



# Power Platform ROI Evaluator by Minsait

September 2023

minsait

An Indra company



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# Power Platform ROI Evaluator by Minsait

01. Minsait – An Indra company
02. Tool description
03. Functional definition of the tool



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Minsait – An Indra company

# About us

Indra is currently the **leading technology company in Spain** and one of the **leading companies in Europe and Latin America**

## Business consulting

## Technology

## Digital solutions

3.204 M€ sales

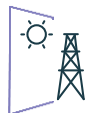
+49.000 professionals

Projects in +140 countries

Local presence in 46 countries

50% sales abroad

(Data 2019)



16%  
Energy and Industry



11%  
Telecom and Media



17%  
Services Financial



18%  
AA.PP. and Health



17%  
Security and Defense



21%  
Transportation and Traffic

### Business Management Systems

- ERP Solutions
- Payroll and Human Capital
- Consolidation and budgeting

### Advanced Technologies

- Business Consulting
- Technology
- Digital Solutions

### Outsourcing and BPO

- User Management
- Maintenance Applications
- Infrastructure Management

### Paradigm

- Agile projects

### Cybersecurity



- Digital Risk
- CyberSec Services & Solutions
- Digital Identity and Signature

Minsait – An Indra company

# We offer solutions to customers, citizens, suppliers and employees

We promote the generation of value through the design, implementation and integration of technological solutions capable of supporting your business



## Keep Calm! Go Omnichannel



We define customer strategies in all relationship channels

We design and implement omnichannel solutions



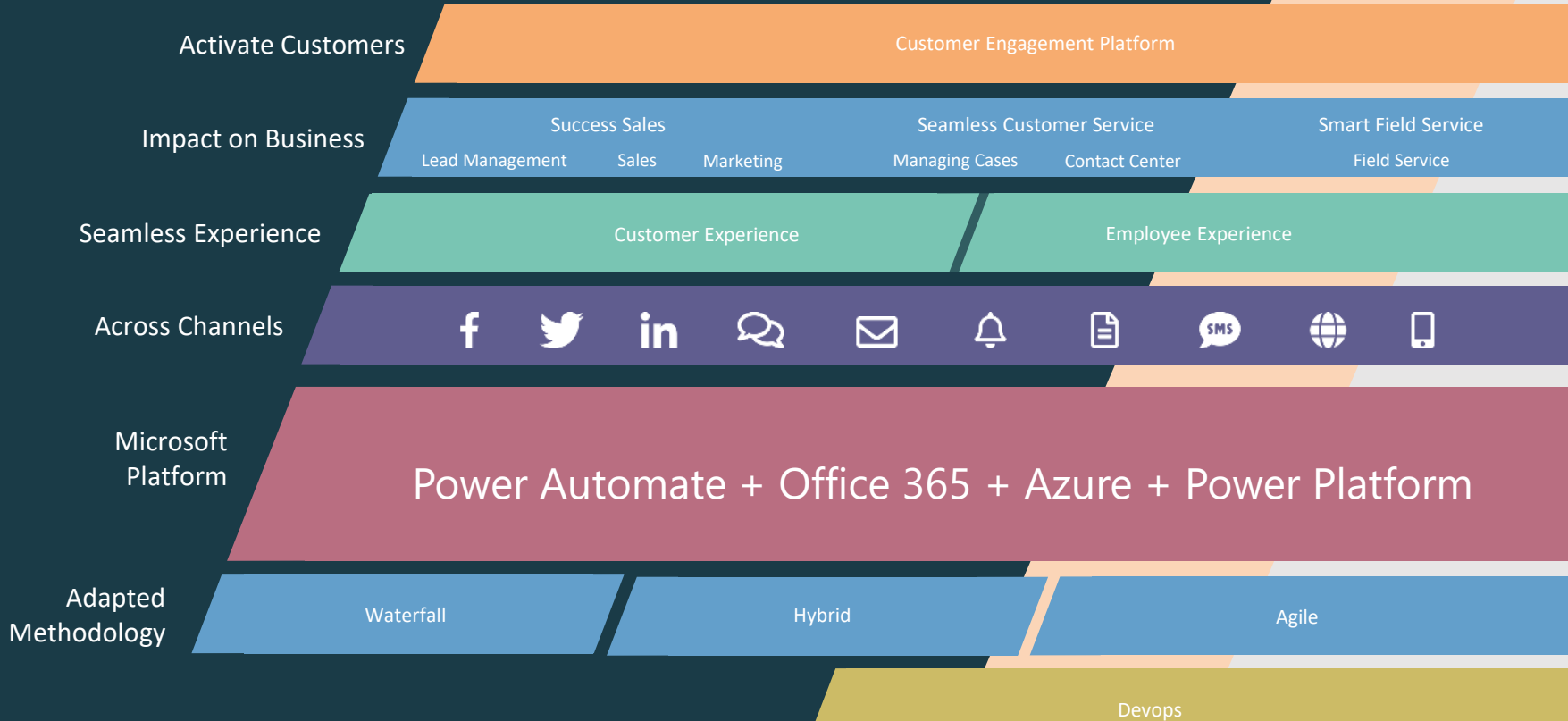
We promote the value of data as a source of optimization and improvement of processes and services

We use digital channels, contact centers and sales networks as efficient means of interaction

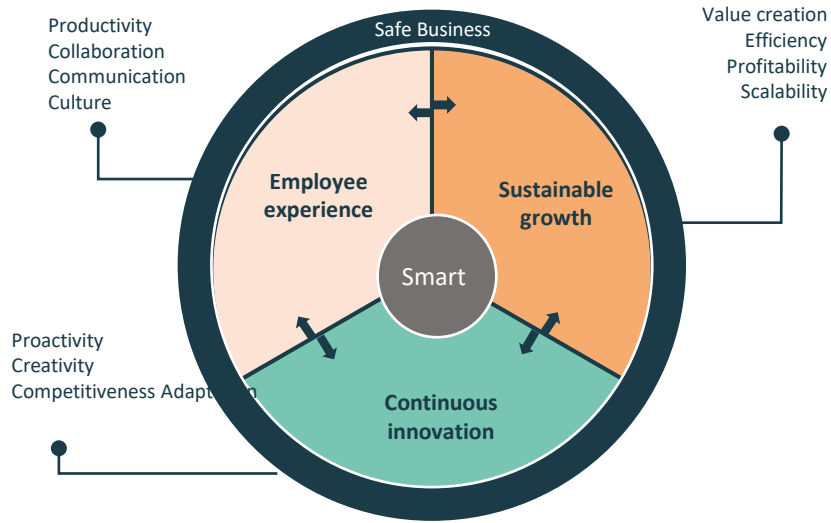


We optimize the operational and commercial processes of your business

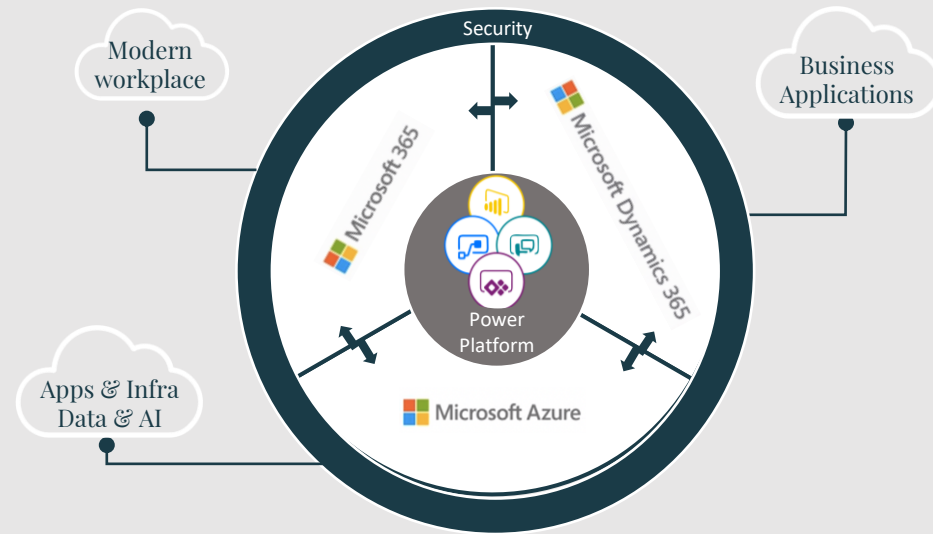
# We devise, implement and operate comprehensive Customer Engagement solutions under the Microsoft platform



# An integrated and constantly evolving vision to guarantee business:

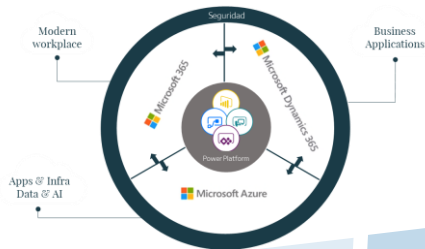


# By using the three Microsoft clouds





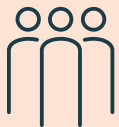
# Our Platform Capabilities (M365, D365 y Azure)



**Microsoft**  
**GOLD CERTIFIED**  
Partner

  
**+20**  
YEARS OF  
EXPERIENCE

**+50**  
Experts  
Azure



**+600**

Professionals  
Microsoft



DESIGN



DEVELOPMENT



CULTURE  
COMMUNICATION  
TRAINING

**+200**  
Professionals in Digital  
Transformation  
and Change Management

**+75**  
Experts  
Sharepoint

**+150**  
Experts Power BI and  
Data Azure Solutions

**+100**  
Expertos  
BizApplications



**+50**

PROJECTS  
Dynamics 365

**+300**

PORTAL  
PROJECTS with different  
technologies

**+50**

PROJECTS  
Sharepoint



**+300**

DIGITAL  
TRANSFORMATION  
PROJECTS IN PROGRESS

Implementation of Change  
Management Plans in clients from  
multiple sectors, customizing the  
process to the individual reality of  
each company

# Our global capabilities



- Main production center
- Centers with the possibility of exporting Resources

+180 certifications

Microsoft in the main specializations: Dynamics 365 Core, Power Platform, Dynamics 365 Sales, Microsoft Dynamics 365 Customer Service, Microsoft Dynamics 365 Customization and Configuration, Developing Azure Solutions, Implementing Azure Infrastructure, Azure Security Engineer, Azure Data Scientist



(\*) In progress

# FastTrack Recognized Solution Architect – Power Apps y Power Automate 2022 y 2023

The Microsoft Power Platform product engineering team recognizes practicing solution architects for consistently exhibiting great architectural expertise and creating high-quality solutions during engagements with customers implementing solutions under Power Platform technology.

## Power Apps y Power Automate



Alejandro Caravantes Molina

Lead Power Platform Technical Architect,  
Minsait

- 5 years of experience with Power Apps
- 7 years as solution architect
- 1 year of experience with SharePoint, 7 years with Dynamics 365, 7 years with Azure
- 9 Power Apps enterprise projects



## Differentiating element



Great differentiating element with respect to the competition since there are currently only two Spanish technicians with this recognition

## High expertise in technology

Great experience and expertise both in the technology itself and in the rest of the integrating technologies with Power Platform

## Recognized by manufacturer

Recognition obtained after the audit process and personal interview with the Power Platform product engineers

02

# Tool Description



Tool Description

## Context and value

Currently it can be complex to estimate and compare the cost/benefit of developing a business solution in Power Platform technology compared to traditional developments.

For this reason, we have created a tool that allows users to make their calculations based on the specific scenarios of their applications, obtaining a series of estimated economic results that allow analyzing the impact of carrying out the project on Power Platform.

Our calculation tool is based on the Forrester study on the economic impact of application development and business processes on the Power Platform. This ensures that the results provided are accurate and reliable.

By using it, managers can make informed and strategic decisions on how to proceed with application development.

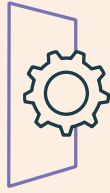
In addition, it is easy to use and is designed to adapt to the specific needs of each user; It also allows updating the calculation parameters to keep it updated with data from future Forrester studies. This will allow your organization to save time and resources by not having to perform complex calculations manually and facilitate decision making.

# Main features

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Power Platform ROI Evaluator is a tool for estimating and analyzing the costs and benefits of developments in Power Platform compared to traditional developments

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## Scenario creation

Creation of different scenarios for analysis.

## Configuration and licensing

Configuration of calculation parameters in addition to allowing the cost of licensing to be established.

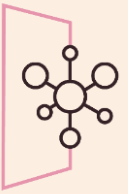
## Results

The tool provides a series of results grouped into sections with the data from the estimation made.



## Easy to maintain

Through its configurations, the tool allows you to always have the parameters and the cost of the licenses up to date.



## Technical users

The tool is designed to be used by IT users since they are the ones with the necessary knowledge to be able to configure the scenarios.

## User friendly

The tool is easy for users to use.

03

Functional definition of the  
tool

# The tool covers the following blocks

## Scenario and project management



- Creation, visualization and search of scenarios that bring together a set of projects based on Power Platform technology
- Creation, visualization and edition of projects associated to the different scenarios

## Configuration



- Configuration of parameters that are taken into account to perform the calculations
- Setting the licensing price
- Carrying out calculations and estimates.

## Results



- Summary display of entered data
- Cost calculation results
- Results calculation benefits
- Results licensing costs
- Final conclusions including ROI (Return of investment) and viability



# Scenarios

**The scenarios are the basis of the calculations. Each scenario represents a different calculation/estimate.**

- Main screen of the tool.
- Allows you to define different scenarios.
- A scenario represents a specific casuistry on which you want to perform the calculation.
- Each scenario can contain one or more projects.
- To facilitate its location, this screen has a search engine at the top that allows you to filter the scenarios.

The screenshot displays the 'Power Platform ROI Evaluator by Minsait' application interface. The top navigation bar includes the Minsait logo (An Indra company) and the application title. A sidebar on the left contains navigation options: Home, Escenarios (selected), Resultados, Licencias, and Parámetros. The main content area features a search bar labeled 'Buscar Escenario...' and a table of scenarios. The table has two columns: 'Nombre Escenario' and 'Descripción Escenario'. The scenarios listed are: 'escenario', 'NUevo', 'Nuevo Elemento 2', and 'Nuevo Elemento'. Each row includes an edit icon. On the right side, there is a 'Nuevo Escenario' form with input fields for 'Nombre' and 'Descripción', and an 'Añadir' button at the bottom right.

Nombre Escenario	Descripción Escenario
escenario	
NUevo	Esenario 1
Nuevo Elemento 2	Elemento prueba
Nuevo Elemento	Elemento prueba acceso

# Projects

From this screen, the different projects that make up the calculation scenario are added.

- There are 3 types of projects that can be created.
  - **Power Apps:** application projects.
  - **Power Automate:** Automation projects include both DPA (flows in the cloud) and RPA (Robotic Process Automation) attended/unattended.
  - **Mixed:** projects that contain applications and automations.
- The analysis for the calculation is made based on a range of 3 years, so information is requested for each of the projects based on this time range.

The screenshot displays the 'Power Platform ROI Evaluator by Minsait' interface. The top navigation bar includes the Minsait logo and the title 'Power Platform ROI Evaluator by Minsait'. A sidebar on the left contains navigation icons for Home, Escenarios, Resultados, Licencias, and Parámetros. The main content area is titled 'Escenario > Escenario pruebas' and features a 'Añadir Proyecto' form. The form has tabs for 'Principal', 'Apps', 'Flujos DPA', and 'Flujos RPA'. It includes a 'Proyecto' field with a paperclip icon, a dropdown menu currently set to 'Mixto', and a 'Reemplaza app existente' checkbox. An 'Añadir' button is located at the bottom right of the form. To the right of the form is a list of four projects, each with edit and delete icons and a 'Reemplaza app' status:

Project Name	Type	Replace App
Proyecto 1 editado	Power Apps	Sí
Proyecto 2	Power Apps	No
Proyecto 3	Mixto	No
Proyecto 4	Power Apps	No

A 'Calcular' button is positioned at the bottom right of the interface.

# Parameters

From this screen you can view and modify the values of the different parameters used in the calculations.

- The initial values of the parameters are based on the Forrester study on the economic impact of development on the Power Platform.
- For each parameter, the unit in which the value must be entered is displayed.

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**Power Platform ROI Evaluator by Minsait**

### Configuración Parámetros ⓘ

Coste desarrollo de Apps (Promedio) (€) 50000	Retirada otra app. Coste/mes (€) 15	Impacto de mejorar time to market (€) 5000
Ahorros por proyecto de IT en la App (%) 74	Coste promedio anual FTE (€) 35000	Otros
Ratio Apps Running/Build Cost (%) 20	Mejoras eficiencia personal (hr) (%) 1	Descuento licencias (%) 25
Ahorros en Mantenimiento IT de Apps a retirar (%) 74	Factor Riesgo (minoramos impacto positivo) (%) 10	

**Modificar**

# Licenses

From this screen you can view and modify the values of the costs of the different licenses used in the calculations.

- Power Apps licenses as well as the different types of Power Automate licenses are used for the calculations.
- For each parameter there is a block of information that indicates what is included in said license.

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### Configuración Coste Licencias

Power apps per App (€)	Power Automate RPA atendida (€)	Power Automate por Flujo (€)
8,5	33,7	84,3
Power Apps per User (€)	Power Automate por Usuario (€)	Power Automate RPA Desatendida (€)
33,7	12,6	126,5

Modificar

# Results – Summary

In the Summary tab of the results screen, an overview of the information entered based on the projects added for the calculation is displayed.

- Initial tab of the results screen.
- The information is broken down into 3 blocks.
  - **Apps** information
  - **Cloud Flow** Information (DPA)
  - **RPA Flow** Information
- The panels show totals for each of the sections. You can access the summary of each block.

The screenshot displays the 'Power Platform ROI Evaluator by Minsait' interface. The top navigation bar includes the Minsait logo and the title 'Power Platform ROI Evaluator by Minsait'. Below the navigation bar, the breadcrumb trail reads 'Escenario > Resultados > Escenario pruebas'. The main content area is divided into five tabs: 'Resumen', 'Cálculo Beneficios', 'Cálculo Costes', 'Licencias a Adquirir', and 'Resultados Finales'. The 'Resumen' tab is active, showing three summary cards: 'Apps' with a value of 27, 'Flujos DPA' with a value of 5, and 'Flujos RPA desatendidos' with a value of 5. Below these cards is a table with the following data:

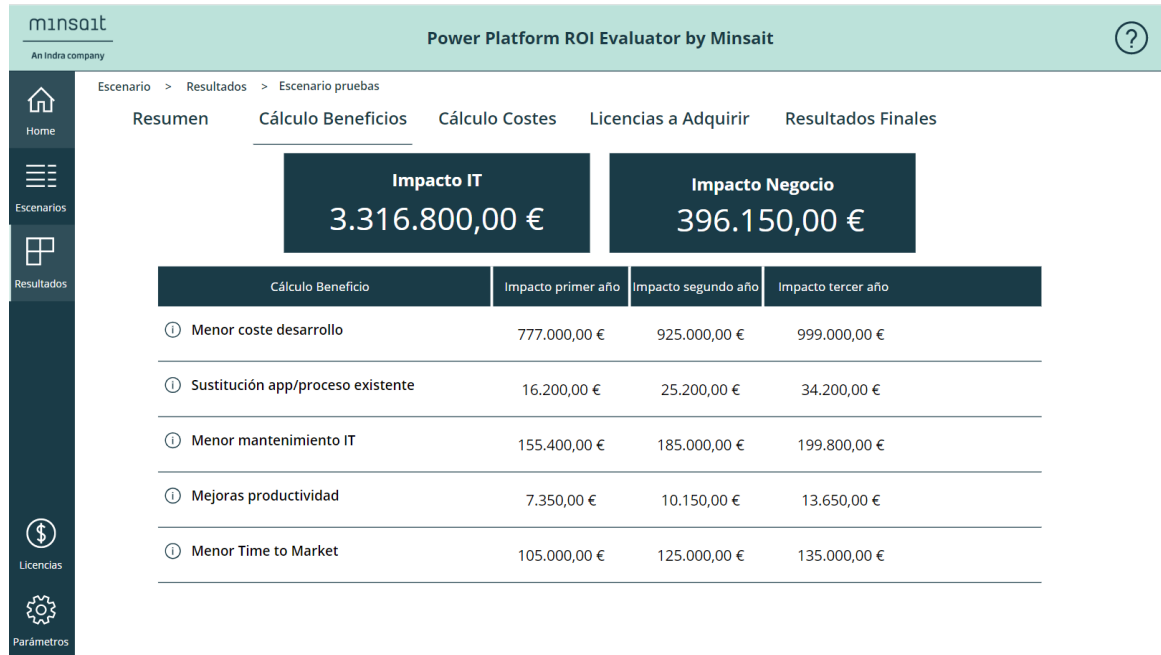
Proyecto	Nº apps	Nº usuarios apps primer año	Nº usuarios apps segundo año	Nº usuarios apps tercer año
Proyecto 1 editado	4	90	140	190
Proyecto 2	5	20	20	20
Proyecto 3	10	50	50	50
Proyecto 4	7	20	40	80
Proyecto 7	1	30	40	50
<b>TOTAL</b>		210	290	390

The interface also features a left sidebar with navigation options: Home, Escenarios, Resultados, Licencias, and Parámetros. A help icon is visible in the top right corner.

# Results –Benefits Comparison

The Benefits Calculation tab of the results screen shows the economic impact on benefits that development on Power Platform has compared to traditional development.

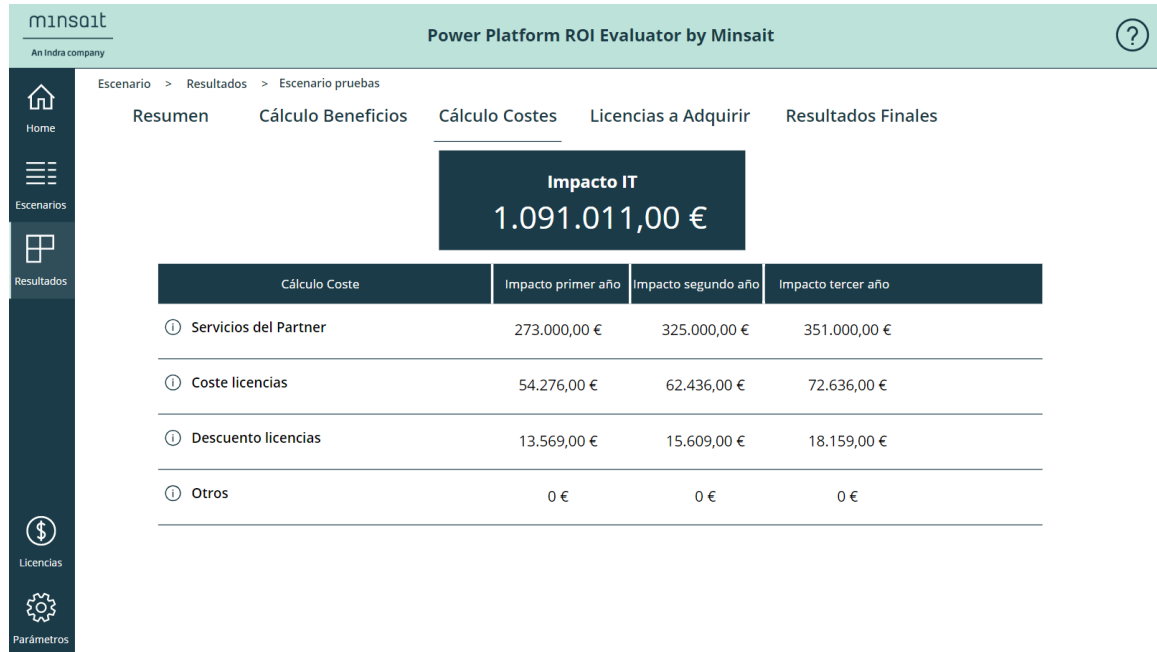
- The measures for calculating benefits are as follows.
  - Lower development cost
  - Replacing existing app/process
  - Less IT maintenance
  - Productivity improvements
  - Less Time to Market



# Results – Cost Calculation

In the Cost Calculation tab of the results screen, the cost of developing on Power Platform is shown.

- The measures for carrying out the cost calculation are the following.
  - Partner Services
  - License cost
  - Discount Licenses
  - Other costs



# Results – Licenses to Acquire

The Licenses to Acquire tab on the results screen shows a summary of the licenses that will be needed based on the number of users and flows.

- The number and cost of licenses of the following types are detailed.
  - Power Automate per user licenses
  - Power Automate licenses per flow
  - Power Automate Licensing for Attended RPA
  - Power Automate licenses for unattended RPA
  - Power Apps per app licenses

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Escenario > Resultados > Escenario pruebas

Resumen   Cálculo Beneficios   Cálculo Costes   **Licencias a Adquirir**   Resultados Finales

**Nº total de licencias**  
1130

**Coste total licencias**  
189.348,00 €

Tipo de Licencia	Nº primer año	Nº segundo año	Nº tercer año	Coste primer año	Coste segundo año	Coste tercer año
Licencias Power Automate per user	20	20	20	3.024,00 €	3.024,00 €	3.024,00 €
Licencias Power Automate per flow	0	0	0	0 €	0 €	0 €
Licencias Power Automate para RPA atendida	55	55	55	22.242,00 €	22.242,00 €	22.242,00 €
Licencias Power Automate para RPA desatendida	5	5	5	7.590,00 €	7.590,00 €	7.590,00 €
Licencias Power Apps per app	210	290	390	21.420,00 €	29.580,00 €	39.780,00 €



# Results – Final results

An analysis of the results of the calculations is shown in the final results tab of the results screen.

- **Cost per application per year:** It is an estimate of the cost of each application per year
- **Cost per user per year:** It is an estimate of the cost of each user per year
- **ROI (Return Of Investment):** It allows to evaluate the efficiency of the investment in relation to its cost.
- **GO/NO GO IT:** Indicator to indicate the feasibility with respect to the IT department.
- **GO/NO GO Business Support:** Indicator to indicate the viability regarding business support.

The screenshot displays the 'Power Platform ROI Evaluator by Minsait' interface. The top navigation bar includes the Minsait logo and the title 'Power Platform ROI Evaluator by Minsait'. Below the navigation bar, the breadcrumb trail reads 'Escenario > Resultados > Escenario pruebas'. The main content area is divided into two columns. The left column contains two sections: 'Coste por aplicación por año' and 'Coste por usuario por año'. The right column contains the 'ROI' section. At the bottom right, there are two buttons: 'Go IT' and 'Go w Business Support', both featuring a checkmark icon. The interface also includes a sidebar on the left with navigation options: Home, Escenarios, Resultados, Licencias, and Parámetros.

Coste por aplicación por año	
Year 1	16.230,72 €
Year 2	16.121,80 €
Year 3	16.362,78 €

Coste por usuario por año	
Year 1	1.623,08 €
Year 2	1.175,33 €
Year 3	873,97 €

ROI	
Year 1	212 %
Year 2	214 %
Year 3	214 %

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Mark Making the way forward

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