

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

XScanWork**X**.

Armanino Overview



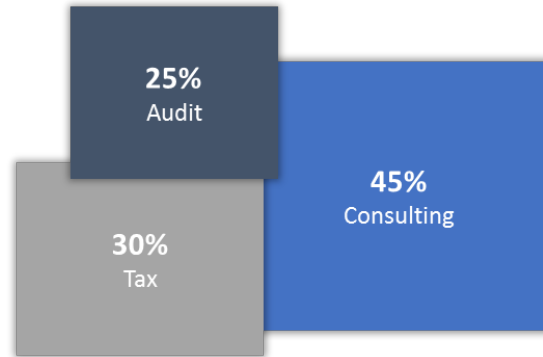
CORE PURPOSE

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

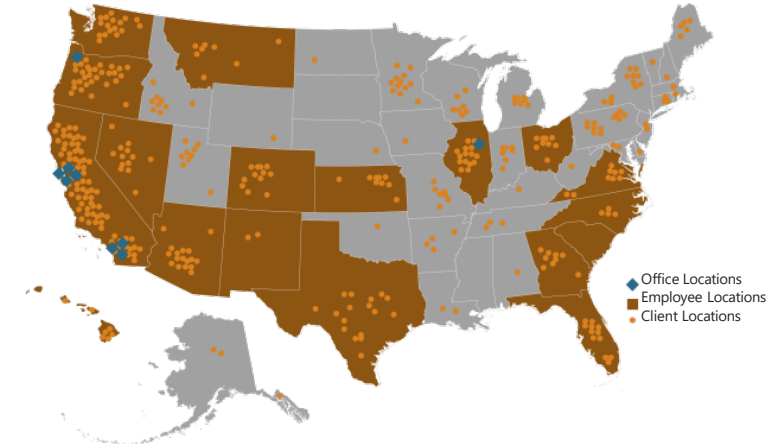


SNAPSHOT

- 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



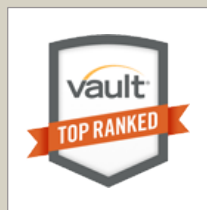
Key Software VAR Partnerships



- 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

RECOGNITION & AWARDS



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

Mike Ehrenberg, Microsoft Technical Fellow

INDUSTRIES IN TRANSITION



MANUFACTURING

**FINANCIAL
SERVICES**

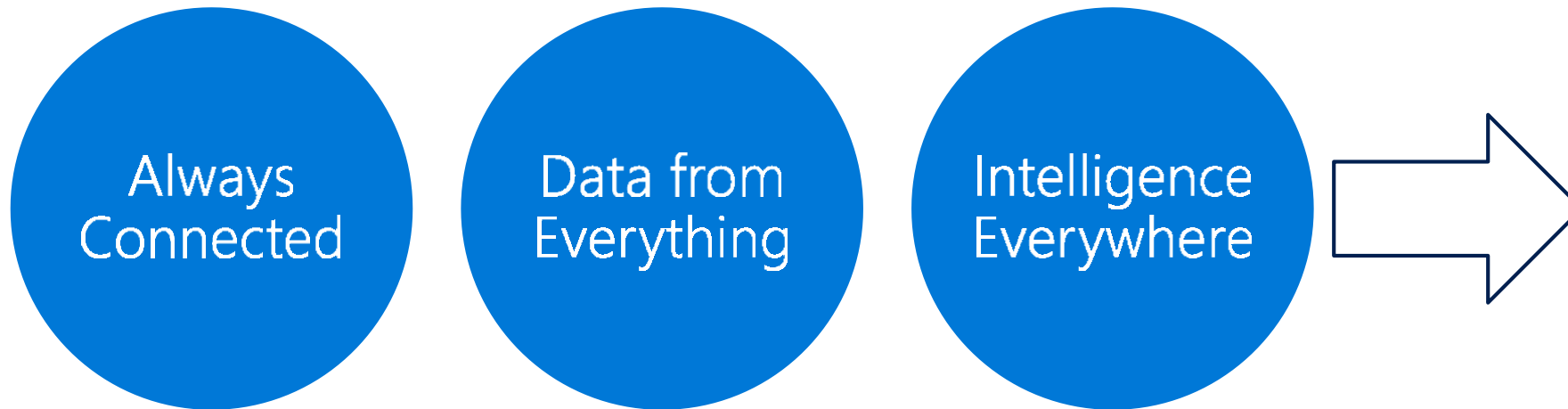
RETAIL

HEALTH

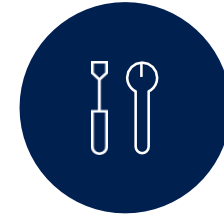
EDUCATION

PUBLIC SECTOR

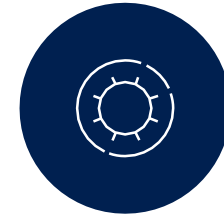
DIGITAL TRANSFORMATION



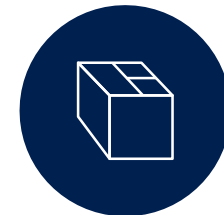
Engage
customers



Empower
employees



Optimize
operations



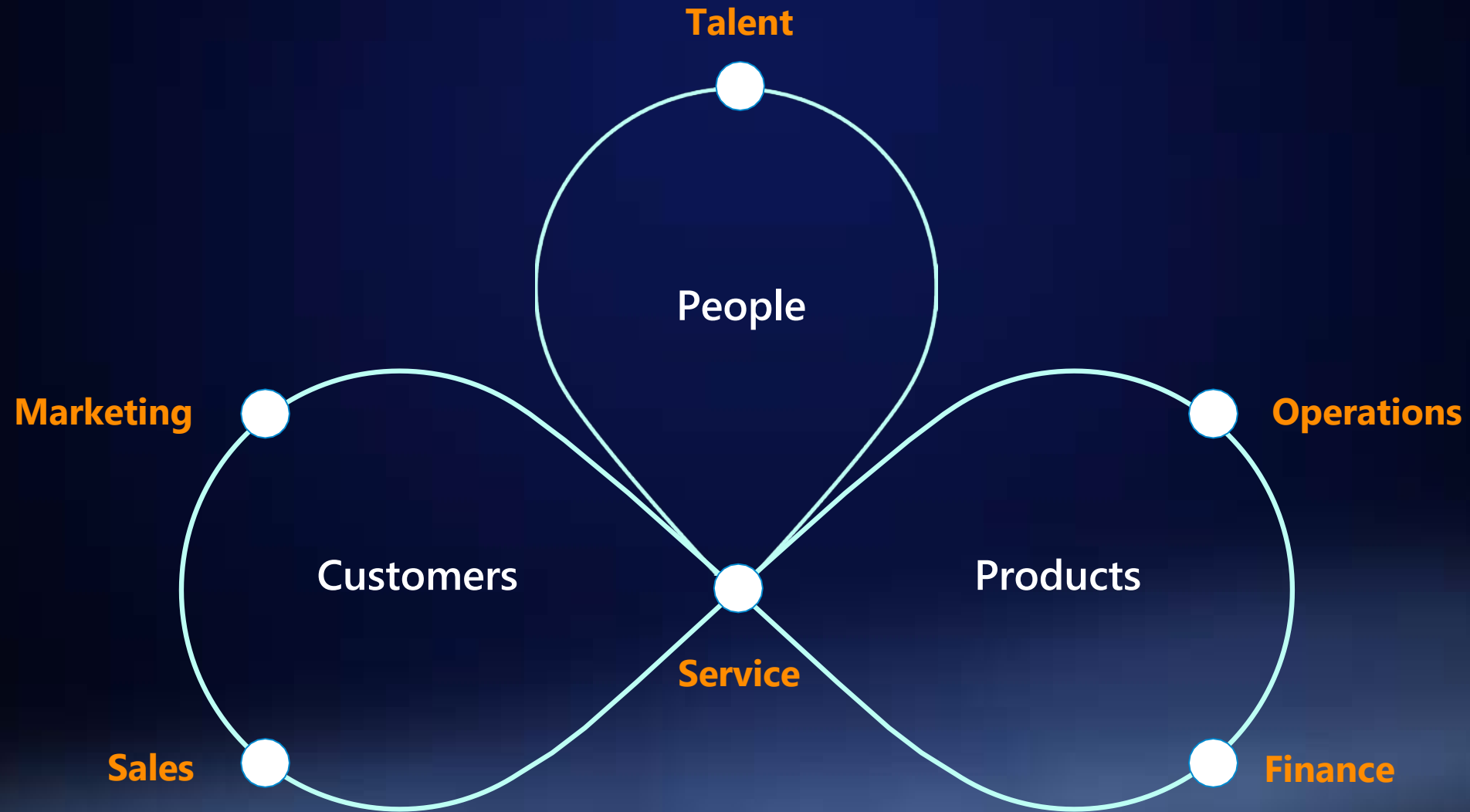
Transform
products

Driving Digital Transformation

The Digital Feedback Loop



Microsoft Dynamics 365



Office 365 + Dynamics 365

Business Application Platform



Data and Intelligence



Azure

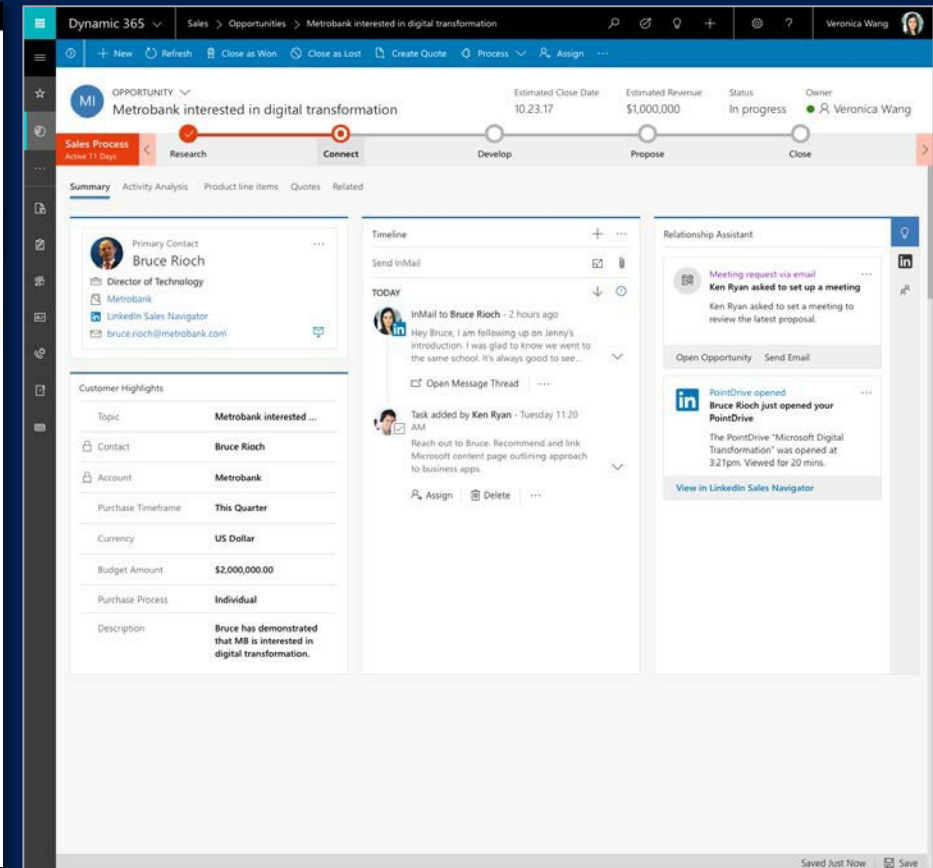
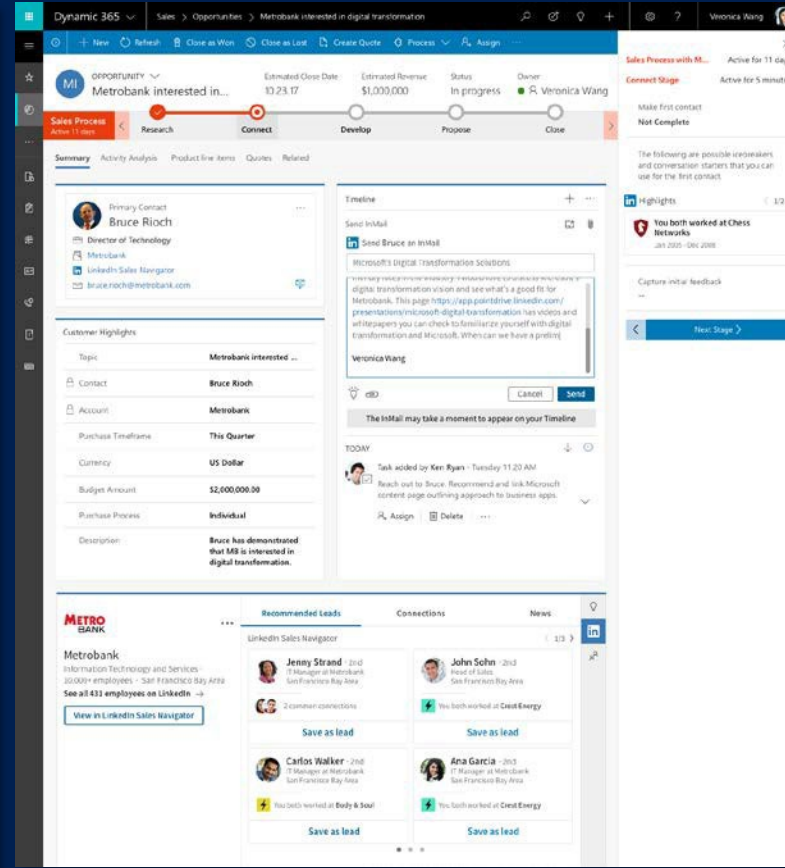
Intelligent Business Solutions

Dynamics 365+Office 365+LinkedIn

Build Strength

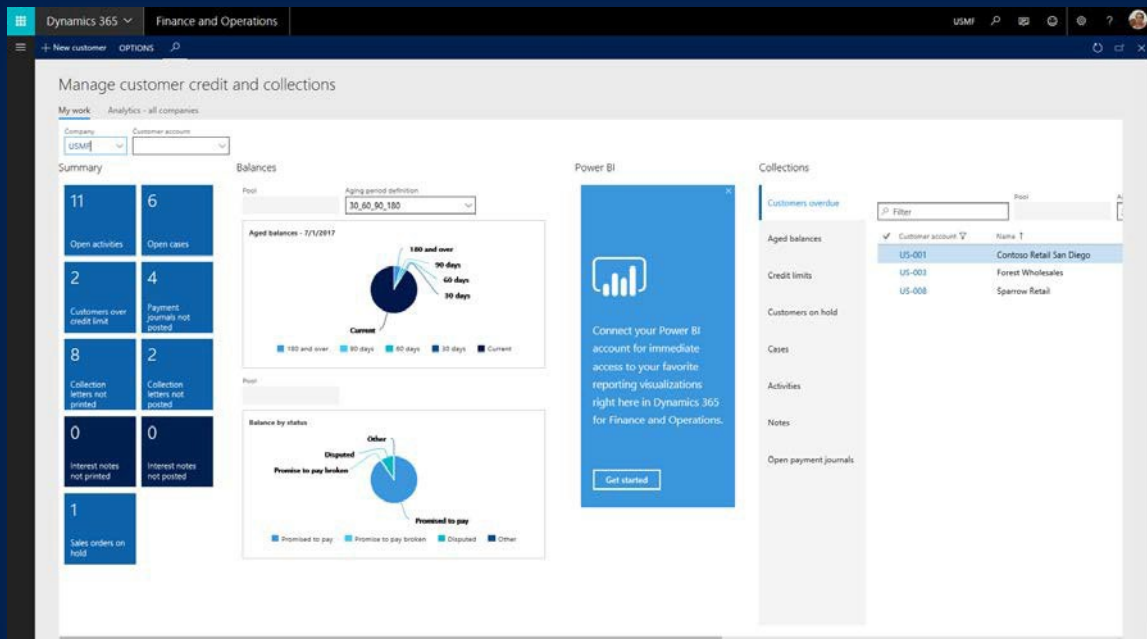
Build Connections

Leverage Content

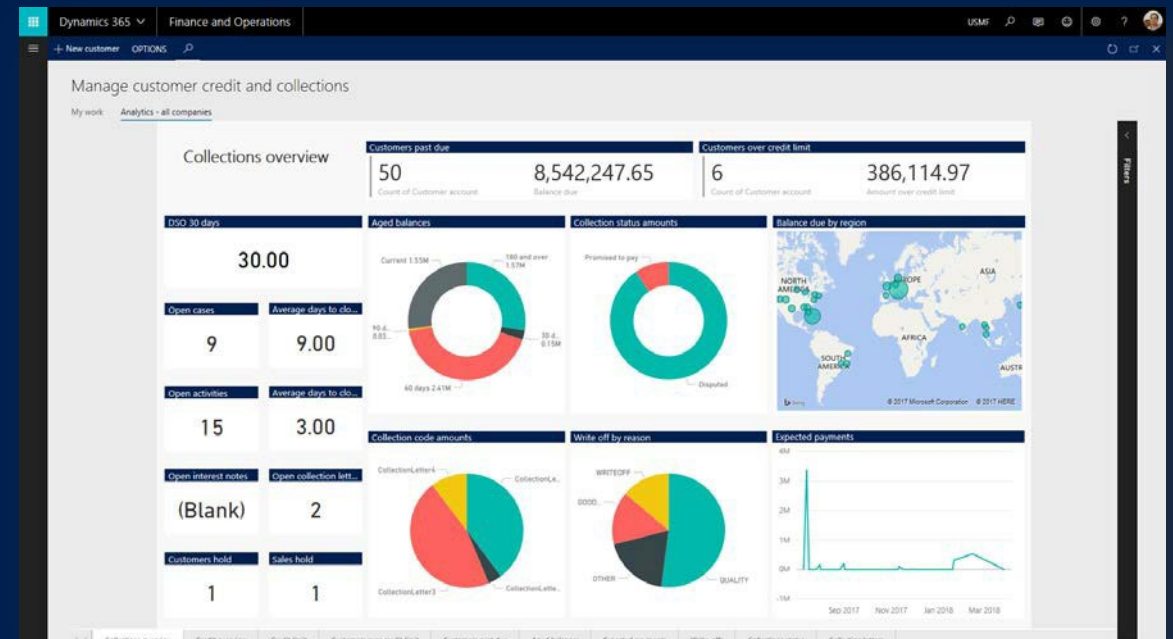


Embedded Business Intelligence

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



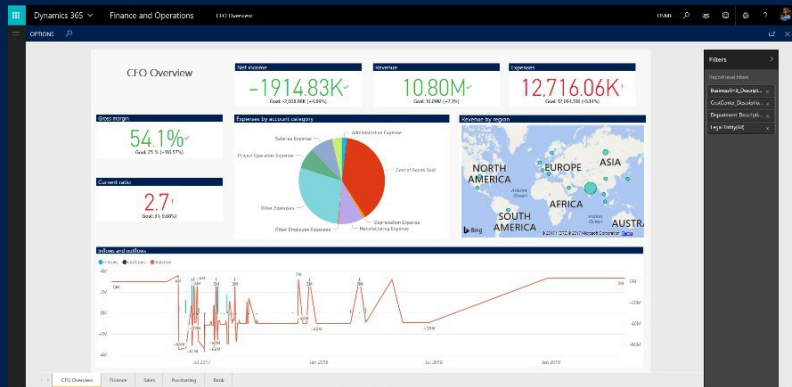
Operational



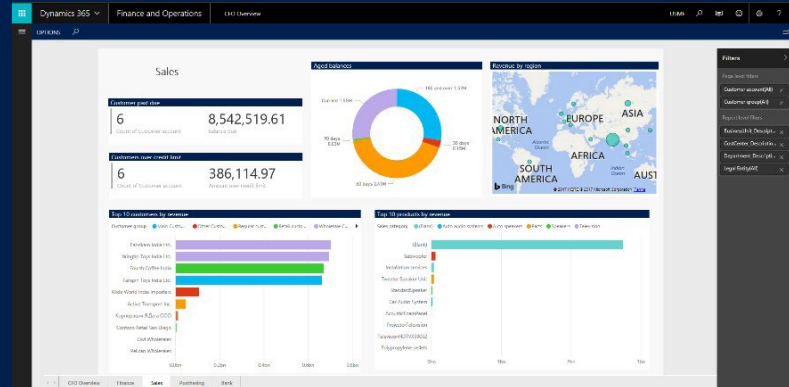
Analytical

Embedded Business Intelligence

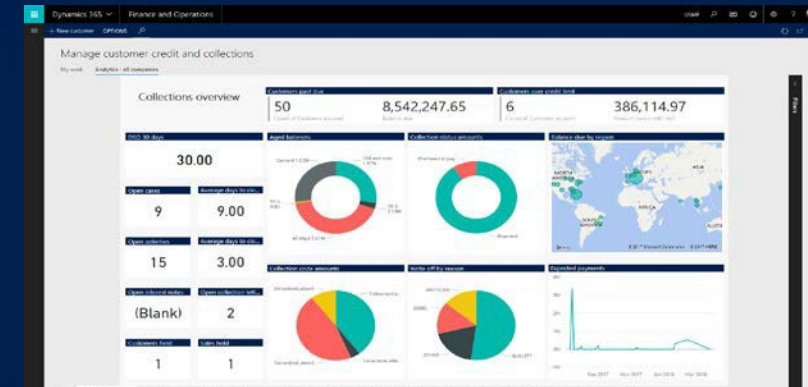
CFO Dashboard



Revenue



Credit and Collections



Dynamics 365
Analytical Workspaces

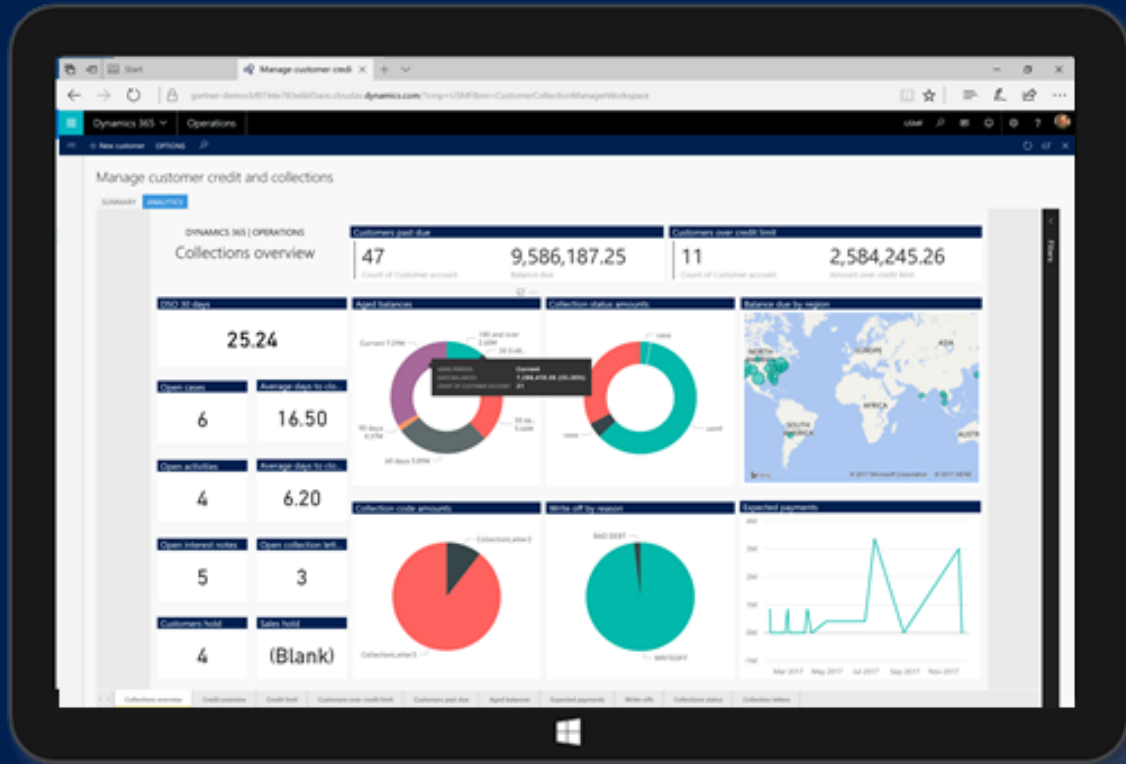
Power BI

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.

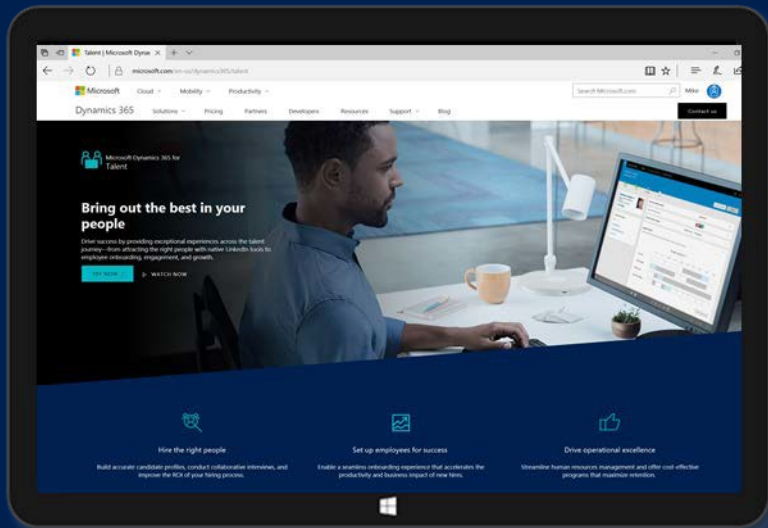
There are open collections [activities](#) for this customer.

Customer has used 75% of his credit.

Collect

Close

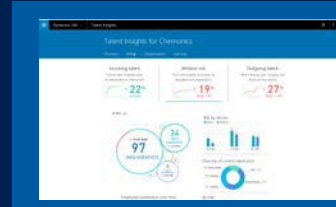
Microsoft Dynamics 365 for Talent Blueprint for Modern Applications



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

DEPARTMENT

COMPANY

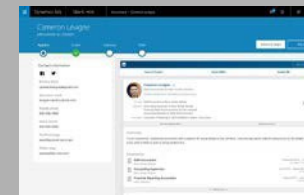


Talent Insights (CY18)

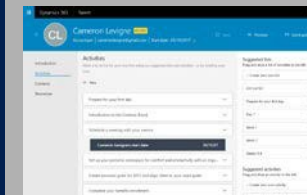
in Recruiter



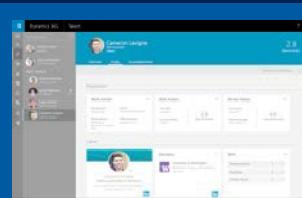
Attract



Onboard



Learning
Performance
Succession



HCM Core

LinkedIn

Office 365

Office 365 + Dynamics 365

Business Application Platform



Power BI



PowerApps



Flow



Common
Data Service



Connectors
+ Gateways

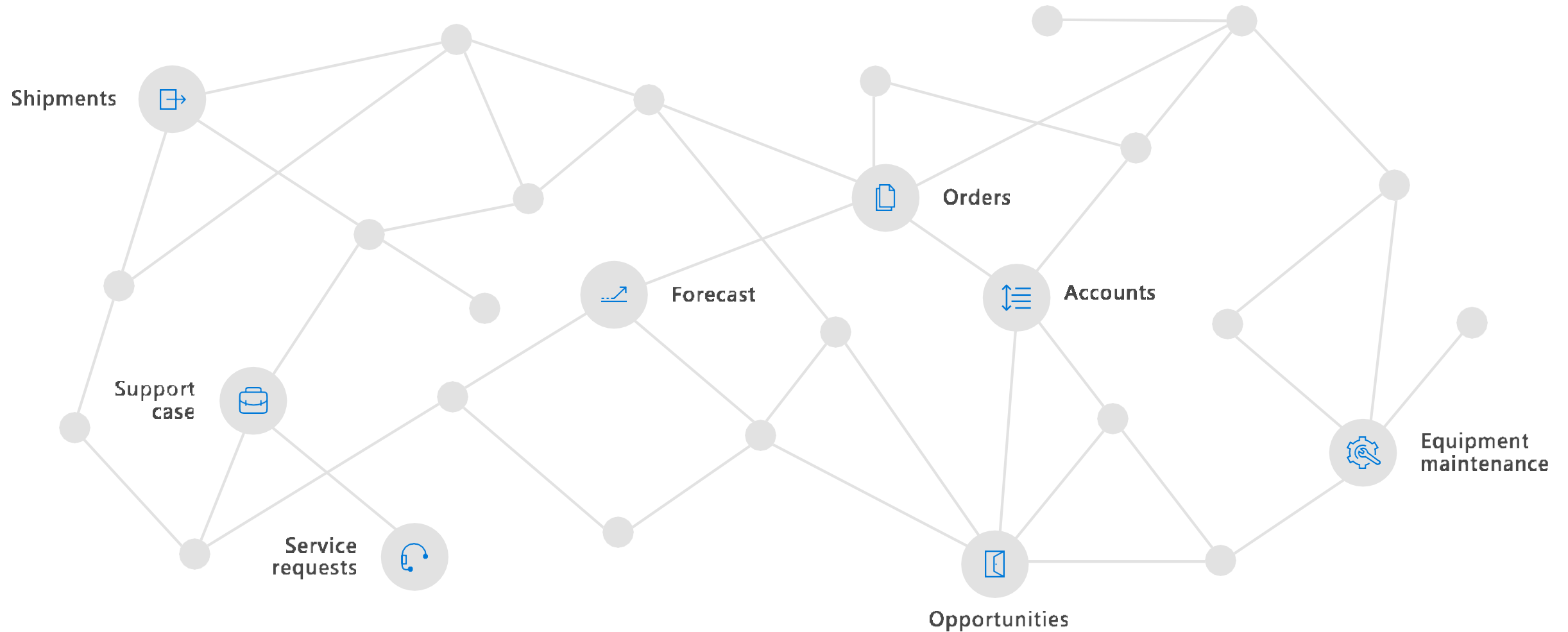


Data and Intelligence

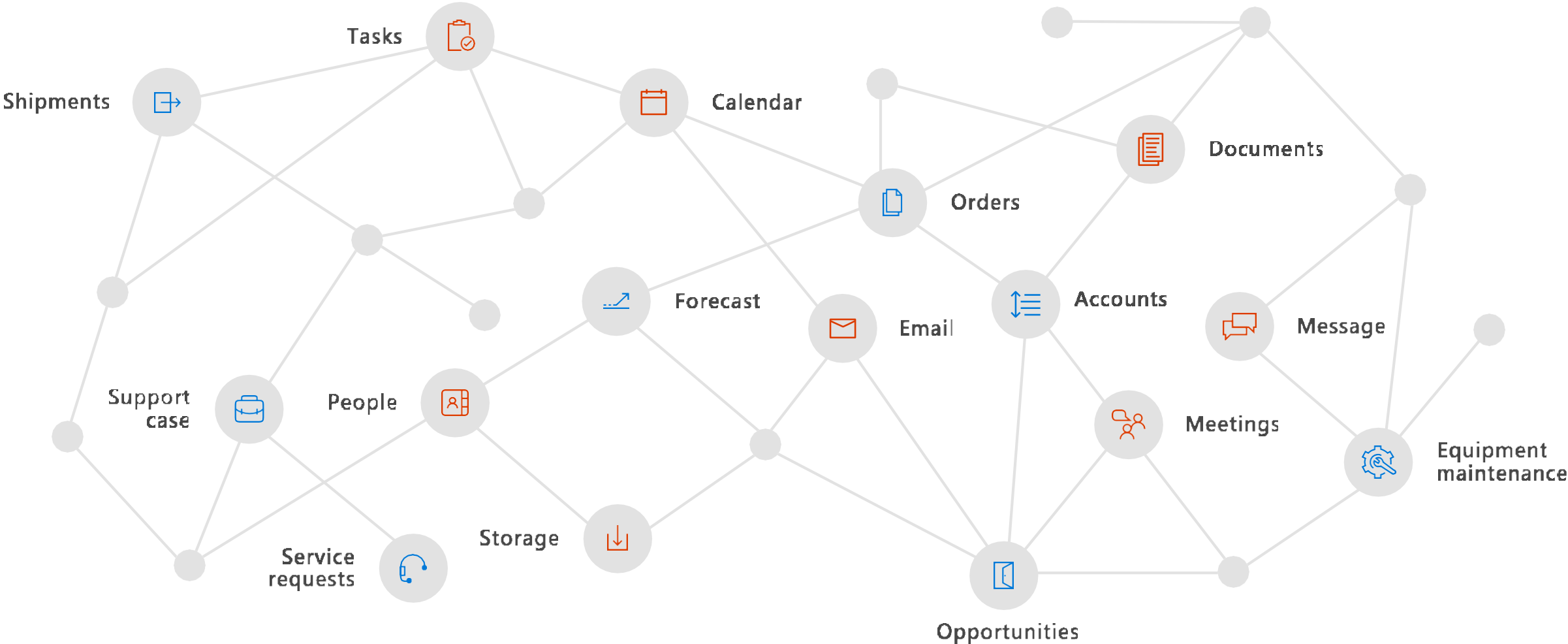


Azure

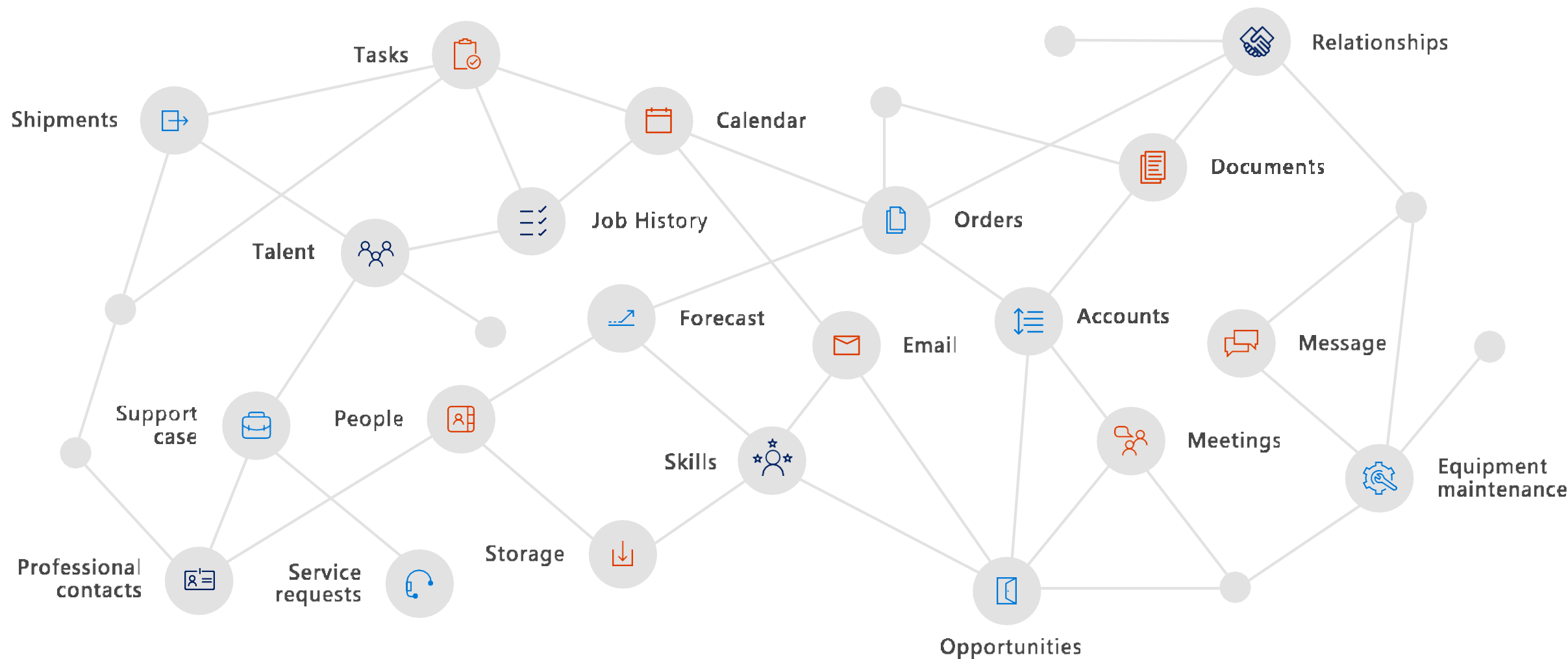
Connected Data: Dynamics 365



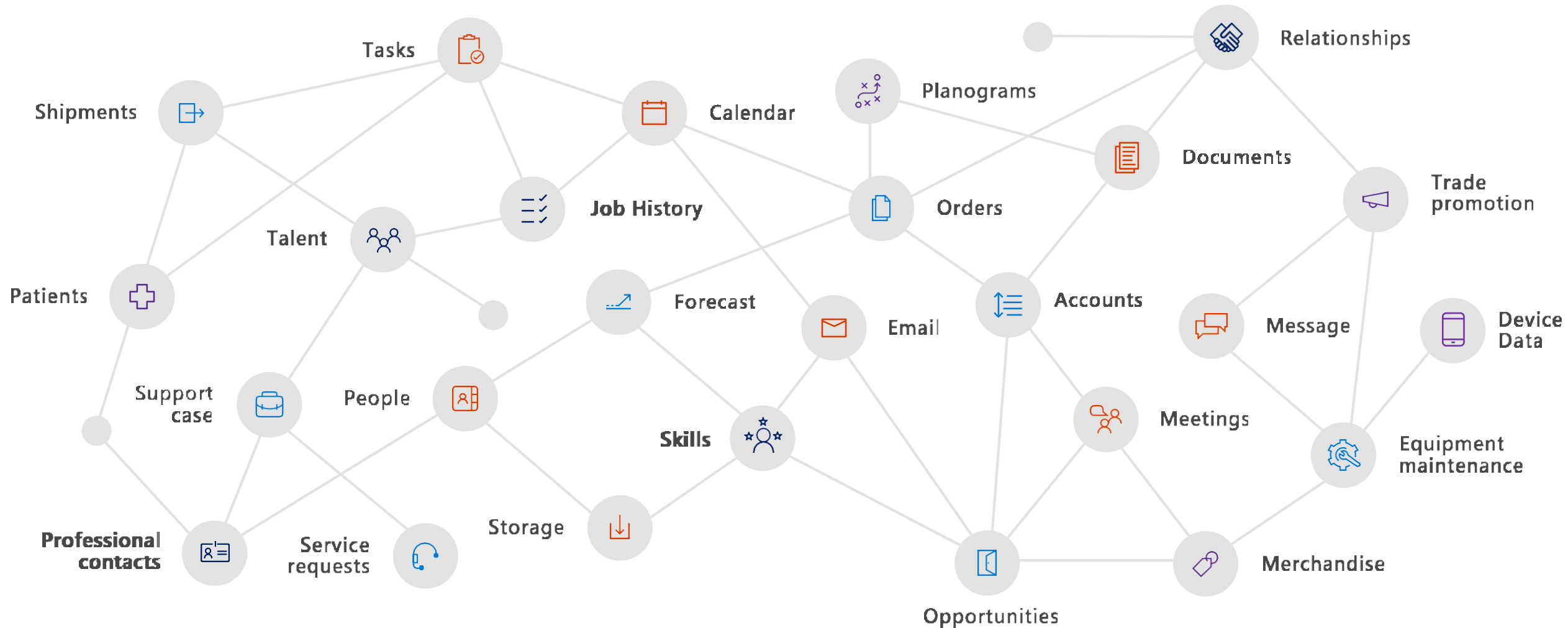
Connected Data: Dynamics 365 + Office 365



Connected Data: Dynamics 365 + Office 365 + LinkedIn

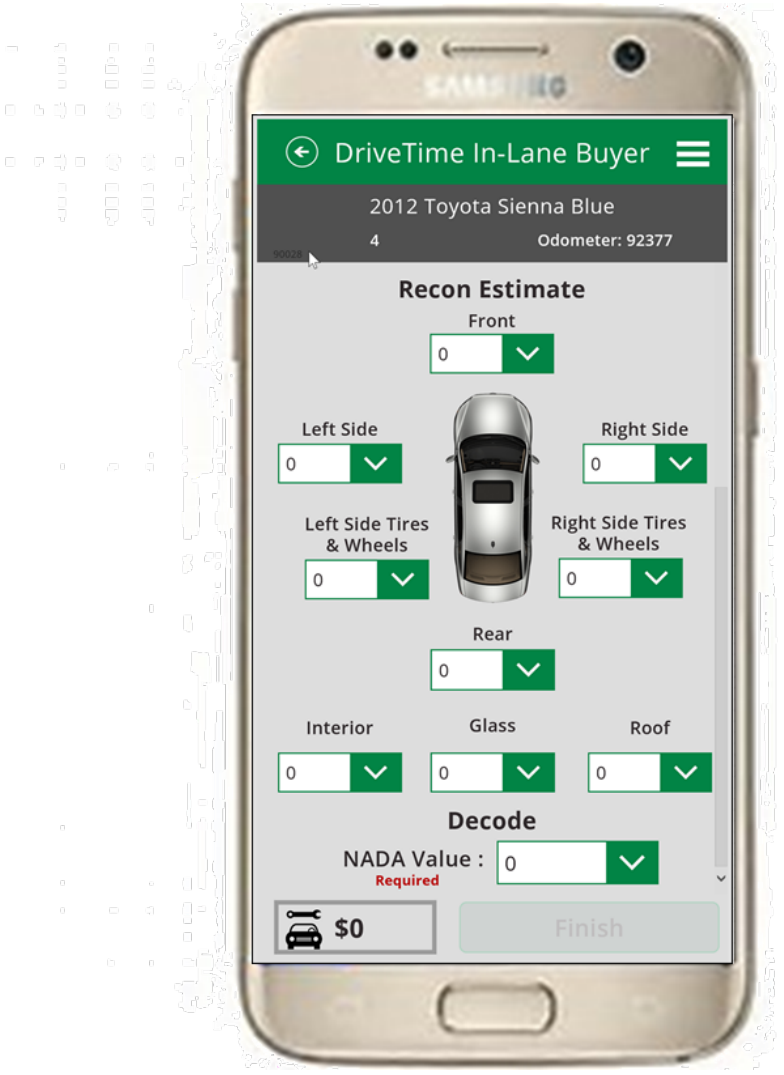


Connected Data: Dynamics 365 + Office 365 + LinkedIn + Partner Solutions

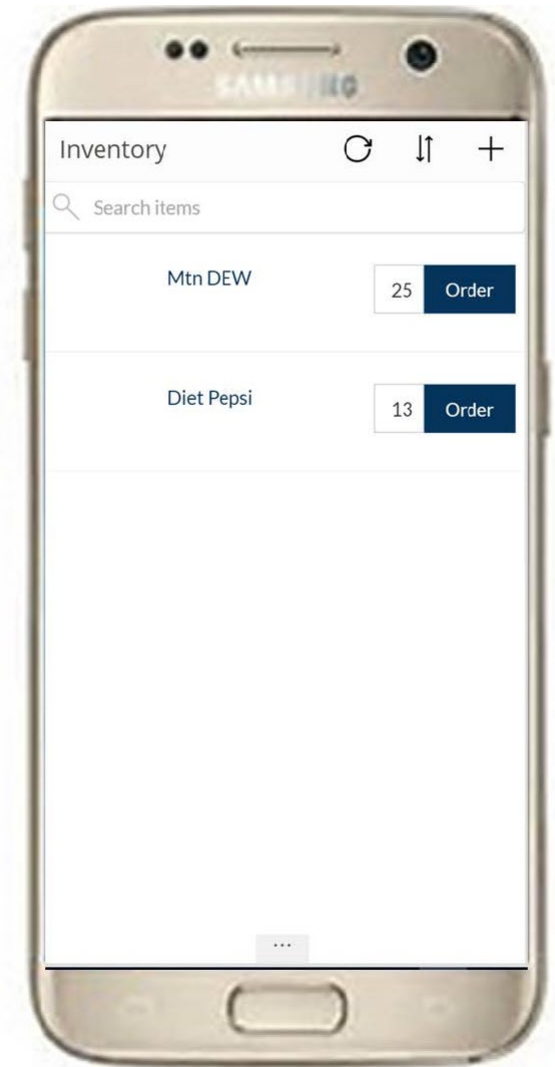


Sometimes there's not "an app for that."

Used Car Sourcing



Retail Store Servicing



Office 365

HOME NEW (1) ALL

Mail Calendar People

Yammer OneDrive SharePoint

Planner Tasks Power BI

Delve Video

Sway Security & Compliance PowerApps

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

Get more apps

Feedback Need help?

Type here to search


3:31 PM 12/6/2017

- 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

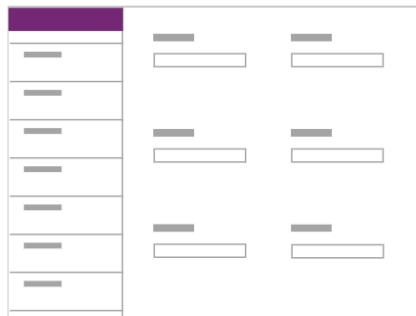


Demo Ignite
2 mo ago

Make apps like these

All Office

Search




Start from blank



Start from data


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 a predesigned template.

Phone layout
Tablet layout

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



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



PathFindingAPI
PathFindingAPI
Signed in

[Switch account](#)

Allow Don't Allow

New

Open

Account


Connections

Flows


Cathy Dew | Contoso (default)

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



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



Getting things ready ...

Microsoft Office HomeMicrosoft PowerAppsPowerApps

Securehttps://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

FileHomeInsertViewActionScreen

?▶↶↷👤Contoso (default)

New screen ▾AaTheme ▾

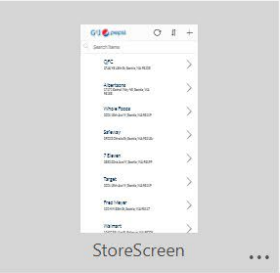
▾


▾


B ▾I ▾U ab A ▾≡ ▾Fill ▾Border ▾Reorder ▾Align ▾Group ▾


Fill ▾=fx ▾RGBA(255,255,255,1) ▾





Screens

StoreScreen

MapScreen

InspectionScreen





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


15750 NE 41st Pl, Bellevue, WA 98004

>

SCREENStoreScreen?


PropertiesRulesAdvanced

Image positionFit ▾


Color

StoreScreen


50%



Type here to search



3:34 PM12/6/2017



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

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

StoreScreen

StoreGallery

50%

Microsoft Office HomeMicrosoft PowerAppsPowerApps

Secure | https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

FileHomeInsertViewActionGallery

?▶◀↻👤Contoso (default)

New screen ▼Aa Theme ▼19 ▼B ▼I ▼U ▼ab ▼A ▼≡ ▼Fill ▼Border ▼Reorder ▼Align ▼Group ▼

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
Select a data source

Inventory
CathyD@PMGDemo.onmicrosoft.com
Common Data Service

Store Maps
CathyD@PMGDemo.onmicrosoft.com
SharePoint

Store Map Areas
CathyD@PMGDemo.onmicrosoft.com
SharePoint

Add a data source

Add a data source

Name

Title3_3

Address

GALLERY

StoreGallery

PropertiesRulesAdvanced

DataNo data

LayoutImage and title

Wrap count1

Template size128

Template padding0

Position0156
XY

Size640980
WidthHeight

Color

Border0

Display modeEdit

VisibleOn

Show scrollbarOff

SnapOff

Show navigationOff

Navigation step1

StoreScreenStoreGallery

Type here to search

3:37 PM
12/6/2017

Microsoft Office Home

Microsoft PowerApps

PowerApps

Secure

https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

File

Home

Insert

View

Action

Gallery

New screen

Theme

19

B

I

U

ab

A

Fill

Border

Reorder

Align

Group

Items

=

fx

Navigate(MapScreen,Fade)

Screens

StoreScreen

MapScreen

InspectionScreen

G&J pepsi

Search items

QFC

2746 NE 45th St, Seattle, WA 98105

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

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

Type here to search

3:37 PM

12/6/2017

Microsoft Office Home

Microsoft PowerApps

PowerApps

Secure

https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

File

Home

Insert

View

Action

Gallery

New screen

Theme

19

B

I

U

ab

A

Fill

Border

Reorder

Align

Group

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

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

StoreScreen

StoreGallery

Type here to search

3:38 PM

12/6/2017

Microsoft Office Home

Microsoft PowerApps

PowerApps

Secure

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G&J Pepsi Starter - Saved (Unpublished) - PowerApps

File

Home

Insert

View

Action

Gallery

?

▶

↶

↷

👤

Contoso (default)

New screen

Theme

19

B

I

U

ab

A

≡

Fill

Border

Reorder

Align

Group

Items

=

fx

Store

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

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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

Data

Data source

Store

CathyD@PMGDemo.onmicrosoft.com

Common Data Service

Edit data

Refresh

Layout

Image and title

Image3_1

Image

Title3_2

Name

Title3_3

Address

GALLERY

StoreGallery

Properties

Rules

Advanced

Data

Store

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

StoreScreen



StoreGallery

Type here to search

3:38 PM

12/6/2017

★ Following Group conversations ↗

    3 members

 All Items 



MapImage ▾ Title ▾ StoreID ▾ Created By ▾ +

[Return to classic SharePoint](#)

Feedback

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



★ Following Group conversations ↗

3 members

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

All Items Filter Info

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



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	

Feedback

Return to classic SharePoint



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

StoreMapAreas

Create

Cancel


Return to classic SharePoint

Screens

StoreScreen

MapScreen

InspectionScreen



IMAGE

Image5_1

PropertiesRulesAdvanced

Image position

Fit ▾

Transparency

0

Tooltip

No value

Position

2888

X Y

Size

5901048

Width Height

Padding

0000

Top Bottom Left Right

Color

Border

1

Focused border

2

Radius

0

Auto disable on select

On ☒

Display mode

Edit ▾

Visible

On ☒

Disabled color

PowerApps

Secure | https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

FileHomeInsertViewActionGallery

?▶↶↷👤Contoso (default)

New screen ▼AaTheme ▼Open Sans ▼24 ▼B ▼I ▼U ▼ab ▼A ▼≡ ▼Fill ▼Border ▼Reorder ▼Align ▼Group ▼

Items = fx Filter('Store Map Areas',StoreMap.Value = StoreGallery.Selected.PrimaryId)


Screens

StoreScreen

MapScreen

InspectionScreen

Albertsons



GALLERY

Gallery1_1

PropertiesRulesAdvanced

DataStore Map Areas

LayoutBlank

Wrap count1

Template size1

Template padding5

Position088X Y

Size640997Width Height

Color

Border0

Display modeEdit

VisibleOn

Show scrollbarOn

SnapOff

Show navigationOff

Navigation step1

MapScreen

Gallery1_1


50%

Type here to search


3:55 PM 12/6/2017

The screenshot displays the Visual Studio environment with a 'Screens' sidebar on the left containing thumbnails for 'StoreScreen', 'MapScreen', 'InspectionScreen' (selected), and another screen. The central area shows a preview of the 'New Inspection' screen, which includes a close button, a title bar, a 'Name' input field, an 'Image' placeholder, an 'Area Rating' section with five stars (three filled), a 'Notes' text area, a question 'Is Label Information Displayed?' with a toggle switch, and an 'ORDER' button. On the right, the 'Properties' pane for 'InspectionScreen' is visible, showing tabs for 'Properties', 'Rules', and 'Advanced', and a 'Color' property.


Screens




StoreScreen



MapScreen



InspectionScreen



Form1

✕ 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

<input checked="" type="checkbox"/> Name	abc ▼	⋮
<input checked="" type="checkbox"/> Image	 ▼	⋮
<input checked="" type="checkbox"/> Area Rating		⋮
<input checked="" type="checkbox"/> Notes	abc ▼	⋮
<input checked="" type="checkbox"/> Is Label Information Dis...	🔍 ▼	⋮
<input checked="" type="checkbox"/> Was Cooler Checked?	🔍 ▼	⋮
<input type="checkbox"/> Area Rating		
<input type="checkbox"/> Primary Id		

EDIT Form1 ?

 Properties

 Rules

 Advanced

Data Inspection

Layout Vertical


Default mode Edit ▼


Position 0 103

X Y

Size 640 920

Width Height

Color 

Border — 0 

Visible On ☒

PowerApps

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G&J Pepsi Starter - Saved (Unpublished) - PowerApps

File Home Insert View

New screen Aa Theme Open Sans 24 B I U ab A Fill Border Reorder Align Group

Height = fx 60

Screens

- StoreScreen
- MapScreen
- InspectionScreen

New Inspection

Card: AreaRating

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

Snap to columns 1

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

more options

DESIGN

BorderColor

RGBA(0, 0, 0, 1)

BorderStyle

BorderStyle.Solid

BorderThickness

0

Fill

RGBA(252, 252, 252, 1.00)

X

InspectionScreen Form1 DataCard2

Type here to search

3:59 PM 12/6/2017

PowerApps

Secure | https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

FileHomeInsertView

New screen

Label

Button

Text

Controls

Gallery

Data table

Forms

Media

Charts

Icons

?

Contoso (default)

Height = fx 50

Screens

StoreScreen

MapScreen

InspectionScreen

New Inspection

Area Rating

Image

Notes

Is Label Information Displayed?

Was Cooler Checked?

ORDER

CARD

Image_DataCard1

PropertiesRulesAdvanced

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

InspectionScreen

Form1

Image_DataCard1

50%

PowerApps

Secure | https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

FileHomeInsertView

New screen

Label

Button

Text

Controls

Gallery

Data table

Forms

Media

Charts

Icons

?

▶

↶

↷

👤

Contoso (default)

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

PropertiesRulesAdvanced

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

InspectionScreen

Form1

Image_DataCard1

50%

Type here to search

3:59 PM 12/6/2017

PowerApps

Secure | https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

FileHomeInsertViewActionCamera

New screen

Label

Button

Text

Controls

Gallery

Data table

Forms

Media

Charts

Icons

Contrast = 50

Screens

StoreScreen

MapScreen

InspectionScreen

Camera2

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

Notes

Is Label Information Displayed?

Was Cooler Checked?

ORDER

CAMERA

Camera2

PropertiesRulesAdvanced

Search for a property ...

ACTION

OnStreamfalse

OnSelectfalse

DATA

Contrast50

Brightness50

Zoom50

more options

DESIGN

Camera0

StreamRate0

InspectionScreen

Camera2

50%

Type here to search

4:00 PM 12/6/2017

Microsoft Azure

BAGDemoAZ - GetRouteFunction

Search resources, services and docs

rycu@microsoft.com

POWERAPPS SANDBOX

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 >

BAGDemoAZ

Function Apps

BAGDemoAZ

Functions

GetRouteFunction

Integrate

Manage

Monitor

Proxies (preview)

Slots (preview)

run.csx

Save

Run

</> Get function URL

```
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",
```

View files

Test

HTTP method

GET

Query

latitude 112

longitude 2

+ Add parameter

Headers

There are no headers

+ Add header

Request body

```
1 {
2     "name": "Azure"
3 }
```

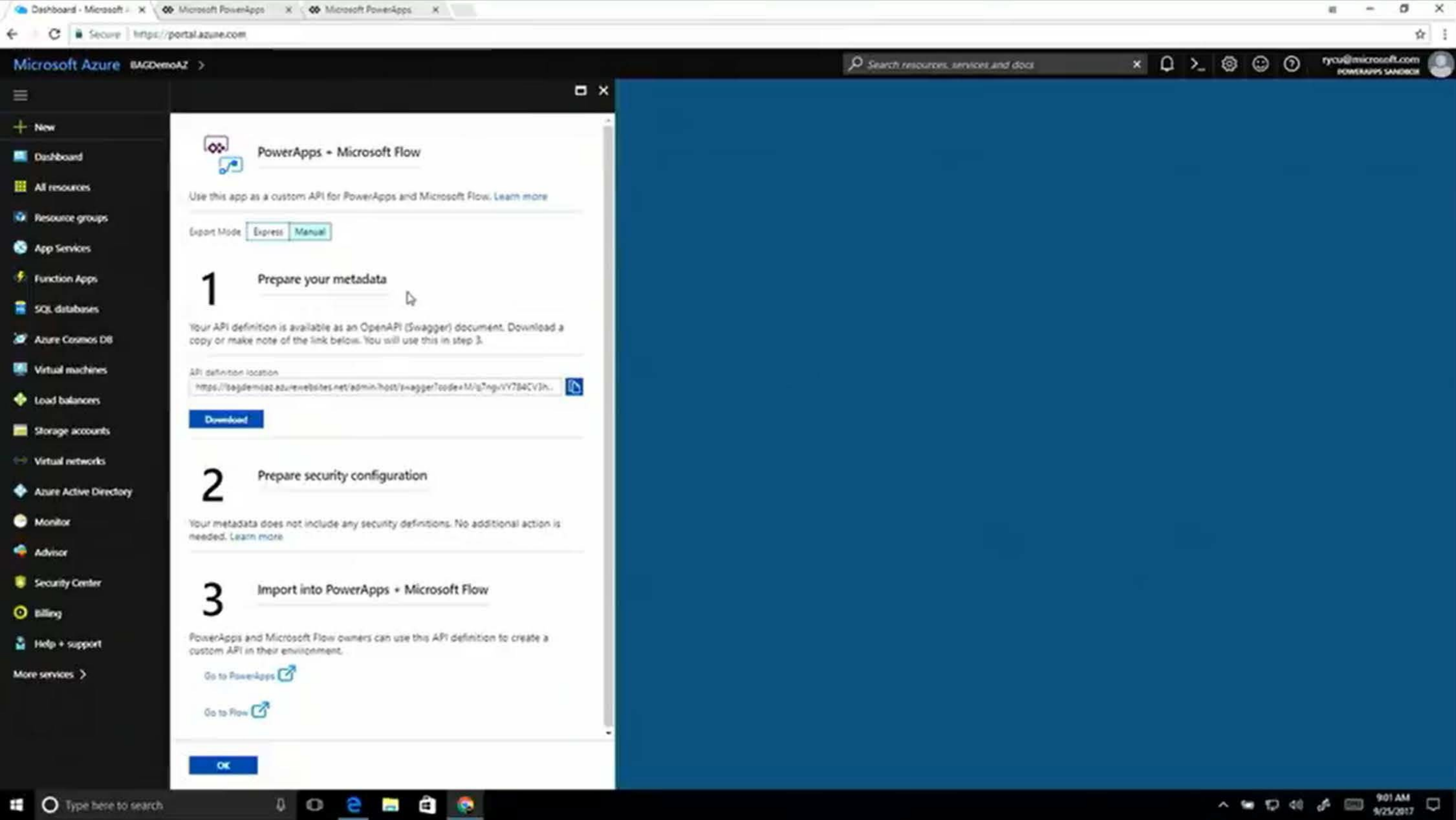
Output

Run

Logs

Type here to search

9:01 AM 9/25/2017



PowerApps

Secure | https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - PowerApps

FileHomeInsertViewActionGallery

New screen

Label

Button

Text

Controls

Gallery

Data table

Forms

Media

Charts

Icons

Items = `PathFindingAPI.FindOptimalRoute(Location.Latitude,Location.Longitude)`

Screens

StoreScreen

MapScreen

InspectionScreen

NextStopGallery

G&Jpepsi

Hello, Cathy Dew

Your next stop today:

WHOLE FOODS MARKET

0.8 miles

2001 15th Ave W, Seattle, WA 98119

GALLERY

NextStopGallery

PropertiesRulesAdvanced

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

WelcomeScreenNextStopGallery

50%

Type here to search

4:02 PM12/6/2017

PowerApps

Secure | https://create.powerapps.com/studio/#action=edit&source=portal&app-id=%2fproviders%2fMicrosoft.PowerApps%2fapps%2fdc41b888-db33-4de2-9439-da538e616dcd

G&J Pepsi Starter - Saved (Unpublished) - PowerApps

FileHomeInsertViewActionGallery

New screen

Label

Button

Text

Controls

Gallery

Data table

Forms

Media

Charts

Icons

Items = `PathFindingAPI.FindOptimalRoute(Location.Latitude,Location.Longitude)`

Screens

StoreScreen

MapScreen

InspectionScreen

NextStopGallery

G&Jpepsi

Hello, Cathy Dew

Your next stop today:

WHOLE FOODS MARKET

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

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

WelcomeScreen

NextStopGallery

50%

Type here to search

4:02 PM
12/6/2017



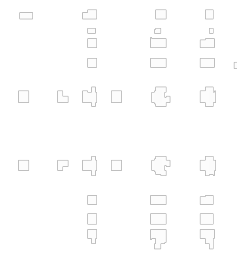
Hello, Cathy Dew

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

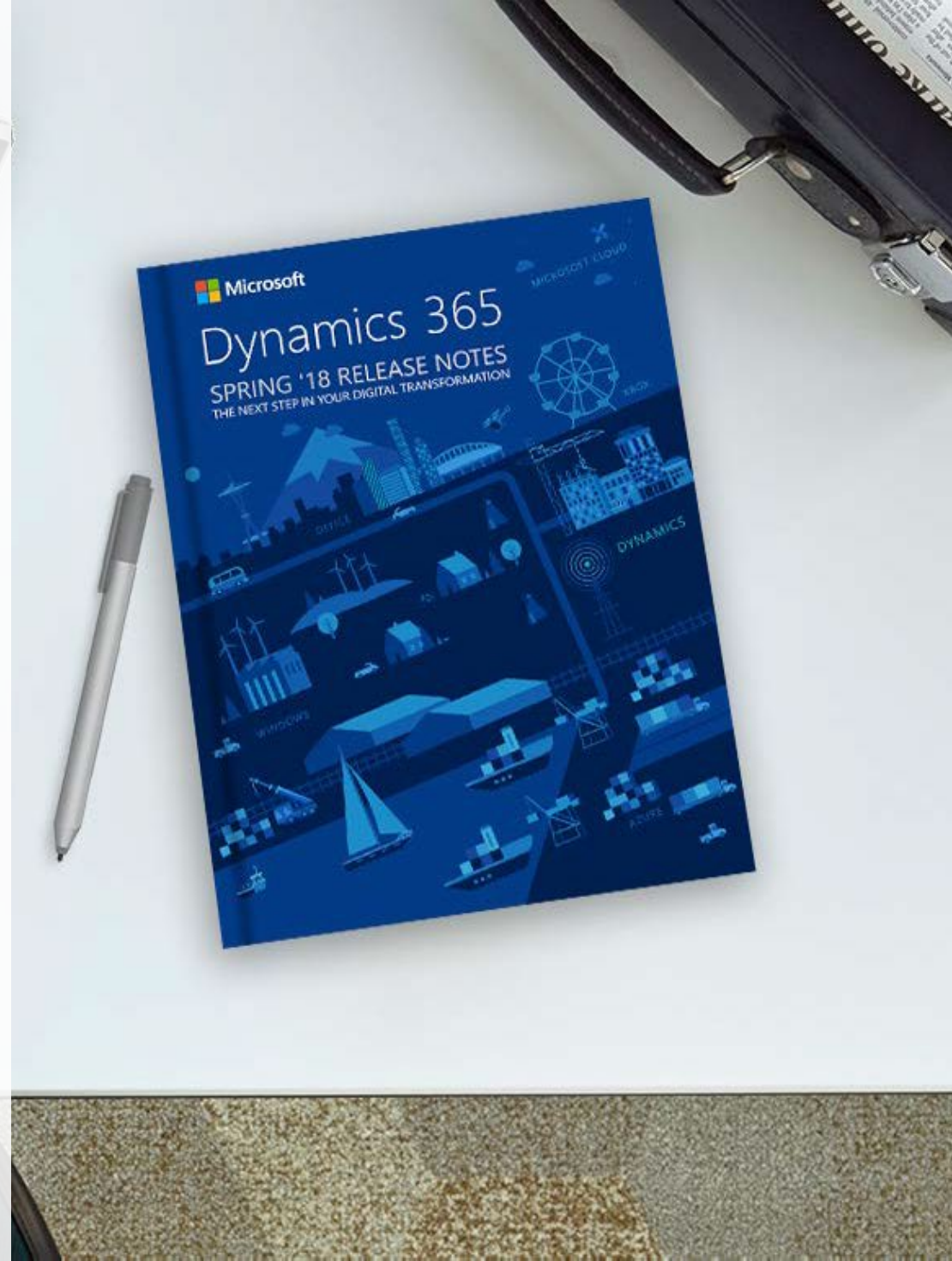
ORDER

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

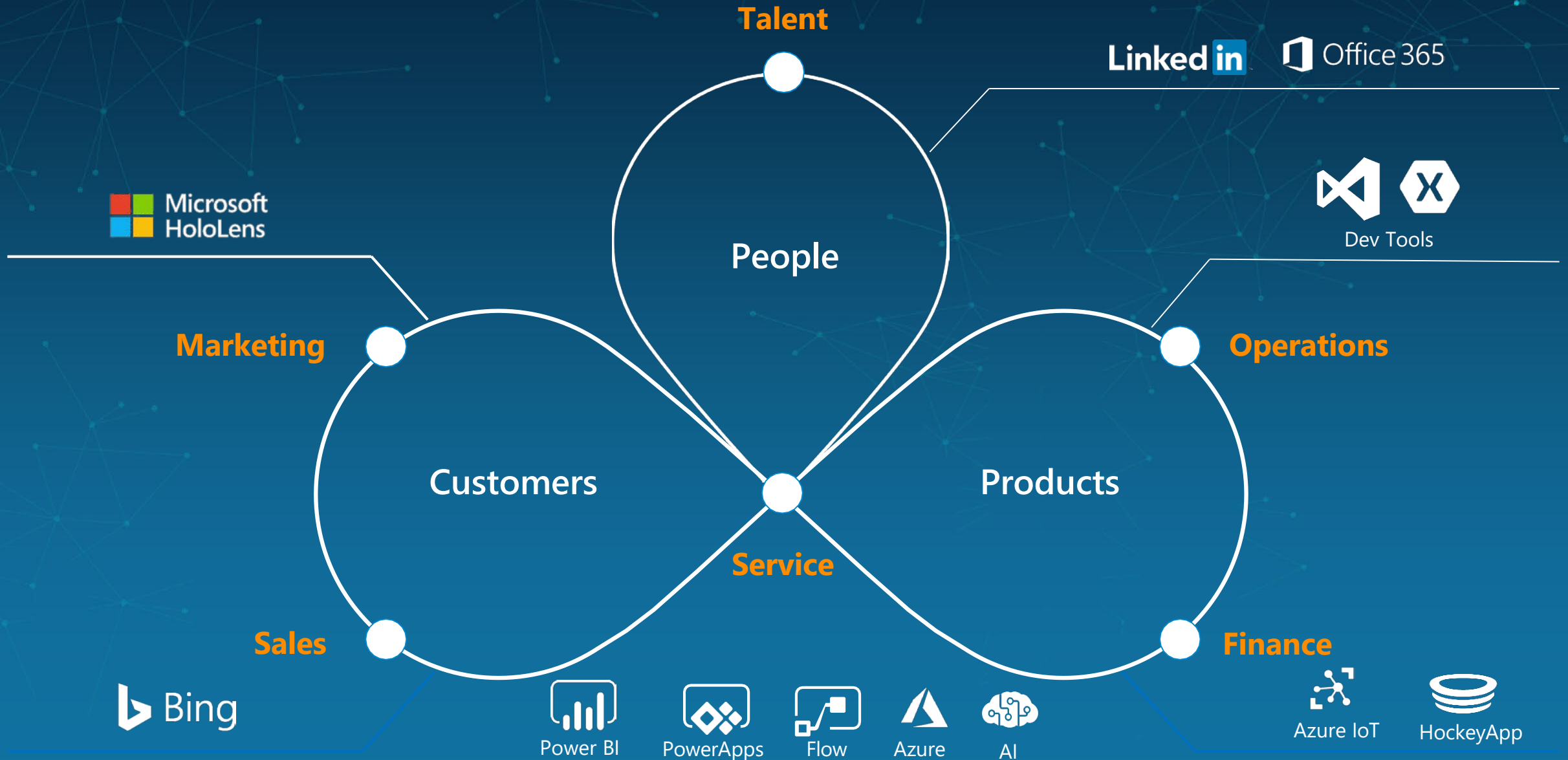
Register today

<https://microsoft.com/businessapplicationssummit>

Digital Transformation: AI, Machine Learning, and more.

Scott Mangelson, Armanino Advisory LLC
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.



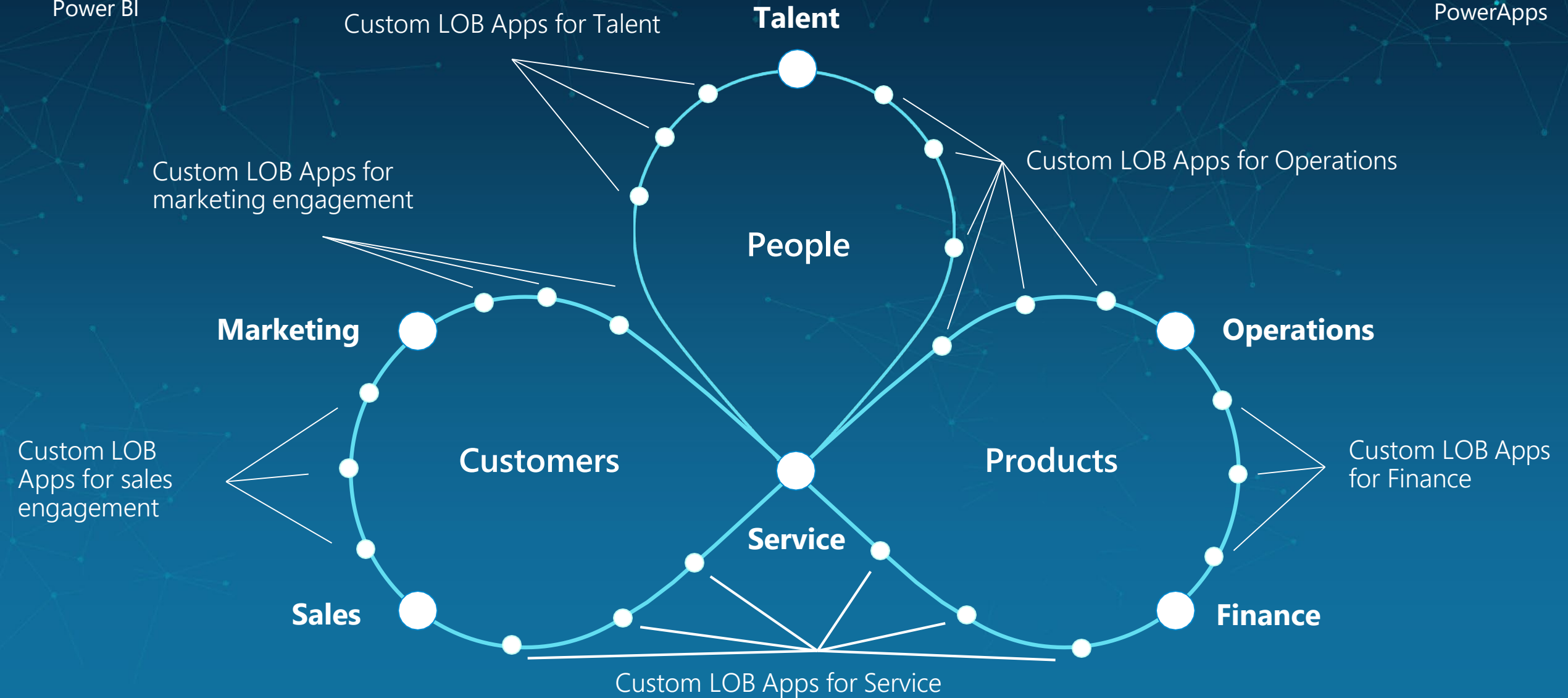


Power BI



PowerApps

Last mile of digital transformation



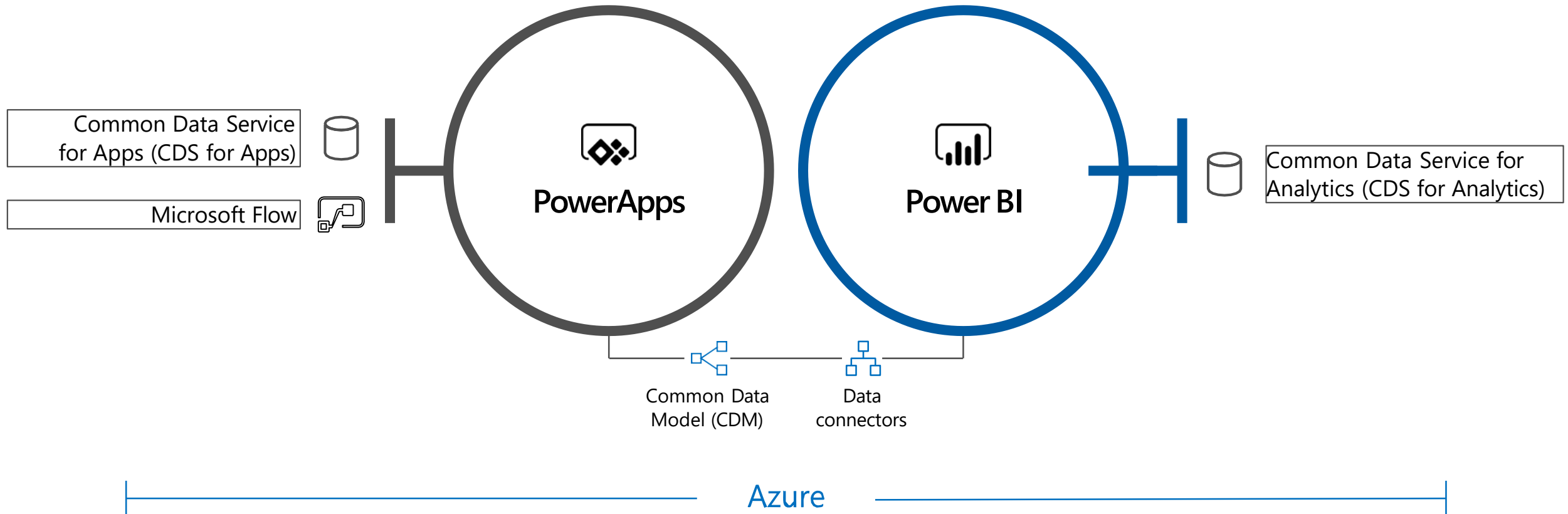
Business Application Platform

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

Dynamics 365

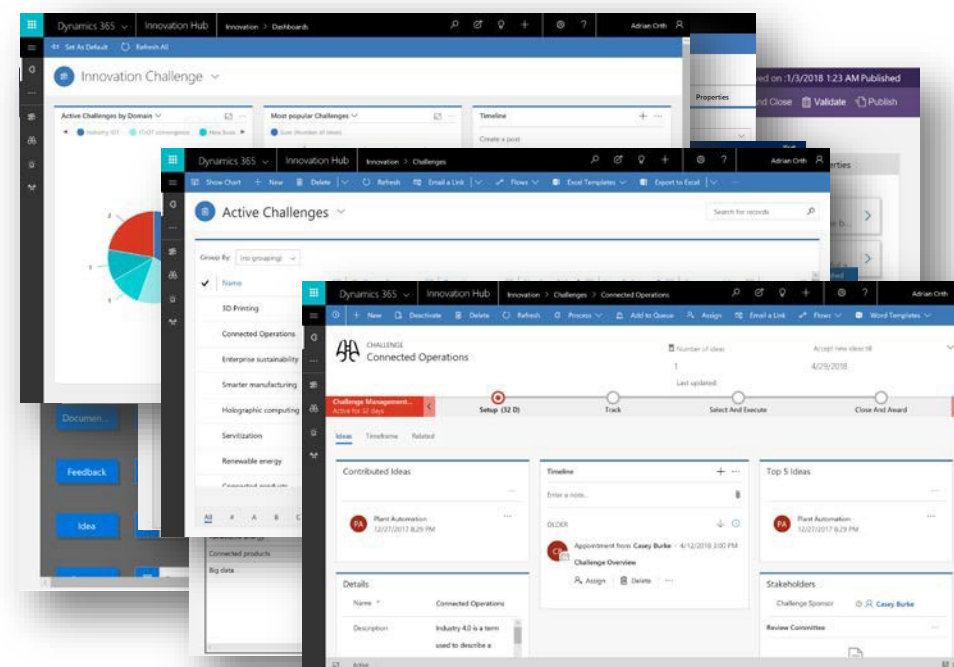
Office 365

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: Customer Stories

Chris Moore, Armanino Advisory LLC

Scott Mangelson, Armanino Advisory LLC

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



Power BI

Cortana
Intelligence

Azure IoT

 Office 365

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

armanino 

 **Microsoft**

Microsoft Dynamics 365 Demo

David Schwantes – Armanino Advisory LLC

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!

Q&A

Chris Moore, Armanino Advisory LLC

Mike Ehrenberg, Microsoft

Rajya Bhaiya, Microsoft

Contact Information

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Chris.Moore@armanino.com

(408) 712-1893

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