

PowerOps

Power Platform Operations Service

December 2019

Thrive on change



DXC Microsoft Business Applications is proud to be part of DXC Technology, the world's leading independent, end-to-end IT services company. We guide clients on their **digital** transformation journeys, **multiply** their capabilities, and help them harness the power of innovation to **thrive on change**.

Bringing innovation to clients for 60+ years

Serving nearly 6,000 private and public sector enterprises across 70 countries

Our clients benefit from our technology independence, global talent, expertise and extensive partner network

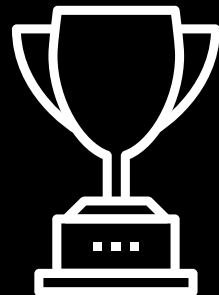
We are uniquely positioned to lead digital transformations, creating greater value for our people, clients and partners

Microsoft Dynamics Practice at a glance

DXC
LISTED
NYSE

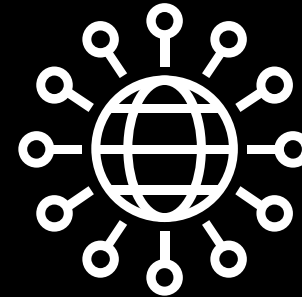
Top 3

MICROSOFT
DYNAMICS
GLOBAL LEADER



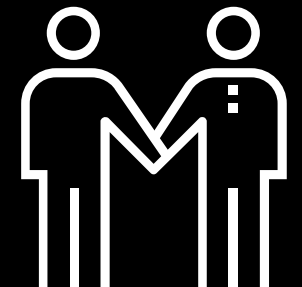
1 TEAM

1 SINGLE GLOBAL TEAM
FOR PROJECT
IMPLEMENTATIONS



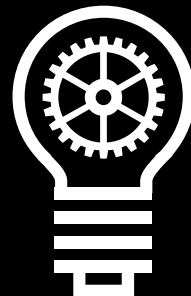
~2,300

DYNAMICS CLIENTS



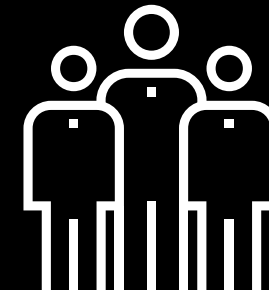
16

YEARS OF DYNAMICS
IMPLEMENTATION
EXPERIENCE



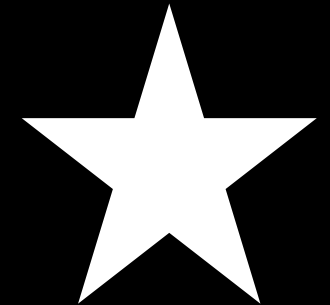
1,750+

DEDICATED DYNAMICS
RESOURCES
WORLDWIDE



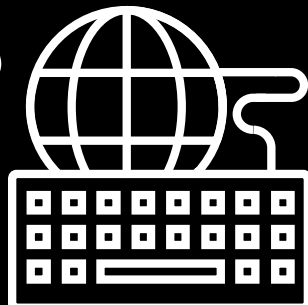
98%

CUSTOMER
RETENTION RATE



24 x 7 x 365

UNLIMITED SUPPORT
CALLS
FOLLOW THE SUN



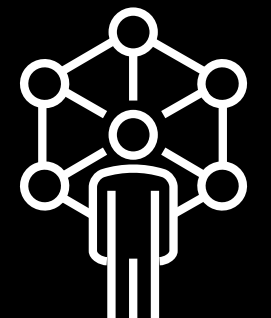
**HIGHLY
AWARDED**

2017/2018
INNER CIRCLE
for Microsoft Dynamics

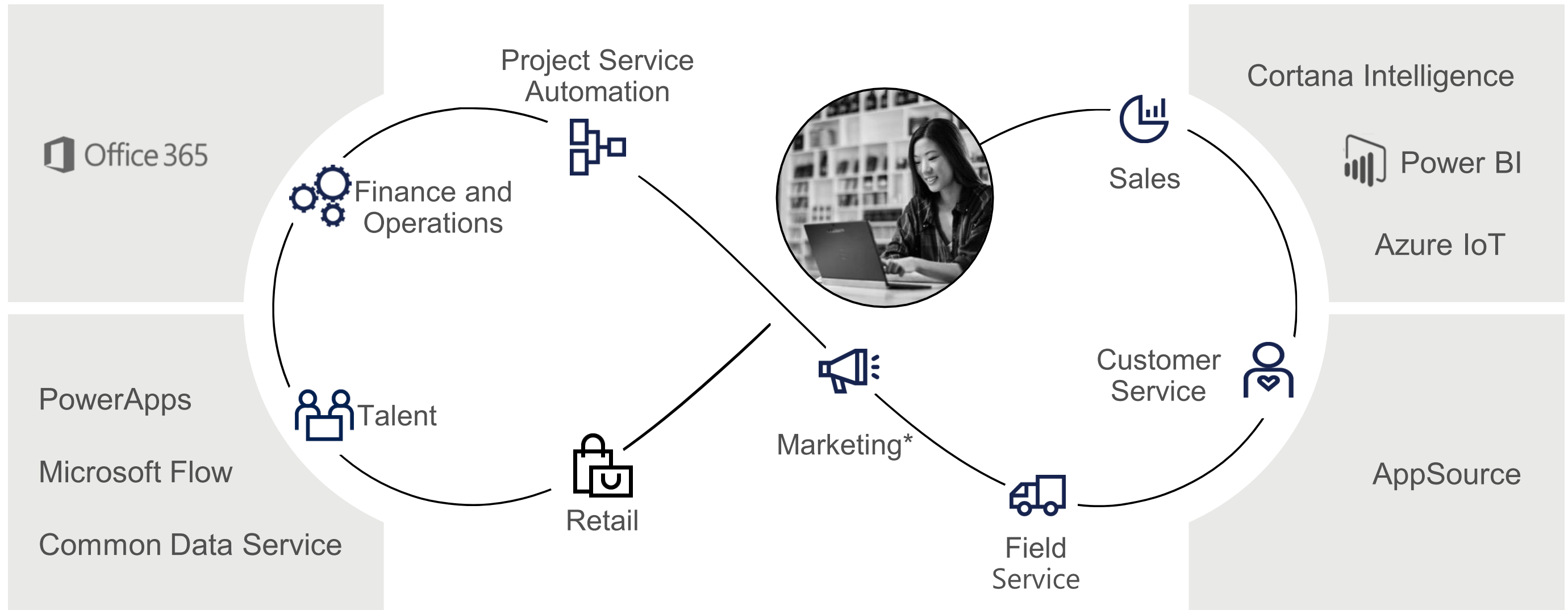
2016/2017 Global
Microsoft Dynamics
Services Partner of the Year

850+

MICROSOFT
CERTIFICATIONS



DXC Microsoft Business Applications



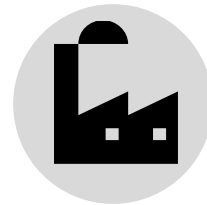
Fostering innovation while driving business value

The goal is to drive additional value for our customers



Digital Disruption

How do we encourage innovation and disruption within our business / industry without disrupting operations



Lay the foundations

How do we make sure that we have the correct foundations for our organisation to build upon



Citizen Developers

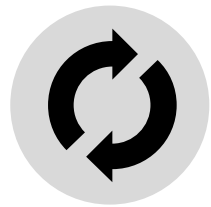
How do we give citizen developers the skills and best practices needed to empower them to innovate



Support and Operate

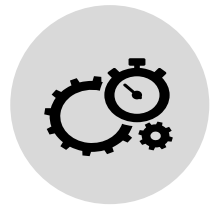
How do we ensure that our now business critical applications are supported and maintained for the future

Why is this so difficult?



Data

Provisioning, capturing and storing data in a secure and structured way is complex and must be properly supported



Time to Learn

Taking time out of a busy BAU schedule can be difficult; suitable training facilities and environments are not always readily available



Ease of Use

Ease of use can delay the need for best practice and governance



Scale

Building out a single application may be straight forward. Building out an enterprise scale framework is essential for long term sustainability

Without the right controls our business will suffer.

Without innovation the same is true!

Power Ops – Power Platform Enablement and BAU

Encourage innovation and provide business value

- Nurture innovation and disruptive technologies with DXC PowerOps for the Power Platform
- Train stakeholders in how to get started, best practice, design patterns and application lifecycle management
- Get support and managed service offerings to ensure your business critical solutions are supported with SLA's and upgrade services
- Govern your deployments and developments through monitoring tooling to ensure you are supporting your business users and adhering to data security best practice



Timeframe*

- As little as 5 weeks and £25k*



Cost*

- Infrastructure and Deployment (£5k)
- Training*
- Ideation Workshops (£10k*)
- Product Build support (variable)
- Deployment (variable)
- Support and Maintenance (£3k*)

**may vary depending on size and complexity*

What's included?

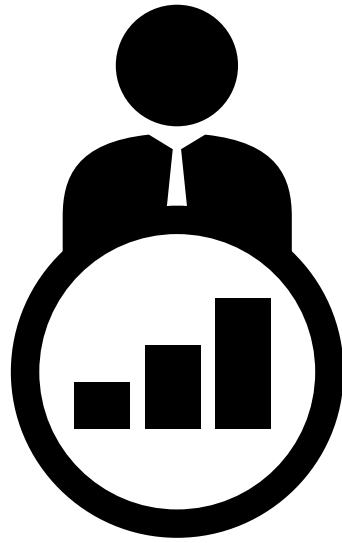
- 1** Infrastructure planning and deployment services with the option to take a managed service.
- 2** Training in the latest best practices and design patterns.
- 3** Ideation workshops designed to get you started with your first deliverable
- 4** Support in building complex solutions which may require specialist back office knowledge
- 5** Deployment and Application Lifecycle management support
- 6** A full support and managed service offering to ensure your business-critical applications will be available when you need them

Why utilize the PowerOps service?



Lead your business to innovation

We help you become leaders supporting the business in its desire to innovate.



Learn from experience

With some of the largest Power Platform projects globally, we help you learn from our experience



Accelerate time to value

Get it right first time and realize the value of your investment sooner



ENVIRONMENT

RESPONSIBILITY

Customer Story

A world-leading animal genetics company. Through the development of better bovine and porcine breeding livestock, farmers can produce better quality meat and milk more efficiently and sustainably.

Challenge

- Difficulty onboarding new employees in to the business
- Complex back end systems, not suitable for LOB staff
- Allowing drivers to complete paperwork and managers to see loads performance in real time
- Inability to exploit new technologies to better serve customers and staff.

Solution

- Dynamics 365 across multiple countries and time-zones, spanning financial, operational and sales work-streams
- Development of Microsoft PowerApps (and PowerApps mobile app) for niche, field-based applications
- Use of MS Power Platform for Talent onboarding and insights
- No Dynamics licenses needed for operations staff, saving costs

Benefits

- A modern platform to manage transport of livestock worldwide, aid company growth and better serve customers.
- A real competitive-edge in securing new business and further investment
- Accurate and predictive business insight for better decisions and planning



Customer Story

An international distributor of building materials to trade customers who are primarily engaged in residential repair, maintenance and improvement projects and house building.

Challenge

- Required a robust and fool proof way to request financial transactions (specifically currency exchange) between users' Business Units

Solution

- Users can only make a request value date, on a day that isn't a weekend or a bank holiday
- Built a dynamic HTML form within the app to populate
- Sharepoint datasource was used as the Central Hub
- Robust auditable solution

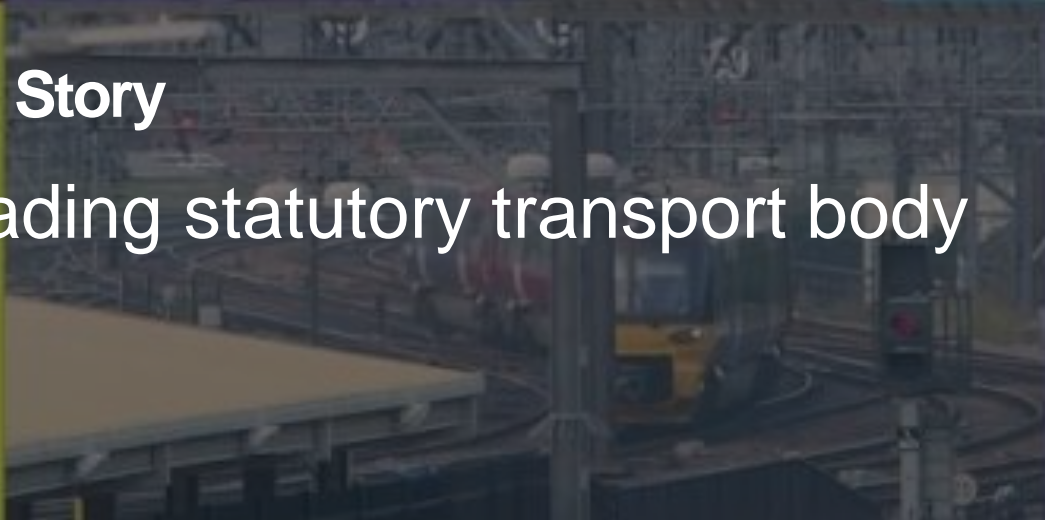
Benefits

- Single platform
- A consolidated view of all interactions with partners, employees, customers and suppliers
- Business decisions based on knowledge rather than conjecture
- Flexible working time provided through bespoke Power Platform application



Case Story

A leading statutory transport body



Challenge

- Creation of a new solution to meet the needs of a progressive organisation

Solution

- 20 x Microsoft Dynamics 365 Unified Operations Licences (including D365 for Talent); 90 x Team licences; 3 x Extra environments
- The application is tightly integrated in to core backend systems via the use of Microsoft Flow and LogicApps.
- The finished PowerApp was embedded within the core HR solution so appears as a seamless part of that platform

Benefits

- Single platform
- A consolidated view of all interactions with partners, employees, customers and suppliers
- Business decisions based on knowledge rather than conjecture
- Flexible working time provided through bespoke Power Platform application

Case Study: a large membership-based company

Conduct a large number of surveys amongst their staff, members and new customers to monitor their performance, on different levels.

PowerApps is simple to use and integrates well, making it very cost-effective.

Challenge

- Surveys conducted manually and paper-based;
- Time and cost consuming process to conduct survey, assemble and analyse results
- Incomplete survey results
- Reach of survey limited

Solution

- Mobile data collection app that uploads data directly to corporate systems
- Apps built in Microsoft Power Apps
- No in house expertise needed with subscription service
- Ongoing support to create new apps or adapt existing apps
- Ability to integrate data into processes from a variety of business systems, the web, sensors and social media

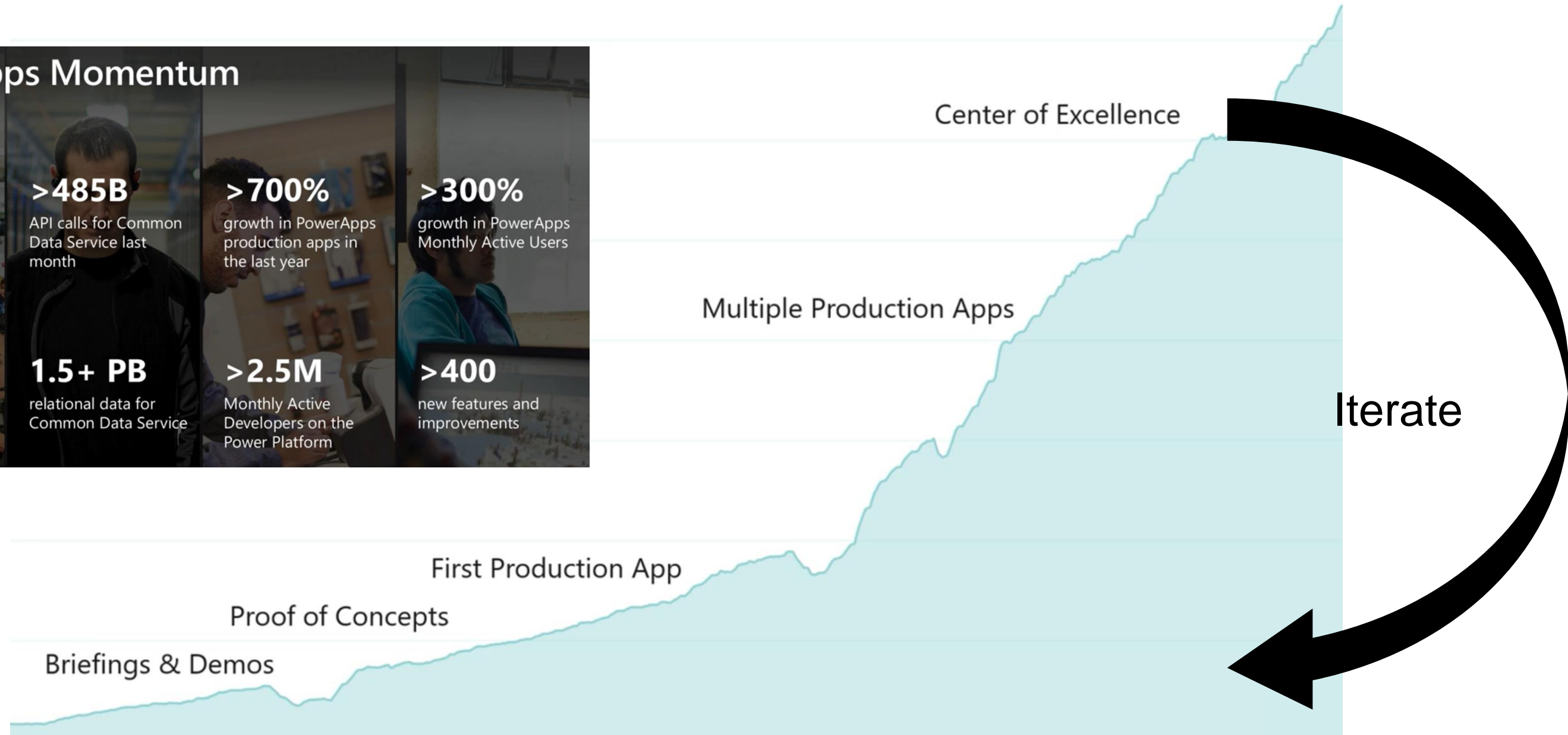
Benefits

- Reduction of costs and time
- More accurate information
- Improvement of survey response rate
- Survey can be conducted online – increasing reach
- Survey results fed straight into system, eliminating manual processes

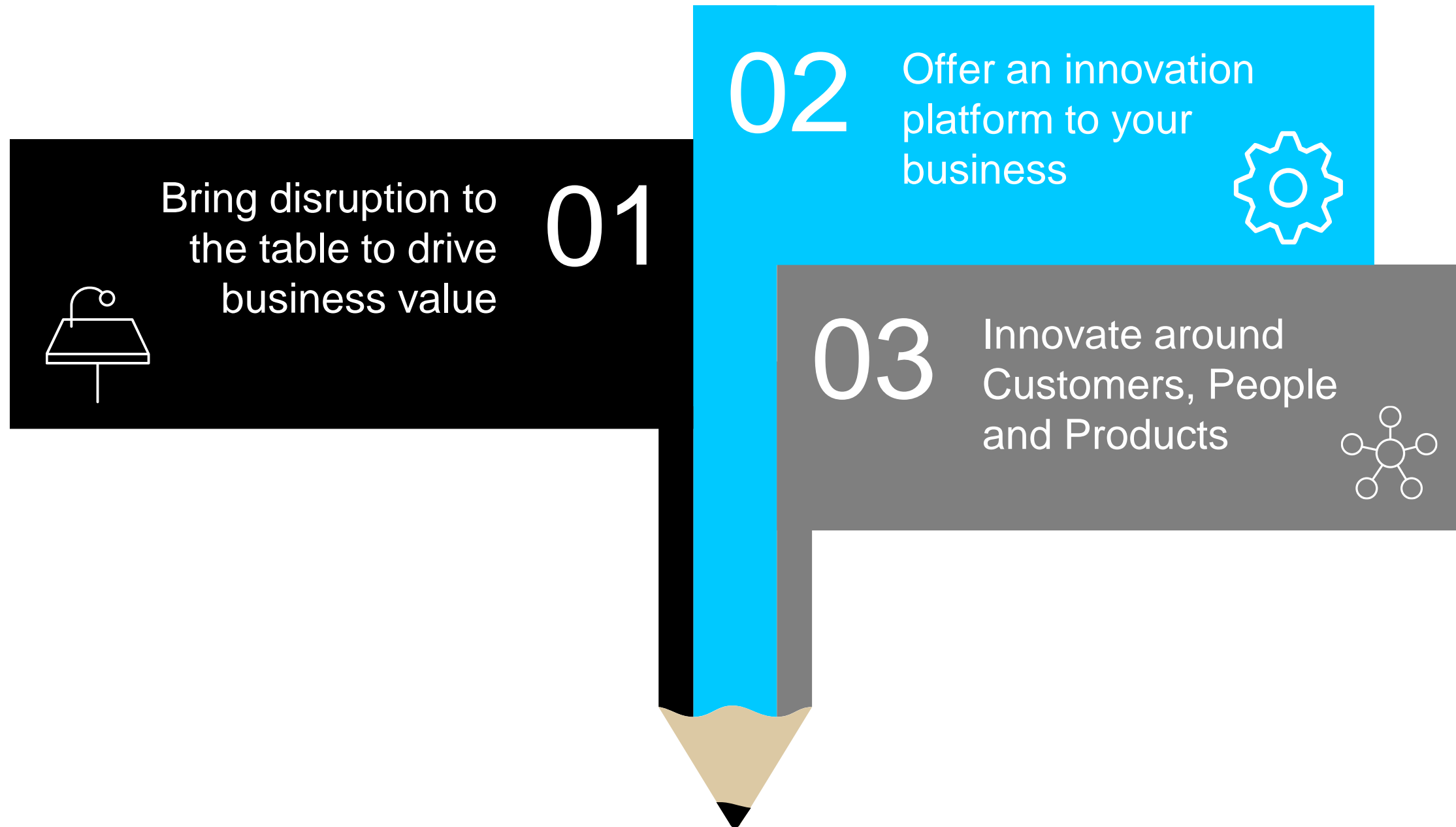
It's a destination and a journey, not a product

PowerApps Momentum

>485B API calls for Common Data Service last month	>700% growth in PowerApps production apps in the last year	>300% growth in PowerApps Monthly Active Users
1.5+ PB relational data for Common Data Service	>2.5M Monthly Active Developers on the Power Platform	>400 new features and improvements



Our Advice



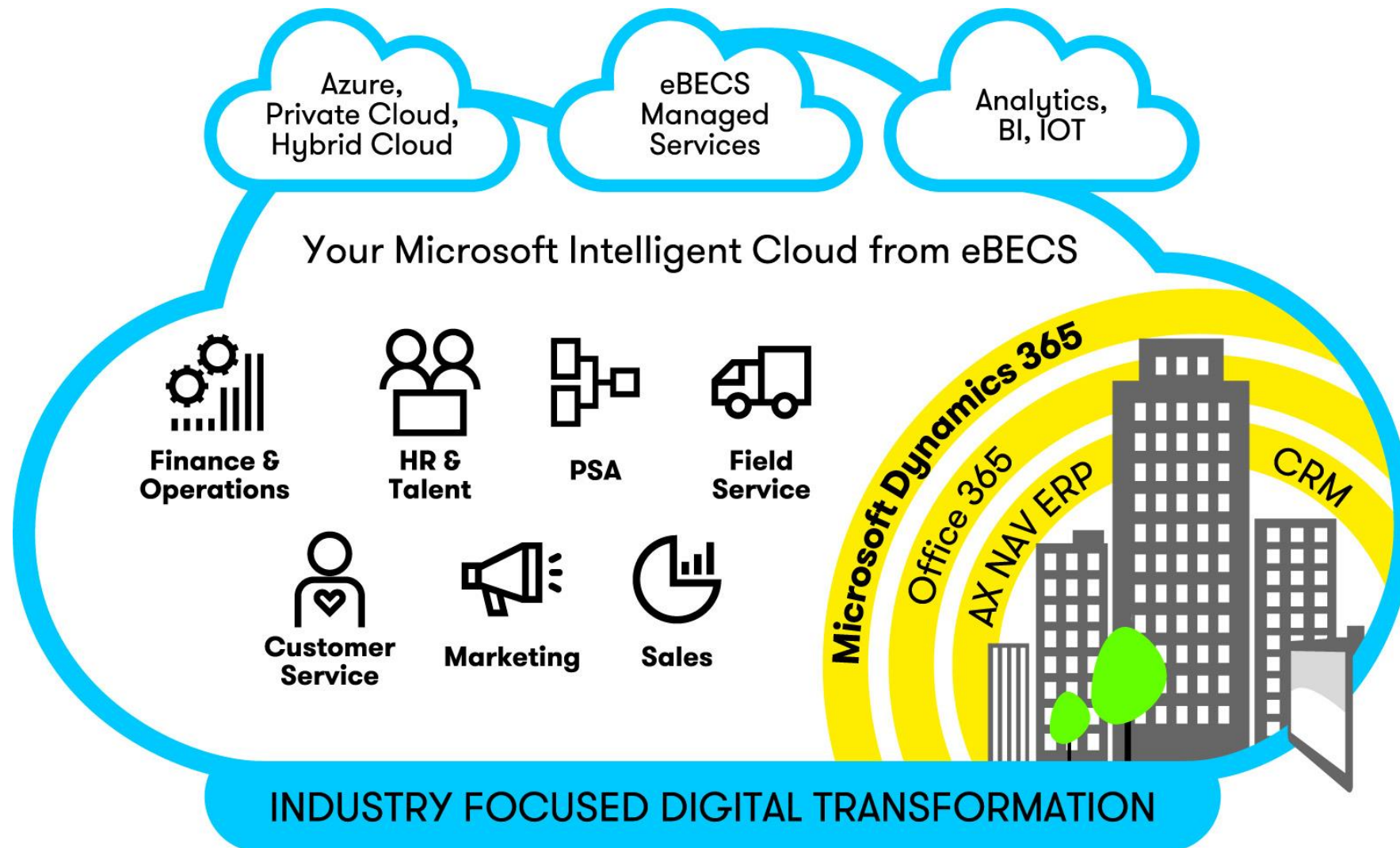


Thank you.

About DXC Technology

DXC Technology (DXC: NYSE) is the world's leading independent, end-to-end IT services company, helping clients harness the power of innovation to thrive on change. Created by the merger of CSC and the Enterprise Services business of Hewlett Packard Enterprise, DXC Technology serves nearly 6,000 private and public sector clients across 70 countries. The company's technology independence, global talent and extensive partner network combine to deliver powerful next-generation IT services and solutions. DXC Technology is recognized among the best corporate citizens globally. For more information, visit www.dxc.com.

Total Microsoft Business Solutions Delivered Globally by eBECS



**eBECS serves
clients globally
from offices in:**

Chesterfield, UK

Swindon, UK

London, UK

Dublin, Ireland

Atlanta, USA

Riyadh, Saudi Arabia

Amman, Jordan

Our industry verticals and some of our customers

PROFESSIONAL SERVICES	ATKINS	BERENDSEN	MORGAN SINDALL	amey	GLASSOLUTIONS SAINT-GOBAIN		
CONSUMER & RETAIL	Arsenal	COSTA	EXCESS BAGGAGE COMPANY	SIGNET JEWELERS	Fitness First	Virgin ACTIVE	Nando's
TRANSPORT & LOGISTICS	GIST TRANSFORMING SUPPLY CHAINS CUSTOMER PARTNERSHIP EXCELLENCE INNOVATION PEOPLE	FTA	TRANSPORT FOR THE NORTH	BRAEMAR	cartrawler with you all the way		
ENERGY, UTILITIES & TECHNOLOGY	SGN	certas energy	amec foster wheeler	innovation group	KBC A Yokogawa Company	Johnson Matthey	Lelex Water a YTL company
FINANCIAL SERVICES & INSURANCE	METRO BANK	HODGE LIFETIME	Callcredit Information Group	Lombard Risk	Irish Life	Royal Bank of Scotland	
PROPERTY	savills	PURPLE BRICKS	SEGRO	LOVELL	Carter Jonas	RINGWAY JACOBS	
MANUFACTURING	Marshalls Creating Better Spaces	The Royal Mint	YUASA	GAMES WORKSHOP	westland garden health	HONDA	WILLIAMS F1
PUBLIC SECTOR & NFP	OXFAM	Lifeboats	ageUK Love later life	national museum Wales	GAS	St John Ambulance	National Trust

Award-winning solutions from a world leading Microsoft Partner



Gold Enterprise Resource Planning
Gold Data Analytics
Gold Cloud Customer Relationship Management
Gold Cloud Platform

2017/2018
INNER CIRCLE
for Microsoft Dynamics

Microsoft Dynamics
Services Partner of the Year
UK 2017 2015 2014 2013 2012 2010
MEA 2017 2016

Microsoft Partner
2013 **Global Partner of the Year**
Enterprise Resource Planning **Winner**

2016/2017 Global
Microsoft Dynamics
Services Partner of the Year

2016/2017 Microsoft Dynamics
Services Partner of the Year
Canada

Winner
Microsoft Partner
2017 Partner of the Year
Microsoft Dynamics Industry Award

