



# A day in the life - Showcasing the full 365 Technologies

**Andrew de Rouwe**



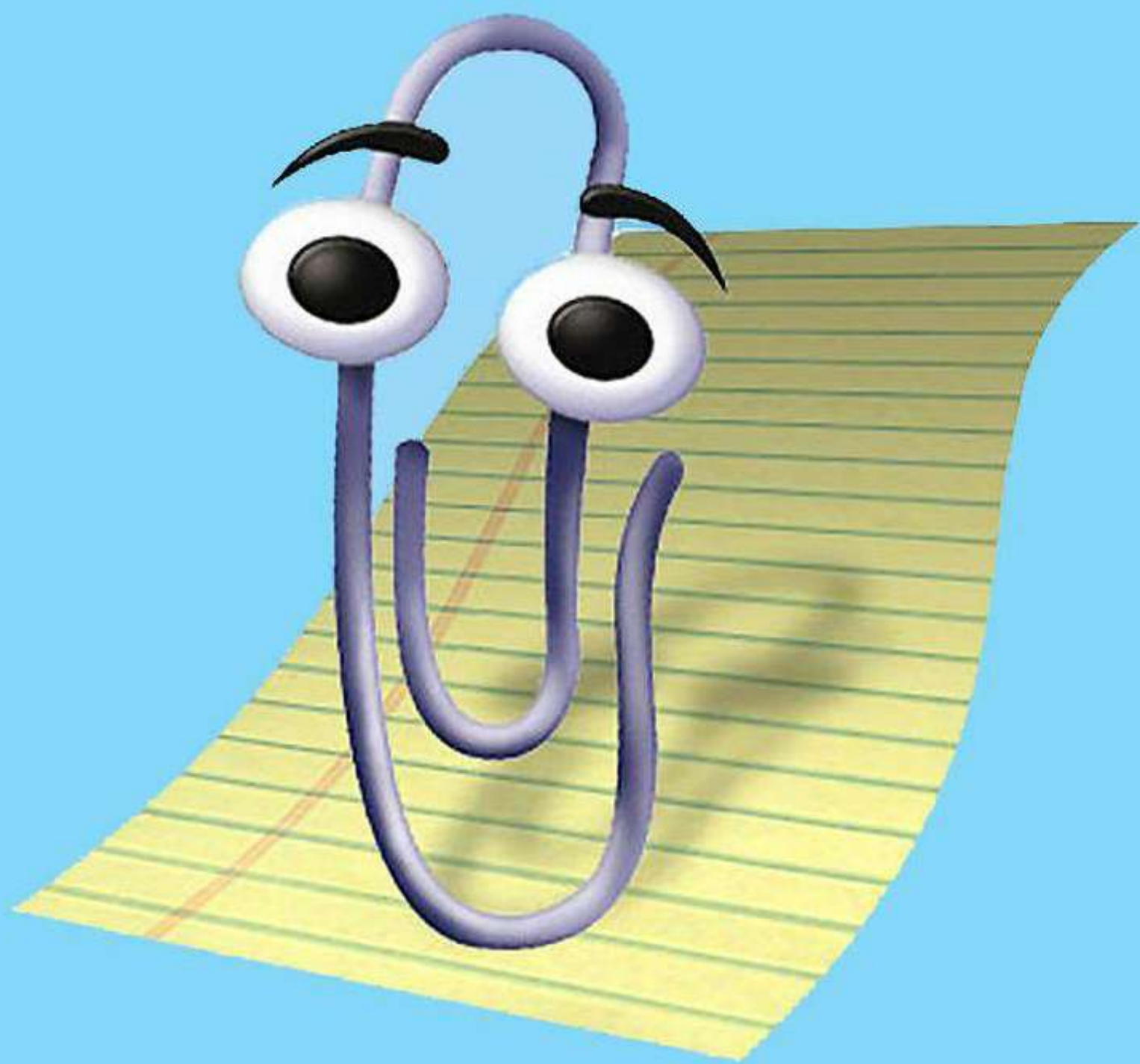
Microsoft Dynamics 365

Office 365

Azure

Gold  
Microsoft  
Partner





# Better Together



+



**Systems of Collaboration**

**Systems of Record  
CRM - ERP**

Power Platform – One Database – Native Integration

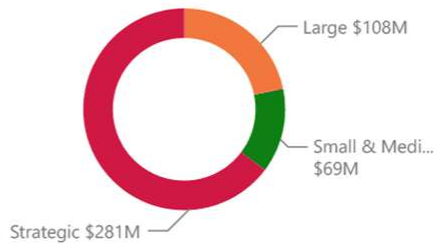


Dynamics 365 | Sales Hub | Sales > Dashboards

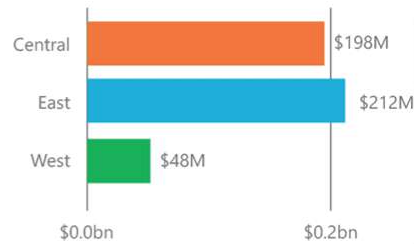
Refresh All | Open in Power BI

Dynamics 365 Sales Manager

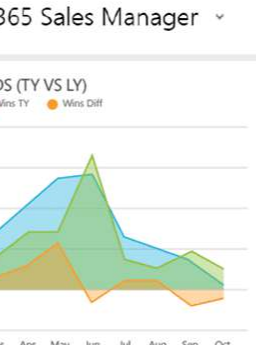
Won \$ by Customer Segment



Won \$ by Region



Win Pct This Year (TY) vs Last Year (LY) by Customer Segment

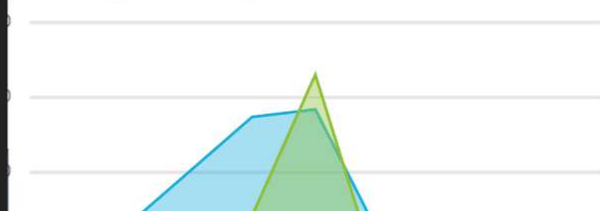


Customer Segment

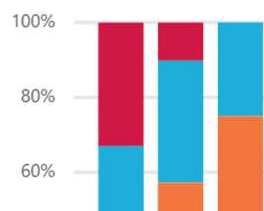


WINS TRENDS (TY VS LY)

Wins LY Wins TY Wins Diff



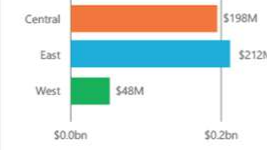
Opportunities by E



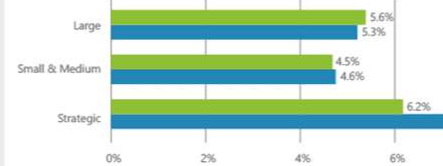
Won \$ by Customer Segment



Won \$ by Region



Win Pct This Year (TY) vs Last Year (LY) by Customer



WINS TRENDS (TY VS LY)

Wins LY Wins TY Wins Diff



Opportunities by Expected Close Date and Status







Accelerate Sales with  
Microsoft Dynamics 365  
and Office 365



# 230+ Built-in Connectors + Custom Connectors

Built-in connectivity to 230+ cloud services, content services, databases, APIs, etc.

Seamless hybrid connectivity to on-premises systems via the On-Premises Data Gateway

Custom Connector support allows the registration of developer / IT systems as a building block for citizen developers

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







Unlock efficiencies with  
Dynamics 365 Business  
Central + Outlook

# Microsoft Business Applications platform



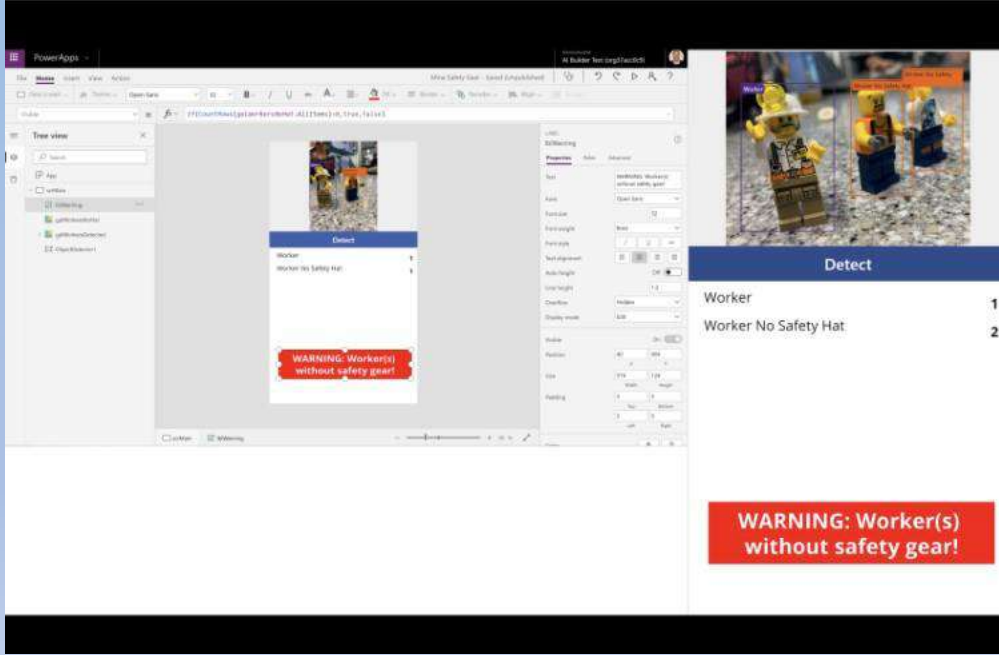
**Peter Schmidt** • 1st

Believe that you can change the world; trust your intuition; do it!

4d • Edited • Anyone

Yesterday Microsoft Perth had a bring your kids to work day. I showed my 12 year old daughter how to build a Power AI model and create an app to detect if her Lego figures were wearing their safety hats or not. We did it in under an hour and had a lot of fun in the process! No coding or data scientists required! Think what this technology could do for your business!

#powerapps #powerplatform #powerai #azureai  
The LEGO Group



LinkedIn



Flow



PowerApps



Power BI



Data  
Ice



Pro dev  
extensibility



AI, Machine Learning,  
Cognitive Services





Microsoft

# Heathrow



PowerApps



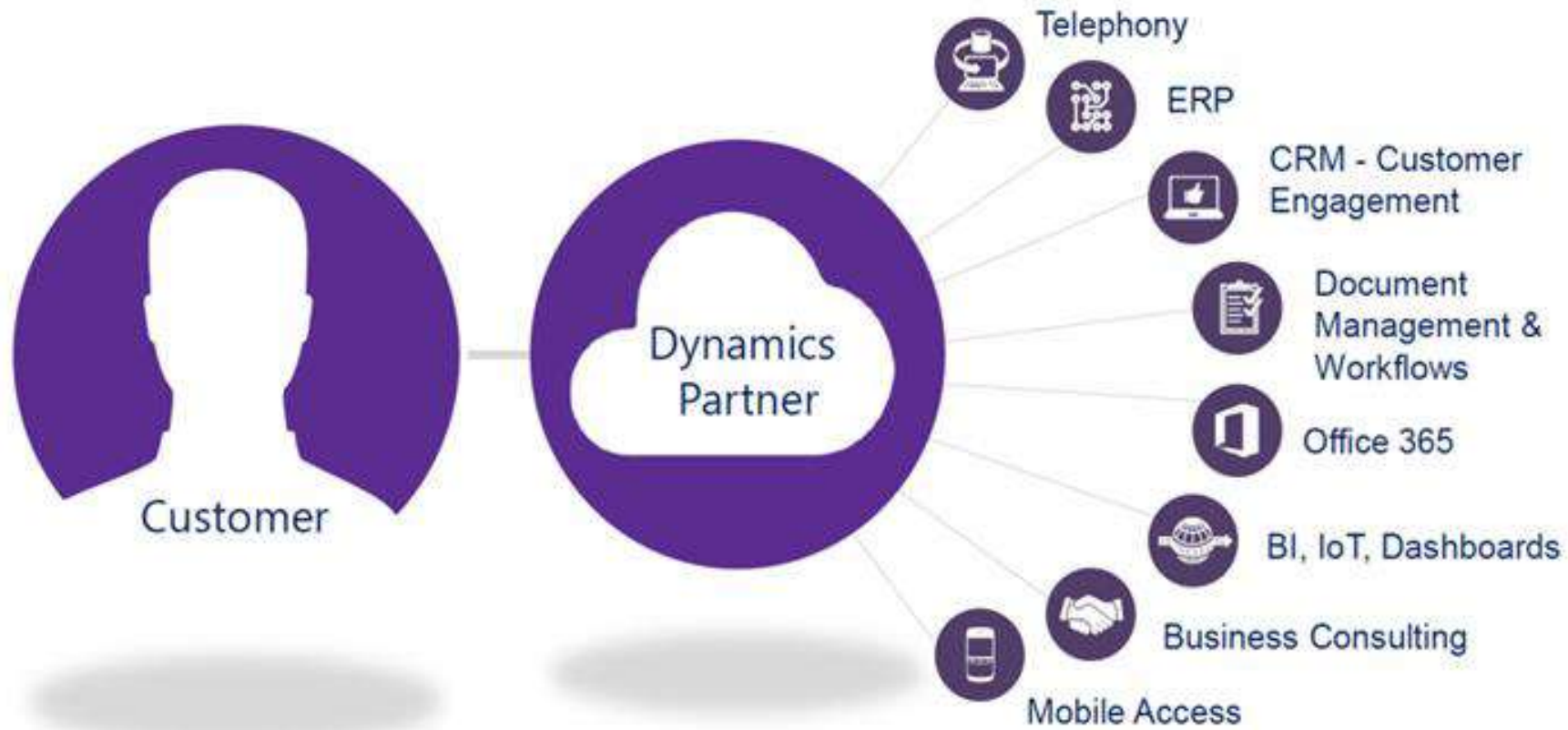
Power BI



Azure



# Partner of the future



-  Leads with the Cloud
-  Offers a comprehensive solution
-  Deeply understands customers' business processes
-  Owns customers' technology strategy
-  Owns solution integration and validation
-  Owns the billing relationship
-  Offers managed services including support