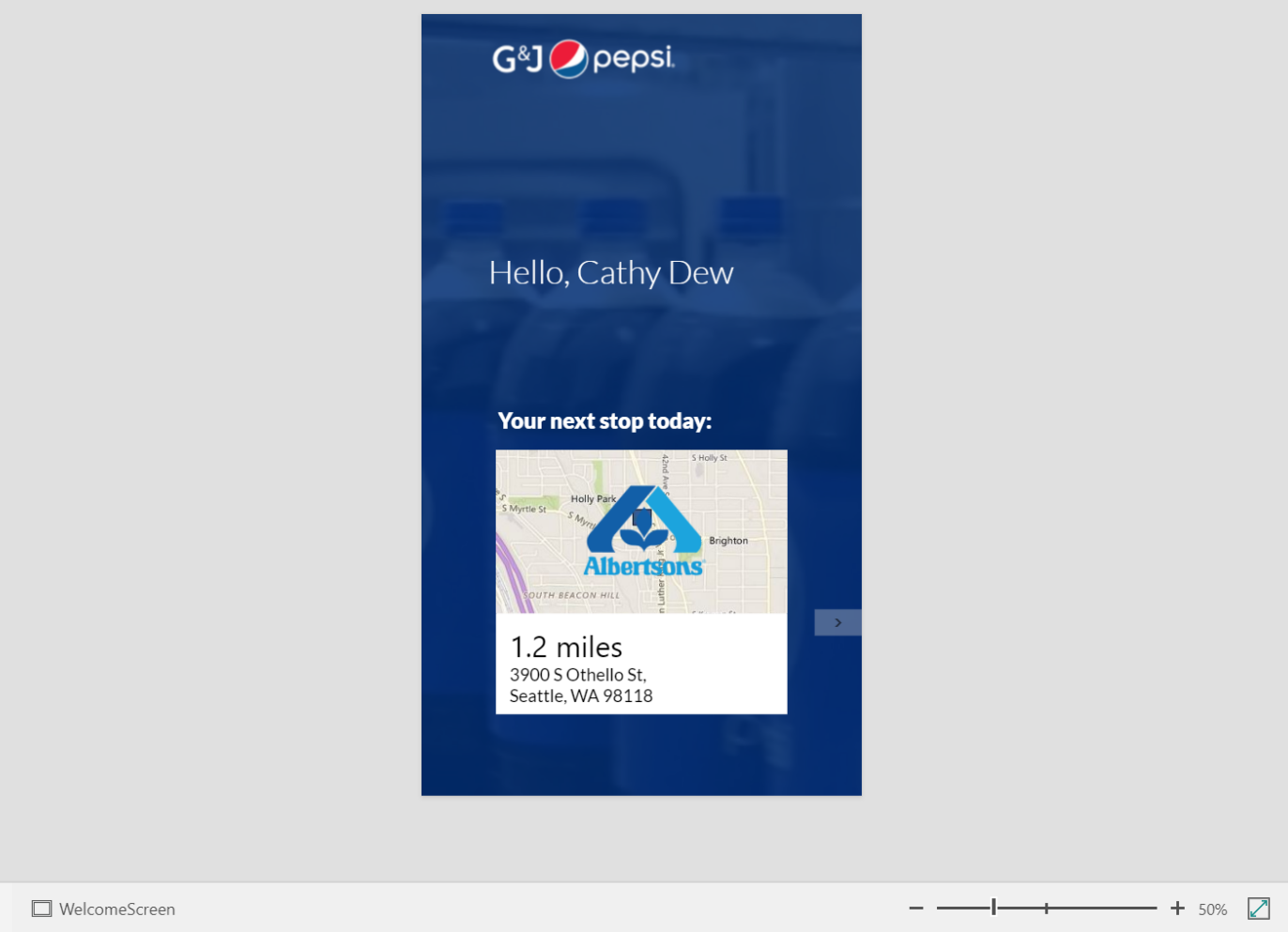
DESIGN

Camera

StreamRate

Screens

- StoreScreen
- MapScreen
- InspectionScreen
- WelcomeScreen



SCREEN

WelcomeScreen

Properties Rules **Advanced**

Search for a property ... 🔍

ACTION

OnVisible

OnHidden

DATA

BackgroundImage

DESIGN

Fill

ImagePosition

Microsoft Azure BAGDemoAZ - GetRouteFunction

Function Apps

BAGDemoAZ

Functions

GetRouteFunction

```
1 using System.Net;
2
3 public static async Task<HttpResponseMessage> Run(HttpRequestMessage req, TraceWriter log)
4 {
5     log.Info("C# HTTP trigger function processed a request.");
6
7     // parse query parameter
8     string latitude = req.GetQueryNameValuePairs()
9         .FirstOrDefault(q => string.Compare(q.Key, "latitude", true) == 0)
10        .Value;
11
12    string longitude = req.GetQueryNameValuePairs()
13        .FirstOrDefault(q => string.Compare(q.Key, "longitude", true) == 0)
14        .Value;
15
16    List<Store> stores = new List<Store>();
17
18    stores.Add(new Store()
19    {
20        Name = "Albertsons",
21        Status = "Not_Started",
22        Image = "https://pahandsonlab.blob.core.windows.net/products/alberstons.png",
23        AssignedTo = "rycu@microsoft.com",
24        Address = "3900 S Othello St, Seattle, WA 98118",
25        PrimaryId = "000005",
26        Distance = "1.2 miles"
27    });
28
29
30    stores.Add(new Store()
31    {
32        Name = "Whole Foods",
33        Status = "Not_Started",
34        Image = "https://pahandsonlab.blob.core.windows.net/products/wholefoods.png",
35        AssignedTo = "rycu@microsoft.com",
36        Address = "2001 15th Ave W, Seattle, WA 98119",
37        PrimaryId = "000006",
38        Distance = "0.8 miles"
39    });
40
41    stores.Add(new Store()
42    {
43        Name = "Safeway",
44        Status = "Not_Started",
45        Image = "https://pahandsonlab.blob.core.windows.net/products/safeway.png",
```

HTTP method: GET

Query: latitude=112, longitude=2

Request body: { "name": "Azure" }

Output:

Logs

9:01 AM 9/25/2017

- New
- Dashboard
- All resources
- Resource groups
- App Services
- Function Apps
- SQL databases
- Azure Cosmos DB
- Virtual machines
- Load balancers
- Storage accounts
- Virtual networks
- Azure Active Directory
- Monitor
- Advisor
- Security Center
- Billing
- Help + support
- More services >

PowerApps + Microsoft Flow

Use this app as a custom API for PowerApps and Microsoft Flow. [Learn more](#)

Export Mode: Express Manual

1 Prepare your metadata

Your API definition is available as an OpenAPI (Swagger) document. Download a copy or make note of the link below. You will use this in step 3.

API definition location

<https://bmdemoaz.azurewebsites.net/admin/host/swagger?code=M/q7ng/vY7B4CV3h>

[Download](#)

2 Prepare security configuration

Your metadata does not include any security definitions. No additional action is needed. [Learn more](#)

3 Import into PowerApps + Microsoft Flow

PowerApps and Microsoft Flow owners can use this API definition to create a custom API in their environment.

[Go to PowerApps](#)

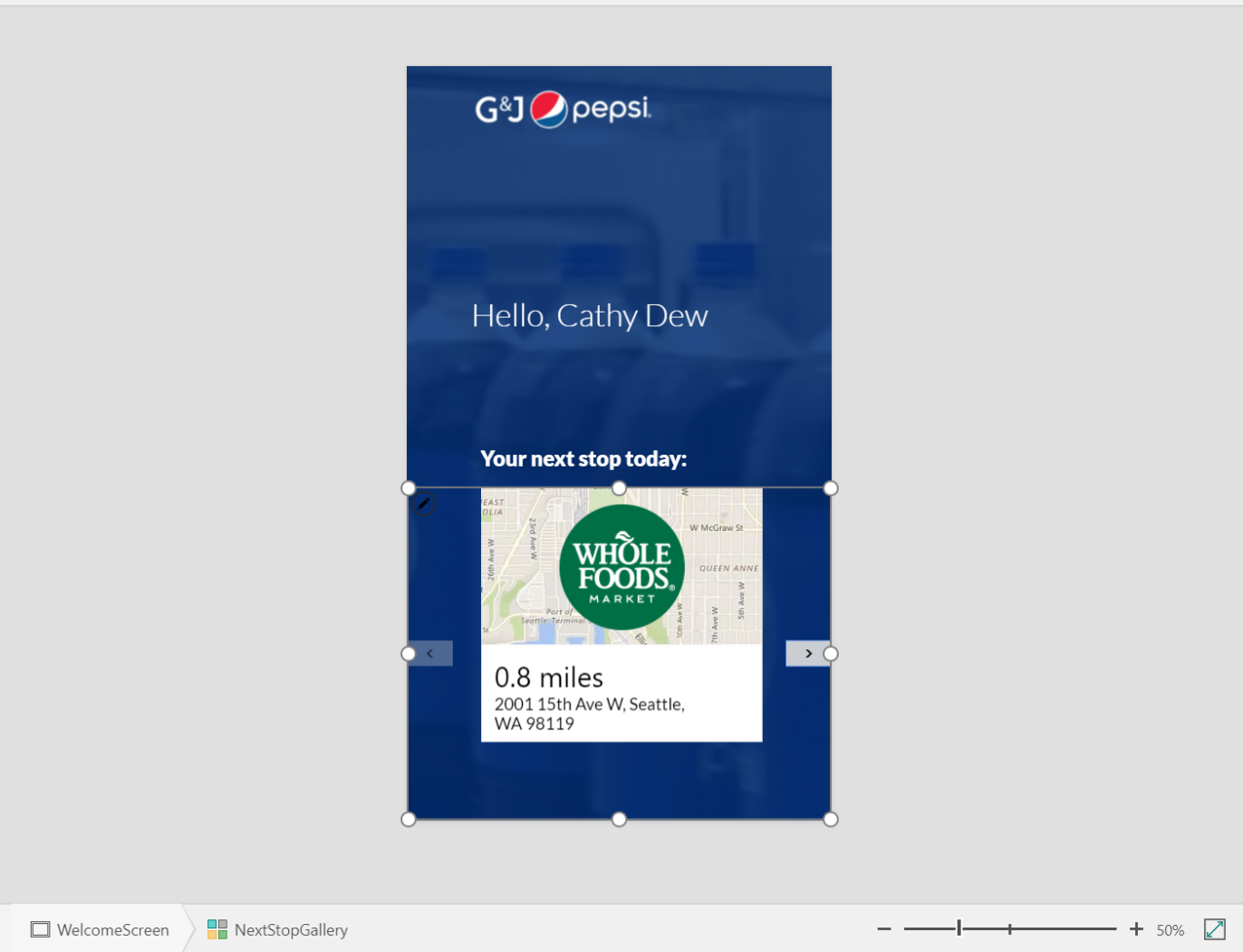
[Go to Flow](#)

[OK](#)



Screens

- StoreScreen
- MapScreen
- InspectionScreen
- WelcomeScreen
- NextStopGallery



GALLERY

NextStopGallery

Properties Rules **Advanced**

Search for a property ...

ACTION

OnSelect

false

DATA

Items

PathFindingAPI.FindOptimalRoute(Location.Latitude,Location.Longitude)

Default

WrapCount

1

DESIGN

TemplateSize

640

TemplatePadding

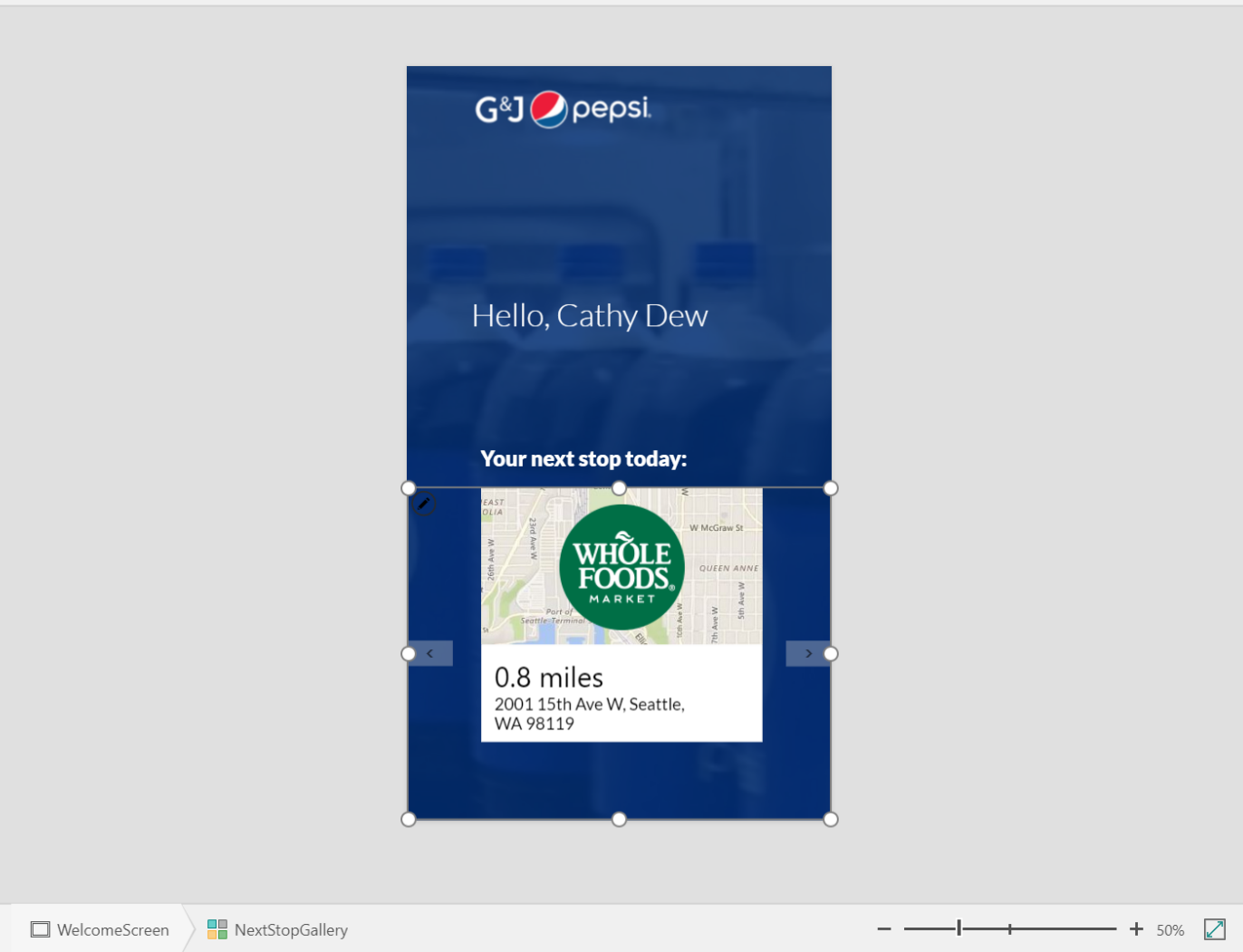
0

Layout

Layout.Horizontal

Screens

- StoreScreen
- MapScreen
- InspectionScreen
- WelcomeScreen
- NextStopGallery



GALLERY

NextStopGallery

Properties Rules **Advanced**

Search for a property ...

ACTION

OnSelect

false

DATA

Items

PathFindingAPI.FindOptimalRoute(Location.Latitude,Location.Longitude)

Default

WrapCount

1

DESIGN

TemplateSize

640

TemplatePadding

0

Layout

Layout.Horizontal

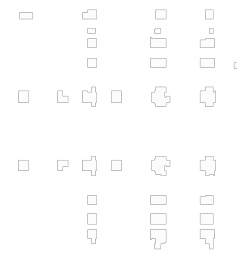
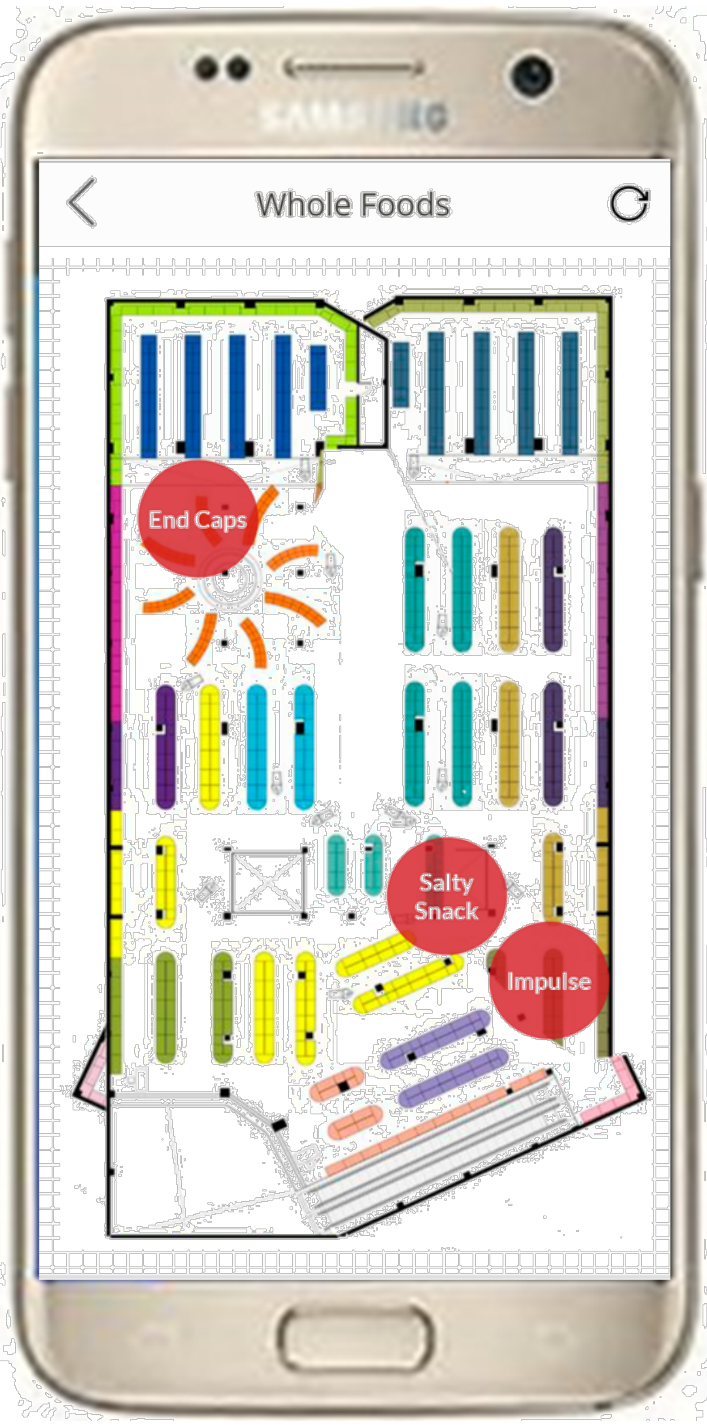


Hello, Cathy Dew

Your next stop today:



0.8 miles
2001 15th Ave W, Seattle,
WA 98119





New Inspection



Area Rating



Is Label Information Displayed?



Was Cooler Checked?



Notes

ORDER

WHAT YOU CAN DO

Get On The Road To Success

Check out the Spring Release Notes

<https://aka.ms/businessappsreleasenotes>



Join us for the Microsoft Business Applications Summit

July 22-24, 2018 | Seattle, WA

Register today

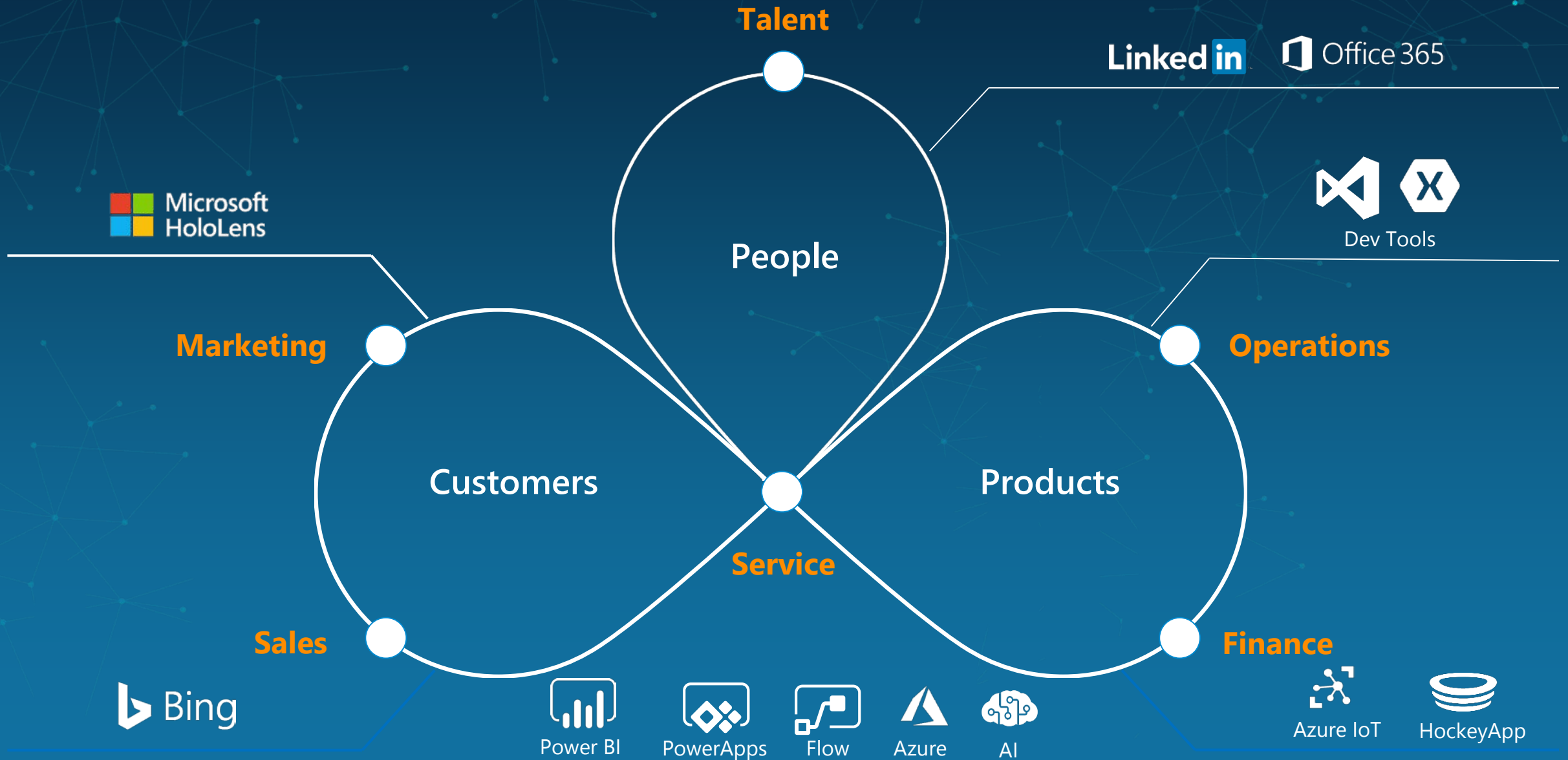
<https://microsoft.com/businessapplicationssummit>

**digital
transformation**
with Microsoft Dynamics

Digital Transformation: AI, Machine Learning, and more.

Scott Mangelson, Armanino LLP
Rajya Bhaiya, MTC Solutions Architect

Microsoft Dynamics 365



Sales Effectiveness Scenario

Build relationships with the right people

FOCUS ON THE RIGHT CUSTOMERS

Build relationships with the prospects most likely to convert using predictive lead scoring. Align sales and marketing with a shared definition of leads.

FIND EVERY MEMBER OF THE BUYING COMMITTEE

Increase win rates by going deeper into your customer's organization and building multiple relationships. With over 500 million professionals on LinkedIn, sellers can easily find and connect with decision-makers and influencers.

DISCOVER THE BEST PATH TO REACH EACH BUYER

Secure a warm introduction to increase the likelihood of connecting with a buyer and engage with more buyers using the broader network of your colleagues.





Power BI

Last mile of digital transformation



PowerApps

Custom LOB Apps for Talent

Talent

Custom LOB Apps for Operations

People

Custom LOB Apps for marketing engagement

Marketing

Operations

Customers

Products

Custom LOB Apps for Finance

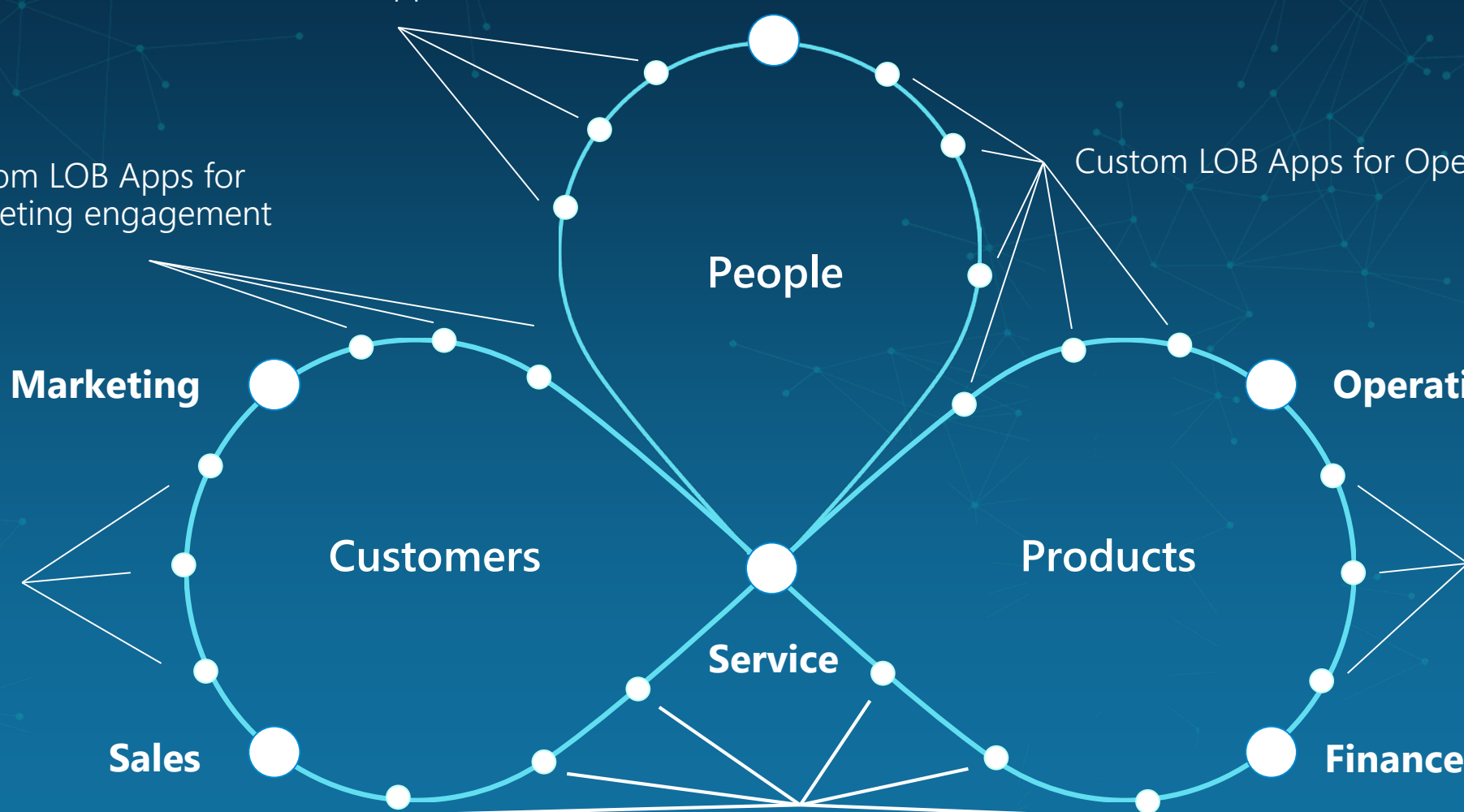
Service

Sales

Finance

Custom LOB Apps for Service

Custom LOB Apps for sales engagement



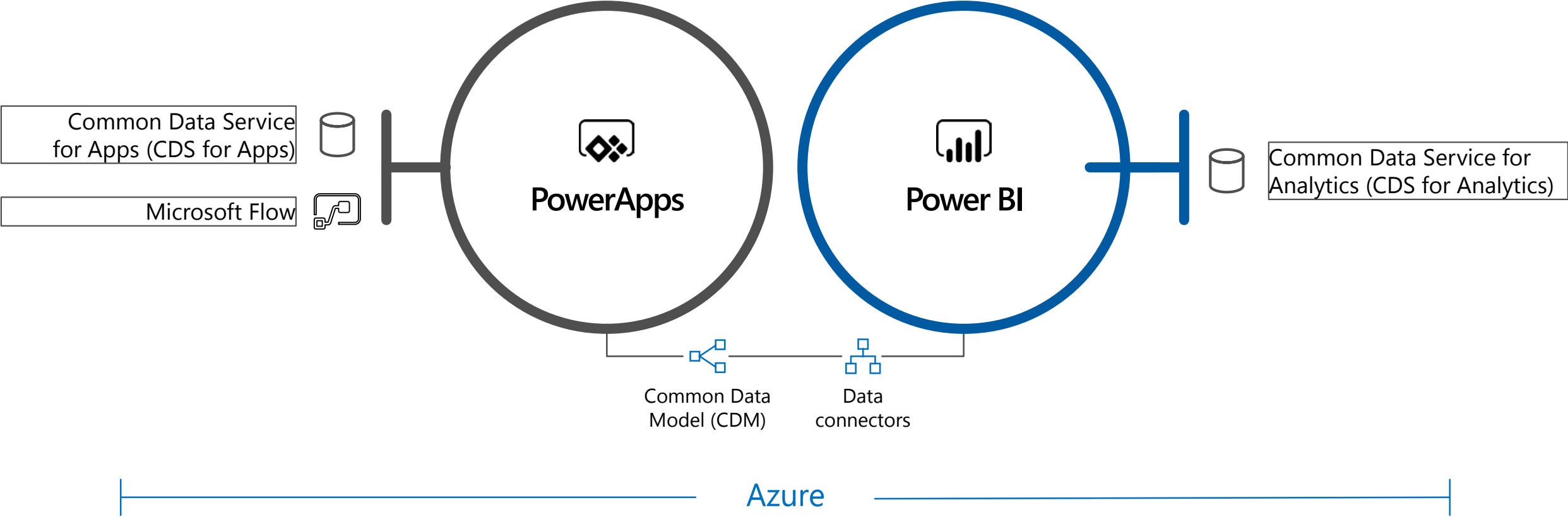
Business Application Platform

Single integrated platform to build and consume end-to-end solutions for every organization

Dynamics 365

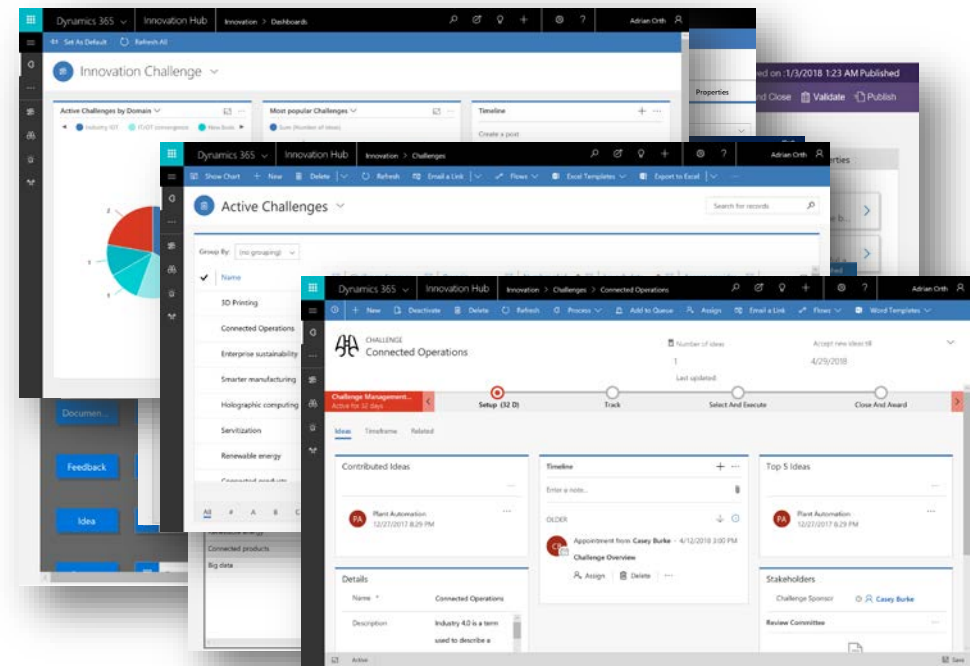
Office 365

Standalone Apps





Canvas apps start with user experience, with pixel-perfect control to build highly customized task- and role-based apps that mash up data from 190+ sources



Model-driven apps leverage your data model, relationships, and business processes to automatically generate immersive, responsive applications

Field Service Inspection Scenario

Building LOB apps

Let's build an site inspection
application together.

To track issues of the current
location and take some
photos.



**digital
transformation**
with Microsoft Dynamics

Digital Transformation: Customer Stories

Chris Moore, Armanino LLP

Scott Mangelson, Armanino LLP

Dynamics 365 – Digital Transformation

Intelligent business applications in the cloud

Microsoft AppSource

Microsoft Dynamics 365



Sales



Customer Service



Operations



Field Service



Project Service
Automation



Marketing +
Adobe

Customer Insights

 Office 365



Power BI

Cortana
Intelligence

Azure IoT

Common application platform: PowerApps, Microsoft Flow, Common Data Service

Case Study: Dynamics 365 Fin & Ops and Sales



- HQ – Cleveland, OH - Global Operations
- Private, about \$200m Revenue, over 500 employees
- On high growth trajectory - 8+ acquisitions in under 2 years
- Dynamics 365 for Customer Engagement and for Finance & Operations, plus Apttus of CPQ & CLM

Dynamics 365 for Customer Engagement

- Salesforce Automation
- LinkedIn Sales Navigator
- Campaign Mgmt.

Dynamics 365 for Finance and Operations:

- Financials
- Trade & Logistics
- Inventory
- Intercompany

Office 365

A few notables:

- Enabling digital transformation strategies – 365 degree view of customer: Sales/Impl/Support
- First to license Microsoft Relationship Sales (D365 for Sale and LinkedIn Sales Navigator)
- Big bang migration from Dynamics GP and Heavily Customized CRM, CPQ, CLM solution
- Increase visibility across the organization, especially international

A few notable integrations:

- to Apttus for CPQ & CLM
- to Astea for Call Center and Field Service
- to Act-On Marketing Automation into D365 for Campaign Management

Rapid Implementation with Dynamics 365

- Rapid Implementation bridges the gap for smaller, fast-growing companies that need more robust ERP and CRM solutions – yesterday:
- Streamlined, template-based implementation
- Shorter go-live timeframes (45,60,90, etc.)

REVIVER
AUTO

Rockley
PHOTONICS

 **kestra**
MEDICAL TECHNOLOGIES

digital
transformation
with Microsoft Dynamics

Microsoft Dynamics 365 Demo

David Schwantes - Armanino, LLP

Key Takeaway's

- Digital Transformation is a journey!
- Microsoft is all Cloud
- Developing a Digital Transformation Roadmap is critical
- Armanino is your Trusted Advisor and can help!

digital
transformation
with Microsoft Dynamics

Q&A

Chris Moore, Armanino LLP
Mike Ehrenberg, Microsoft
Rajya Bhaiya, Microsoft

digital
transformation
with Microsoft Dynamics

Contact Information

Chris Moore, Partner

chris.moore@amlp.com

(408) 712-1893

