Walking Deck

Agenda :

- Introduction
- Quadrant Resource Company Overview
- Quadrant Resource Power Platform Capability and Competencies
- Quadrant Resource Sales Alignment
- Go To Marketing

Quadrant Walking Deck:

➢ Presenting to Microsoft Sellers, Leadership, Technical.

About Us:

➢ 17+ Years as Industry Experience:

Premium Cloud and Data service organization and one of the preferred partners to Microsoft and global industry leaders to support their initiatives.

➢ 40+ Clients:

Clients of all size from mid-market to Fortune 100 to innovate and realize their vision.

➢ 120+ Projects:

Successful project delivery and helping customers by operating with improved efficiency and productivity.

➢ 100% Managed Services:

All the projects are implemented in managed services model by adhering to customer's KPI and SLA.

➢ 1800+ Professionals:

Across the globe for our client in various domains to meet customer objectives and exceeding their expectations.

➤ 24/7 Project and Support Services:

Round the clock service to execute projects and support engagements from offshore, nearshore and onsite centers to meet client SLA's.
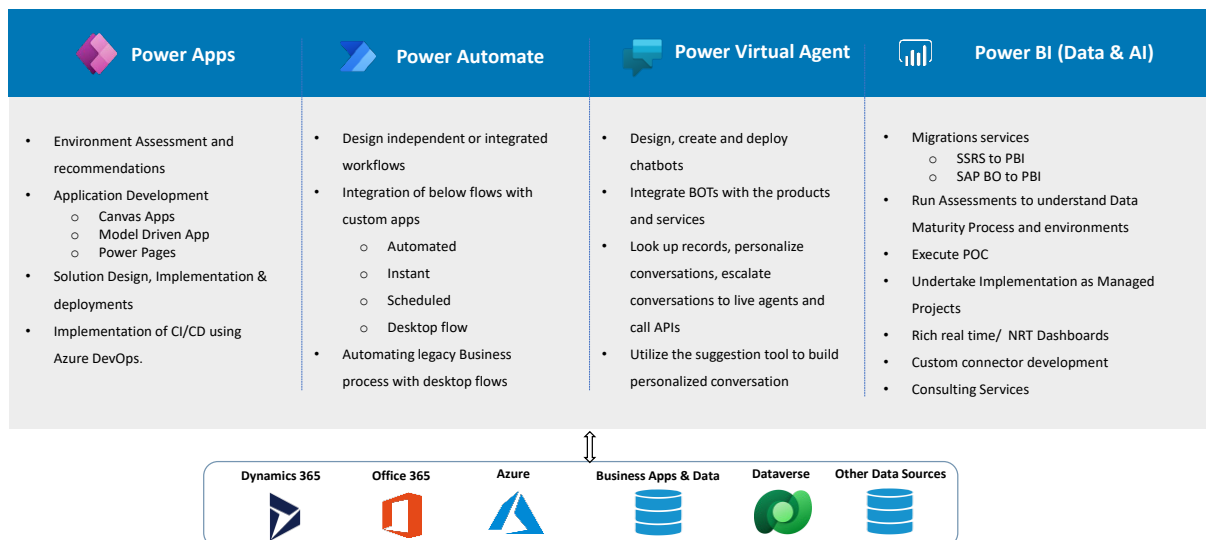
➤ 11 Global Delivery Centers:

Headquartered in Redmond, WA. US Other US locations - San Jose, Charlotte, Dallas, Edison
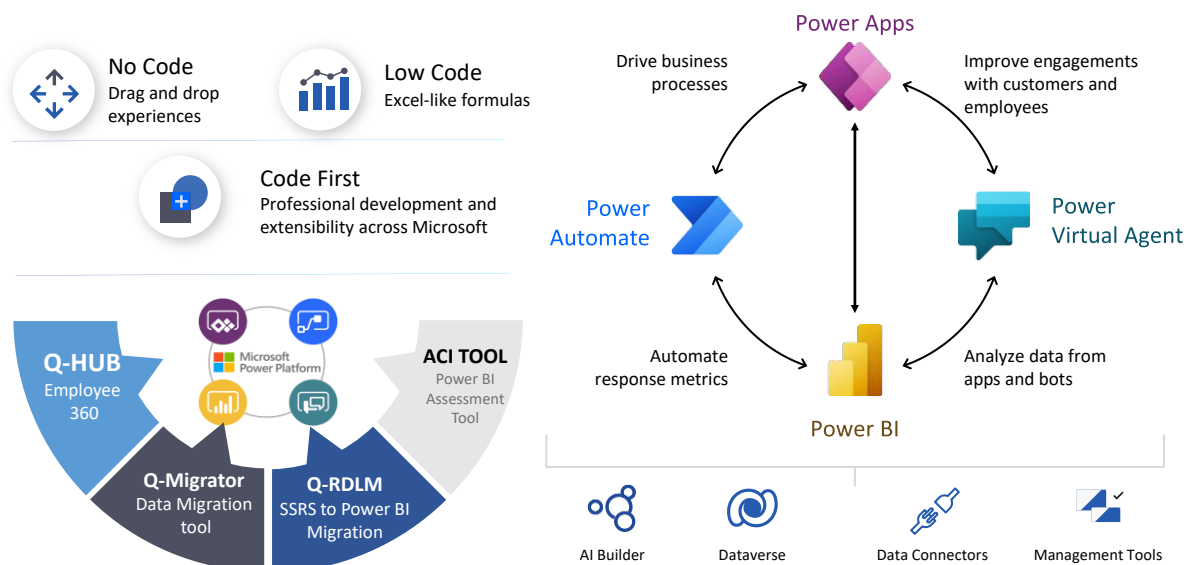
Nearshore Vancouver B.C.-Canada, Guadalajara–Mexico & Ireland-Dublin **Offshore-India** Hyderabad, Warangal & Bangalore.
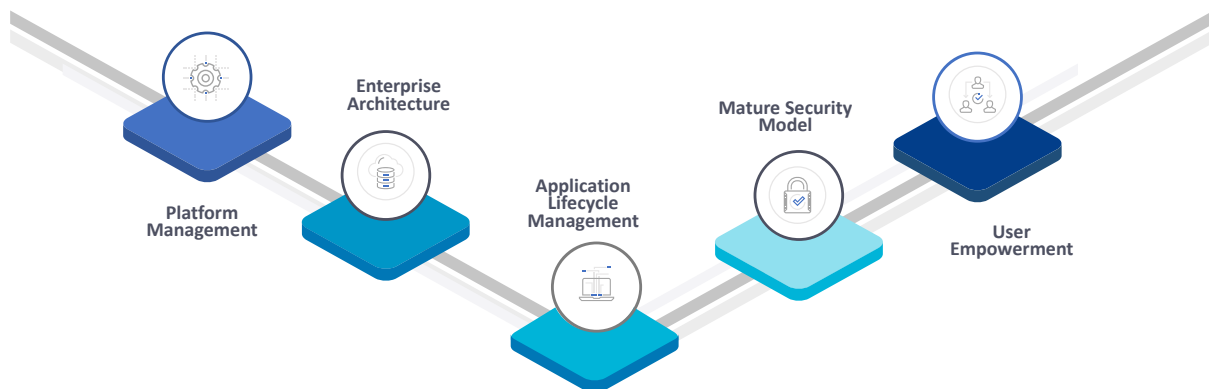
Power Platform-Low Code No Code:

Power Apps	Power Automate	Power Virtual Agent	Power BI (Data & AI)

• Environment Assessment and recommendations
• Application Development
   ○ Canvas Apps
   ○ Model Driven App
   ○ Power Pages
• Solution Design, Implementation & deployments
• Implementation of CI/CD using Azure DevOps.
	• Design independent or integrated workflows
	• Integration of below flows with custom apps
	   ○ Automated
	   ○ Instant
	   ○ Scheduled
	   ○ Desktop flow
	• Automating legacy Business process with desktop flows
		• Design, create and deploy chatbots
		• Integrate BOTs with the products and services
		• Look up records, personalize conversations, escalate conversations to live agents and call APIs
		• Utilize the suggestion tool to build personalized conversation
			• Migrations services
			   ○ SSRS to PBI
			   ○ SAP BO to PBI
			• Run Assessments to understand Data Maturity Process and environments
			• Execute POC
			• Undertake Implementation as Managed Projects
			• Rich real time/ NRT Dashboards
			• Custom connector development
			• Consulting Services

Dynamics 365   Office 365   Azure   Business Apps & Data   Dataverse   Other Data Sources

Power Platform: A platform for Transformation

No Code
Drag and drop experiences

Low Code
Excel-like formulas

Code First
Professional development and extensibility across Microsoft

Microsoft Power Platform

Q-HUB
Employee 360

Q-Migrator
Data Migration tool

Q-RDLM
SSRS to Power BI Migration

ACI TOOL
Power BI Assessment Tool

Power Apps
Drive business processes
Improve engagements with customers and employees

Power Automate

Power Virtual Agent
Analyze data from apps and bots

Automate response metrics

Power BI

AI Builder | Dataverse | Data Connectors | Management Tools

Quadrant: Power Platform offerings

Platform Management

Enterprise Architecture

Application Lifecycle Management

Mature Security Model

User Empowerment

Assessment Offerings

- Evaluation of Current Environment Strategy
- Evaluation of current app and flow assets
- Recommendation for improvements (Performance ,design, UX)

- Power Platform maturity assessments
- Custom Control Development
- Adoption of Best Practices

Experts in assess & recommend right Power Platform licenses.

Quadrant has a Power Platform capability and we have completed around 100+ customer events and has trained around 5000+ Customers.

Customer case study 1: TAX Company - Digitalization of TAX filing process

Business problem:

- Engaged with a Tax company in modernizing their customers tax filing process.

- Reduce manual introversion and interact with customers using WhatsApp.
- Automatic account creation from the leads data
- Checklists, reminders, and notifications

Solution:

- Quadrant automated the lead capture, account creation and tax filing process
- Quadrant built a WhatsApp communication platform using the Landbot for all customer interactions.
- Predefined user flows are built in using power automate and Landbot for their business and normal customers.
- Leads data which is generated from various sources is fed to RPA automation to crate accounts in real time as and when lead generated.
- Based on check list document submission reminder are sent to customers automatically on periodic intervals.

Outcome:

- Minimized **80% of manual efforts**.
- **Automated all process** for better tracking.
- Improved **user engagement by 40%**
- Built detailed reports to track the user engagement.

Customer case study 2: Health Care - Digitalization of HR and Payroll Access Applications

Business problem:

- Assess the environment and understand required SharePoint Lists
- Develop Power App - Canvas App for e-Sign document
- Design and create SharePoint Document(s) Custom Approval Process
- Digitalization of HR and Payroll Access Request form(s)

Solution:

Build Document Automation Framework

- This framework Customizes document library for adding approvers and run automation and track rest of the process.
- Approval notifications will be available on Microsoft Teams, Mobile devices, Email/Outlook and browser(s).
- Automatically escalates to the next level if approval or denial is not provided by the member.
- Automates approver(s) comments collection and stores in respective document store for future use.
- Provides interactive Canvas App to view List of documents that are processed, in-progress and declined and more.
- Provides simple to complex analytical reports to understand and analyze process complexity and gaps if any.

Outcome:

- **Reduced** overall manual effort **by 40%**

- **Automated approval process** enabled users to adhere to compliance and perform validations faster.
- **Digitization of Access Request form** enabled users to submit forms using touchscreen and approve documents using Digital sign.
- Built **Centralized data storage** which helped for Auditing

Best way to engage: powerplatformcoe@quadrantresource.com

By territory:

- APAC: Amar
- USA: Preeti/Robert
- Canada/Ireland: Preeti/Robert

By scenario:

- PowerApps: 4 Week Assessment

By workload:

- 80% reduction in application development cost and effort
- 30% reduction in ongoing application Management and Maintenance efforts
- 10000+ work hours saved from streamlined and automated business process.

Quadrant Competencies:

- Data Migration
- Telemetry Data Curation
- DWH Architecture
- Data Pipeline Development
- Building Analytical Data Models
- Reporting
- Data Mining

Data & Analytics

- Design and Development of Azure Services
- Design and Implementation of monitoring services
- Security Implementation
- BOTs
- Migrations

Cloud Computing

- Virtual agents and bots
- Predictive Analytics through ML
- Deep Learning to process audio, images and videos
- Cognitive Process Automation

AI & ML

- Quality Driven Development
- Continuous Integration
- Test Automation
- Big Data & Analytics Validation
- SOA Testing & Service Virtualization
- E2E Customer Experience Testing

Quality Assurance

Accessibility	DevOps
• Web Accessibility • Mobile Accessibility • Document Accessibility • VPAT Compliance • Braille Testing	• 24*7 Support • Site Reliability Engineering • Migrations • Engineering Systems • Buildouts & Deployments • Development & Automation

Power Platform	ERP Solutions
• Power BI • Power Apps • Power Automate • Power Virtual agents	• Customer Service • Sales • Automate and Secure Supply • Chain Management • Service order management • Payment Gateway • CRM • SAP FICO, FICA, HANA

Our Data Products and Service Offerings:

In-House Products: QMigrator, ACI Tool, DevOps Reports, QMagnet, Employee360

Analytics & Architecture: Data Modelling, Data Architecture, Data Science & ML Models, Data Analysis, Technology POCs, Azure solutions & Architecture, Analytical Models, BI, System Integration, Prod Roadmap, Micro Services.

Cloud: Cloud Assessment Solutions, Cloud Database Migrations, DAAS (Data as a Service), Azure Purview, Synapse Analytics, Customer Insights, SAP.

Data Engineering: Data Onboarding Patterns/Templatization, Big & Unstructured Data, Visualization,

Code Automation, Data Analysis, Data Quality, Power BI Reporting, Data Curation – E2E Data onboarding,

Data Categorization, Data Processing, Monitoring/Insights, Testing, Dev Ops/CI/CD, ITSM Suite**.**

Privacy, Security& Governance: Privacy Requests, Data Security, Data Governance & Audit, Compliance
GDPR, NGP, Data Authorization / Access Controls.

Key Technology Stacks: Synapse Analytics, Power Platform, ADF/ADB/Spark, ADLS/Cosmos/Kusto, Power BI, ML Studio, SSAS Cubes, SQL Technologies, Dynamics & CI, Python/R, Kensho.

FY22 Solution Area Taxonomy- Alignment with Quadrant Resource

Modern Work:

Sales Play	Technical Capability
Hybrid Meetings	Teams Meeting Rooms
	Teams Meetings
	Virtual Events
Modernize Communications	Teams Phone - Services Partners
	Teams Phone - Telcos
Transition to Cloud	Teamwork Deployment
	Adoption & Change Management
Employee Experience	Teams Store Apps
	Power Platform for Teams
	Custom Solutions for Teams
	Viva Connections
	Viva Learning
	Viva Topics
	Viva Insights
Enable Frontline	Frontline Worker Solutions
Modernize Endpoints	Windows and Productivity
	Endpoint Management

	Cloud PC
Refresh your devices	Refresh your devices

Business Applications:

Sales Play	Technical Capability
Hybrid Meetings	Teams Meeting Rooms
	Teams Meetings
	Virtual Events
Modernize Communications	Teams Phone - Services Partners
	Teams Phone - Telcos
Transition to Cloud	Teamwork Deployment
	Adoption & Change Management
Employee Experience	Teams Store Apps
	Power Platform for Teams
	Custom Solutions for Teams
	Viva Connections
	Viva Learning
	Viva Topics
	Viva Insights
Enable Frontline	Frontline Worker Solutions
Modernize Endpoints	Windows and Productivity
	Endpoint Management
	Cloud PC
Refresh your devices	Refresh your devices

Infrastructure:

Sales Play	Technical Capability
Migrate Windows and SQL Server	Windows & SQL Server Migration to Azure
Migrate Linux and OSS DBs	Linux & OSS DB Migration to Azure
Migrate SAP	SAP on Azure
Modernize VDI to Azure Virtual Desktop	WVD Native
	Citrix Cloud on Azure
	VMware Horizon Cloud Service for Azure
Win hybrid with Arc and Stack HCI	Azure Stack Hub
	Azure Stack HCI
	Azure Stack Edge
	Azure Arc
	Azure Arc Data Services
Migrate to Azure VMware Solution	Azure VMware Solutions
Well Architected	Well Architected
HPC	High Performance Compute
Advanced Networking	Advanced Networking
Storage & File Systems	*Storage & File Systems*
Mainframe Migration	*Mainframe Migration*
Cloud to Cloud Migration	*Cloud to Cloud Migration*
Business Continuity & Disaster Recovery	*Business Continuity & Disaster Recovery*
Cloud Adoption Framework	*Cloud Adoption Framework*

Digital Application and Innovation:

Sales Play	Technical Capability
Modernize .NET and Java apps with PaaS, low code and managed databases	Modernize .NET and Java apps with PaaS, low code and managed databases
Build cloud native apps with Kubernetes, Serverless and managed databases	Build cloud native apps with Kubernetes, Serverless and managed databases
Drive DevOps adoption with GitHub and Visual Studio	Drive DevOps adoption with GitHub and Visual Studio
Well Architected	Well Architected
IoT	IoT
Mixed Reality	Mixed Reality
Gaming	Gaming
Blockchain	*Blockchain*

Security:

Sales Play	Technical Capability
Modernize security and defend against threats	Threat Protection and modern SOC
Secure Azure, hybrid and multi cloud	Azure Hybrid and Multi-Cloud Security
Protect and govern sensitive data	Information Protection & Governance
Manage and investigate risks	Insider Risk Management
Build Zero Trust foundations	Identity & Access Management

Data and AI:

Sales Play	Technical Capability
Migrate Windows and SQL Server	SQL Server Migration to Azure SQL MI

Migrate Linux and OSS DBs	OSS DB Migration to Azure OSS DB
Win with analytics	Appliance Migration to Azure Synapse
	New Analytics with Synapse & PowerBI
	Cloud Scale Analytics
Innovate with AI	Azure AI and ML
Well Architected	Well Architected

Go To Marketing:

- Webinars

- Demand Generation

- Social Media

- Events

Strategic Goals and Asks:

Goals

- Azure Marketplace Solutions driving ACR, New Adds,

- US Enterprise and SMC wins

- More solutions on Azure Marketplace

- Acquiring Advance Specializations

- Co-Selling Lead Sharing

- Joint Marketing Campaigns

- Participation in events

ASKS

- Assign a PDM to Quadrant Resource with the GPS SI portfolio.

- Support joint demand generation campaigns with funding

- Help us identify how we can drive joint webinar with Microsoft.