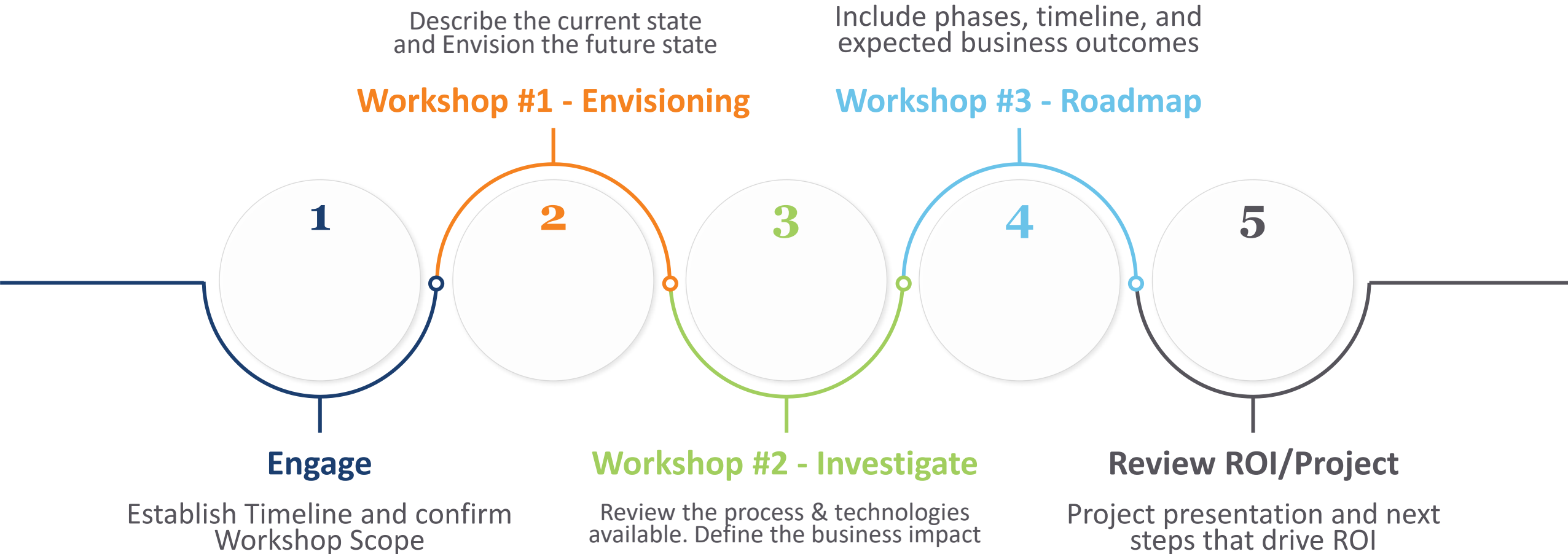

Velosio Power Platform

Business Value Assessment & Workshop



Offering Steps/Deliverables - Summary



Business users want solutions to their challenges



Businesses gather data

- The number of enterprises with more than **100 terabytes of unstructured data** has **doubled since 2016**.¹



...but few make it actionable.

- **Only 32%** of those companies have **succeeded in analyzing that data** in any actionable way.¹



Workforce requiring multi-device capability

Over 72% of U.S. workforce will be **mobile workers** by 2020.²



Mobile > PC

- Time spent on **mobile is now significantly higher** than time spent on PCs.³



Apps can be expensive

- The **average cost to produce a single app** is \$171,450, but can **quickly increase** beyond \$350,000.⁴



Line of business decision makers are critical to success

81% of **technology projects** influenced by **line of business decision makers**⁵ who are looking to create their own solutions.

1. Forrester Research, Inc., "Predictions 2018: The Honeymoon For AI Is Over." November 2017.

2. IDC, "U.S. Mobile Worker Forecast, 2015-2020." June 2015.

3. KPMG, "Internet Trends 2017." 2017.

4. Clutch survey, 2017.

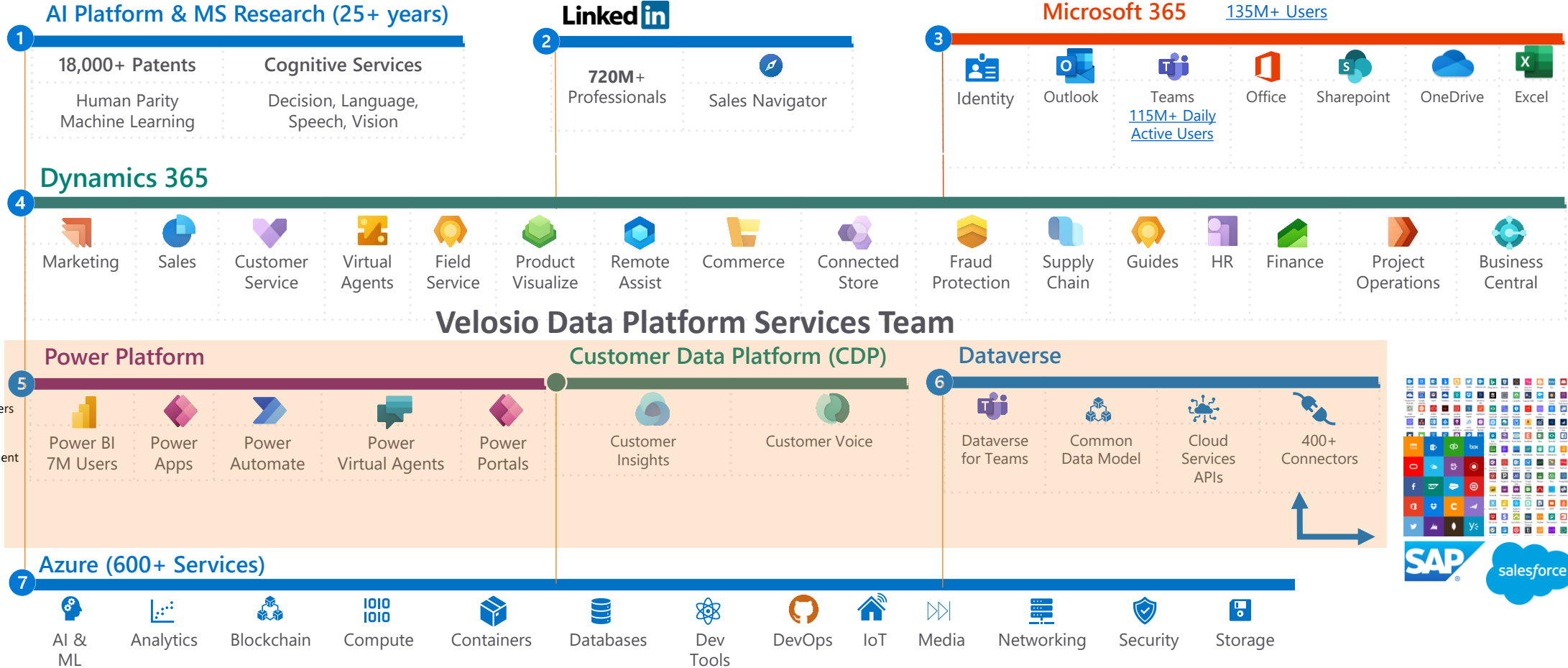
5. Microsoft, 2017.

64K+ Partners

Analyst Recognition:

- 1) Analytics & BI
- 2) API Management (Full Lifecycle)
- 3) Cloud DBMS
- 4) Cloud Infrastructure
- 5) Content Services Platforms
- 6) CRM Customer Engagement
- 7) CRM Customer Service Solutions
- 8) CRM Lead Management
- 9) CRM Sales Force Automation
- 10) Data Integration Tools
- 11) Data Science & ML
- 12) ERP (Cloud)
- 13) Iot (Industrial)
- 14) Low-Code App Platforms
- 15) Meeting Solutions
- 16) Robotic Process Automation (RPA)
- 17) Security: Access Management
- 18) Security: Cloud Access Security Brokers
- 19) Security: Endpoint Protection
- 20) Security: Ent. Information Archiving
- 21) Security: Unified Endpoint Management

Industry Solutions



←----- 200 Microsoft Services -----> **Microsoft Security Response Center** ←---- 7 Trillion cyber events daily = Threat Intelligence ---->