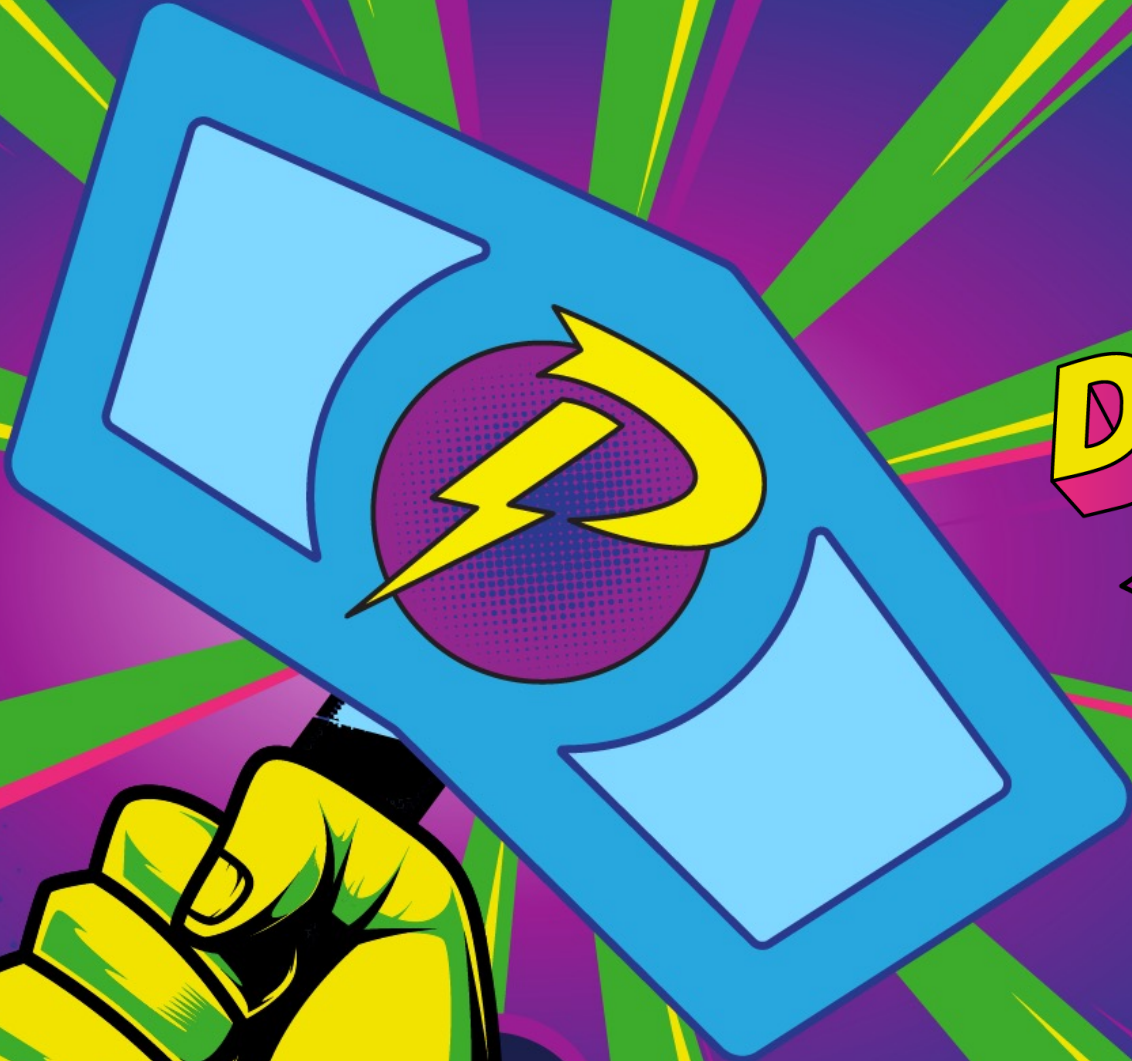


A DYNAMICSCON PRESENTATION



POWERED BY  DUG

DYNAMICSCON VIRTUAL

MARCH 2023

POWER
PLATFORM

DYNAMICSCON.COM

Power Apps in the Real World

Christopher Cagnetta



Speaker Intro

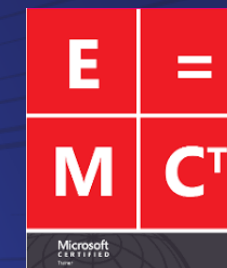


Chris Cagnetta

CTIO & Founder of congruentX
ccagnetta@congruentx.com
www.congruentX.com
www.getcrmright.com

10x Microsoft Dynamics 365 MVP/MCT
ccagnetta@congruentx.com

- Business Solutions MVP
- Dynamics 365, CRM/CE , Power Platform Architect
- Azure, Infrastructure Enterprise Architect
- Technology Evangelist & CRMUG Medic Founder
- SummitNA Programming Board, D365UG All-Star & Granite Awards, USF Cybersecurity Board
- Over 250 Dynamics 365 Deploy/Upgrades Since Ver 1.0



Blog: www.CagnettaCloud.net | Twitter: [@ccagnetta](https://twitter.com/ccagnetta)



Today's Agenda

Quick Poll

High level Overview of PowerApps

Demo & Discussion of Real World Uses for PowerApps

Open Q&A

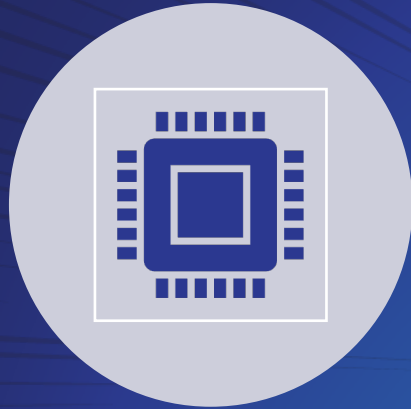


Quick Poll

What level of experience do you have with PowerApps?

- First Heard of It?
- Novice/Basic
- Intermediate
- Advanced

Power Platform & Power Apps Overview



POWERAPPS PLATFORM WAS DESIGNED TO EMPOWER CITIZEN DEVELOPERS TO QUICKLY INTERACT WITH THEIR DATA SOLVING BUSINESS CHALLENGES THEIR CURRENT SYSTEMS WERE NOT DESIGNED TO HANDLE



A CITIZEN DEVELOPER COULD BE THAT PERSON THAT KNOWS EXCEL REALLY WELL, OR THE POWERPOINT WIZ. THE POINT IS THAT FAMILIARITY WITH OFFICE TOOLS AND YOU CAN START BUILDING POWERAPPS!



POWERAPPS ARE ALSO BEING COINED AS “NO CLIFF” DEVELOPMENT TOOLS. MEANING ONCE YOU REACH YOUR TECHNICAL LIMITS ANOTHER CAN STEP IN AND CONTINUE TO ADD/EXTEND YOUR SOLUTION.

PowerApps Overview

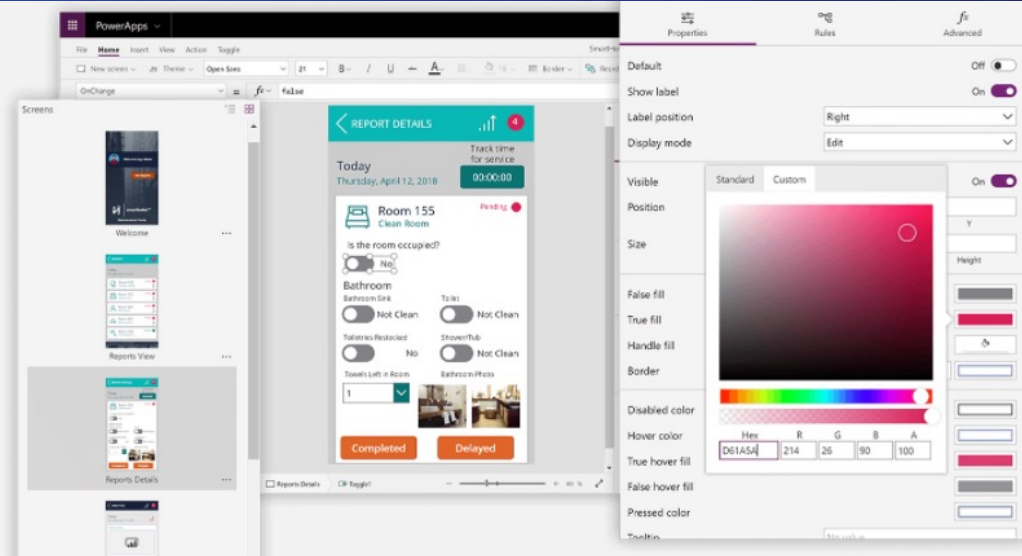
- *Microsoft PowerApps is delivered as a PaaS Service or Platform as Service on top of the Azure platform*
- *Microsoft has started referring to Power BI, Power Apps and Microsoft Flow as the “Power Platform” suite of tools for Dynamics 365*
- *A lot of new announcements were made are coming 2023 Release Wave full of updates to PowerApps and The Power Suite –*

Power Apps Models: Canvas Vs Model

Build highly tailored applications

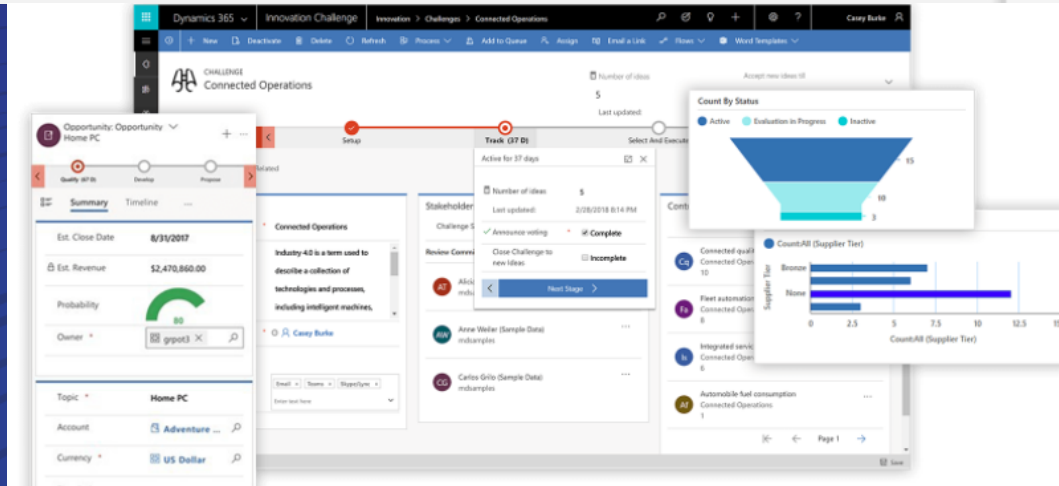
Start by designing your user experience on the Power Apps canvas. Customize every detail of your app to optimize for specific tasks and roles. Create apps for any device that uses a wide variety of controls including cameras and location, or start from a sample app showcasing common business scenarios, like expense reporting or site inspections.

[LEARN MORE ABOUT CANVAS APPS >](#)



Custom
Look &
Feel

D365
Look &
Feel



Create sophisticated apps from your data

Begin with your data model and business processes to automatically generate immersive, responsive applications that can run on any device. Use a simple drag-and-drop designer to customize business entities and tailor the user experience to specific roles.

[LEARN MORE ABOUT MODEL-DRIVEN APPS >](#)

How I get started with PowerApps?



PowerApps is embedded with your Office365 or Dynamics 365 Subscription. Depending on your license type for D365, Power Apps may be included. Trial is free right now!



You can either build PowerApps directly for the web browser or you can download the studio to your desktop



Apps that you build are automatically available to your organization and your admin can control the settings of who can use and distribute apps to the organization.



Everyone (within your organization) can create simple power apps in minutes.

Time Tracker



PowerApps #1: Tracking Time - Challenge

- *Company has a remote workforce checking into from clients around the globe*
- *Currently use a paper process to submit hours, but no way to prove the employee was onsite causing fraud concerns for clients and the company*
- *Outdated phone-based time management systems barely work, without the ability to customize, also requiring data imports into the Dynamics 365 system*
- *Consultants out in the field need to record time to their projects as they work remotely versus waiting till end of the week*

PowerApps #1: Time Tracker - Solution

01

Develop a Power App that could run on anyone's device to record the time

02

Enable the device settings to capture location with GPS, time with simple buttons for tasks associated onsite

03

Use Client On-Site Survey to Geo-fence in the location per client within the CRM database. When locations don't match the record workflow is triggered to alert account managers

04

Connect to Dynamics PSA to allow to track for consultant time management

Time Tracker Demo



Solution Component Explorer



PowerApps #2: Components - Challenge

- *Customer build various solutions for other clients all over the world. They have so many projects going on, they can hardly keep track of all the new solutions being developed*
- *On site requirement gathering leaves the engineers wondering which components we have already built for customers*
- *Not having this data in a readily available format, doesn't make it useful resulting in waste, and rebuilding components that already exist in our library*

PowerApps #2: Explorer/Finder Solution

1

Develop a Power App that customer software engineers could use to search their solution library

2

Provide a location for people to enter data about the solutions created to harvest the knowledge for other projects as well as make it easy to update

3

Provide a remote solution our field engineers could use to access the library for concepts and ideas when onsite with clients

Solution Explorer Demo



Win the Yard US Lumber



PowerApps #3: Win the Yard - Challenge

- ***Need a way to prepare for visits to remote lumber yards. A laptop was not a friendly option***
- ***Data existed in many different systems with no way fast way to see it all. Result was calling into operations center for real-time data updates.***
- ***With impacts to the supply chain from Covid customers had many questions about orders, when they would arrive, status. Leaving the Sales Agent on the hook...***
- ***US lumber wanted to change their customer experience.***

PowerApps #3: Win the Yard

1

Develop a Power App that allowed the team to solve common problems for clients

2

Provide a location for customers, along with travel instructions, routes and use the time on sight for timecard management.

3

Provide a remote solution that could pull together many different data points. “Edge” solution via the Power App – tech did not matter

Win the Yard App



US Lumber – Win the Yard, Copyright & Property of US Lumber



10/11/2022

Home
120,000 miles

Visit @ Home Depot #120
120,050 miles

Visit @ Home Depot #120
120,075 miles

Home
120,100 miles

100 miles

My Active Visits

- Home Depot #1206 Freeport**
On Site
10/10/22
160 E Sunrise H
Freeport, NY 115.
- Home Depot #1206 Freeport**
On Site
10/10/22
160 E Sunrise H
Freeport, NY 115.
- Home Depot #1206 Freeport**
On Site
10/10/22
160 E Sunrise H
Freeport, NY 115.
- Home Depot #1206 Freeport**
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160 E Sunrise H
Freeport, NY 115.
- Home Depot #1206 Freeport**
On Site
10/10/22
160 E Sunrise H
Freeport, NY 115.
- Home Depot #1206 Freeport**
On Site
10/10/22
160 E Sunrise H
Freeport, NY 115.

Mileage
 Find a store
 Reps Logged

What's On The Truck

Search for a Route, Vendor, or PO

Route: Tue11BNYC | 2022-10-05

PO	ETA	Type	Vendor
06019802	10/05/22	REP	The Home Depot Inc (00001077)
06019803	10/05/22	REP	Alexdirect LLC DHD 3PL (00006393)
06019804	10/05/22	REP	Lnlhd Home Depot Inc. (00009083)
06019805	10/05/22	REP	Hfhd Home Depot Inc (90800000)

Route: Thu12ANYC | 2022-10-07

PO	ETA	Type	Vendor
06019846	10/07/22	REP	The Home Depot Inc (00001077)
06019850	10/07/22	REP	Hfhd Home Depot Inc (90800000)
06019852	10/07/22	REP	Alexdirect LLC DHD 3PL (00006393)

Route: FRI11ANYC | 2022-10-10

Visit Summary

Orders & RTVs Issues

Order Number: 12345
Vendor:

Order Number: 65678
Vendor:

Add Order(s)
 Add RTV(s)
 Add Issue(s)

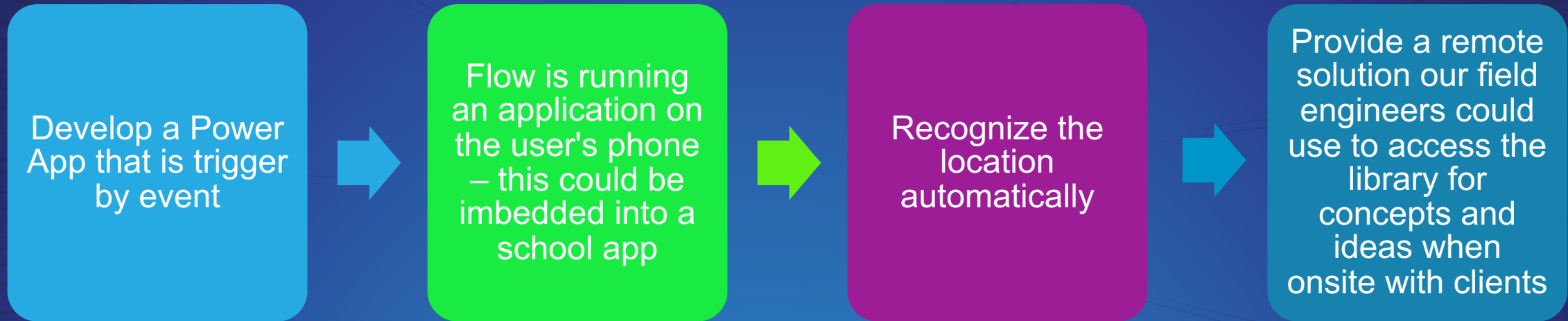
Class/Lab CheckIn



PowerApps #4: Location Check In

- *Home Room Teacher was not getting enough time to complete the lesson of the day due to the time it was taking to record attendance.*
- *My son wanted to think of way to use technology to solve this problem for schools.*
- *We also had a problem with college, where students were attending labs but didn't sign the sheet on the wall.*

PowerApps #4: Location Check in



Check In - Demo



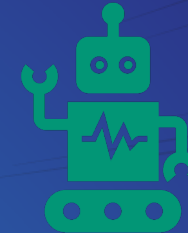
Power Apps AI



BIG DATA is being collected everywhere. Unfortunately, we do all don't have the data scientists on our teams that are able to build AI models in order to take advantage of this data



Microsoft has provided several Azure based AI tools like Azure ML, Azure AI for Analytics and Predictive Analysis. These models are complex, usually not user friendly to maintain and deploy, and we don't have the knowledge of how the models work



PowerApps AI takes several different models along with automated ways to train these models by end users. TODAY.

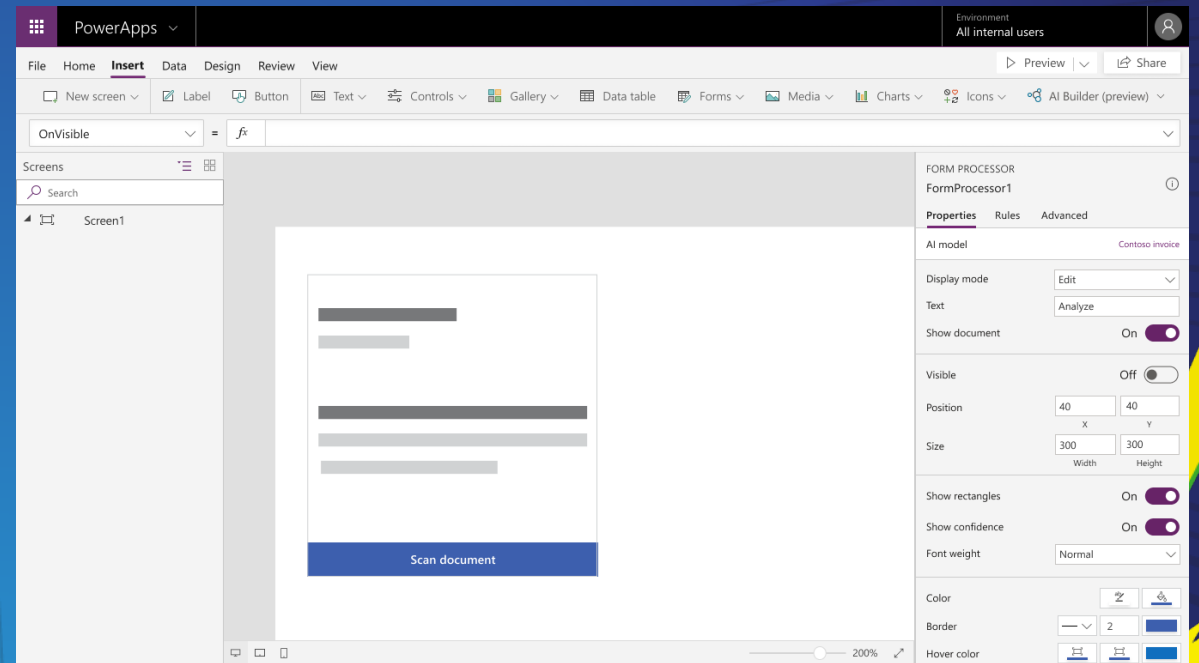
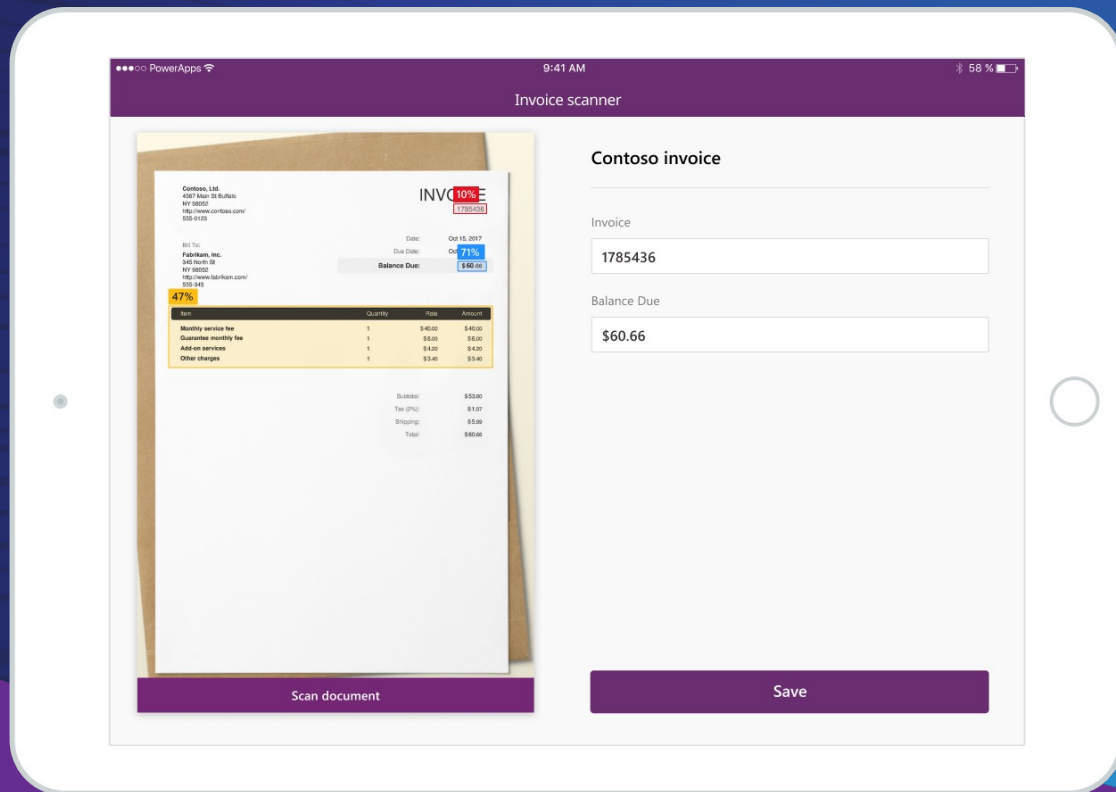
Power Apps AI Models

The screenshot displays the Microsoft PowerApps AI Builder interface. The top navigation bar includes the PowerApps logo, a search bar, and utility icons. The left sidebar lists navigation options: Home, Learn, Apps, Create, Data, Business logic, AI Builder, Build, Models, and Solutions. The main content area is titled "Enhance your business with AI" and "Make your own AI model". It features four AI model options, each with a preview icon and a brief description:

- Form Processing (preview)**: Automatically handle routine documents, like invoices or tax forms.
- Object Detection (preview)**: Count and label things in images.
- Prediction**: Predict whether something will happen.
- Text Classification (preview)**: Analyze the meaning of text, like reviews or feedback.

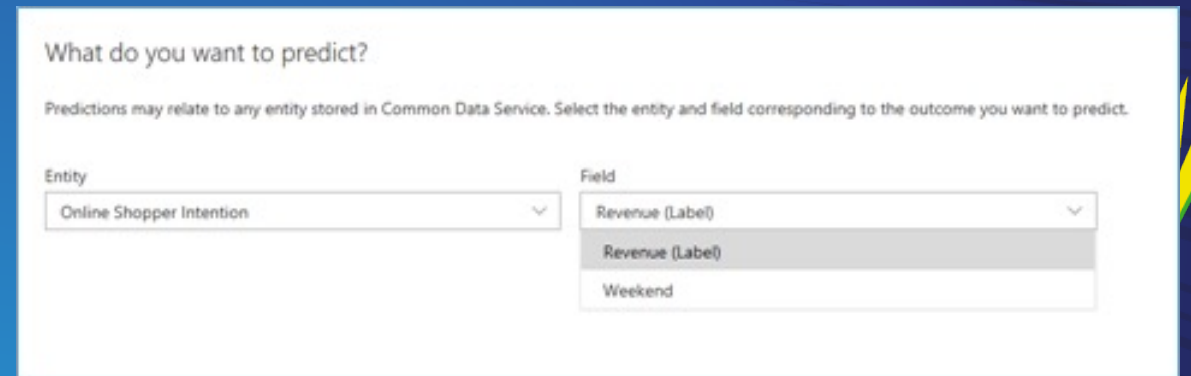
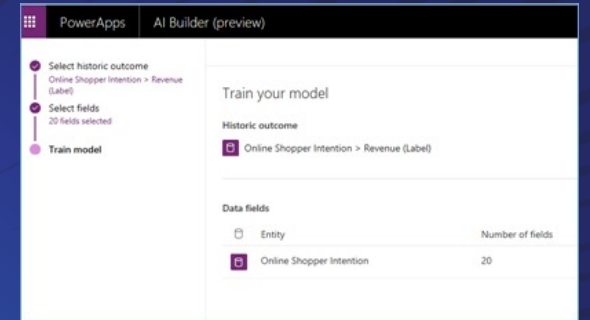
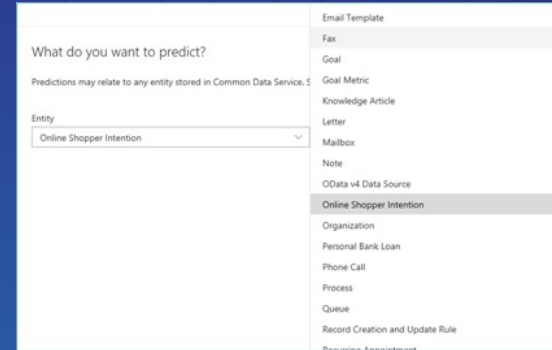
PowerApps AI Model: Form Processing

- Form processing allows you to create and use models that use machine learning technology to identify and extract key-value pairs and table data from form documents
- Next generation OCR add data into your applications with an interface to correct it!



PowerApps AI Model: Prediction

- Allows you to look at Text or a Field like a payment date in your system and predict for example if a customer would make a late payment.



PowerApps AI Model: Text Classification

- Text classification is one of the fundamental natural language processing (NLP) problems. It allows tagging of text entries with tags or labels that can be used for sentiment analysis, spam detection, and routing customer requests, just to name a few examples.

PowerApps AI Builder (preview) Environment: crmworks41

Select tags

Select your tags

Text Classification Data > Tags

Tag separator

No separator (one tag per text snippet)

Positive Neutral Negative Neutral/Negative

Semicolon

Positive Neutral Negative Neutral Negative

Comma

Positive Neutral Negative Neutral/Negative

Tab

Positive Neutral Negative Neutral/Negative

Back Next

name	Created On	new_Confidence_Level	new_Tags	SourceId
	7/8/2019 5:52 PM	0.58	Negative	34
	7/8/2019 5:52 PM	0.59	Negative	16
	7/8/2019 5:52 PM	0.63	Negative	35
	7/8/2019 5:52 PM	0.73	Negative	32
	7/8/2019 5:52 PM	0.59	Negative	37
	7/8/2019 5:52 PM	0.58	Negative	12
	7/8/2019 5:52 PM	0.84	Positive	8
	7/8/2019 5:52 PM	0.81	Positive	29
	7/8/2019 5:52 PM	0.83	Positive	10
	7/8/2019 5:52 PM	0.78	Negative	58
	7/8/2019 5:52 PM	0.55	Negative	14



PowerApps AI Model: Object Detection

- Clearly one of my favorites, but the ability to look at photograph and detect or recognize objects within the picture, with the ability to take an action once you detect it.



**So What could I
use object
detection for?**

Build a Model!

- *Training a Model – The more you put in the better the model gets. My story!*
- *Usage of the Model trains the model each day to become more and more accurate!*

The screenshot displays the Microsoft PowerApps AI Builder interface for a Text Classification model. The interface is divided into two main sections: 'Published version' and 'Last trained version'. The 'Published version' shows a performance score of 32%, with 743 text snippets and 37 tags. The 'Last trained version' shows a performance score of 78%, with 922 text snippets and 37 tags. Both sections include a 'Run' button and a 'Quick test' button. The interface also features a navigation menu on the left with options like Home, Learn, Apps, Create, Data, Business logic, AI Builder, Build, Models, and Solutions. The top right corner shows the environment as 'All internal users' and a 'Need help?' link.

Version	Performance	Text Snippets	Tags	Input	Trained
Published version	32%	743	37	Feedback > User generated feedback	1 day ago
Last trained version	78%	922	37	Feedback > User generated feedback	2 mins ago

**Examples by
Users just like YOU!**



Quality Assurance Tool for Lego



App Builder



Camilla Friedrichsen
Quality Management Specialist

Company



Company Size
19k+ Employees

Industry
Consumer Goods

Country
Denmark

Before – Excel Based Estimator tool

Microsoft Excel Ribbon: Undo, Clipboard, Font, Alignment, Number, Styles, Cells, Editing																											
A1 No/SKU																											
No/SKU	TradeCode	CustomGr	Manufact	Descriptio	Color	VendorSKI	Width	Length	MaterialQ	Units	MaterialC	MaterialM	MaterialTc	Tax	MaterialTc	LaborCost	LaborMar	LaborTotal	FreightCos	FreightTot	Notes	UnitCost					
Concrete,	70			Alt in place of VCT in corridors accepted						5	BOX	\$10	5%	\$52.50	10%	\$55.15	\$5	15%	\$28.75	\$1	\$5		\$16.78				
VCT-03: 12	61		Armstrong	Caribbean	Standard	1'0"	1'0.0"		176	BOX	\$20	2%	#####	10%	#####	\$10	15%	\$2,024	\$2	\$352		\$33.50					
WSF-B: 48	61		L'Air	Color TBD	Profession	6'0"	60'0"		213.96	SY	\$30	6%	#####	10%	#####	\$15	15%	#####	\$3	\$641.88		\$50.25					
VCT-02: 12	61		Armstrong	Screamin	Standard	1'0"	1'0.0"		71	BOX	\$40	15%	\$3,266	10%	#####	\$20	15%	\$1,633	\$5	\$355		\$68					
RB-A: 4" F	61		Flexco	coved or s	Medium	Resilient	B 4"	0"	200	BOX	\$10	20%	\$2,400	10%	#####	\$5	15%	\$1,150	\$2	\$400		\$17.75					
TS-03: VCT	61		Manufacturer	TBD	Color TBD	Style TBD	0.3"	0"	12		\$12	35%	\$194.40	10%	\$168.45	\$4	15%	\$55.20	\$2	\$24		\$18.64					
TS-04: VCT	61		Manufacturer	TBD	Color TBD	Style TBD	0.3"	0"	4		\$11	15%	\$50.60	10%	\$48.25	\$4.50	15%	\$20.70	\$1	\$4		\$17.24					
VT-01: 18"	61		Tarkett	Peppered	Contour	C 1'6"	1'6"		336	BOX	\$11	41%	#####	10%	#####	\$2	15%	\$772.80	\$2	\$672		\$15.30					
RB-B: 4" F	61		Flexco	Black Dahl	Resilient	B 4"	0"		846.08	LF	\$11	27%	#####	10%	#####	\$4	15%	#####	\$2	#####		\$17.60					
RFT-01: 23	61		Ecore	Dark Gray	Rubber Int	1'11"	1'11"		51	BOX	\$25	16%	\$1,479	10%	#####	\$12	15%	\$703.80	\$5	\$255		\$43.81					
VCT-01: 12	61		Armstrong	Soft Warm	Standard	1'0"	1'0.0"		2500	BOX	\$33	12%	\$92,400	10%	#####	\$22	15%	\$63,250	\$6	\$15,000		\$64.30					
Border Lak	61						2"	0"	350		\$33	7%	#####	10%	#####	\$22	15%	\$8,855	\$11	\$3,850		\$69.30					
C-01: 12' 6"	60		Manningto	Backing: U	Helmetror	Googie Co	12'6"	150'0"	889.01	SY	\$30	6%	#####	10%	#####	\$5	15%	#####	\$2	#####		\$37.75					
TS-01: CPT	60		Manufacturer	TBD	Color TBD	Style TBD	0.3"	0"	4		\$12	2%	\$48.96	10%	\$60.12	\$6	15%	\$27.60	\$3	\$12		\$21.93					
MaterialC		MaterialC	MaterialTc	LaborCost	LaborTotal	FreightCos	FreightTot	UnitCostTc	MaterialM	LaborMarkup																	
5658.05	\$288	#####	\$175,108	\$136.50	#####	\$47	#####	\$492	14.93%	15%																	
Code	Revenue	Material	Labor	Indirects	Total	Markup	Profit																				
60	#####	#####	#####	\$446.91	#####	4%	\$2,616																				
61	#####	#####	#####	#####	#####	17.82%	\$33,587																				
70	\$95	\$60.50	\$25	\$2.50	\$88	5%	\$7																				
RevenueT	MaterialTc	LaborTotal	IndirectsTc	TradeTotal	ProfitTotal	MaterialMarkup																					
\$316,074	#####	#####	\$7,932	\$279,864	\$36,210	\$7,187																					
MaterialT	Tax	SubTotal	LaborTotal	Indirects																							
\$175,104	#####	#####	#####	\$7,932																							



After Estimator Tool – Real time Data, Product Updates & Export!

Sales Bonitz SANDBOX

Search

Close Deal | Save | Approve | Save & Close | New | Delete | Refresh | Check Access | Process | Assign | Share | Email a Link | Flow

100 Exec Center Suite 236 - Saved Yes Customer Exists In FO? | Approved Deal Status | 12/6/20 Bid Date

Deal Baseball Diamond Active for 8 months

Dugout | **At Bat (55 D)** | First Base | Second Base | Won | Approved

General | Estimate | Timeline & Documents | Sub Deals | Related

Bonitz Project Name: Customer Name: Deal: Project Item Count: Created Date: Last Updated: 8/25/2022 4:58 PM Estimated: \$ 0.00

Sort by Custom Code CPT RES HT Save Selected | Remove Selected | Add Item | Project Notes

Trade: 71

Custom Group: <input type="text"/>	Material Quantity: <input type="text" value="162.67"/>	<u>Tax %</u> <input type="text"/>	Material Labor Freight			<input type="checkbox"/>
No./SKU: SC-01: Sealed Concrete C	Unit: SF		Cost <input type="text" value="0.00"/>	Cost <input type="text" value="0.00"/>	Cost <input type="text" value="0.00"/>	
Manufacturer: <input type="text"/>	Color: <input type="text"/>	<u>Tax Item Total</u> <input type="text" value="0.00"/>	Markup <input type="text" value="0"/>	Markup <input type="text" value="0"/>	Total <input type="text" value="0.00"/>	<input type="checkbox"/>
Style: <input type="text"/>	Width: <input type="text"/> Length: <input type="text"/>		Total <input type="text" value="0.00"/>	Total <input type="text" value="0.00"/>	Total <input type="text" value="0.00"/>	
Description: <input type="text"/>	Item Notes: <input type="text" value="Notes"/>					

Trade: 71

Custom Group: <input type="text"/>	Material Quantity: <input type="text" value="159.75"/>	<u>Tax %</u> <input type="text"/>	Material Labor Freight			<input type="checkbox"/>
No./SKU: SC-02: Sealed CONC	Unit: SF		Cost <input type="text" value="0.00"/>	Cost <input type="text" value="0.00"/>	Cost <input type="text" value="0.00"/>	
Manufacturer: <input type="text"/>	Color: <input type="text"/>	<u>Tax Item Total</u> <input type="text" value="0.00"/>	Markup <input type="text" value="0"/>	Markup <input type="text" value="0"/>	Total <input type="text" value="0.00"/>	<input type="checkbox"/>
Style: <input type="text"/>	Width: <input type="text"/> Length: <input type="text"/>		Total <input type="text" value="0.00"/>	Total <input type="text" value="0.00"/>	Total <input type="text" value="0.00"/>	
Description: <input type="text"/>	Item Notes: <input type="text" value="Notes"/>					

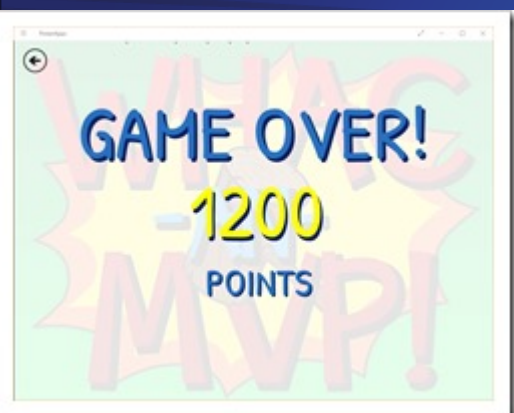
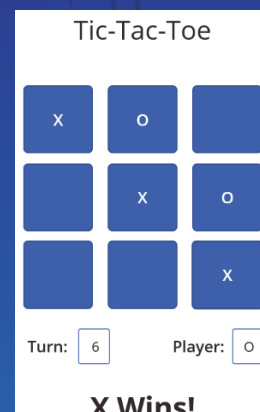
Total Material - Total CPT - Tax % Summary On Custom Group Off

Total Tax - Total RES - (% Add Material On Item Notes On

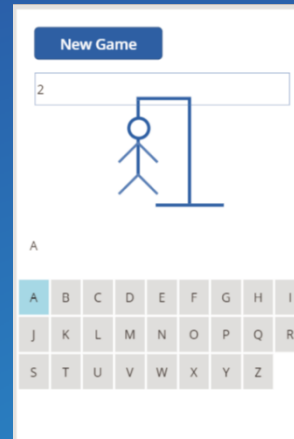
Total Labor - Total HT - Labor On Project Notes On



More Fun PowerApps from Events!



HIGH SCORES leaderboard showing a list of names and their scores. The names and scores are: Mokael (3200), Mikael Yeah! (2500), Mikael (1800), YoBoy (500), hahaha (400), and I made it (100).

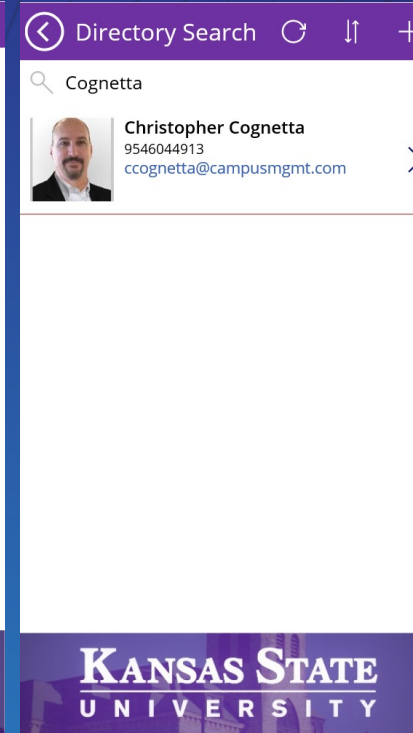
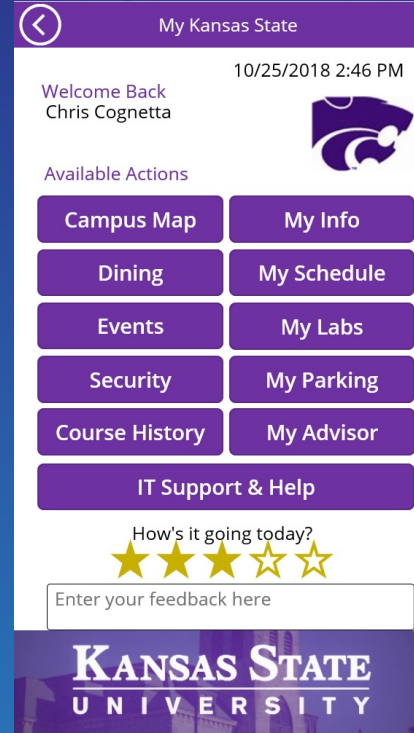
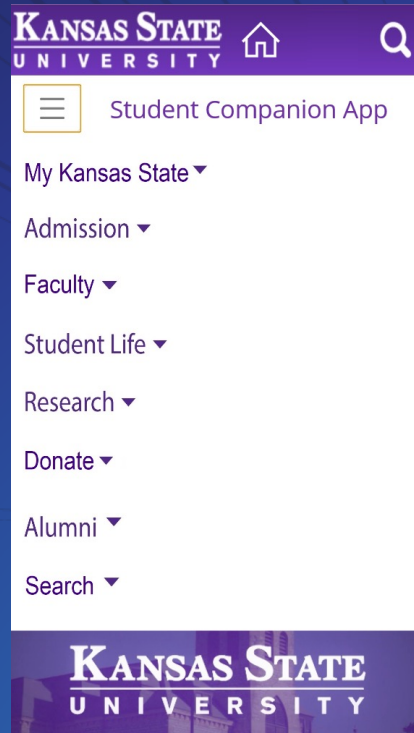


POWERAPPS GAME COMPETITION THE JUDGES TOP 3 IN NO PARTICULAR ORDER:

- COIN DOG BY MAKOTO MAEDA
- MARBLE MATH BY RICHARD BURDES, PAUL O'FLAHERTY & HUGH OFFICER-THORLEY
- A MILLION DREAMS BY RORY NEARY

Microsoft logo at the bottom left.

Campus Engage – Student Companion App Powered by Microsoft PowerApps



Ability to Analyze Student Sentiment with

How's it going today?



Enter your feedback here



Proactively monitor and send negative responses to Campus Security

Security



Real-time review of sentiment on courses to faculty

Feedback



From the team at congruentX



Internal Account	External Sources
Company Name MDM Commercial Enterprises, Inc.	Company Name M.D.M. Commercial Enterprises, Inc.
Company image 	Company image
Website http://www.mdmcommercial.com/	Website http://www.mdmcommercial.com/
Company Phone +1 904 241 2340	Company Phone +1 904 241 2340
City Ponte Vedra	City Ponte Vedra
State FL	State FL
Street Address 1102 Us Highway A1a North Ste 205	Street Address 1102 Us Highway A1a North Ste 205

Update CRM Account

credibly.AI

Search Organization...

Get Credibility

You have a meeting coming up with MDM Commercial Enterprises, Inc.

credibly.AI

A revolutionary new Power App for your sales team that prepares them to win their deal - every time with actionable AI. Industry matches, internal and external data sources and more...

The only app which helps sales people to be prepared for meetings and to see likeness to close the deal.

- Credibly.AI gives sales the needed narrative to stand out.
- Let the user know what the customer / lead biggest challenges are
- Who are the key people
- What business was done with similar companies
- etc.

A revolutionary new app for your sales team that prepares them to win their deal - every time with actionable AI. Industry matches, internal and external data sources and more...

Tweet me your IDEA!

- Tweet and tag me at @ccognetta or post on linkedin
- We just might use your concept in our next presentation

Closing and Open Q&A

- Learned what a PowerApps is about and how it can easily be used to help solve business challenges
- Start today for FREE at <https://powerapps.microsoft.com/en-us/>
- https://powerusers.microsoft.com/t5/Galleries/ct-p/PA_Comm_Galleries
- Understand they can go from zero to wild very fast!
- Check and follow PowerApps on twitter for more news!
- Robust architecture only getting better and better each month