POWER 365 SOLUTIONS

INNOVATE - AUTOMATE - COLLABORATE

POSITIONING

WITH OUR CO-FOUNDERS COMING FROM LEADING MICROSOFT PARTNERS, POWER 365 COMBINES THE BELOW EXPERIENCE:

MODERN WORKPLACE

Microsoft 365 background covering SharePoint, Microsoft Teams, Migrations etc

DYNAMICS 365

Dynamics 365 background covering all D365 modules (Sales/Marketing/Field Service etc)

DATA

Azure Data Lake, Data Warehouse and Data Mart, as well as Azure Synapse and AI integration

ETHOS

01 RESULTS IN WEEKS, NOT MONTHS

Our ts' capabilities ensure we build, deploy and iterate BAU solutions in **weeks** - faster than the market standard of months, ensuring your clients experience both efficiency and agility.

02 WE SEE THE WHOLE PICTURE

By using the approach of "the whole picture, not just one pixel" we leverage all Microsoft tools, ensuring clients receive a customised solution based on their requirements, not on consultant preferences.

03 STRATEGIC TEAM EXPANSION

A **comprehensive Microsoft solution** is guaranteed with our team, consisting of 80% ex-military personnel carefully and specifically recruited from the partner network. Our unrivalled and combined skill sets, drive passion and ensure **client satisfaction.**

EMPOWER YOUR BUSINESS WITH THE POWER OF MICROSOFT POWER PLATFORM

OUR EXPERTISE

With the change in Microsoft roadmap bringing the Modern Workplace and Dynamics 365 technology onto the same path, Power 365 Solutions was orientated to provide a "Full Stack" approach.

Whilst the team has fundamental backgrounds in CRM and Digital/Modern Workplace, combining Power Platform, Azure and Data with this experience means we have the ability to provide the right solutions for the problem, avoiding the common failure point of other partners where a consultant leans into what they are comfortable with.

POWER PLATFORM

Power Apps (Canvas & Model)
Power Automate
Power BI
Power Pages
CoE

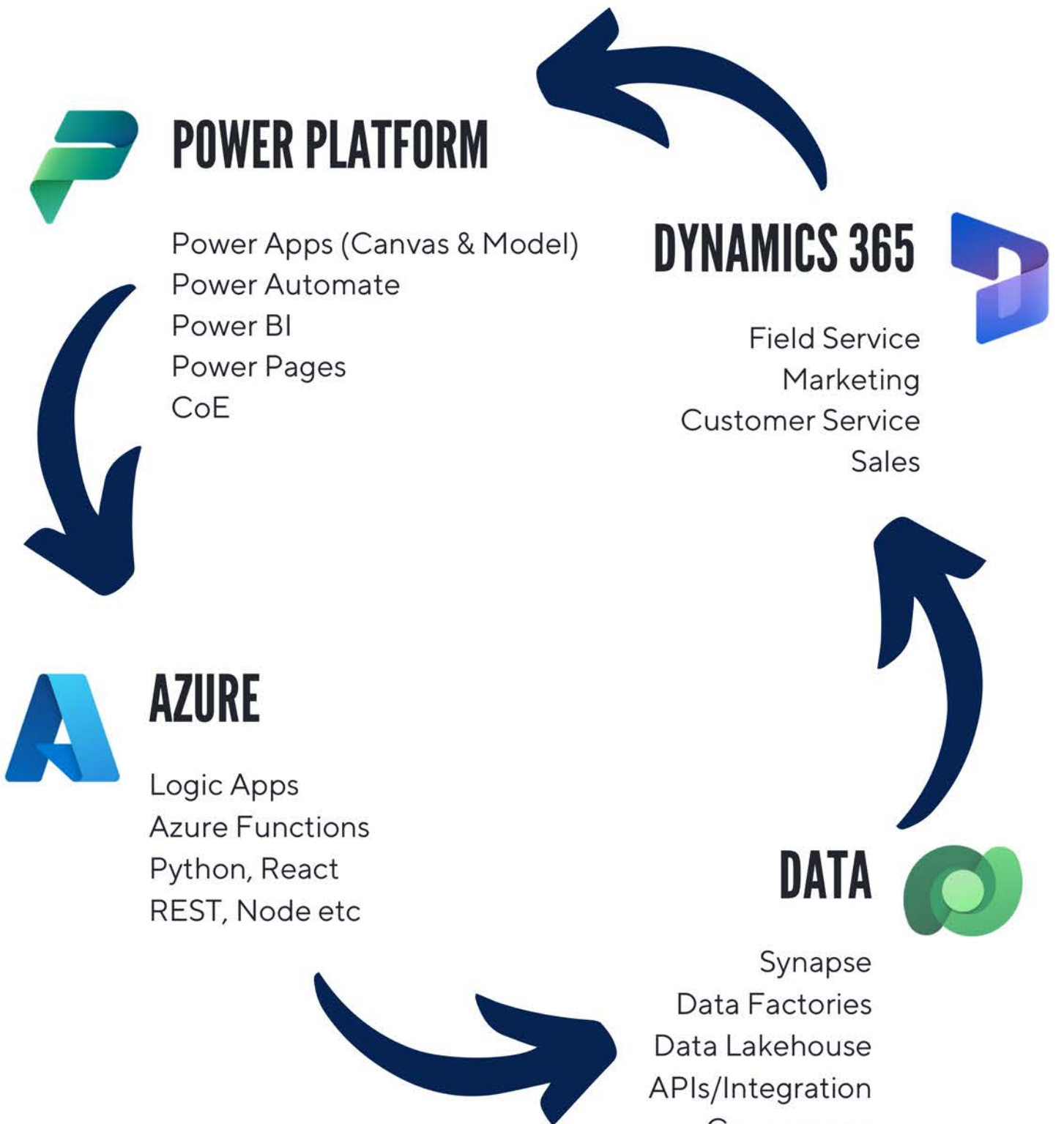## DYNAMICS 365

Field Service
Marketing
Customer Service
Sales

AZURE

Logic Apps
Azure Functions
Python, React
REST, Node etc

DATA

Synapse
Data Factories
Data Lakehouse
APIs/Integration
Governance

P365 ACCELERATE

ACCELERATE
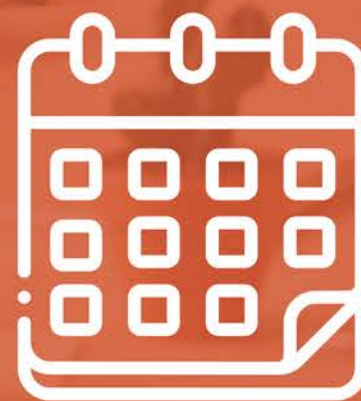## A POWER PLATFORM EXAMPLE

01
FAST TRACK
15 DAYS

Minimum Viable Product (MVP)
Single Power App

02
TYPICAL SOLUTION
40 - 60 DAYS

Specific business process
automated, ready for BAU

03
FULL CRM
3 + MONTHS

Full CRM
Ready for BAU

INTEGRATION

Full REST API integration, custom connectors and logic apps/azure functions

MODERN WORKPLACE

SharePoint, Teams and migration

FLEXI RESOURCING

White labelled within your organisation to operate as part of the team

DYNAMICS 365

Full module coverage (Sales/Customer Service/Field Service/Marketing)

POWER PLATFORM

Bespoke application development & full stack Power Platform

DATA/AI

Lakehouse and Azure platforms to provide centralised, scalable and secure repositories for all types of data

PROBLEM

01
Zoho CRM.
No ability to fully extend / improve / customise, old workflow tools, no integration to Microsoft 365 suite, licensing was expensive

02
Python custom application to manage the information being submitted into an Amazon database back-end. Difficult to amend/customise and had no integration with the new Model-Driven app (Zoho rebuild). They identified that moving this into the M365 suite might benefit in the long run – initially a Proof of Concept but has now gone to release.

SOLUTION

01
Full re-build within Model Driven apps (mostly custom) as they were not using it as a CRM and instead more of an investment brokerage application which allowed us to customise. 3rd party integrations with numerous 3rd party tools via APIs and HUGE amounts of automation for task management and investor management etc.

02
Full re-build within Model Driven appFull Canvas app rebuild of the custom python app with HUGE amounts of 3rd party API connections that pushes and pulls data from their 3rd party database (Amazon Database). Allows Quality Checking (QC) of the edits before submissions.

WORKING WITH
WITH
INTELLIGENCE

Overview

With Intelligence are an information exchange connecting investors and managers to the people and insight-enriched data they need to raise and allocate assets.

> Working with P365 feels natural whilst professional and, in conjunction to their direct work in our projects, they have helped us upskill internally and are always on hand to support with queries, even if not directly relevant to the project at hand.

Max Williamson, Product Manager

42%
Increase active daily users

625
App launches per day

239,504
Calls executed per month

9,000
Entities emailed as a result of solution

PROBLEM

Power 365 Solutions was approached by Blue Light Card, seeking to revitalise its ageing CRM system. Despite having served the public service discount company well for three years, technological advancements had begun to render it insufficient in certain areas making it unaligned with Blue Light Card's evolving business processes. As a provider of discounts to esteemed organisations such as the NHS, Police, and Military, it was imperative for Blue Light Card to upgrade their system to meet the demands of their growing business.

SOLUTION

We integrated a tailor-made Canvas App into the Dynamics 365 CRM Model Driven Application, reducing the need for the Partnerships manager to switch between multiple applications when creating slots. Three business process flows were created to streamline the sales journey for Blue Light Card's use cases, starting either from the Lead or Opportunity stage, leading to Quote generation and finally, a Sales Order.

WORKING WITH

BLUE LIGHT CARD

WORKING WITH
BLUE LIGHT CARD

Overview

Blue Light Card (BLC) provides those in the NHS, emergency services, social care sector, and armed forces with discounts online and in-store. They also work with small and large companies across the UK to get involved in supporting the Blue Light community by offering members discounts through Blue Light Card.

Saves an estimated

7hrs

each week.

PROBLEM

A large portion of the output given to PromoVeritas' clients revolves around documentation to provide the correct legal guidance. This legal guidance is continuously changing and is also different for every type of promotion and every country that their clients may want to run the promotion.

SOLUTION

01 Dataverse to hold the legal guidance per country, per game.

02 A Canvas App front-end for the team at PromoVeritas to select the relevant game specific and therefore countries related to the project.

03 SharePoint to hold the document template and also hold the automatically completed versions for the client.

04 An Azure Function and Power Automate to complete the document writing.

05 Power Automate to extract the payload and write the document, keeping the company branding and formatting aligned for maximum professional quality.

WORKING WITH PROMOVERITAS

Overview

PromoVeritas blends legal, digital, and operational expertise to run promotions worldwide. With expert client managers, they work with brands and agencies of all sizes to manage a company's promotional campaigns.

> This solution revolutionises the internal processes within PromoVeritas, allowing the team to spend their time doing the right things instead of archaic and laborious copying and pasting. Time is a commodity we cannot gain more of, so utilising it effectively is absolutely vital.
>
> Tom Moore,
> CEO of Power 365 Solutions

Reduced process to under

15

seconds per template.

WORKING WITH PROMOVERITAS

PROBLEM

01
Legacy Microsoft Access database style tool being used to manage all the referrals (cases) registered by the public into the charity.
No ability to report, no automation, clunky, slow, not user friendly, no ability to extend

02
No real reporting overview

SOLUTION

01
Custom "Case Management" Model-Driven app which automates referral creations, stores chronologies in reference to the child, relational database links based on regions and referrers, extended contact cards for child/referrers/agencies

02
Custom reporting dashboards to give high-level work overviews as well as a heatmap of the UK and regression charts to predict future data

WORKING WITH
BARNARDOS

Overview

Operating previously on a legacy, on-premise custom application meant that the team were hugely restricted on efficiency and general data capture. As the organisation has organically grown over the years of operation, the data capture and reporting requirements were becoming more and more evident for reporting into the Home Office. The Power Platform has allowed Barnardos to fully optimise their National Counter Trafficking division, allowing immediate access to live reporting and automation throughout the entire capture process - revolutionising the way in which their national teams work.

WORKING WITH BARNARDOS

300hrs!

saved with just one (of the many!) process!

PROBLEM

Substandard resource management software with poor development and low extensibility. No automatic scheduling and limited based on a lack of resource characteristic filters.
Multiple legacy systems with no integration and poor reporting functionality.

WORKING WITH

HEALTHNET HOMECARE

SOLUTION

A Dynamics 365 Field Service deployment with resource scheduling optimisation. Integration with legacy systems to maintain the data link and utilise existing functionality. Automatic record creation and updates based on survey responses submitted by site staff; fully extendable by the client.

WORKING WITH

FLETCHERS SOLICITORS

PROBLEM ❓

Office management wanted to report on staff coming into the office/make sure hot desking/desks were being booked in advance. As well as this, book meeting rooms and a vehicle if required from one app.

SOLUTION 💡

Return to Work Canvas App with custom meeting room bookings and vehicle booking form (questionnaire followed by automation to relevant approvers).

Overview

With hot desking becoming the primary need of the business within all of their offices, the Power Platform allowed their users to book/reserve the correct desks for their departments/needs whilst also allowing the business to report on office usage, employee usage and manage any COVID outbreaks accordingly.

WORKING WITH
FLETCHERS SOLICITORS

PROBLEM

Construction company.
Using Excel to manage training database and all site members certification dates. Huge excel sheet with broken macros and not fit for purpose, no automation and difficult to share around the company.

WORKING WITH
WATKINS

SOLUTION

Custom Canvas app to replace the excel sheet with automation behind document management. Allows for filtering and exporting of data.
Built in QR functionality for the training admins to generate QRs for each site staff member to then be scanned upon entering a site using native iOS/Android QR functionality, loads a Power App and shows the details of that staff member to the site foreman.

Overview

With a huge reliance on Excel and paper-based processes, Watkins have now been able to implement timesheets, a training matrix and automatic onboarding of their subcontractors for each construction site. This onboarding also includes the automatic generation of QR codes for each individual, allowing them to automatically sign in to sites upon arrival whilst providing the site managers access to any relevant qualification documents with just a single scan of the individuals QR code.

WORKING WITH WATKINS