

Microsoft Power Apps

Create solutions quickly with low-code tools that are accessible to everyone

Contact David@d365.Global



d365.Global

Why low-code



Accelerate app modernization

500 million new apps will be built in the next 5 years—more than all apps built in the last 40 years!¹

Demand for mobile apps is growing **5x** faster than IT departments can deliver²

Over **85%** of surveyed organizations struggle to analyze unstructured data³

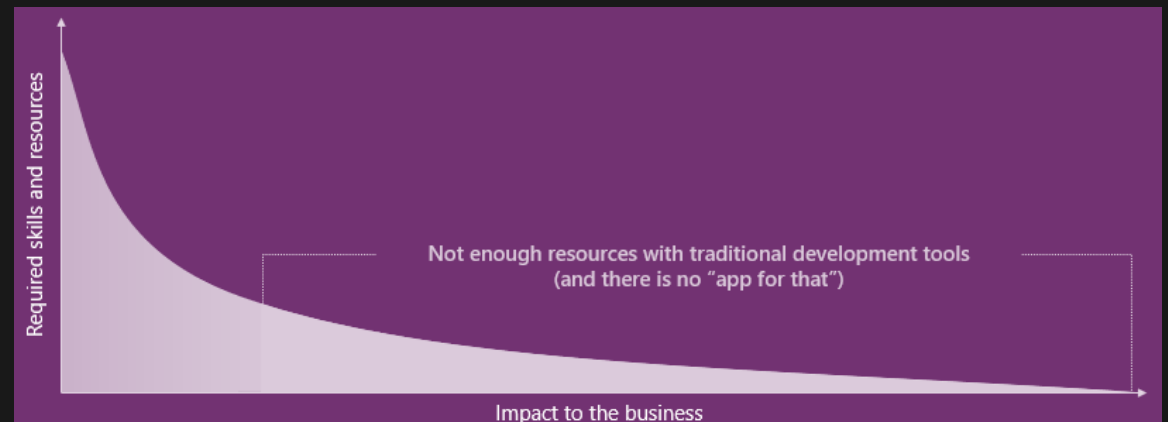
86% of surveyed organizations struggle to find technical talent⁴

1. Satya Nadella, Microsoft FY19 Q4 earnings call, July 2019, 2. [“Achieving business resilience with cloud application development,” Microsoft Azure blog](#), 3. IDG: Big Data Survey 2017, 4. [“Microsoft Goes All-In On Hybrid Cloud And Edge At Ignite 2019,” Forbes](#), 5. [“Gartner Magic Quadrant for Enterprise Low-Code Application Platforms,” Gartner](#)



65%

of enterprise application development will be in the low-code category by 2024⁵

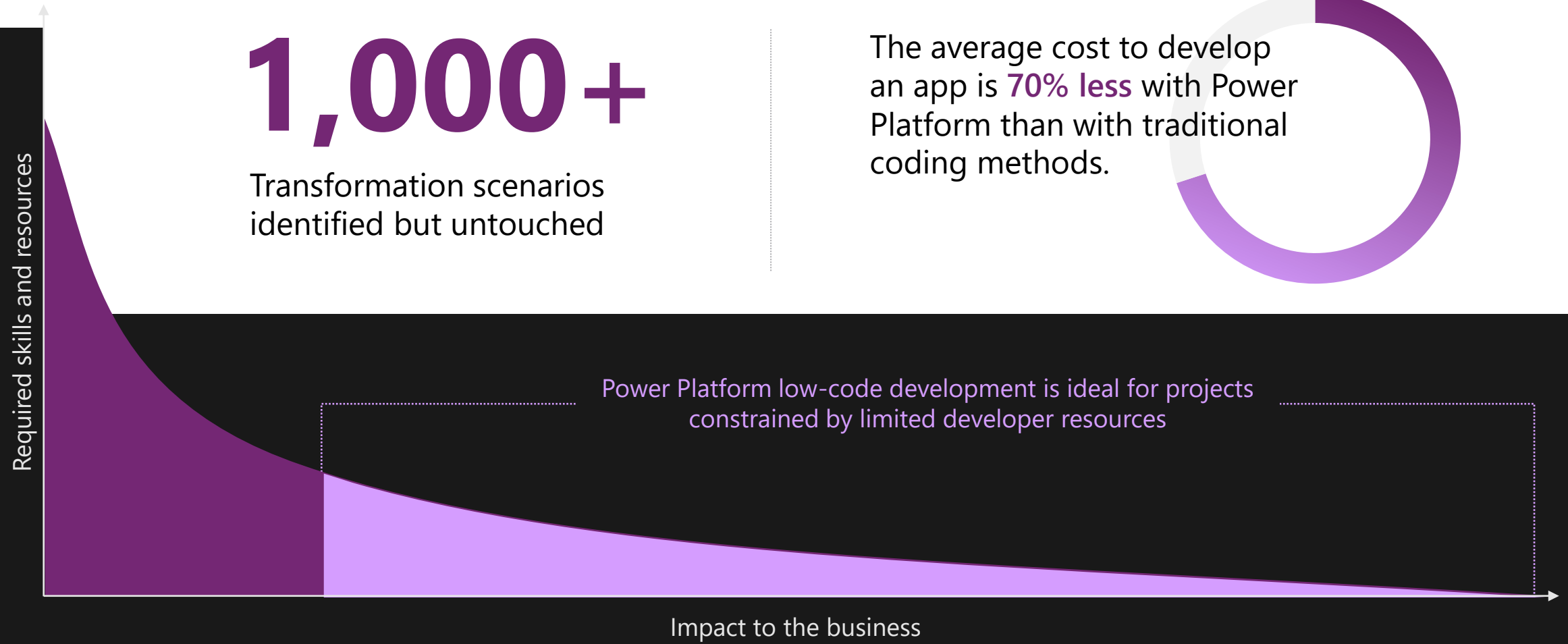
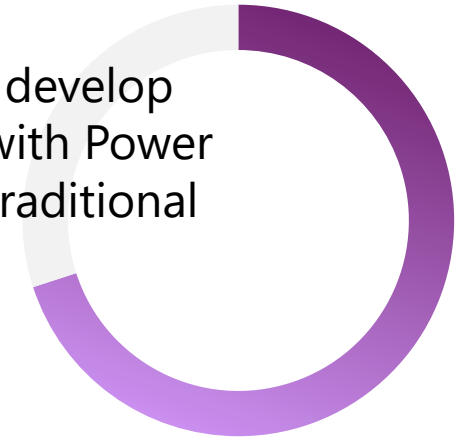


Low-code extends your development potential

1,000+

Transformation scenarios
identified but untouched

The average cost to develop
an app is **70% less** with Power
Platform than with traditional
coding methods.



This is our new reality

Shift to remote work and emphasis on resilience

41%¹

of employees will work remotely after the pandemic, compared to 30% before

55%²

of surveyed businesses were focused on efficiency, not resiliency, pre-COVID, and were fragile as a result

Workforce expectations for digital experiences

35%³

of the workforce is currently digital-native millennials who demand better digital experiences in the workplace

5X⁴

Demand for mobile apps is growing 5X faster than IT departments can deliver

Economic downturn and drive for efficiency

6.1%⁵

Contraction in US GDP in 2020—the most severe recession since the end of WWII

92%⁶

of surveyed business leaders agree that to survive and flourish post-COVID, companies must enable process automation

1. ["Gartner HR Survey Reveals 41% of Employees Likely to Work Remotely at Least Some of the Time Post Coronavirus Pandemic," Gartner](#)

2. ["9 Future of Work Trends Post-COVID-19," Gartner](#)

3. ["The Low Code Revolution - Charles Lamanna," YouTube](#)

4. ["How to Deliver Enterprise Mobile Apps Faster," Gartner](#)

5. ["COVID-19 to Plunge Global Economy into Worst Recession since World War II," World Bank](#)

6. ["Business Process Automation to Thrive in the Post-COVID World," The Harris Poll](#)

Business and IT challenges



Budget
constraints



Technical skills
shortages



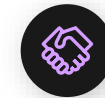
Security and
compliance risks



Time and resource
constraints



Rising customer
expectations



IT/business
partnership

Customers that don't adapt face a tough road ahead



System vulnerability

Lack of control over IT governance and security

Inability to respond to new compliance requirements

Demand for remote worker access leaves systems exposed



Operational inefficiency

Disruption of supply chain & new bottlenecks

Money & worker hours spent on manual and duplicative tasks

Labor-intensive and slow analytics



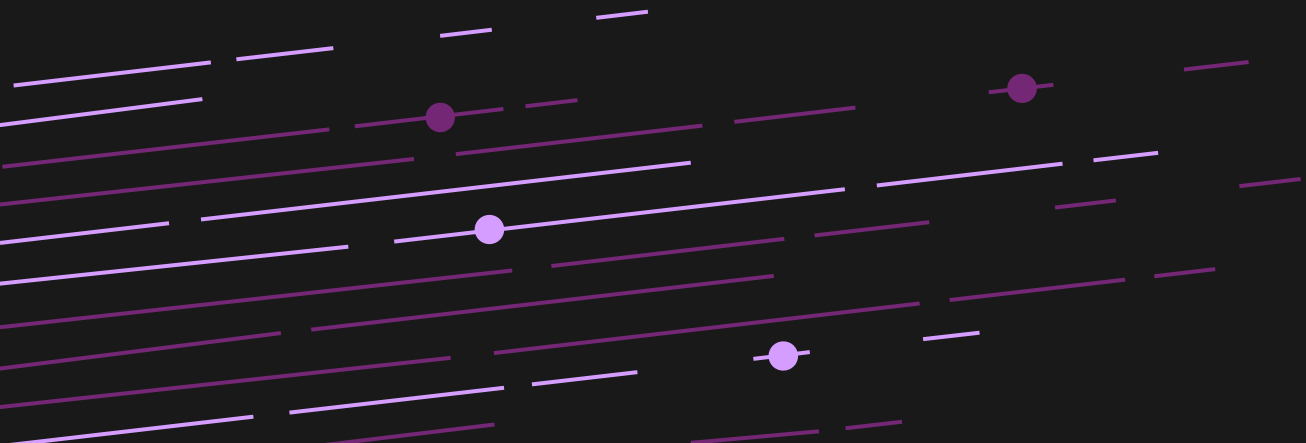
Inability to scale

Inefficient scalability to current market demands

Outgrown legacy systems and processes

Lack of system integration across systems creates reporting limitations

Why Microsoft Power Platform?

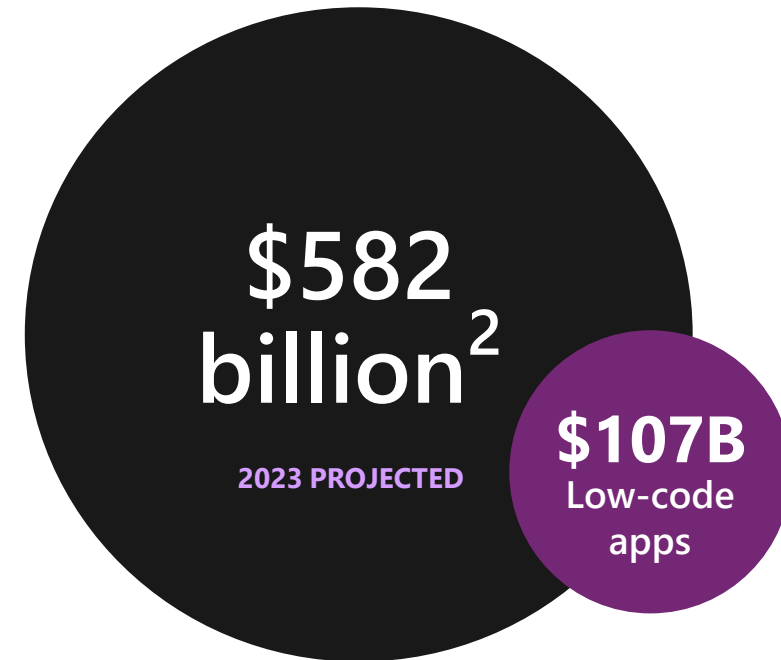


The addressable market for low-code applications continues to grow

Addressable market



Services opportunity



1. Microsoft internal research, 2020

2. Forrester TEI, 2019 and Microsoft internal research, 2020

Customer adoption is accelerating partner momentum

74% 

Reduction in application
development costs

>188% 

ROI after 3 years

3x-5x 

services revenue

>132K 

Worker hours saved from
streamlined and automated
activities

6 months

Payback period on
original investment

90% 

Partners hiring new architects
and developers in 2021

“
We have never
been busier, and
never made
more money”

Dave Chennault
Partner, Skylite Systems

“ Ability to impact business processes changed and created a major shift and brings value so much faster...[We have] grown engagements but need less people because they can be on multiple projects.”

Rem Saparco
Co-Founder, Fidelity Factory

“ A lot of what we do is educate people on the art of the possible. Understanding what you can do at little to no effort to build applications and automate business processes gets customers excited—and drives adoption.”

Ian Dicker
Director of App Modernization,
Spyglass Solutions

“ Low-code reduces barrier to entry and makes it easy to prototype, enables quick development and iterations, and simplifies bespoke development, making it more valuable.”

Henri Fourie
Head of Delivery, Mint Group

“ I would say we've seen an explosion in growth, where we're into hundreds of percent growth in terms of the Power Platform team and revenue. We've gone from relatively small numbers, and being a sort of niche, to being something that practically is included in almost everything we do.”

Paul Saxton
Chief Technology Officer, DXC

Transform with Power Platform



No code

Drag and drop experiences that are like PowerPoint



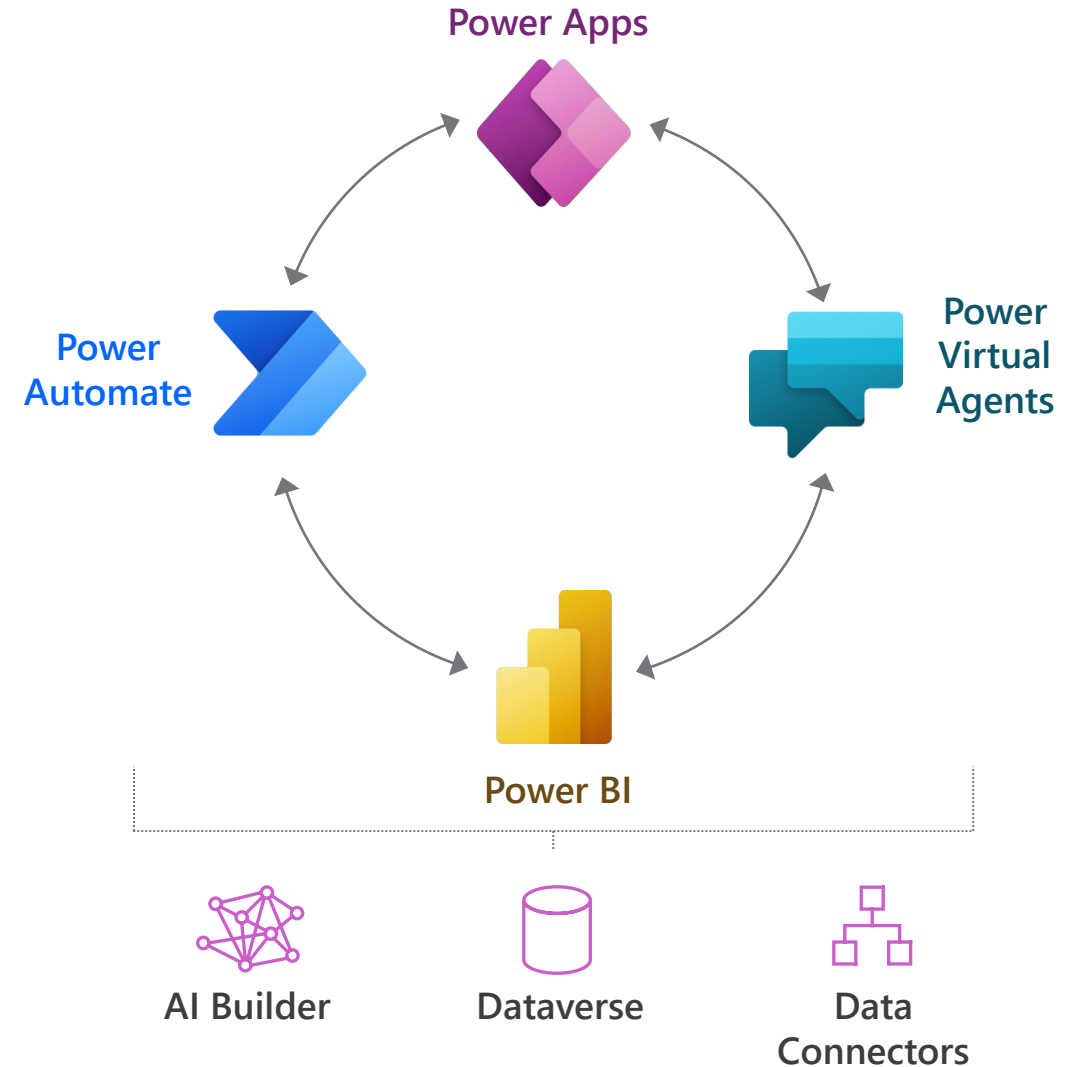
Low-code

Drag and drop plus Excel-like formulas for functionality



Code first

Professional development & extensibility across Microsoft



Turn great ideas into impactful solutions

Work together to meet challenges effectively with **Microsoft Power Platform**—analyze data, build solutions, automate processes, and create virtual agents

Microsoft Power Platform is an intuitive, extensible platform of low-code tools that empowers all your users—regardless of their technical capability—to collaborate and build transformational solutions across your organization.



Rapid
development



Modular
building blocks



Agile, flexible
solutions



500+ built-in connectors



Seamless hybrid connectivity to on-premises systems via the on-premises data gateway



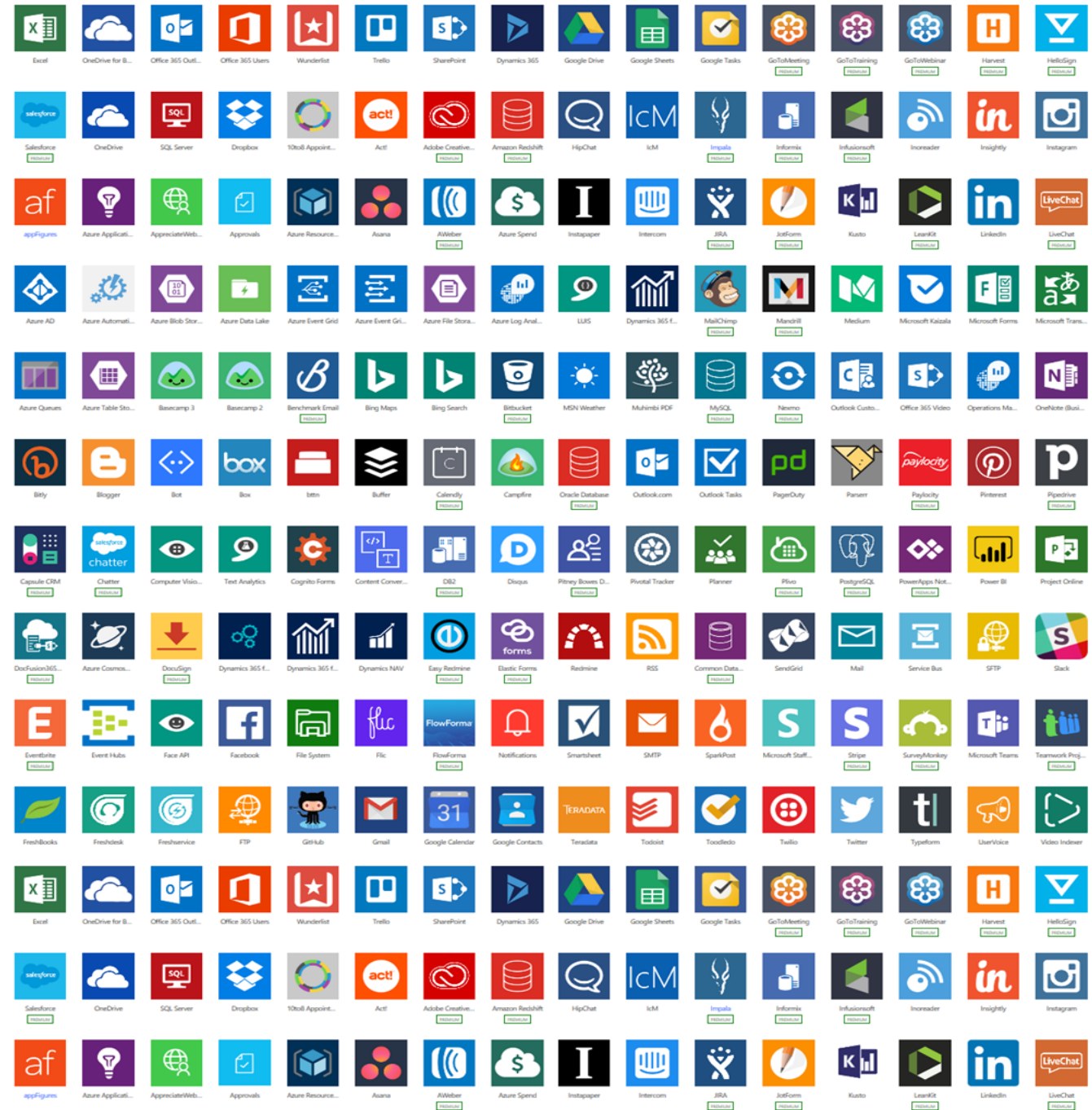
Develop and register custom connectors as a building block for citizen developers



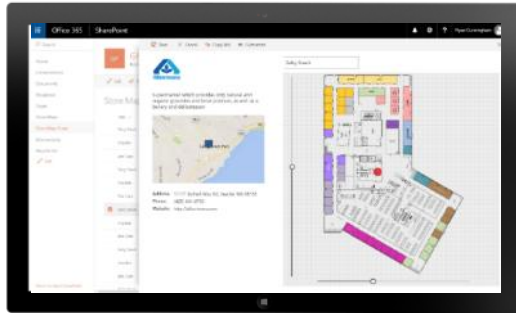
Use multiple data sources in a single application for processes that span systems



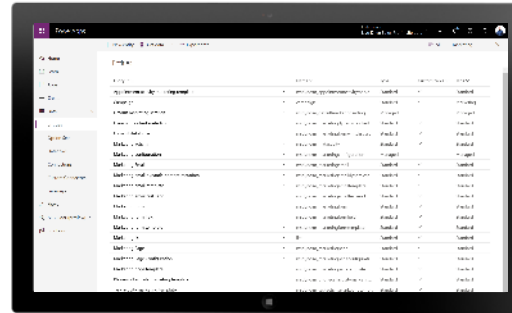
Connect to cloud services, content services, databases, and APIs



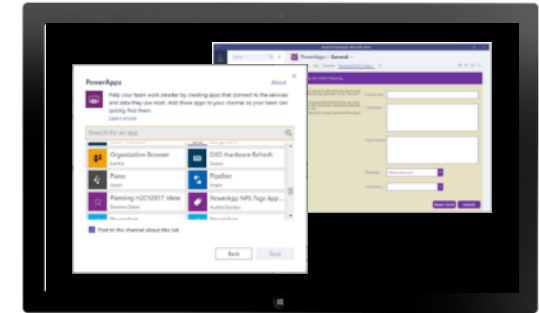
Create Microsoft Teams hosted apps with Power Apps



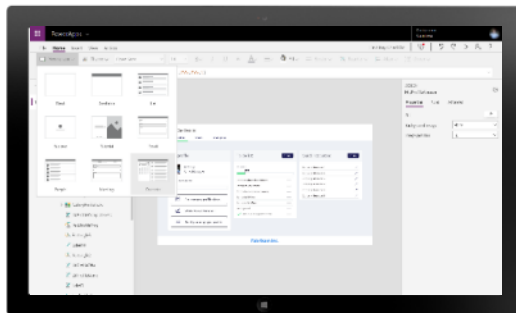
Publish Power Apps as a SharePoint web part or create a custom SharePoint list experience



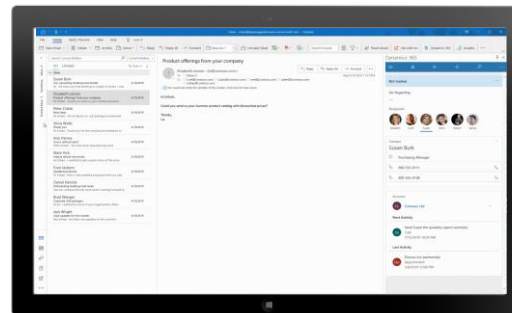
Dynamics 365¹ for customer engagement runs on Microsoft Dataverse



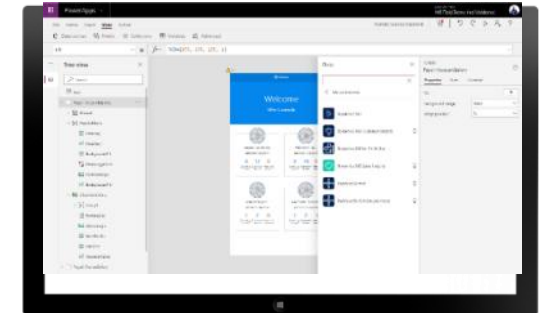
Microsoft Teams hosted apps with Power Apps



Use Microsoft 365¹ data through built-in connectors and screen templates



Bring data from Microsoft Dataverse and Power Apps UX to Outlook with the mail app.



Extend Dynamics 365 with mobile Power Apps solutions

1. Sold separately.

Power Apps: a low-code approach to building apps



Build standalone web and mobile apps, or customize existing apps in Microsoft 365 and Dynamics 365



Connect to all your data with 400+ pre-built connectors and custom connectors



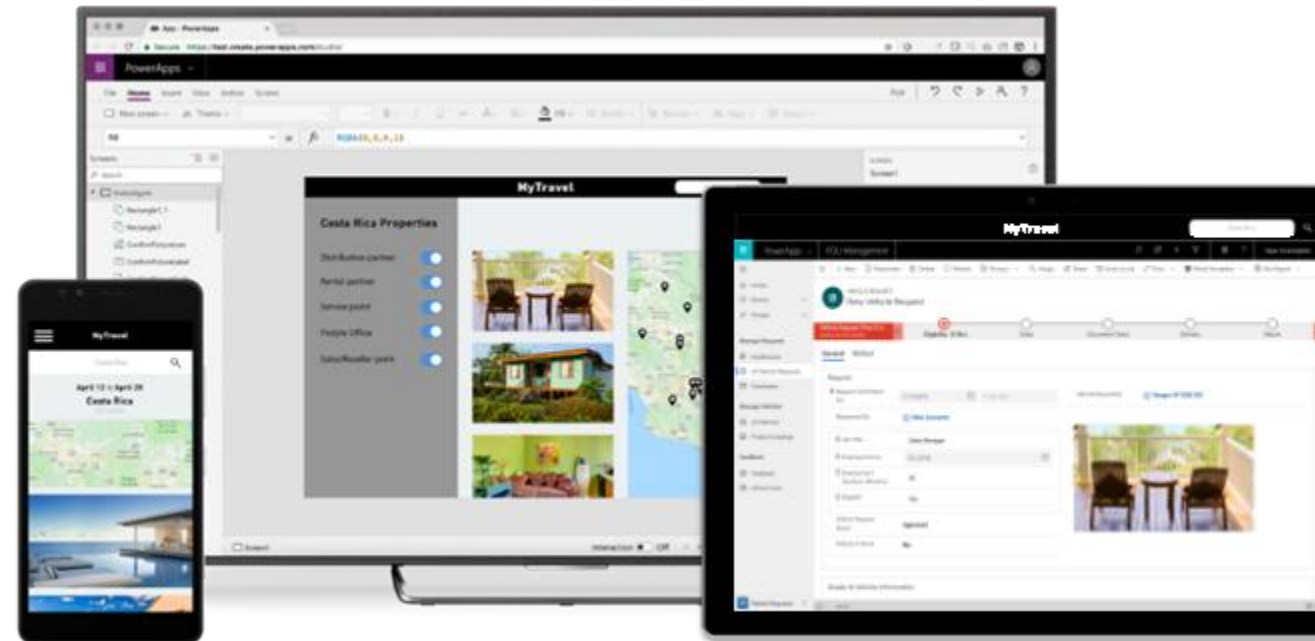
Add AI and intelligence with ease through built-in cognitive services



Provide IT guardrails with enterprise-grade governance and security controls



Pro-developer extensibility enables a “no limits” platform that spans business users to professional developers



Low-code back end with Microsoft Dataverse



Jumpstart apps using an extensible data model with business logic, security, and integration built in



Enable AI through built-in cognitive services powered by AI Builder and Azure



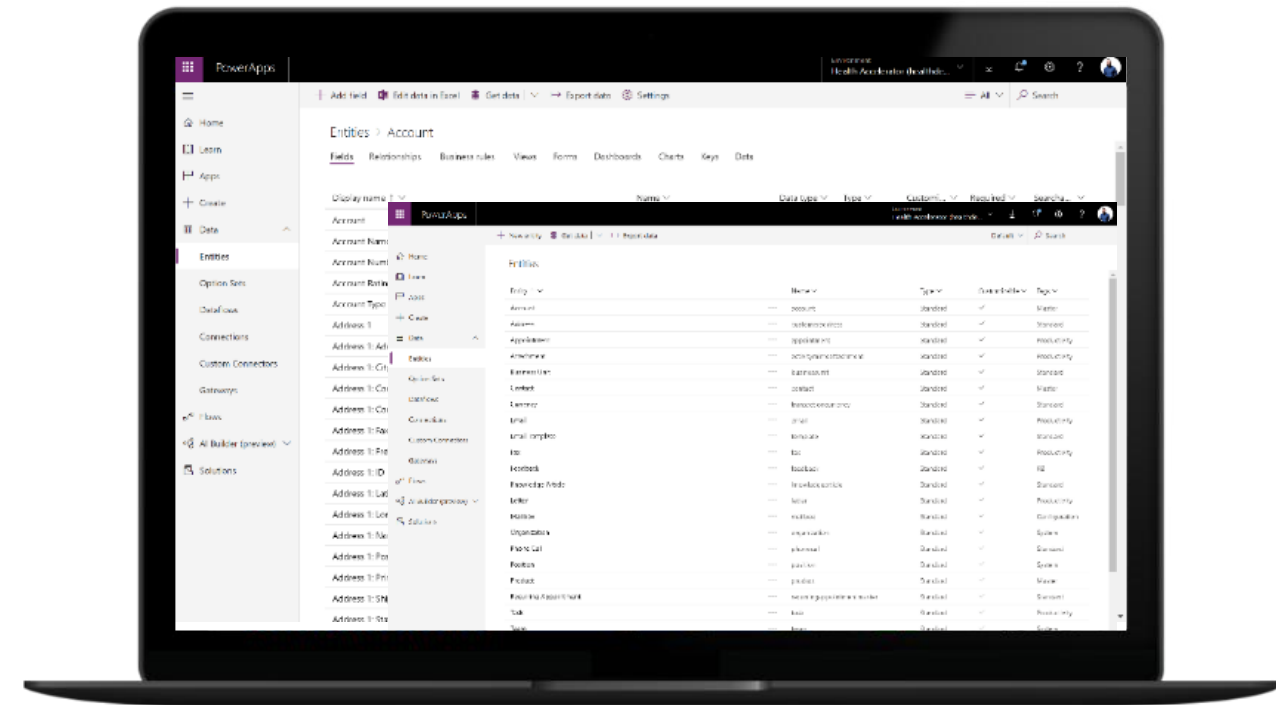
Extend data and processes to external and anonymous users with Power Apps portals



Support all your data:
relational data, file and
blob storage, logs, and
search indexing



Effortless Dynamics 365,
Microsoft 365, and Azure
integration as well as powerful
integration capabilities



Innovate at the speed of your creativity

Comprehensive set of multi-experience app capabilities



Power Apps

Physical and digital world



IoT Edge



IoT Hub



Mixed reality



Geospatial



Mapping



HoloLens

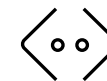
Artificial intelligence solutions



AI builder



Azure cognitive services



Robotic Process Automation



Power Virtual Agents



Power BI

Innovative integrations



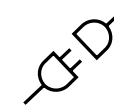
GitHub



Teams



Portals



350+ connectors



API management



Build business apps faster, easier



Take your apps to the next level



Scale with confidence



One platform, unlimited innovation

"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

Build



A platform for all makers

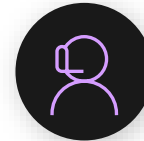
Citizen developer, IT administrator, professional developer, app wizard: we've got you



Intuitive to use & easy
to learn for citizen
developers



One admin center to
rule them all for IT
administrators



World-class pro
developer support
and ALM

Basic

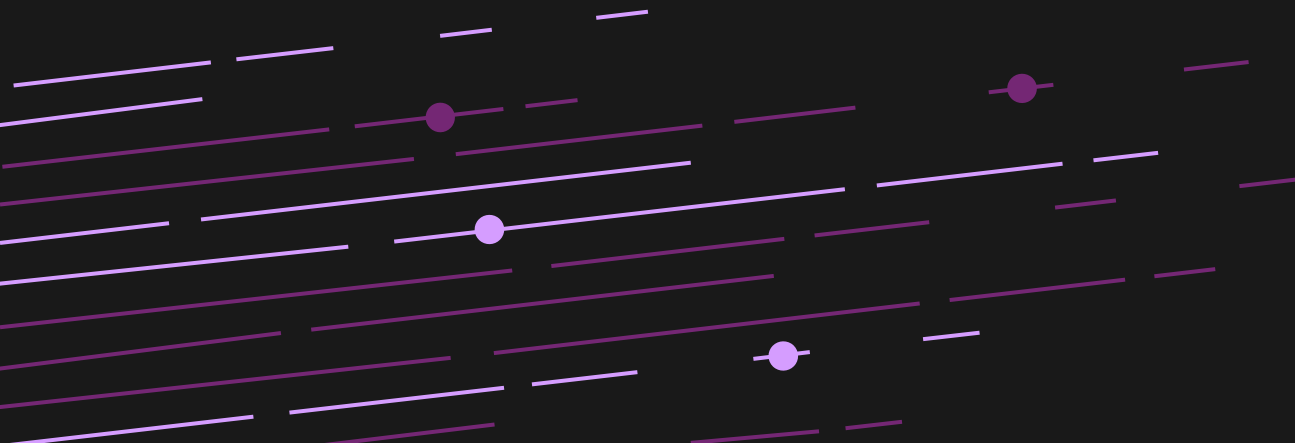
CITIZEN DEV

Complex

PRO DEV

Power Platform Profitability

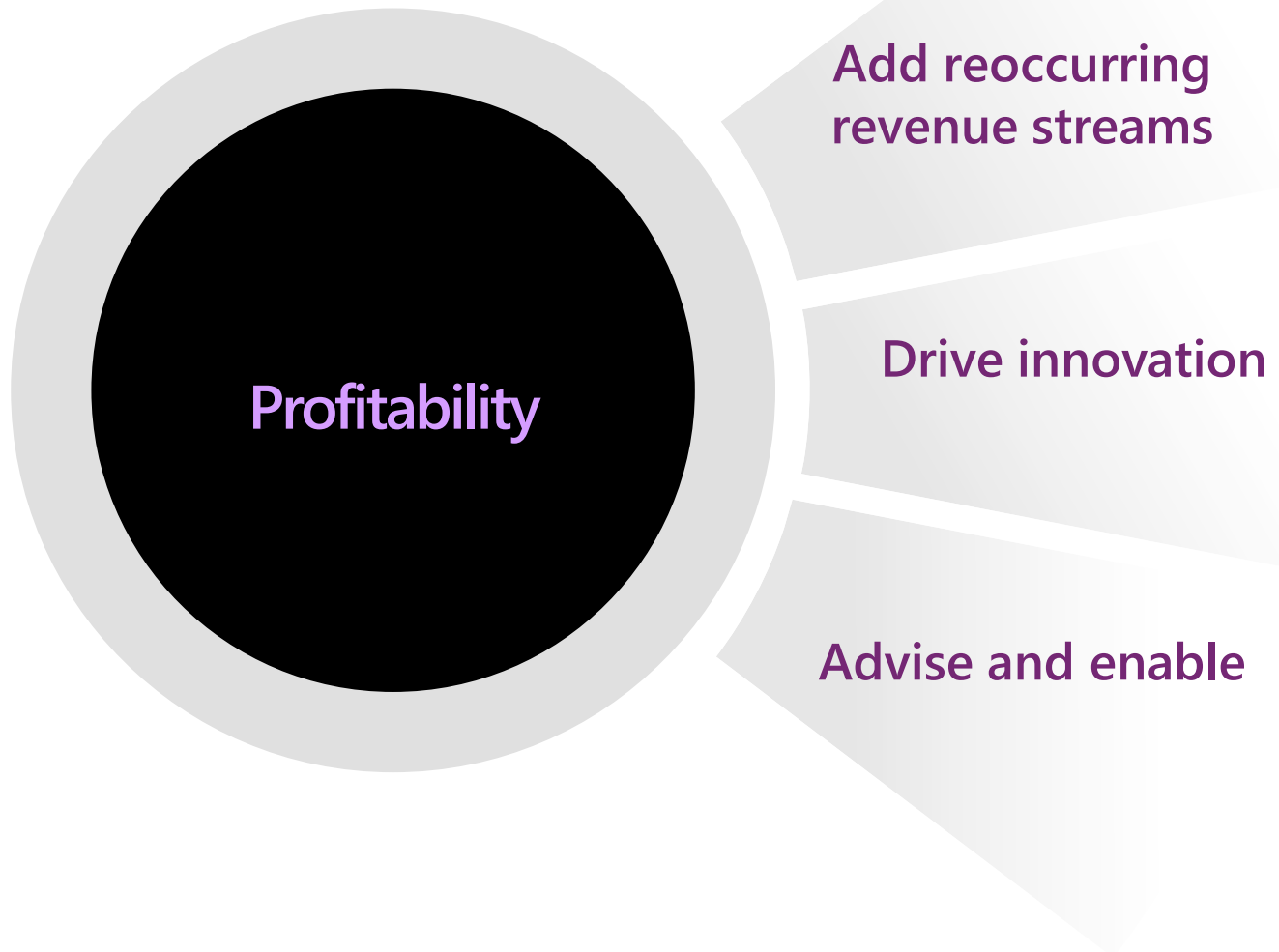
Become the strategic advisor
to enable business growth



Expand your service offerings further in a comprehensive cloud ecosystem



Power Platform profitability overview



Build an app (solution development)

Add a high-margin, reoccurring revenue stream to your P&L.¹

Bolster existing managed services offerings

Simplify implementation with low-code development and easy integration

Increase customer loyalty

Reduce customer acquisition costs

Become a trusted advisor and build your low-code practice with business process automation.

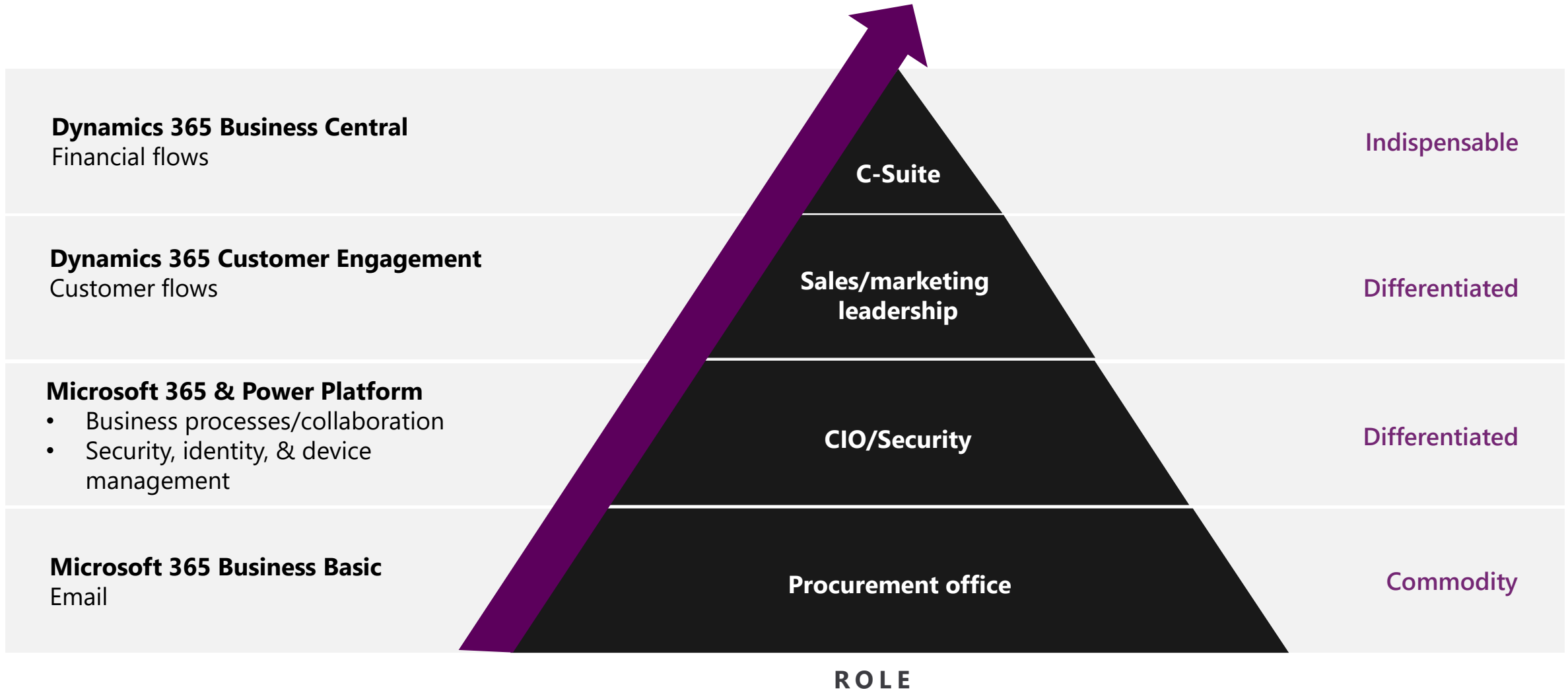
Enable your customers to increase agility and speed time-to-market by automating business processes

1. Based on Partner Economics benchmarking database, partner-owned IP typically generates margins in excess of 70%+

Land & expand: target workloads, solutions, and contacts

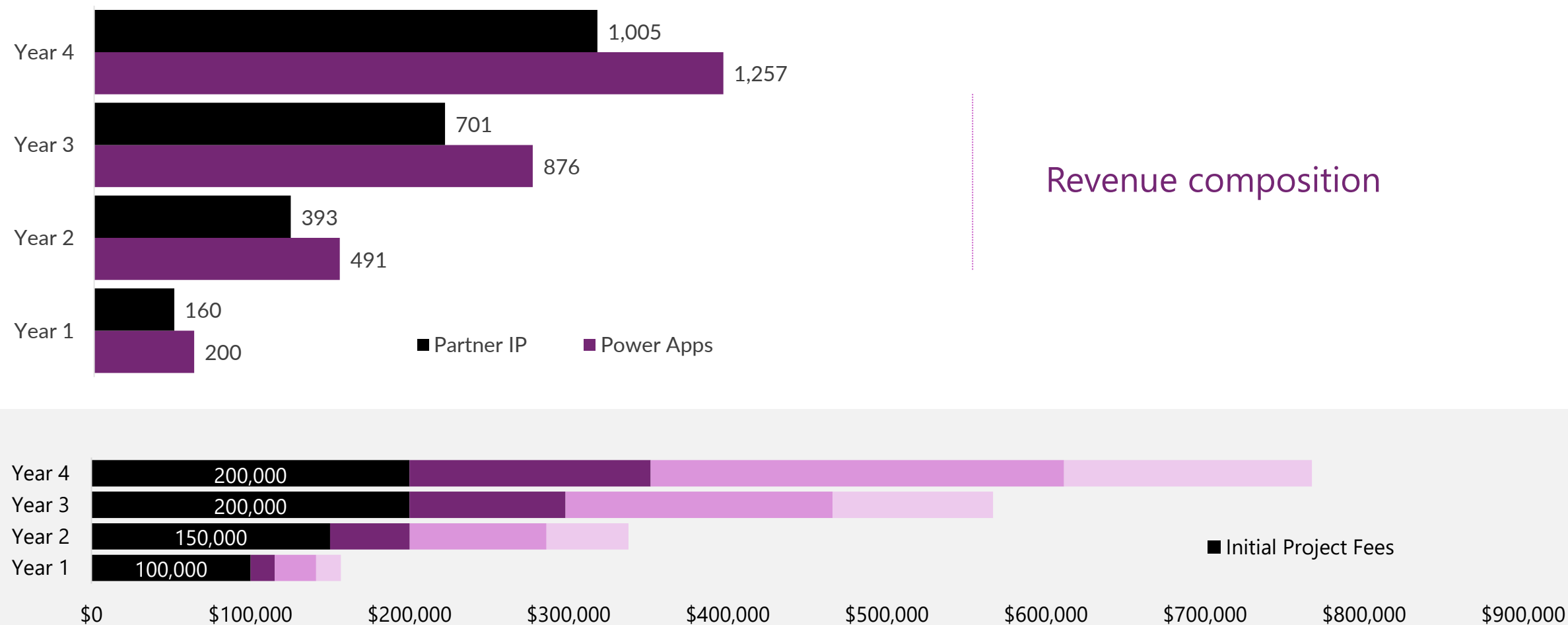
Core solutions & workloads

Partner influence



Example: Power Platform growth opportunity through Power Apps

Partner profitability revenue composition¹



1. This is an example: for your own revenue potential, see the [Power Apps Financial Model](#).

Partner return on investment¹

P&L impact summary

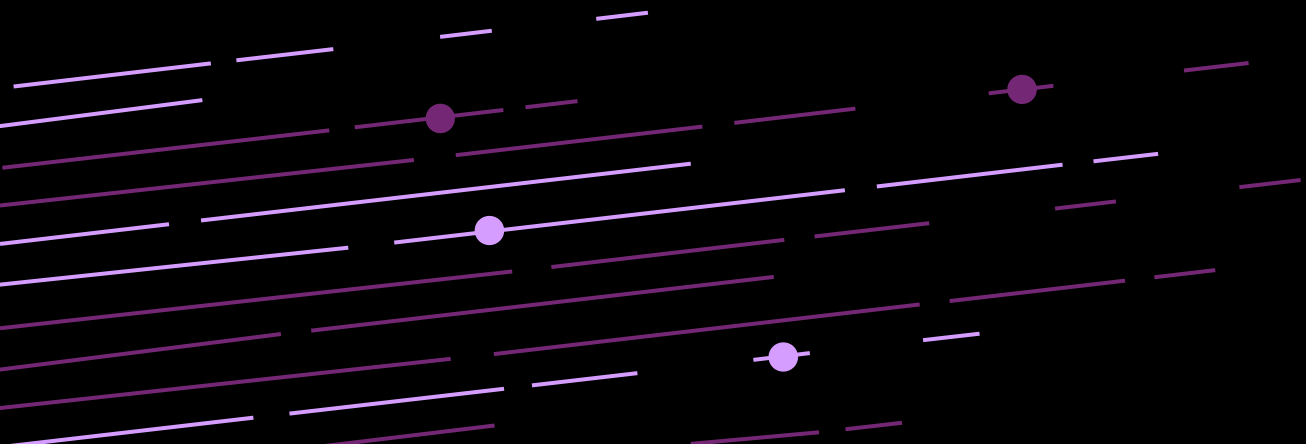
	YEAR 1	YEAR 2	YEAR 3	YEAR 4
Revenue	\$213,793	\$525,956	\$935,061	\$1,337,058
Revenue/FTE	\$213,793	\$350,637	\$623,374	\$891,372
Contribution margin (\$)	\$29,427	\$134,026	\$312,596	\$475,598
Contribution margin (%)	13.8%	25.5%	34.4%	35.6%
P&L impact summary				\$4,441

Typical annual cost fees

Initial project fees	\$10,000
Ongoing support fees	\$2,500
Power app subscription fees	\$1,1440
Partner IP subscription fees	\$180

1. This is an example: for your own revenue potential, see the [Power Apps Financial Model](#).

Where does Microsoft Teams
fit into all of this?



Microsoft Teams

The hub for teamwork in Microsoft 365



Chats



Meetings



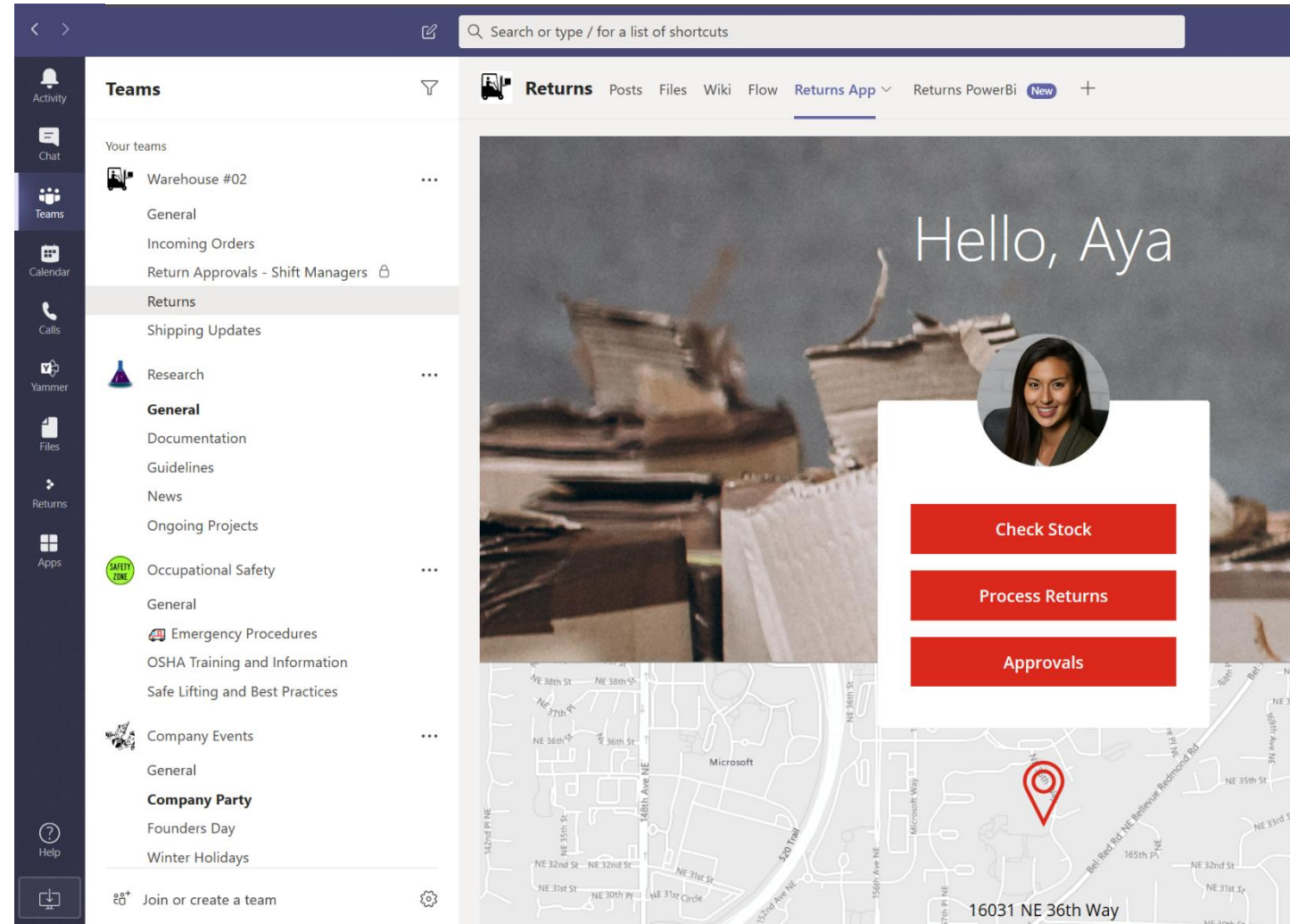
Calls



Files



Apps and workflows



Teams is a platform for your apps and workflows



Microsoft Teams

Productivity apps



Low-code dev
and automation



Processes and
custom apps



Departmental
tools



Employee
resources



Processes and
workflow



Support and
info

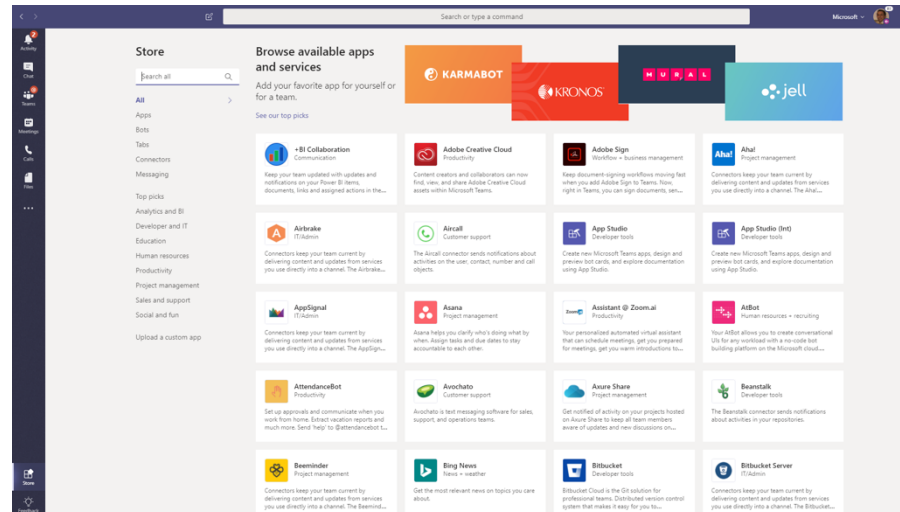
Integrated apps, processes automation, and business intelligence

Teams as an application platform

Microsoft Teams provides a powerful and extensible platform

Build apps with a rich set of capabilities to reach your users through chat, channels, notifications, and personal workspace.

Integrate with new or existing business processes and services.



TABS

Surface rich content as well as Power Apps and SharePoint Framework-based solutions

POWER APPS, POWER BI

BOTS

Help users get tasks done in conversations

POWER VIRTUAL AGENTS

MESSAGING EXTENSIONS

Allow users to query and share rich cards in conversations

CONNECTORS

Post rich updates to channels

ADAPTIVE CARDS

Add rich interaction to your connector cards

POWER AUTOMATE

ACTIVITY FEED

Engage users via feed notifications

POWER AUTOMATE

MICROSOFT GRAPH

Build in intelligence and connect to data that drives productivity

APP STORE

Drive engagement by submitting your app to our app store or just to certain company stores

POWER APPS

Teams + Power Platform

Consistent investment and demand

**NOVEMBER
2019**

Apps can be published to Teams as personal apps

**MAY
2019**

Ability to add Power Virtual Agents chatbots to Teams is announced

**JAN
2021**

Apps can now be shared beyond a team—broad distribution apps

**MARCH
2020**

"Crisis Comms" template published for customers to download/deploy to Teams

**AUG
2020**

Deepened Teams + Power Platform integration

“

Thousands of organizations are relying on new integrations between Microsoft Teams and Power Apps to share timely information”

Satya Nadella
April 2020

“

Power Platform integration with Teams makes these tools more discoverable and accessible to users, and unlocks a conversational approach to streamlining productivity scenarios”

Jared Spataro
November 2019

“

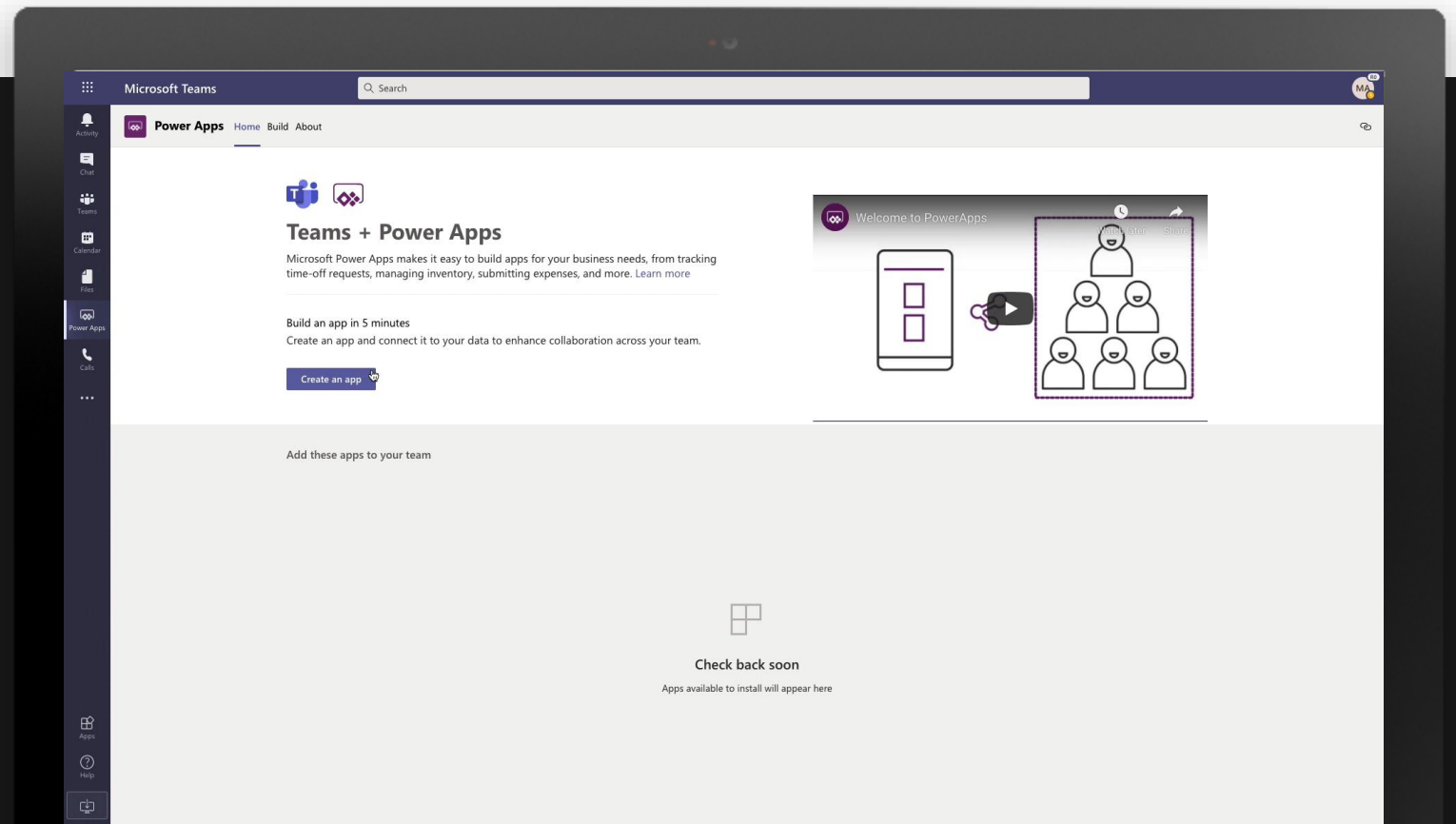
Power Apps in Teams usage has more than tripled since February alone”

Rajesh Jha
May 2020

Power Apps + Teams

Every Teams user can build Power Apps right from Teams with Microsoft Dataverse for Teams, a data service back end based on the full Microsoft Dataverse

Every user can now target a powerful built-in low-code data platform, supporting relational, file, and image data, for any Teams user



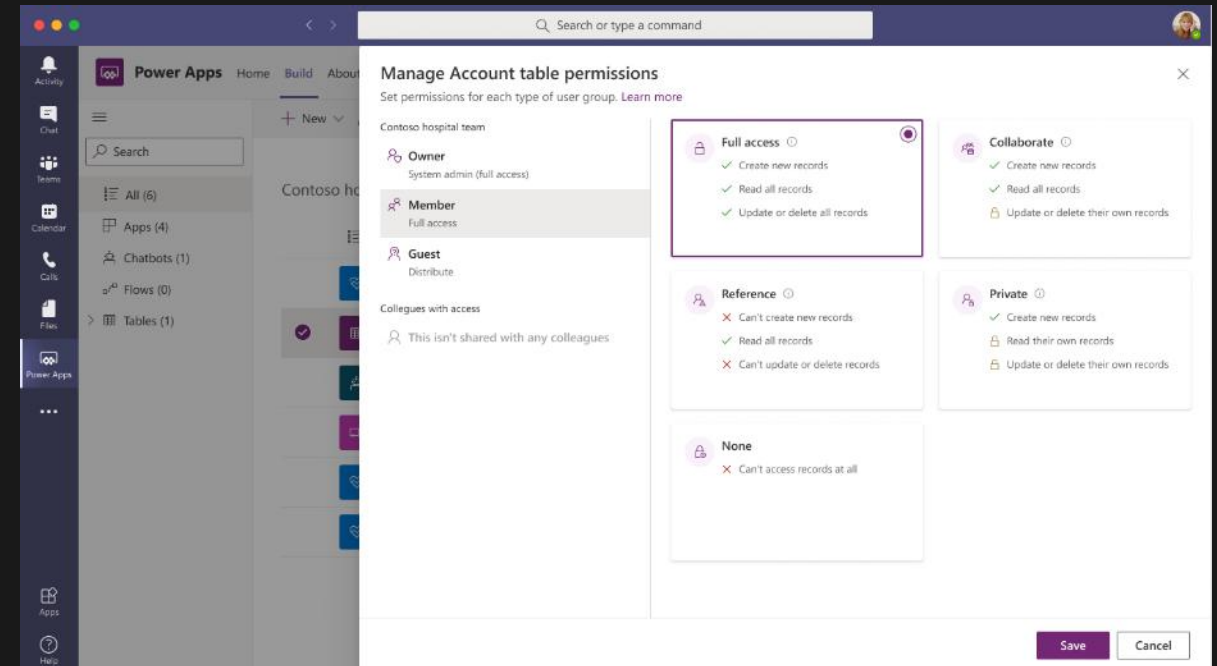
Robust and easy-to-use security for the team...

Microsoft Dataverse for Teams is enterprise grade and designed to work within Teams.

For Teams, it aligns with the core roles identified in that environment, such as team owners, members, and guests.

Access to the environment is restricted to just the team owners, members, and guests.

Different security roles can be assigned to team owners and members.



... and for users outside the team

The IT team can develop an app that's used by a department, a division, or the entire company.

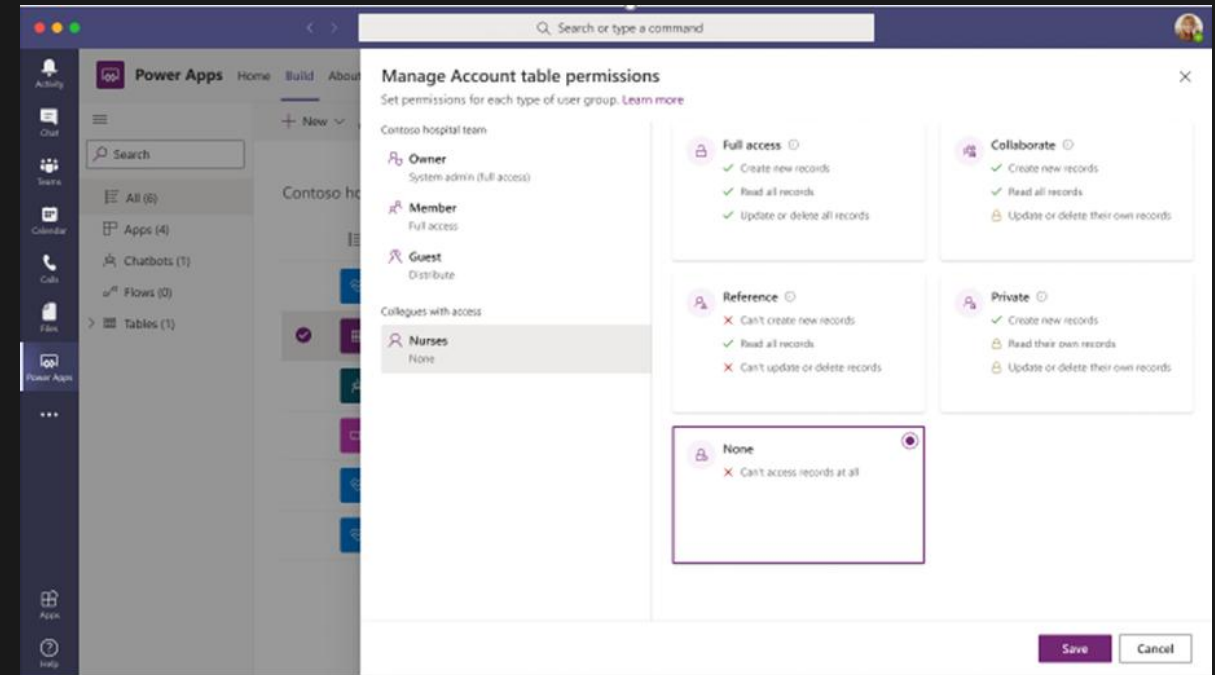
These organizational apps have a team of people who *build* them and a group of people who *use* them.

App users are:

Given access only to the apps you specify.

Not members of the team.

Part of an AAD group you identify, such as "All Contoso" employees.



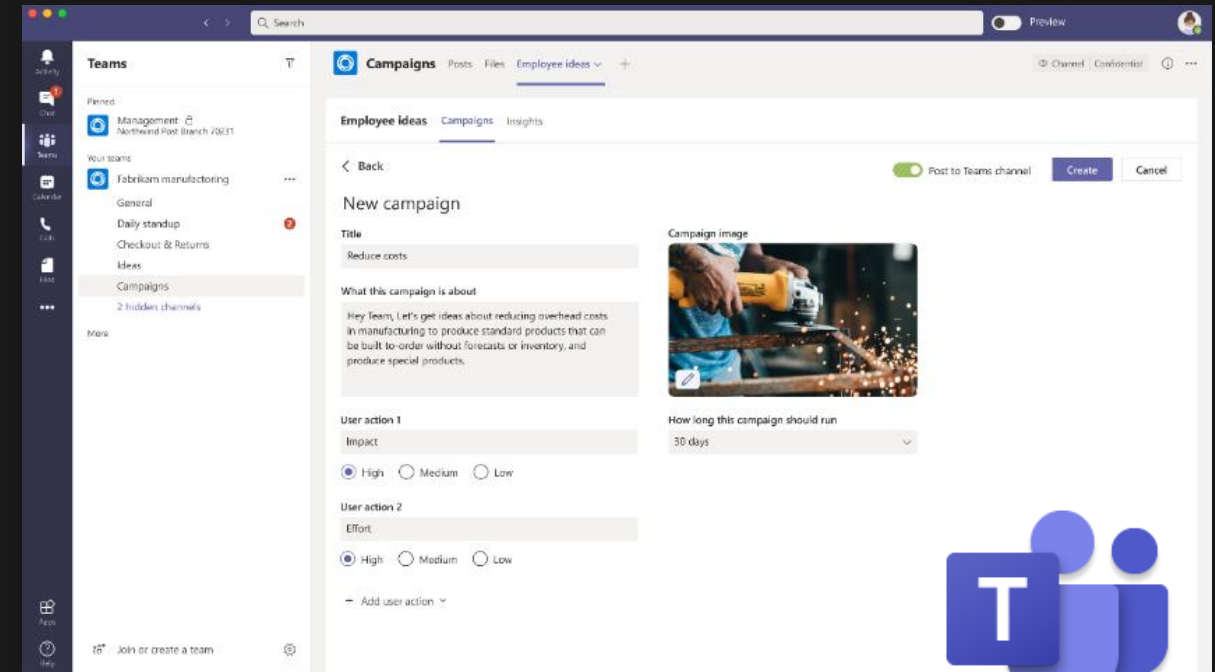
Solutions for Teams deliver pre-built solutions for common scenarios

Take advantage of applications that address common scenarios across industries

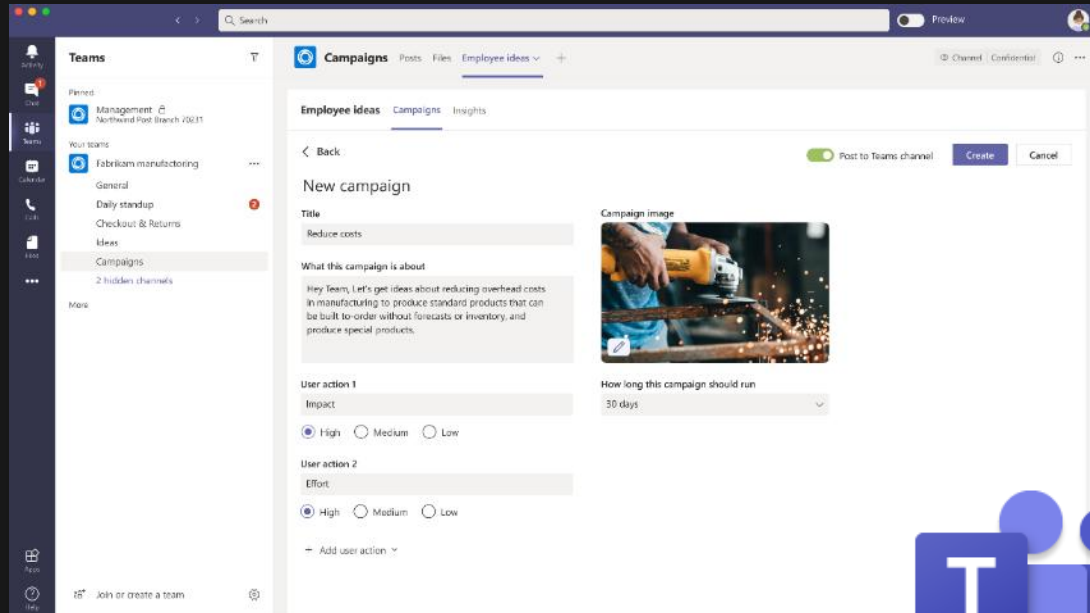
Ready to use out of the box

Customize by:

- Applying theme with corporate branding
- Integrating with internal systems
- Modifying or extending functionality



Enhance common scenarios with customizable templates



Employee ideas



Perspectives



Asset inspection



Issue reporting



Asset check-out



Boards



Milestones



Bulletins

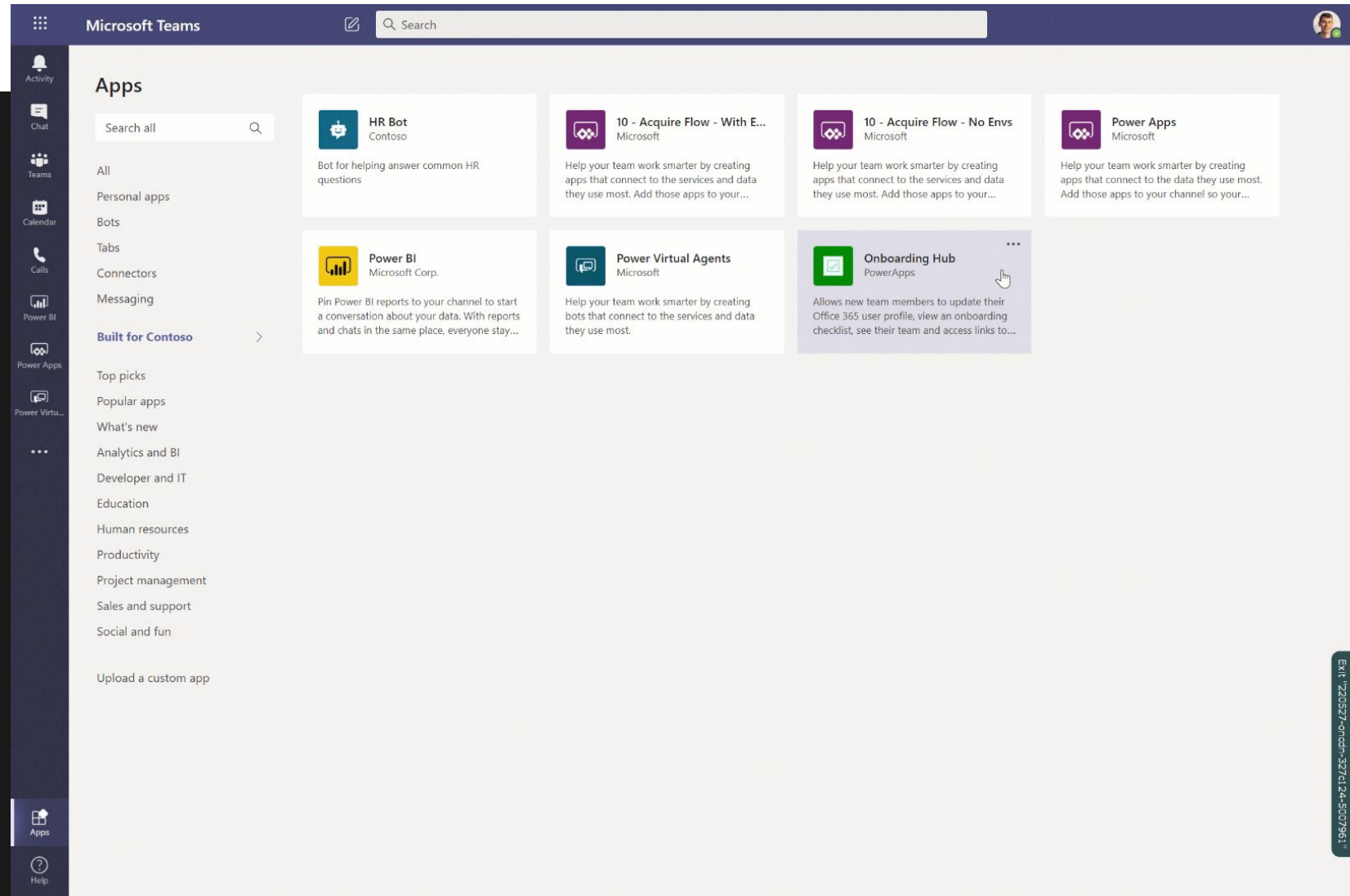


Profile +

Install Power Platform solutions into Teams with a single click

Thanks to Dataverse for Teams, users can find and install custom solutions in the Teams app store.

Citizen developers or partners can now easily put their solutions where Teams users know where to look.



Power Apps + Azure API Management

Empower developers with “no-cliffs” extensibility from Teams and Power Platform to Azure

Extend and distribute your Azure APIs as Power Platform connectors.

Create custom connectors to unlock access to any Microsoft cloud-hosted data source.

Seamlessly push custom connectors to dedicated Power Platform environments for easy discovery in Power Apps.

Leverage Azure Functions and Azure API Management to enable citizen developers to distribute Power Apps in Teams at no additional licensing cost.



Professional developer

Build a custom connector through Azure Function or Azure API Management.

Professional developer

Publish the custom connector to the Power Platform.



Citizen developer

Distribute your Power Apps solution in Teams.

Citizen developer

Use the custom connector in your Power Apps solution.

CUSTOMER TESTIMONIAL

Tacoma Public Schools

"When I learned about Power Apps, that changed the game for me. I found Flow, and OMG, this is a life-changer!"

Lauren Taylor

Assistant Principal, Manitou Park Elementary,
Tacoma Public School District, Tacoma, WA

The screenshot displays a Microsoft Power Apps application titled 'Manitou Park 2018-2019 > General'. The interface includes a left-hand navigation pane with icons for Activity, Chat, Teams, Meetings, Files, and Assignments. The main content area features a 'Developmental Reading Assessment' form. This form includes a header with the title and a green bar, a list of 'Favorites' on the left, and a central section for student information and assessment details. The student information section includes a photo of a student, their full name 'Irvin Sayers', and the teacher's name 'Christie Cline'. Below this, there are three colored boxes representing 'STUDENT FOCUS GROUP' (ELL), 'INSTRUCTIONAL LEVEL' (27), and 'GRADE' (2). The 'TEXT TYPE' is set to 'Nonfiction'. The 'READING ENGAGEMENT GOAL' is 'Self-Assessment/Goal Setting'. The 'ORAL READING GOAL' is 'Accuracy: Word Analysis'. The 'COMPREHENSION GOAL' is 'Literal Comprehension'. The 'PRINTED LANGUAGE CONCEPTS' section is visible at the bottom.

App Builder

Lauren Taylor
Assistant Principal

Company
TACOMA
PUBLIC SCHOOLS
EVERY STUDENT. EVERY DAY.

Organization size
30k+ Staff & Students

Industry
Education

Country
United States

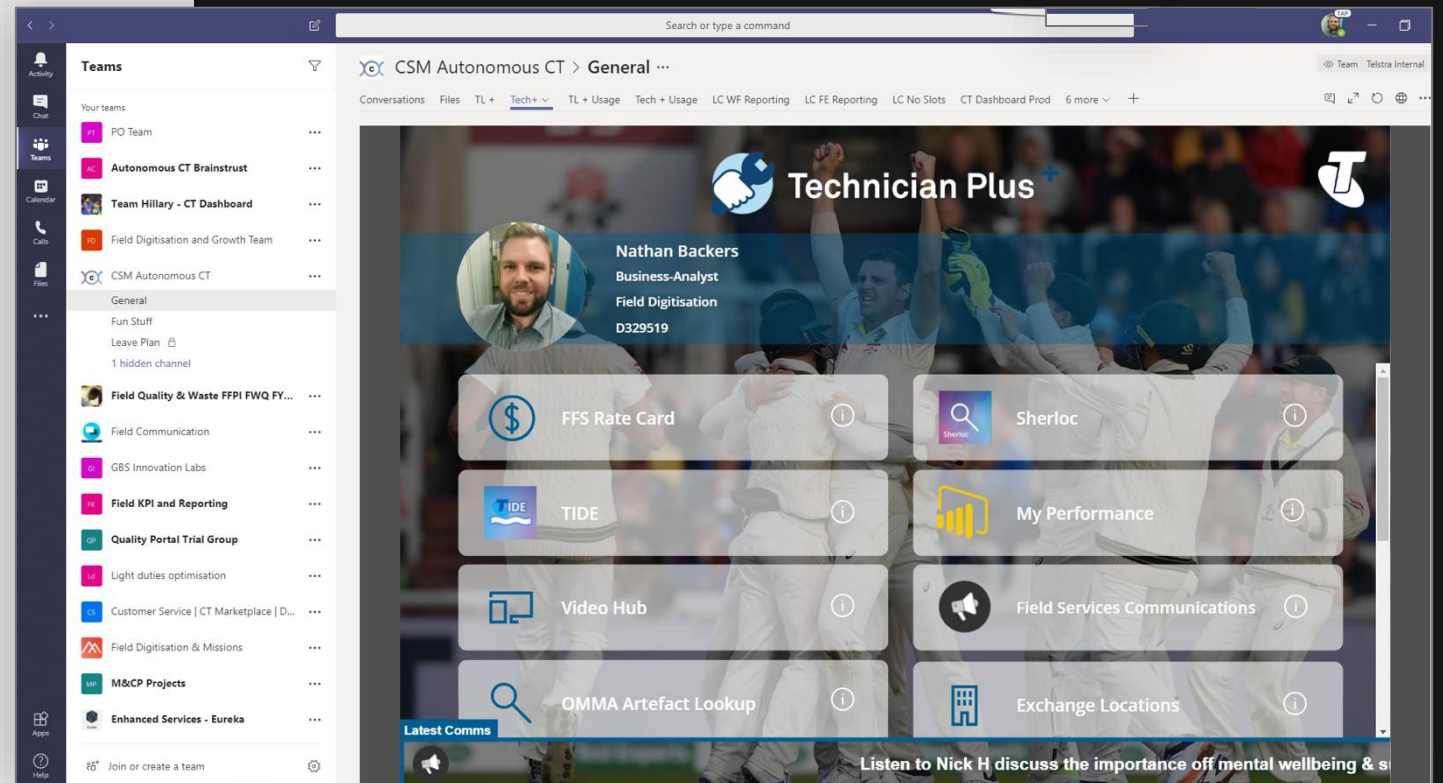
CUSTOMER TESTIMONIAL

Telstra

"We've seen customer service complaints drop 60%, we've been able to document and recover damages to the tune of AU\$16M annually, and have given our field service technicians a singular desktop-to-mobile work experience"

Richard French

Principal – Field Digitization



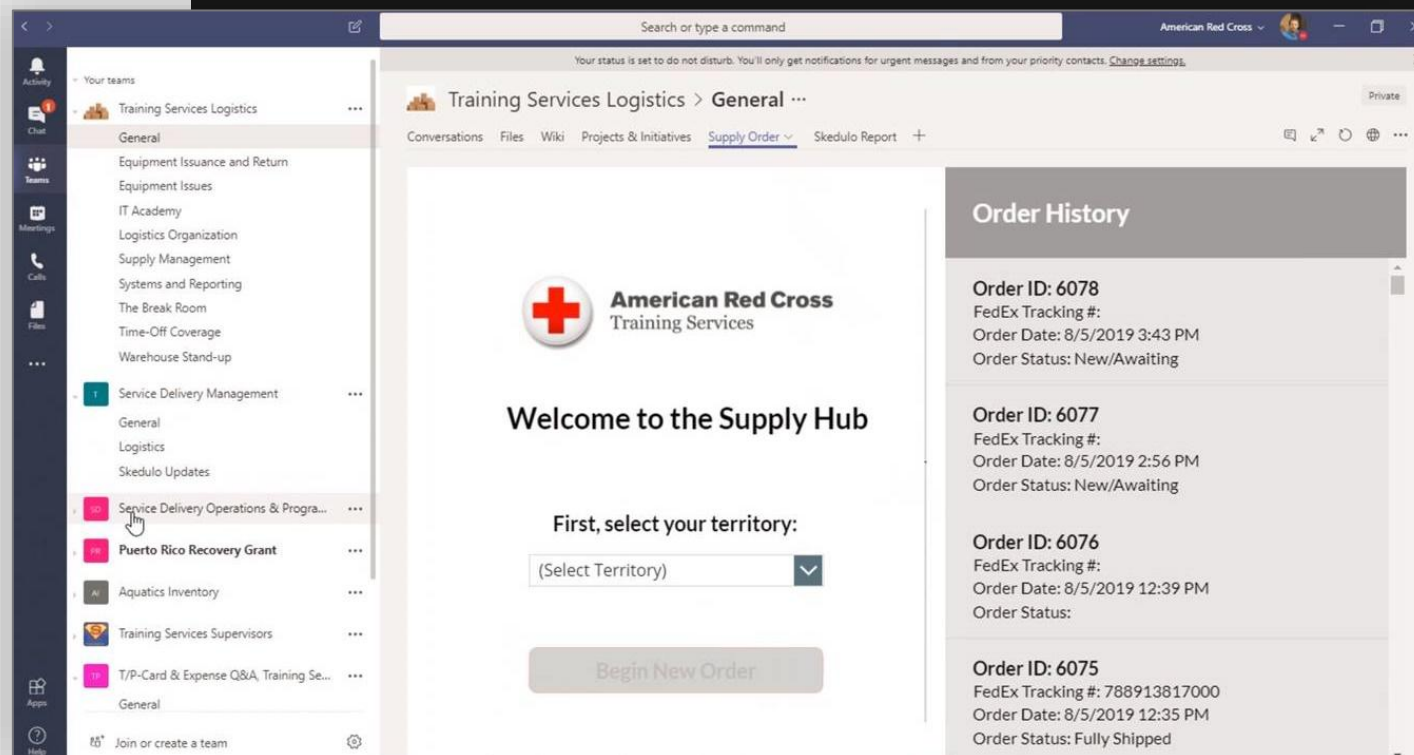
CUSTOMER TESTIMONIAL

American Red Cross

“The app allows instructors to add supplies to a shopping cart, provide the address where they would like the supplies shipped, and then check out the items when ready—an intuitive online ‘shopping’ experience we are all already familiar with”

Nick Gill

National Manager of Service Delivery



Data platform capabilities included in Microsoft Dataverse for Teams

Clients

Microsoft Teams

Data

Rational

Basic data types

Common data modeling
(coming soon)

Custom tables

File + Image

Find, filter, sort

Integration

Power automate

O365 and Microsoft Dataverse for
Teams included, premium with
license

Data flows (import only)

Security + compliance

Encryption at rest

Encryption in transit

Business unit (1 per team)

Admin roles

User roles

Environment lifecycle

One environment per team

Promote to common data
service/D365

Backup

Pont-in-time restore

Disaster recovery

App lifecycle

Unmanaged solution (1 per team)

Managed solution (gallery)

Managed solution (classic
import/export)

Business rules and workflows

Power automate

N/A

Reporting

Data visualization

Power BI (coming soon)

Data platform capabilities that extend capacity, control and security when you need it

Clients

- Web
- Mobile (power Apps/D365 Player)
- Desktop
- Microsoft Outlook
- Microsoft Excel
- Microsoft Teams

Data

- Advanced Data Types
- Activities/Activity Feeds
- Common Data Model
- Managed Lake
- Mobile Offline
- Non-Relational Log
- Relevance Search
- Virtual Entities
- Relational
- Basic Datatypes
- Common Data Model (coming Soon)
- Custom Tables
- File + Image, Find, Filter, Sort

Integration

- API Access
- Event to Event Hub
- Events to Service Bus
- Export to Lake
- Plugins
- Server-Side Sync
- Web Hooks
- Power Automate
- O365 and Microsoft Dataverse for Teams included, Premium with license
- Data Flows (Import only)

Security + compliance

- Admin Roles
- User Roles
- Business unites (multiple)
- Customer Managed Keys
- Hierarchical Security
- Field Level Security
- Sharing WS Trust/Legacy AuthN
- Activity Logging
- Auditing
- Encryption at Rest
- Encryption in Transit
- Business unit (1 per Team)

Environment lifecycle

- Unlimited environments
- Reset
- Copy
- Promote to Common Data Service/D365
- Backup
- Point-in-time Restore
- Disaster Recovery

App lifecycle

- Unmanaged solutions (unlimited)
- Managed solutions (unlimited)

Business rules and workflows

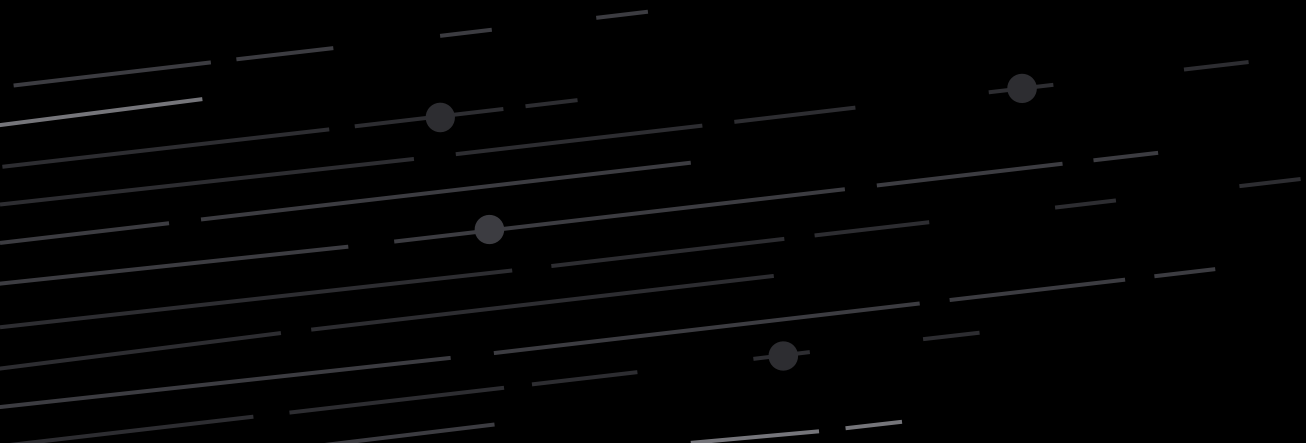
- Business Rules
- Business Process Flows

Reporting

- Paginated reports (SSRS)
- Data Visualization
- Power BI (Coming soon)

Extensibility

Develop faster than ever before



Leverage existing skills and code investments

Use the tools you are familiar with

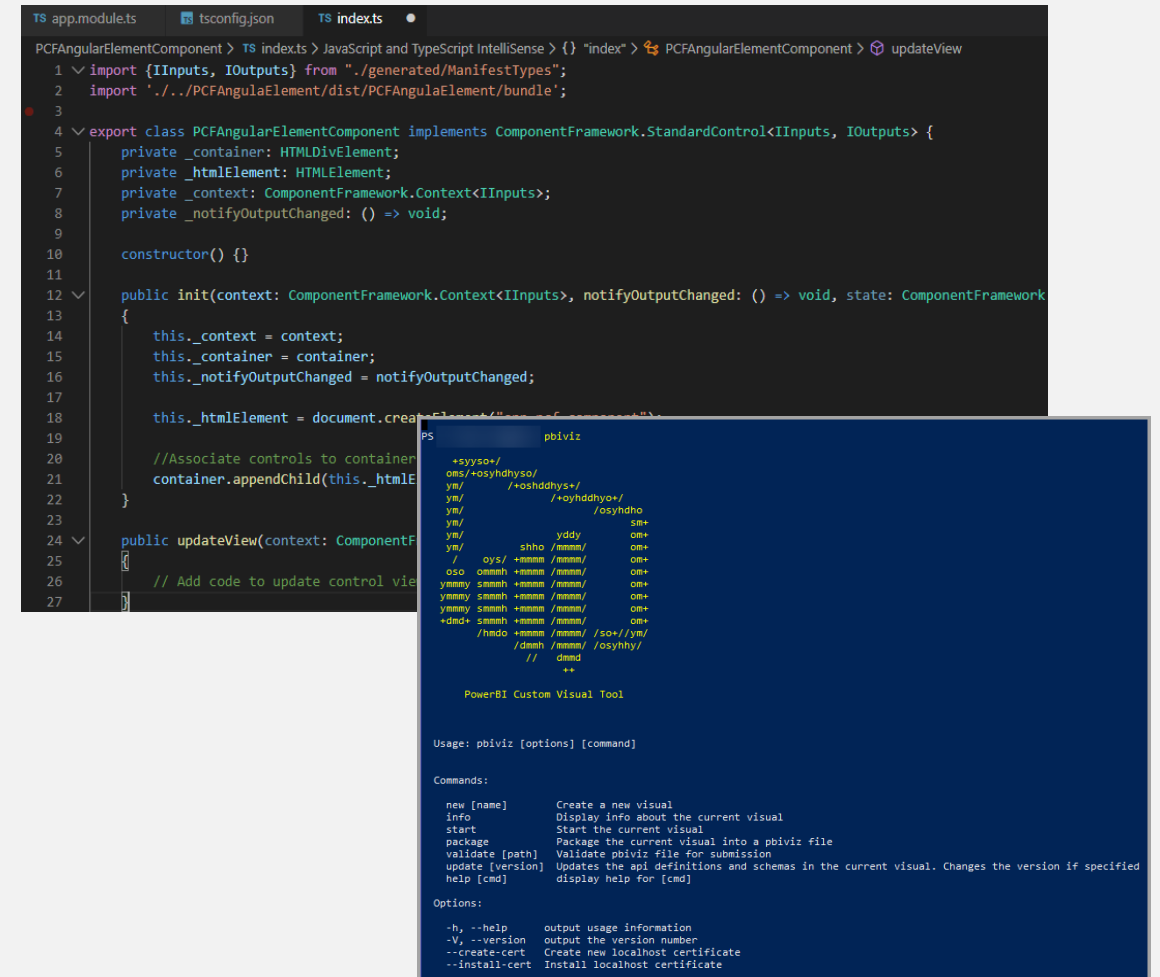
Extension for visuals in the Power Platform is based on TypeScript

Developers can use Visual Studio or Visual Studio Code

APIs with many helper functions

Use common frameworks like React

Command-line tools for building and testing



Support for the whole development lifecycle

1

Build using Visual Studio
or VS Code

2

Test and validate using
the command-line
tool—including live
debugging

3

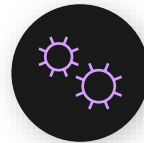
Check in to source
control (Git) and
support automated,
continuous deployment

4

Deploy inside an
organization or
distribute across

Integrate and build custom apps on Microsoft Dataverse

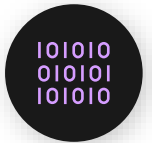
Standard data operations



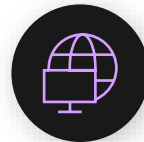
Transaction and bulk operations



Work with metadata



Working with Microsoft Dataverse APIs



Integration API calls



Automate deployments



Custom messages

Low-code creation of reusable components



Quickly develop reusable, embeddable components with the low-code canvas



Reuse within and across apps; compose with pro-dev components

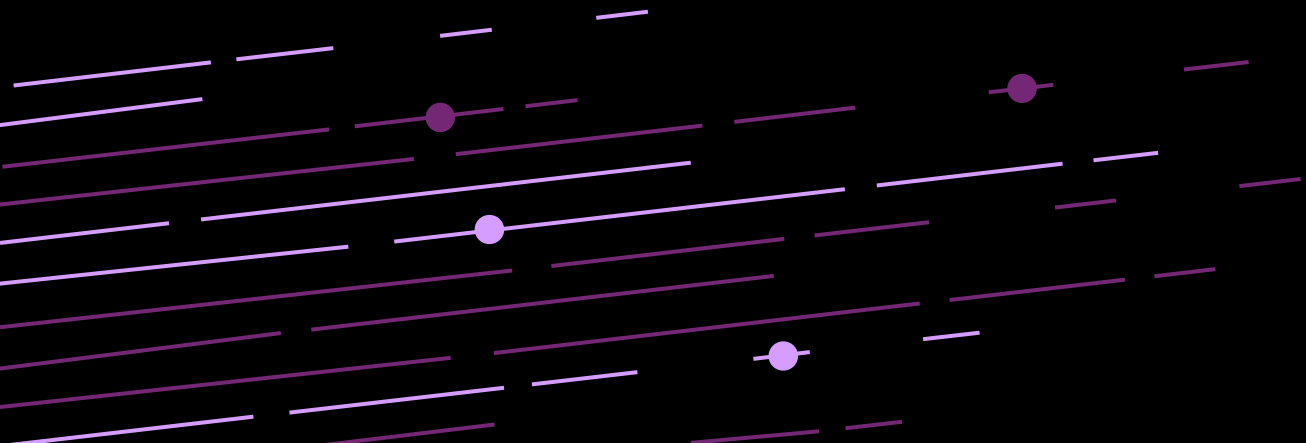


Enable faster and more consistent development when many makers are using the same components

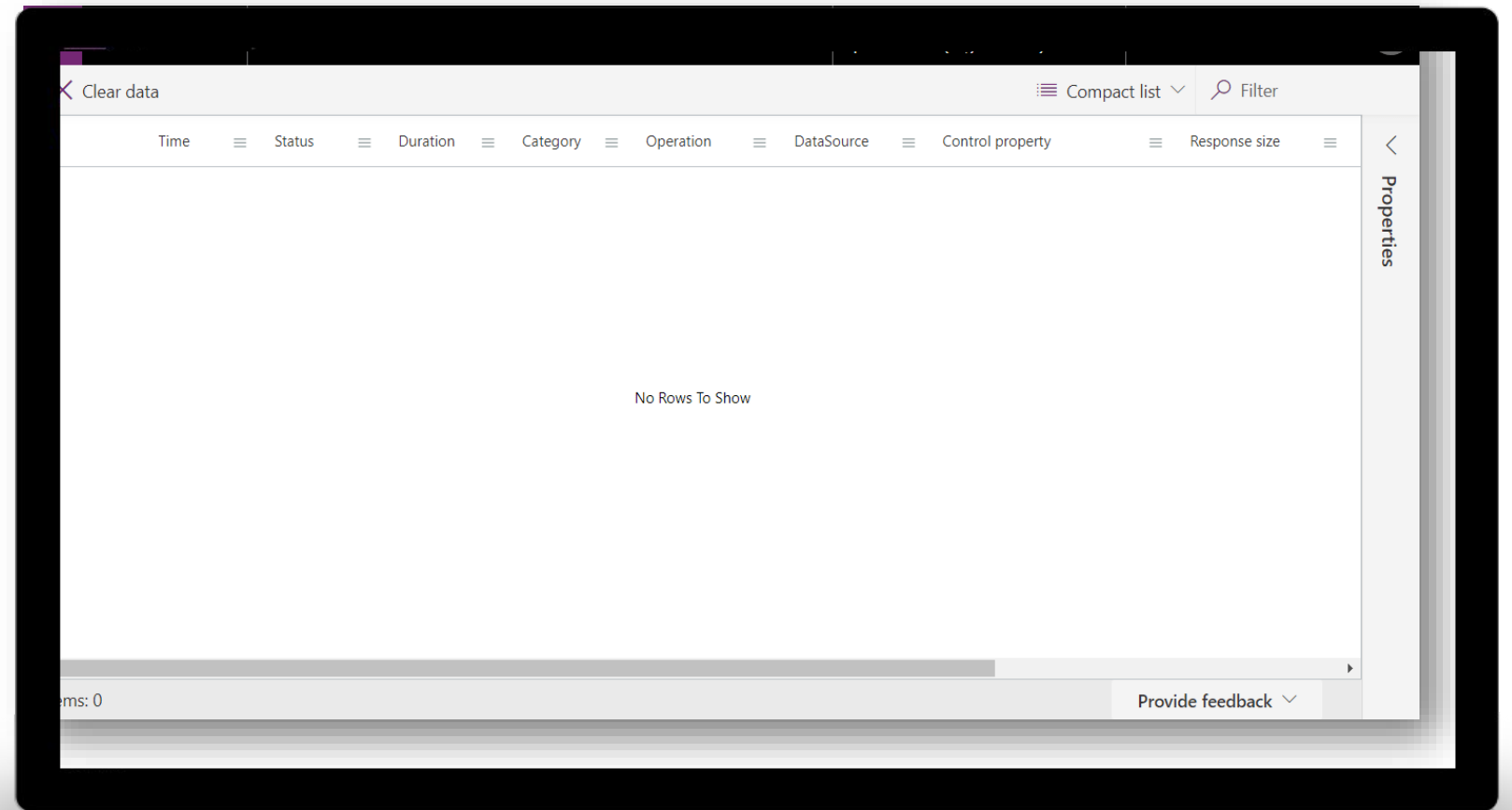


Admin and governance

Enabling low-code innovation
in your organization



Debug and optimize with Power Apps Monitor



Enterprise-grade governance

Extend the power of the platform to build a framework for governance



Identity management and multi-factor authentication for enhanced identity protection and secure guest access



Built-in information protection and usage analytics with full audit logs, data loss prevention policies, and more



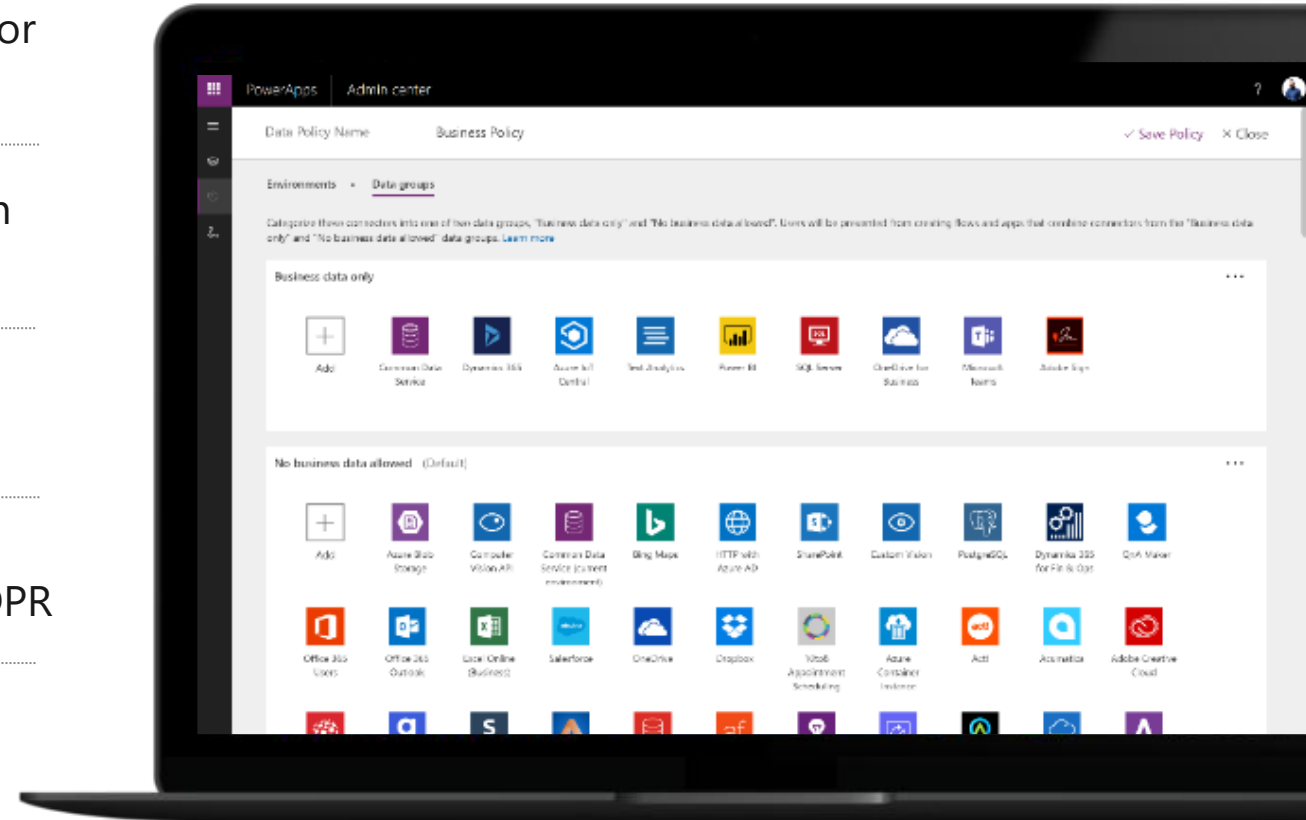
Secure and control data on mobile devices with Intune mobile application management



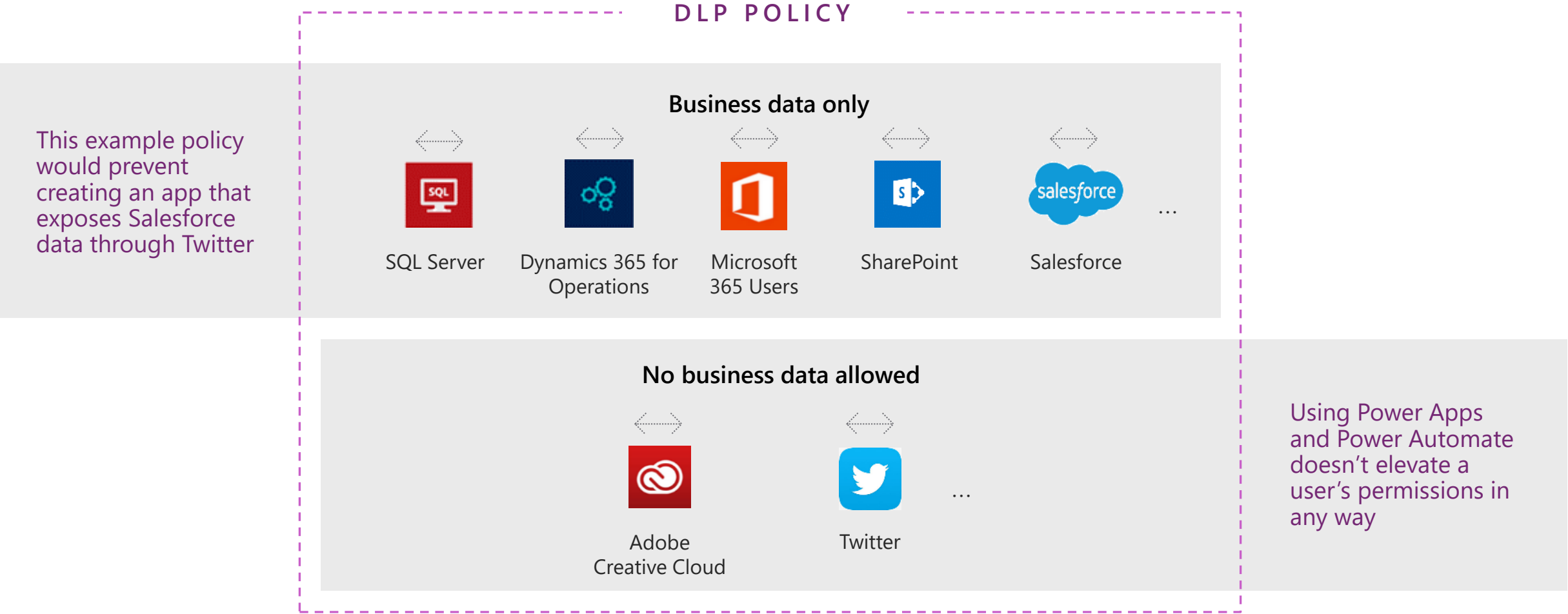
Compliance leadership with 13+ standards including FedRAMP high, HIPAA, EU model clauses, SOC, and GDPR



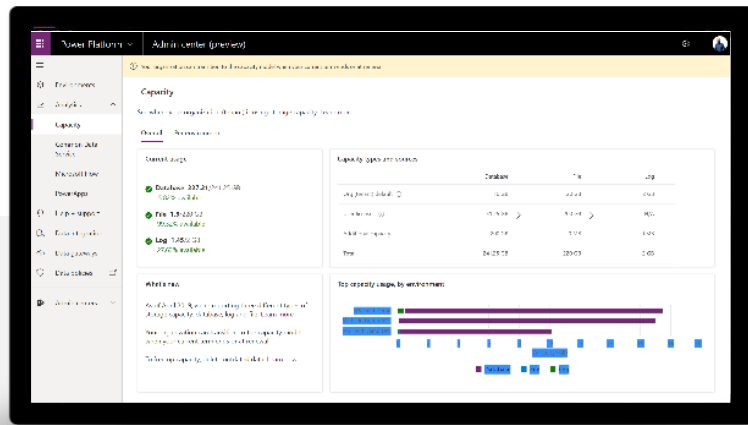
Manage all aspects—users, apps, usage, and settings—in a single admin experience



Data loss prevention (DLP) policies control which connectors can be used in the same app or flow

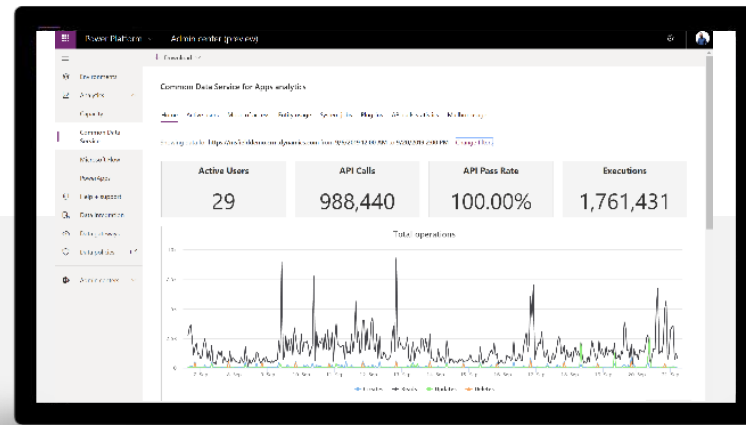


Admin reporting and analytics in the Power Platform admin center



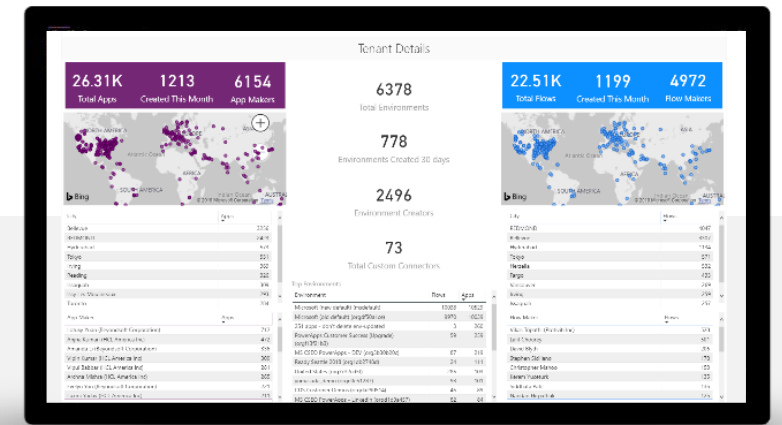
Admin insights provide deep visibility into usage and performance of applications

- Users
- Locations
- Capacity



Analytics track health and implementation metrics and help keep users on track

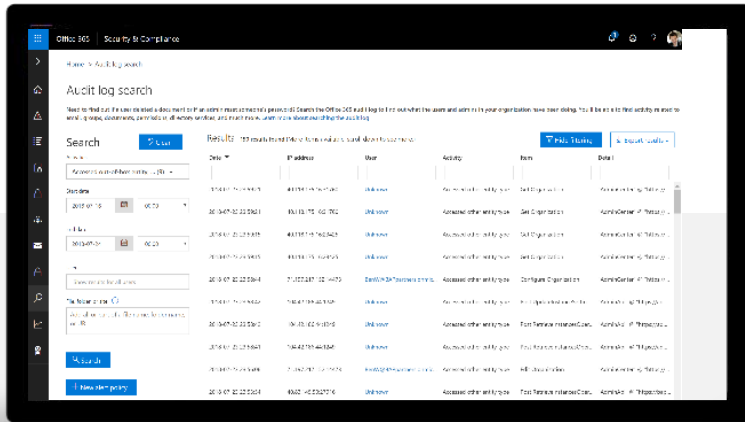
- Service performance
- Error reporting
- App usage



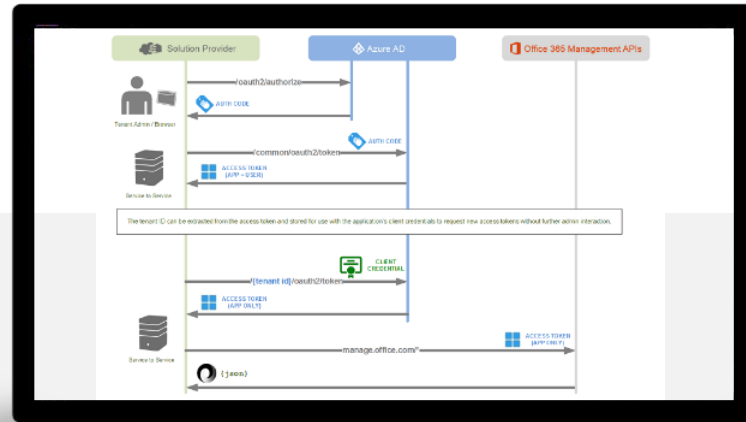
Personalize insights and drive action with custom Power BI reports and Power Automate

- All-up view of what's being created
- Discover your champions
- Trigger automated actions

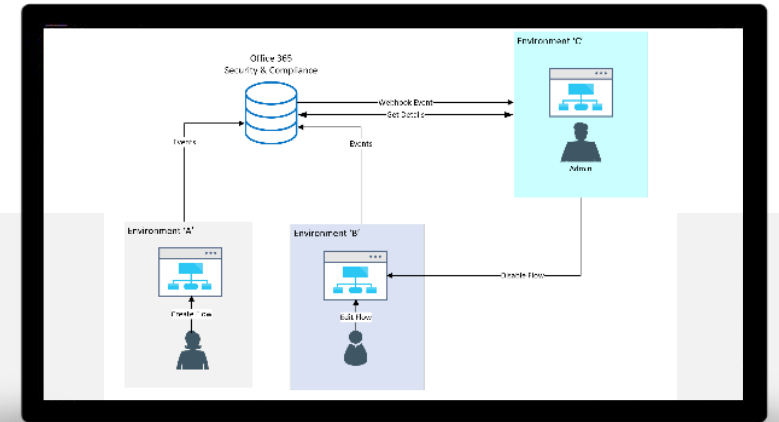
Activity logging integrated with Microsoft 365 security and compliance



Audit records are stored in Microsoft 365 security and compliance center



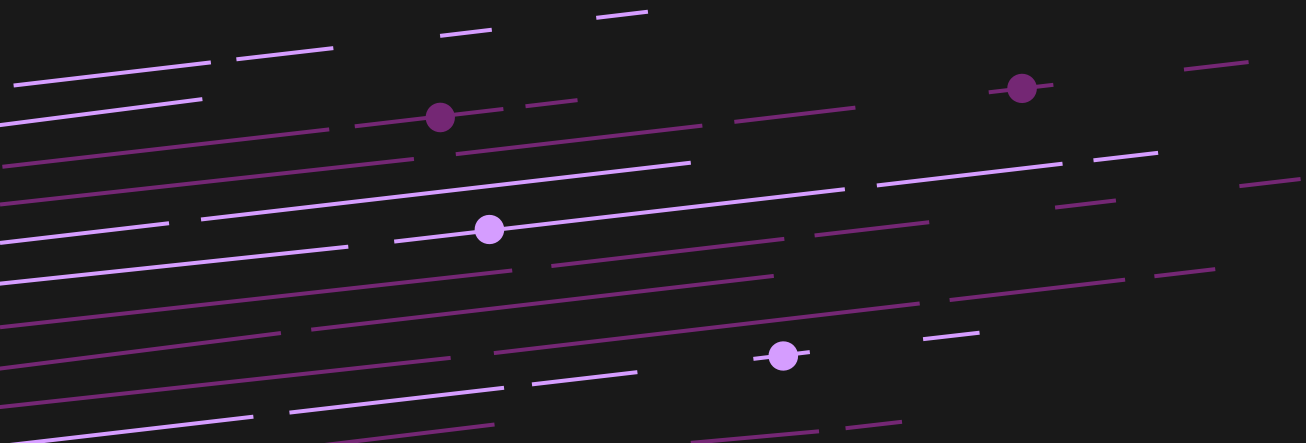
Microsoft 365 management activity API enables creation of custom monitoring solutions or integration with SIEM vendors



Automate actions and alerts by connecting Power Automate to audit events

Adoption strategy

Enable low-code innovation
in your organization



Establishing a Power Platform Center of Excellence



Strategy and vision



Admin and governance



Nurture and support

Roles and responsibilities



Low-code strategy

Align Power Platform strategy with digital transformation strategy

Drive innovation

Key decision-makers

Business value

Adoption and change management

Empower new ways of working



Power Platform admin team

Environment strategy

DLP policies

Data integration/migration guidelines

Guardrails

License management



Power Platform nurture team

App-in-a-day/ hackathons

Solution envisioning

Community of practice

Evangelize platform



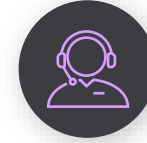
Power Platform reusable assets & automation

Automation/Azure DevOps

Application and architecture review

Library of common utilities, patterns, and templates

App catalog



User support team

Help desk guidance/ FAQ

Ticketing process

Support process & resources

Enterprise tooling: Center of Excellence (CoE) Starter Kit



Existing offering

Admin center capabilities: extensibility via connectors



Templates

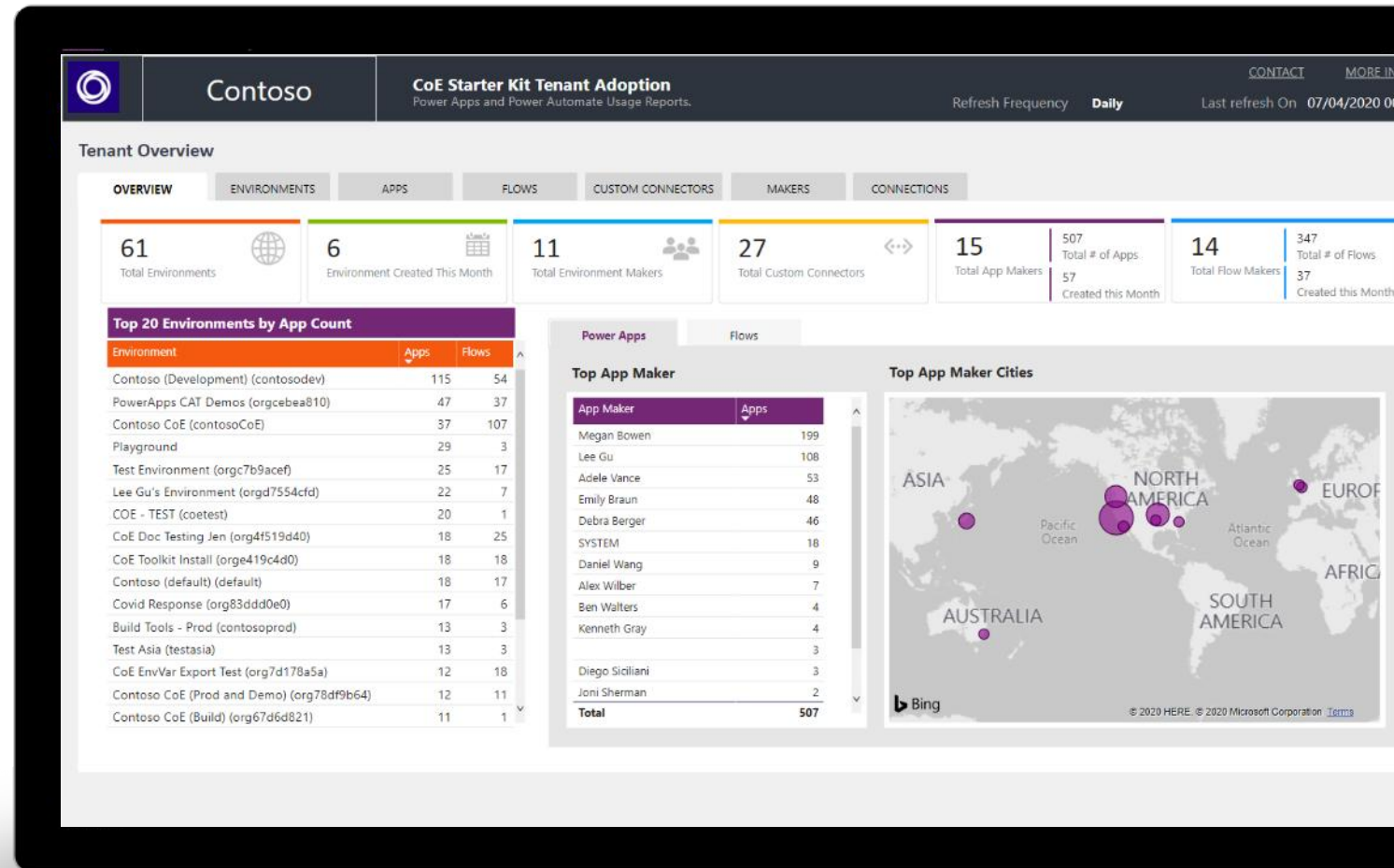
A templated implementation of best practices



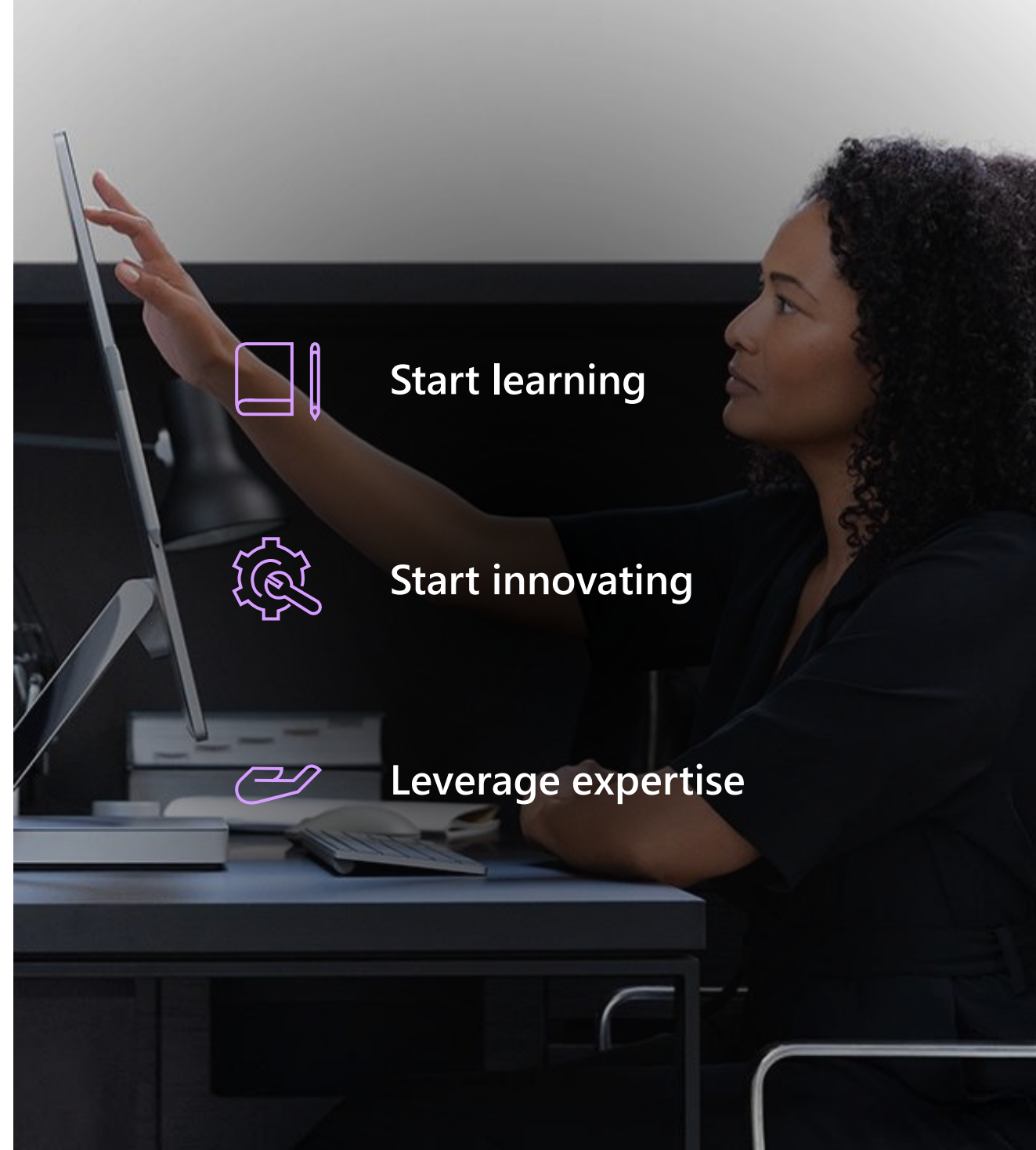
CoE Starter Kit

A collection of components and tools designed to help you get started with developing a strategy for adopting and supporting the Power Platform

aka.ms/coestarterkit



**A solid and future-proof
foundation to digitize
your organization**



Start learning



Accessible online learning for citizen developers, IT admins, and professional developers



Step-by-step guidance and extensive documentation, from high-level concepts to advanced topics



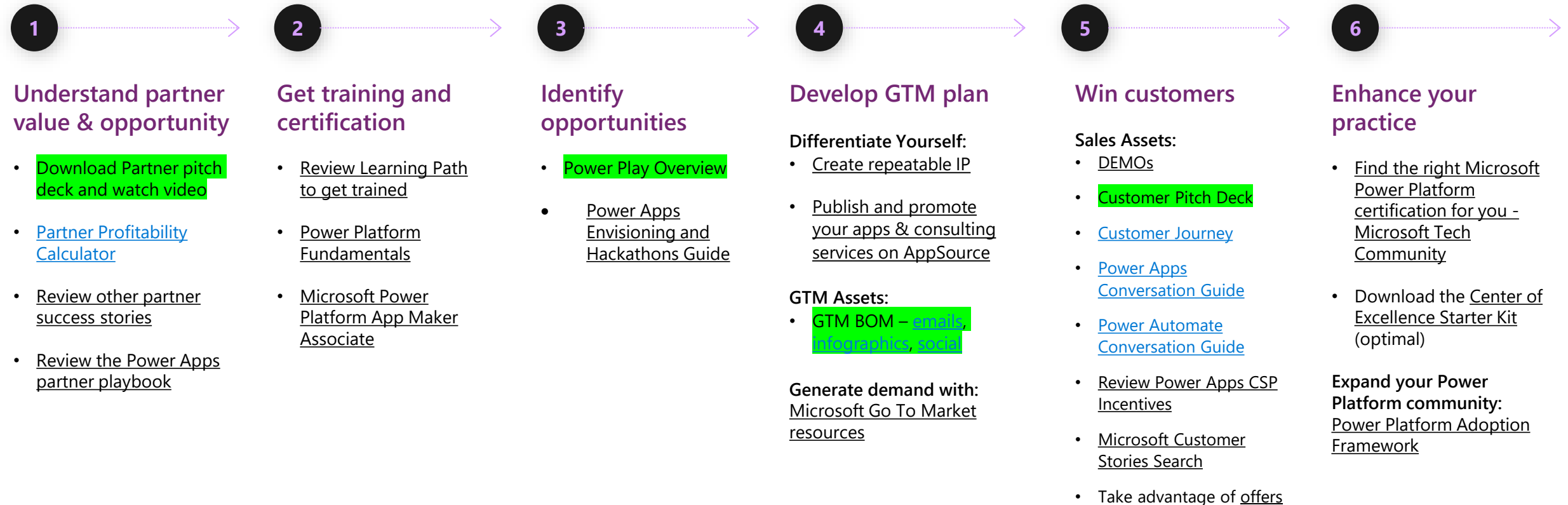
Structured learning journeys guide makers through scenarios with a gamified badging system



Start learning today:
for resources by customer persona, visit
docs.microsoft.com/en-us/powerapps/



Microsoft low-code practice journey for Modern Workplace Partners



Explore demos →

[Create low-code apps in minutes](#)
[Accelerate Business with Intelligent Apps](#)
[Turn ideas into impactful solutions](#)

Other helpful resources →

[Microsoft Power Platform: Learning Resources](#) | [Microsoft Power Apps](#)
[Power Platform User Groups - Power Platform Community \(microsoft.com\)](#)



Power Platform adoption & guidance

Overview

- [Power Apps](#)
- [Power Automate](#)
- [Power BI](#)
- [Power Virtual Agents](#)

Create your first app

- [Canvas App](#)
- [Model-driven app](#)
- [Flow](#)
- [Dashboard](#)
- [Chatbot](#)

Training labs

- [App in a Day](#)
- [Flow in a Day](#)
- [Power Virtual Agents in a Day](#)
- [More Power Platform labs](#)

Browse documentation

- [Power Apps](#)
- [Power Automate](#)
- [Power Virtual Agents](#)
- [Power BI](#)
- [Microsoft Dataverse](#)
- [Connectors](#)



[Power Apps Trial](#)



[Power Automate Trial](#)



[Power BI Trial](#)



[Power Virtual Agents Trial](#)

Thank you



d365.Global