



# AppSource: Ignite your Power Platform Adventure

Consulting Services Offering

Avanade by the numbers

# Our people know Microsoft better than any other partner



**40,000**

Skilled and diverse professionals –  
**32%** of whom  
are women



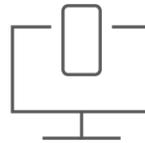
**32,000**

Microsoft Gold  
certifications in all  
18 categories



**15 Centers  
of Excellence**

Specializing in  
cloud, Dynamics  
365 CRM and ERP,  
digital marketing,  
Power Platform and  
more



**10 mil+**

Office 365 seats  
deployed; more  
than any other  
partner



**20+**

Participation in  
Microsoft Early  
Adopter Programs



**#1**

Only systems  
integrator with  
access to the  
exclusive Microsoft  
Technology Center  
Ecosystem

# 1 Hour Workshop Agenda

- The Microsoft Power Platform
- Your transformation journey
- Ignite your Power Platform adventure
- Let's work together



# Digital transformation landscape

5X

Demand for mobile apps will **grow at least five times faster than IT capacity to deliver**<sup>1</sup>



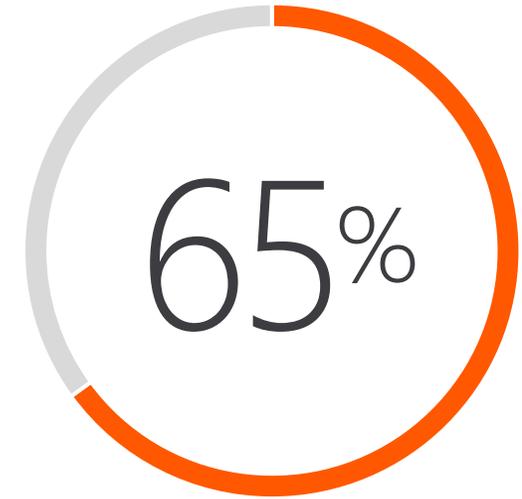
500M

In the next 5 years, **500 million new logical apps will be created**, equal to the number built over the past 40 years<sup>2</sup>.

<sup>1</sup>Source: Gartner, How to Deliver Enterprise Mobile Apps Faster 2017

<sup>2</sup>Source: International Data Corporation "IDC" FutureScape: Worldwide IT Industry 2019 Predictions

<sup>3</sup>Source: Gartner 2019 Magic Quadrant for Enterprise Low Code Application Platforms



By 2024, **low-code application will be responsible for more than 65%** of application dev. activity<sup>3</sup>

# Digital transformation motivations of many decision makers

“We need to go faster”

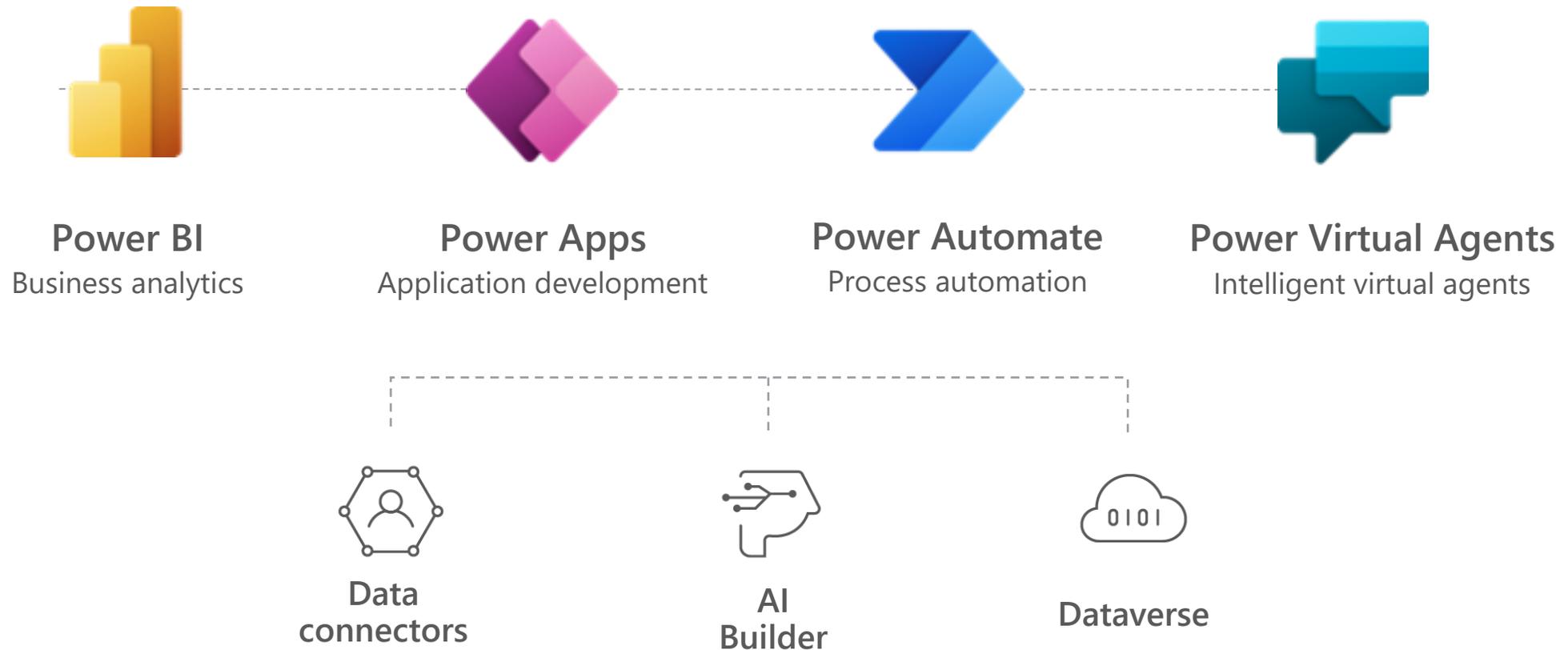
IT application development is gravitating towards **low-code and high-productivity** application platforms to minimize cost and support rapidly changing business needs.

“We already have the data”

Essential part of these high-productivity application platforms is that they **natively integrate with existing business data** – e.g., CRM or ERP systems and existing business process applications.

# Microsoft Power Platform

Powerful alone. Better together. Link them to Office 365, Dynamics 365, Azure, and hundreds of other apps to build end-to-end business solutions using a low-code approach.



# Build business solutions in weeks, not months

## “Citizen Developer” self-service approach

Solutions built by any user in the organization.

About 80% of solutions

## “Lo-Code / No-Code” project approach

Solutions built by line of business superusers, CoE or partners.

About 20% of solutions



Personal or team productivity



Simple business use cases



Complex processes and data structure



Mission critical use cases



Organization wide initiatives

Number of users

Level of complexity

100+ solutions per year in large organizations

IT ADMINS

SUPERUSERS, COE AND PARTNERS

PRO DEVELOPERS

# Your Power Platform Adventure



# Global oil giant drives insights and efficiency with Power Platform

## Challenge

The enterprise is standardizing on Power Platform as a low-code enterprise platform with a mandate to deliver high productivity at low cost.



## Solution

Avanade enabled the organization to gain value from the full breadth of Power Platform solutions in a governed, efficient, and industrialized manner. End-to-end best practices based on Agile and DevOps approaches enabled measurable ROI and improved adoption.



### Greater efficiency

Simplified the well planning and initiation process for more than 150 users.



### Improved service

Empowered field service personnel to report and manage incidents more effectively.



### Faster time to market

Streamlined well construction with end-to-end app-based workflow.

# Let's work together to provide value and generate Revenue



## Drive Strategic Platform Growth

- Understand core needs of an organization and provide advisory and enablement Power Platform services.
- Generate interest, enthusiasm and knowledge through the art of the possible and ideation exercises.
- Embrace the citizen development culture.
- Setup digital guide rails with IT to make sure governance and compliance is observed.
- Inspire CoE strategy.



## Rapidly Deliver Mission Critical, targeted Apps & Solutions

- Discover and target mission critical areas of the business and provide solutions rapidly to enable business transformation.
- Understand and modernize complex business processes to enable more refined ways of working.
- Transform and deliver organization wide initiatives on-top of the strategic Microsoft Power Platform.
- Unify and re-platform data to enable further solution development



## Manage & Support through the CoE Strategy

- Generate support and ALM services with your customer to make sure all solutions are correctly looked after and promoted through the relevant processes.
- Engage a secure environment and DLP strategy.
- Setup the correct citizen developer support communities.
- Monitor and manage all Power Platform related interactions.
- React constructively to requests & requirements.

# Thank you

