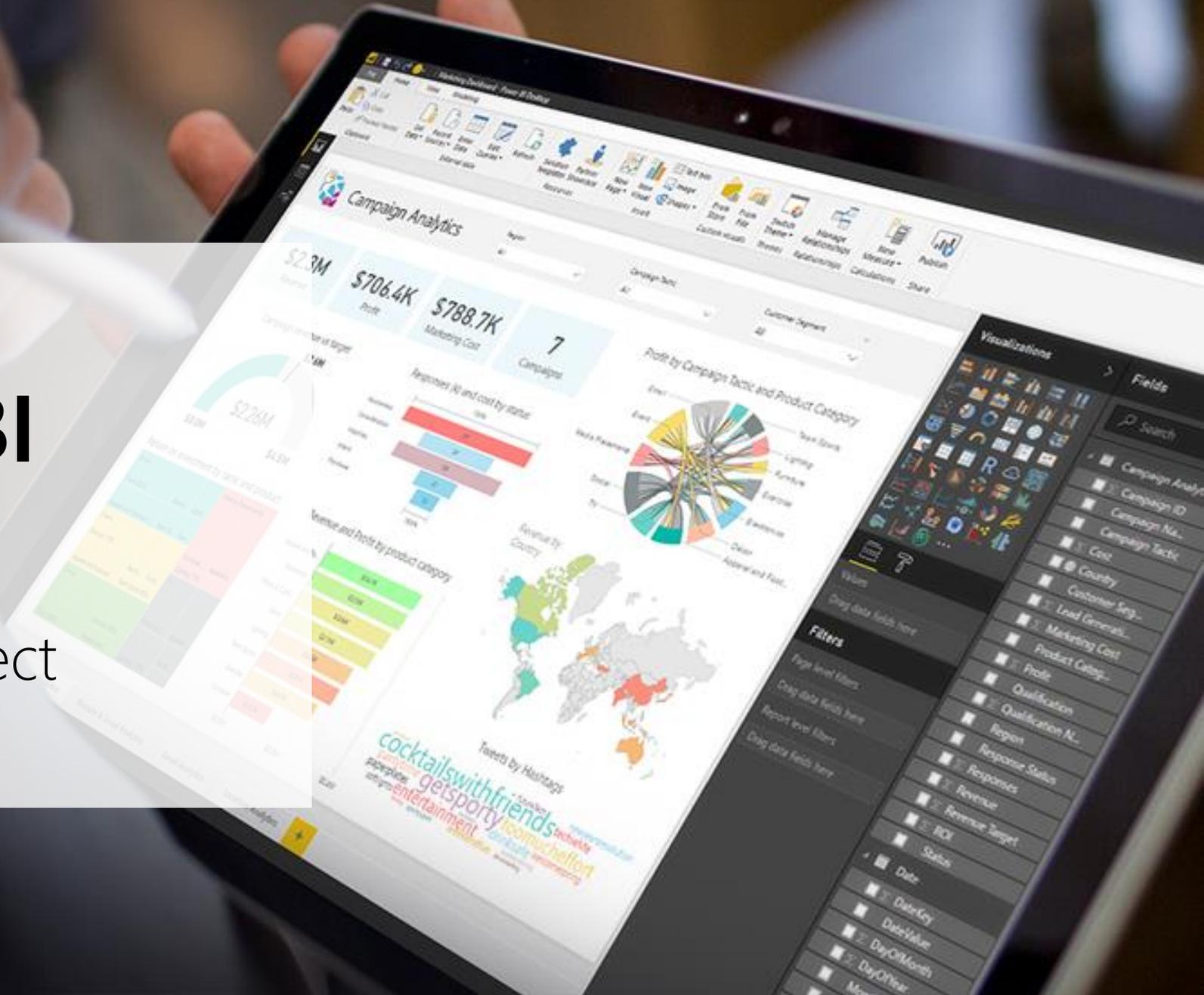


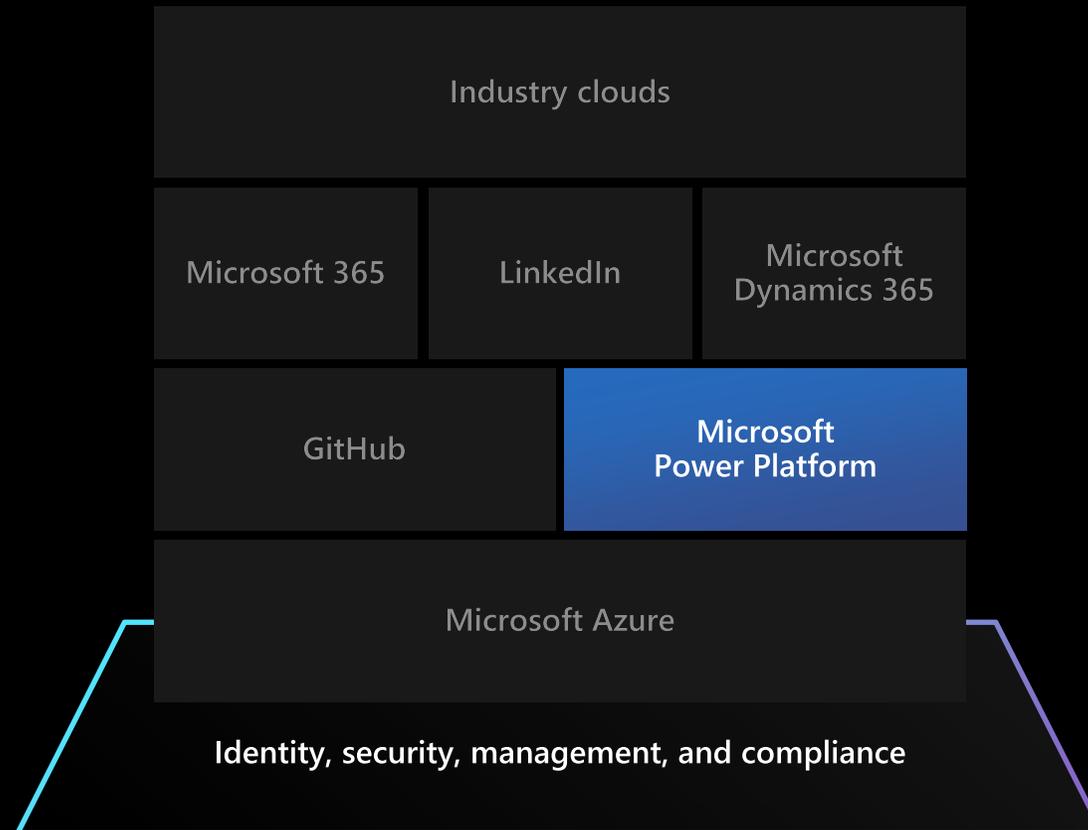


# Lunch & Learn: Intro to Power BI

Skylar Shonblom  
Sr. Cloud Solution Architect



# Microsoft cloud



# Microsoft Power Platform

No code, low code, and code first—all are welcome



**Power BI**

Business analytics



**Power Apps**

Application development



**Power Automate**

Workflow automation



# How does Power BI help modernize analytics?



## Unify self-service and enterprise BI

---

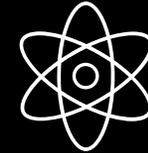
Remove the challenges of multiple solutions and conquer data both structured and unstructured



## AI gets to insights faster

---

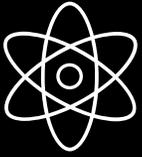
Reduce the amount of time spent wrangling data and spend more time getting answers



## Anyone can access and analyze

---

Make sense of data and drive confident decisions without relying on specialized skills



## Anyone can access and analyze

---

- Tell your data story with hundreds of data connectors and visual options
- Expedite decisions backed by live dashboards and single source of truth
- Run your business in real time and complete ad-hoc analysis from any device
- Put insights where users spend time by embedding dashboards in applications



# Transform data to insights



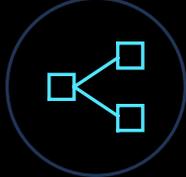
Get your data



Analyze



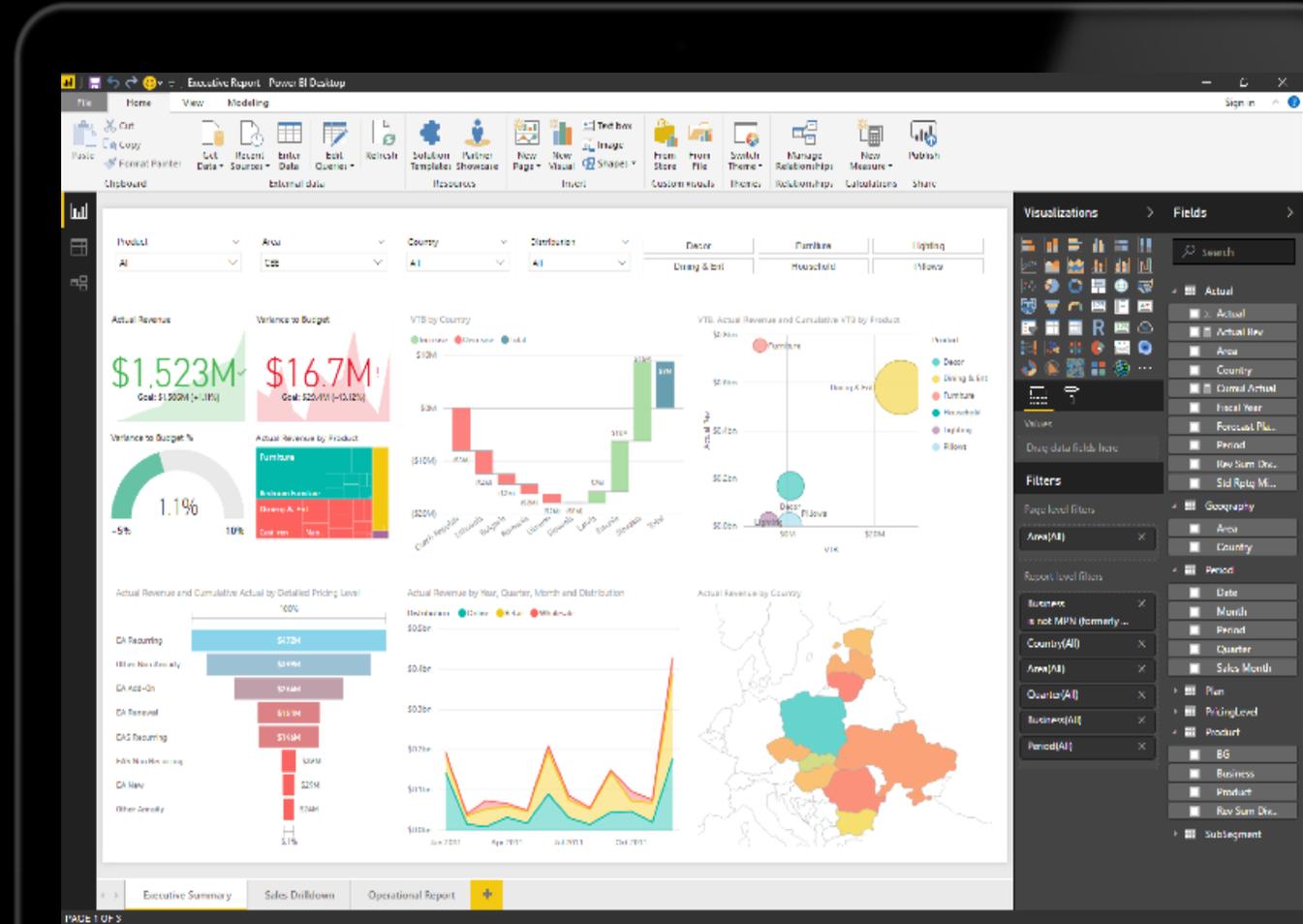
Visualize



Publish



Collaborate



# Easily connect, clean, and mashup data



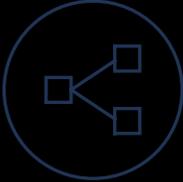
## Get your data



Connect to any data sources on-premises and cloud



Shape, transform, and clean data



Prep your data using familiar Power Query experience

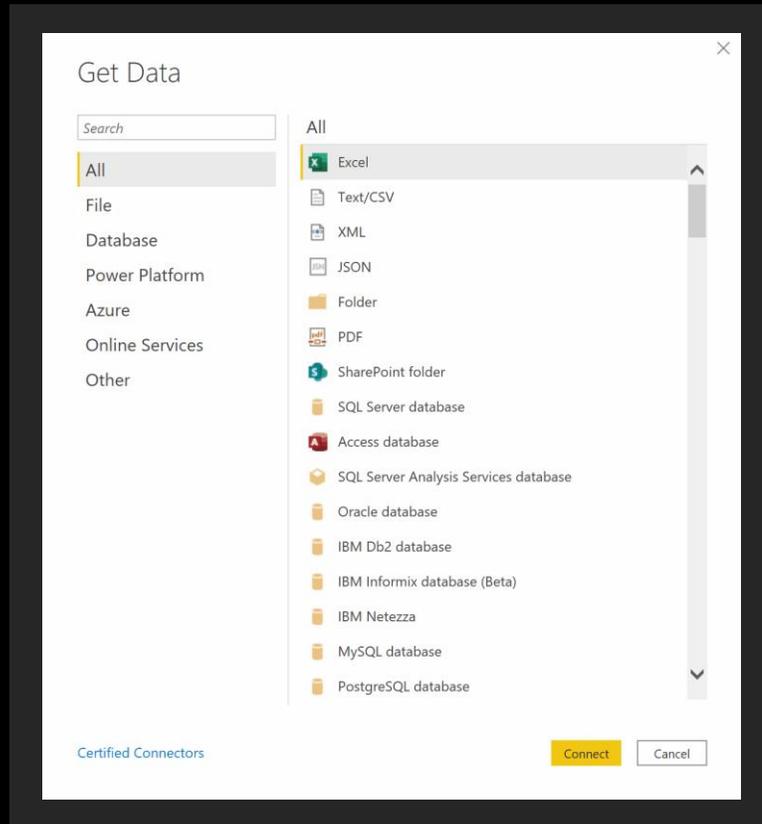


Extend self-service prep to Azure Data Lake Storage



# Power Query – richest data connectivity in the industry

- 150+ data connectors out-of-the-box



## 82

### Built by Microsoft

- Developed by our Product Team
- Bundled w/ Power Query
- **Examples:** SQL Server, Analysis Services, PDF Files, SAP BW & HANA, Web Page & Web API, ODBC, etc.

## 70

### Built by ISVs

- Built by 3rd party ISVs, using our Connectors SDK
- Certified and Shipped by Microsoft
- Bundled w/ Power Query
- **Examples:** Denodo, Databricks, etc.

## 1,000s

### Custom

- Built by 3rd party ISVs, SIs, partners, etc.
- Side-loaded by users/admins into Power Query & On-premises data gateway

# Power BI data sources

## File

- Excel
- Text/CSV
- XML
- JSON
- Folder
- PDF
- SharePoint folder

## Power Platform

- Power BI datasets
- Power BI dataflows
- Common Data Service

## Database

- SQL Server database
- Access database
- SQL Server Analysis Services
- Oracle database
- IBM Db2 database
- IBM Informix database (Beta)

## Database

- IBM Netezza
- MySQL database
- PostgreSQL database
- Sybase database
- Teradata database
- SAP HANA database
- SAP Business Warehouse Application Server
- SAP Business Warehouse Message Server
- Amazon Redshift
- Impala
- Google BigQuery
- Vertica
- Snowflake
- Essbase
- AtScale cubes (Beta)
- BI Connector
- Dremio
- Exasol
- Indexima (Beta)

## Database

- Jethro (Beta)
- InterSystems IRIS (Beta)
- Kyligence
- MarkLogic

## Azure

- Azure SQL database
- Azure SQL Data Warehouse
- Azure Analysis Services database
- Azure Blob Storage
- Azure Table Storage
- Azure Cosmos DB
- Azure Data Lake Storage Gen2 (Beta)
- Azure Data Lake Storage Gen1
- Azure HDInsight (HDFS)
- Azure HDInsight Spark
- HDInsight Interactive Query
- Azure Data Explorer (Kusto)
- Azure Cost Management (Beta)

## Online Services

- SharePoint Online List
- Microsoft Exchange Online
- Dynamics 365 (online)
- Dynamics NAV
- Dynamics 365 Business Central
- Dynamics 365 Business Central (on-premises)
- Microsoft Azure Consumption Insights (Beta)
- Azure DevOps (Beta)
- Azure DevOps Server (Beta)
- Salesforce Objects
- Salesforce Reports
- Google Analytics
- Adobe Analytics
- appFigures (Beta)
- Data.World - Get Dataset (Beta)
- Facebook

- GitHub (Beta)
- MailChimp (Beta)
- Marketo (Beta)
- Mixpanel (Beta)

## Online Services

- Planview Enterprise One - PRM (Beta)
- Planview Projectplace (Beta)
- QuickBooks Online (Beta)
- Smartsheet
- SparkPost (Beta)
- Stripe (Beta)
- SweetIQ (Beta)
- Planview Enterprise One - CTM (Beta)
- Twilio (Beta)
- tyGraph (Beta)
- Webtrends (Beta)
- Zendesk (Beta)
- Emigo Data Source (Beta)
- Intune Data Warehouse (Beta)
- Microsoft Graph Security (Beta)
- TeamDesk (Beta)

- Industrial App Store
- Quick Base
- Dynamics 365 Customer Insights (Beta)
- Entersoft Business Suite (Beta)

## Other

- Web
- SharePoint list
- OData Feed
- Active Directory
- Microsoft Exchange
- Hadoop File (HDFS)
- Spark
- R script
- Python script
- ODBC
- OLE DB
- BI360 - Budgeting & Financial Reporting
- Denodo
- Information Grid (Beta)
- Paxata
- QubolePresto (Beta)
- Roamlr (Beta)
- Workforce Dimensions (Beta)
- SurveyMonkey (Beta)
- Tenforce (Smart)List (Beta)
- Blank Query

# Build powerful models and flexible measures



## Analyze

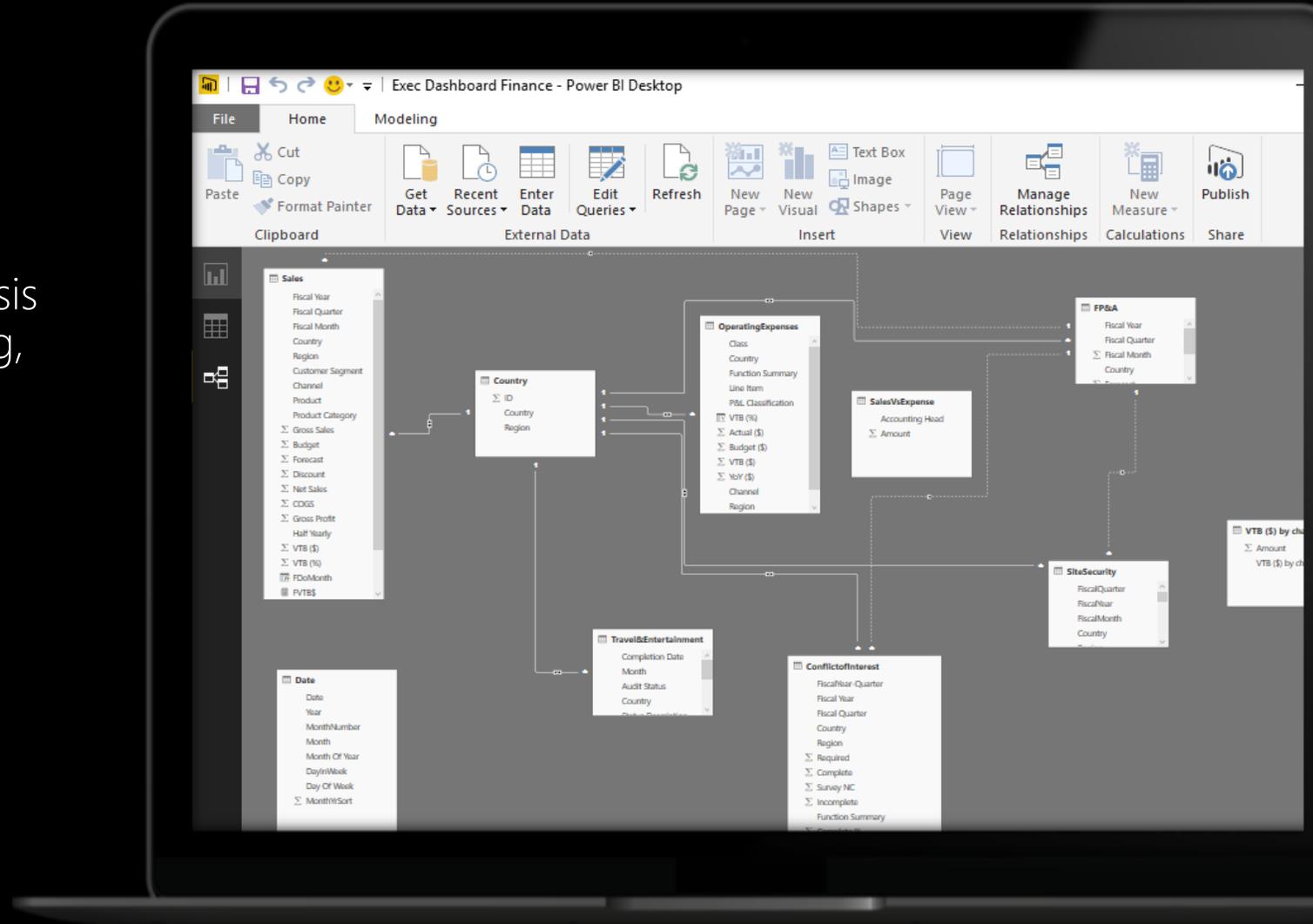
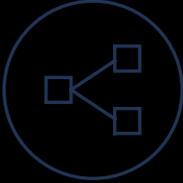
Create model automatically



Simplified point and click analysis with Quick Measures, Clustering, and Binning



Create powerful measures with familiar DAX formulas



# Simplify authoring and visualize data preparation



Easily create dataflows and understand the data prep steps and dependencies through a visual interface

Available in Power Query Online

The screenshot displays the Power Query 'Edit queries' interface. At the top, there are tabs for 'Home', 'Transform', 'Add column', and 'View'. Below these are various toolbars with icons for actions like 'Get data', 'Enter data', 'Options', 'Manage parameters', 'Refresh', 'Advanced editor', 'Manage', 'Choose columns', 'Remove columns', 'Keep rows', 'Remove rows', 'Sort', 'Split column', 'Group by', 'Replace values', 'Merge queries', 'Append queries', and 'Combine files'. The main workspace shows a visual dataflow with two queries: 'Customers' and 'Orders'. The 'Customers' query is connected to 'Orders' via a 'Merge' step. Below the dataflow, a data table is shown with columns for CustomerID, CompanyName, ContactName, ContactTitle, Address, City, Region, PostalCode, Country, Phone, and Orders. Each column has a data type icon and a data preview bar. The data preview bars show the distribution of values, such as 'Valid' and 'Error' percentages. The data table contains 6 rows of data, including customer names like 'RATTC', 'WHITC', 'SPLIR', 'OLDWO', 'LONEP', and 'THEBI'.

CustomerID	CompanyName	ContactName	ContactTitle	Address	City	Region	PostalCode	Country	Phone	Orders
1	RATTC	Rattlesnake Canyon Grocery	Paula Wilson	Assistant Sales Representati...	2817 Milton Dr.	Albuquerque	87110	USA	(505) 555-5939	[Table]
2	WHITC	White Clover Markets	Karl Jablonski	Owner	305 - 14th Ave. S. Suite 3B	Seattle	98128	USA	(206) 555-4112	[Table]
3	SPLIR	Split Rail Beer & Ale	Art Braunschweiler	Sales Manager	P.O. Box 555	Lander	82520	USA	(307) 555-4680	[Table]
4	OLDWO	Old World Delicatessen	Rene Phillips	Sales Representative	2743 Bering St.	Anchorage	99508	USA	(907) 555-7584	[Table]
5	LONEP	Lonesome Pine Restaurant	Fran Wilson	Sales Manager	89 Chiaroscuro Rd.	Portland	97219	USA	(503) 555-9573	[Table]
6	THEBI	The Big Cheese	Liz Nixon	Marketing Manager	89 Jefferson Way Suite 2	Portland	97201	USA	(503) 555-3612	[Table]

Create

# Create stunning interactive reports



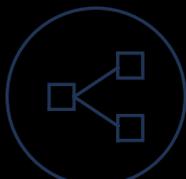
## Visualize



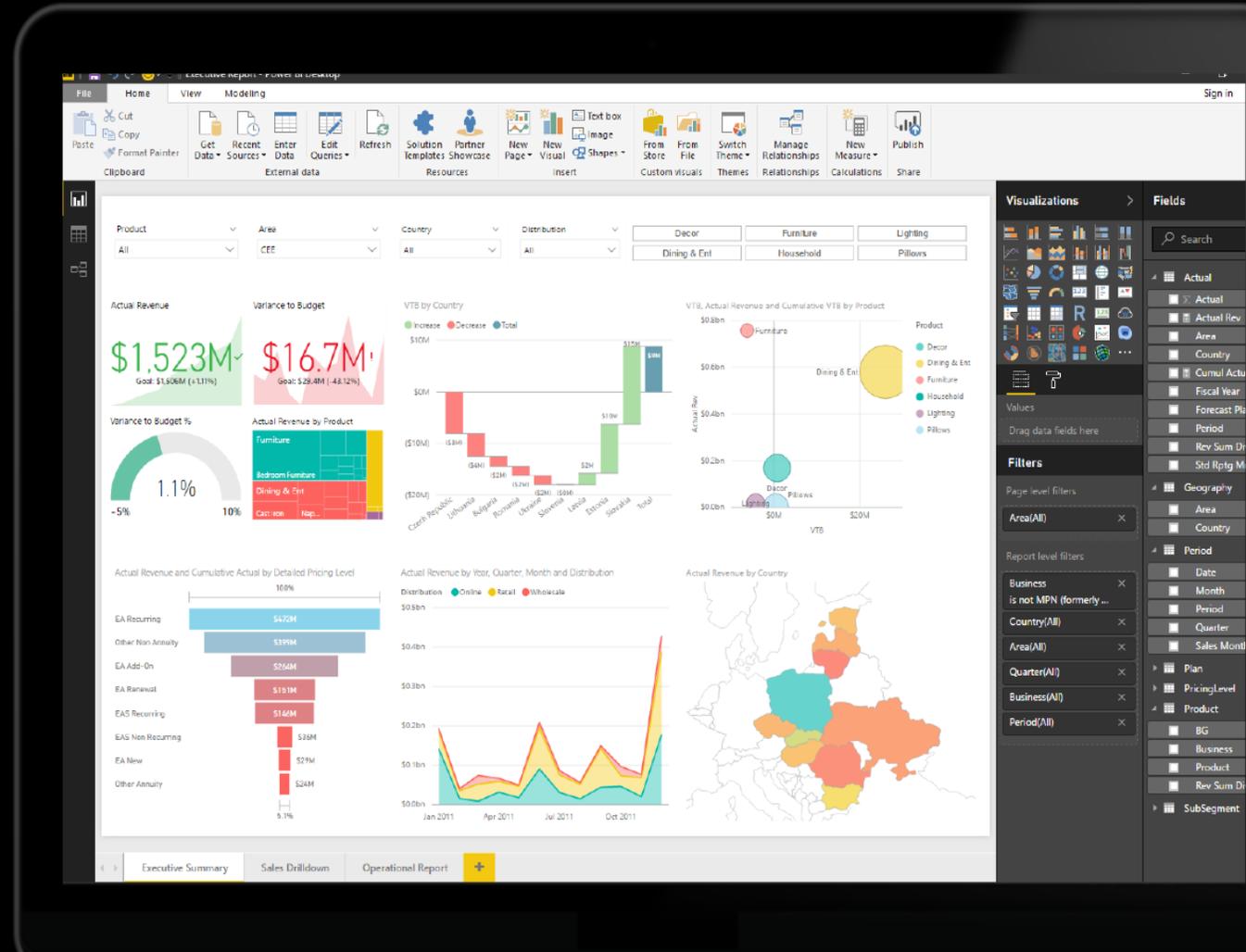
Choose from limitless visualization options



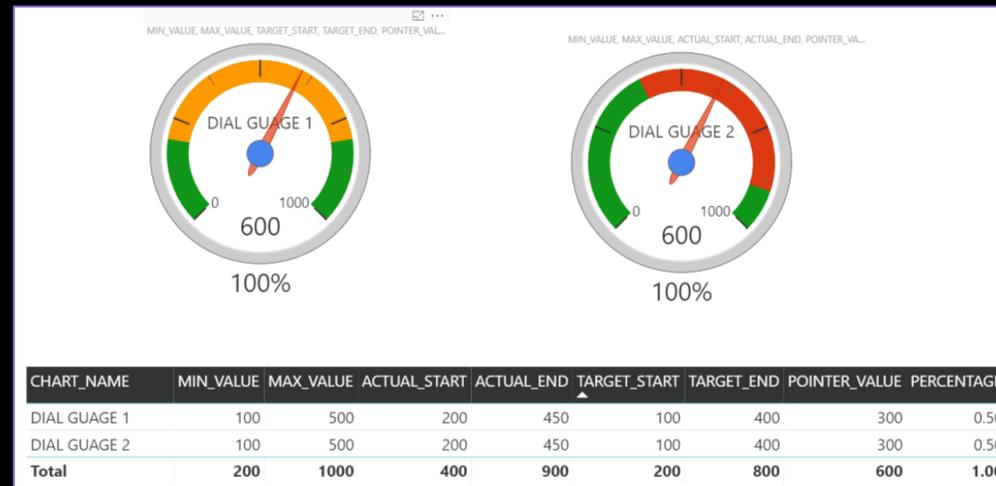
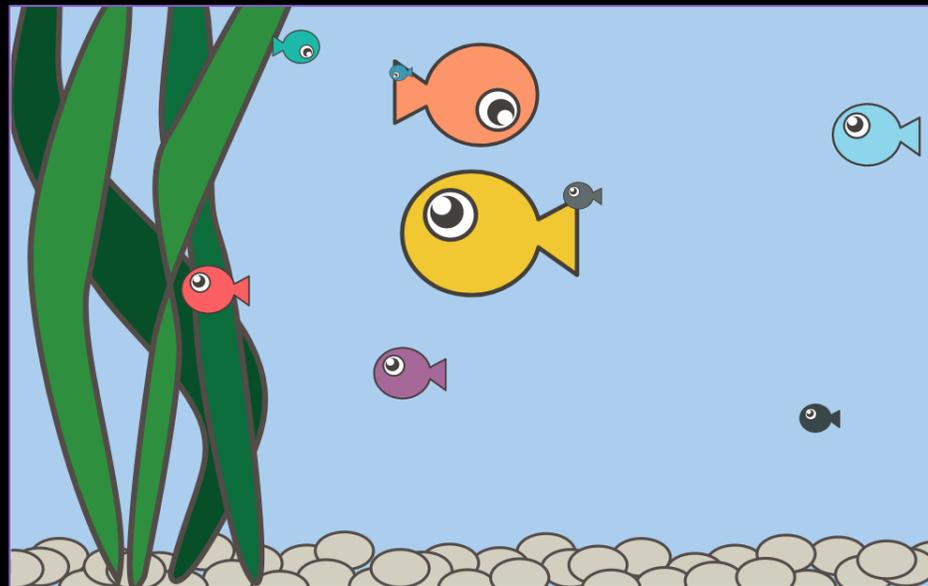
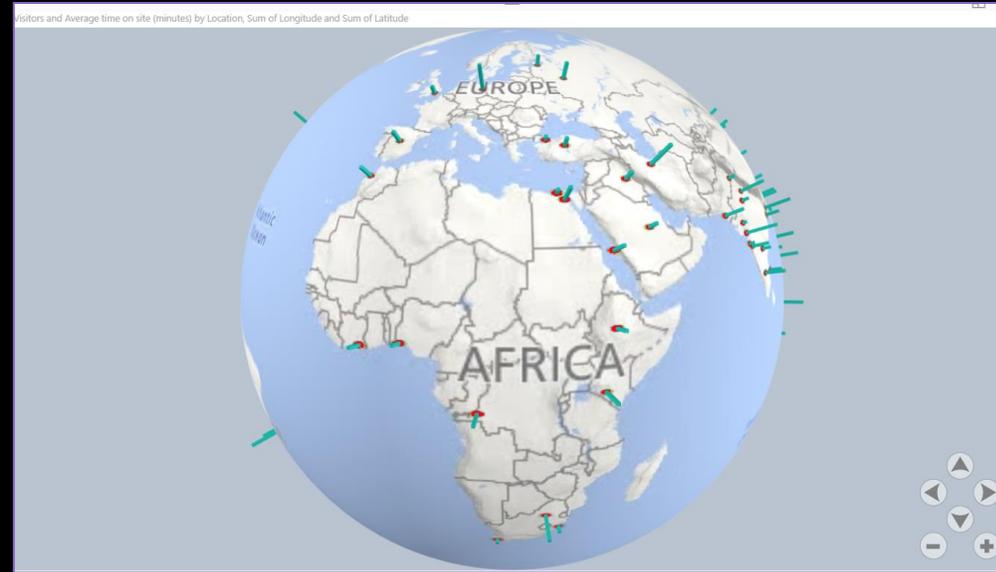
Visualizations are interactive and link together



Use bookmarks and custom navigation to bring your data story to life



# Visualize in the context of your business



# Share insights with others



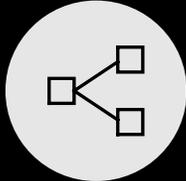
## Publish



Publish interactive or paginated reports to the cloud or on-premises



Automatic data refresh, so your reports are always up to date



Package your reports in apps for easy consumption and control



Manage your analytics content with admin and governance tools



# Empower your organization



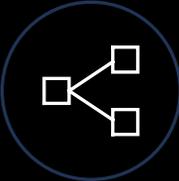
## Collaborate



Provide insights on any device



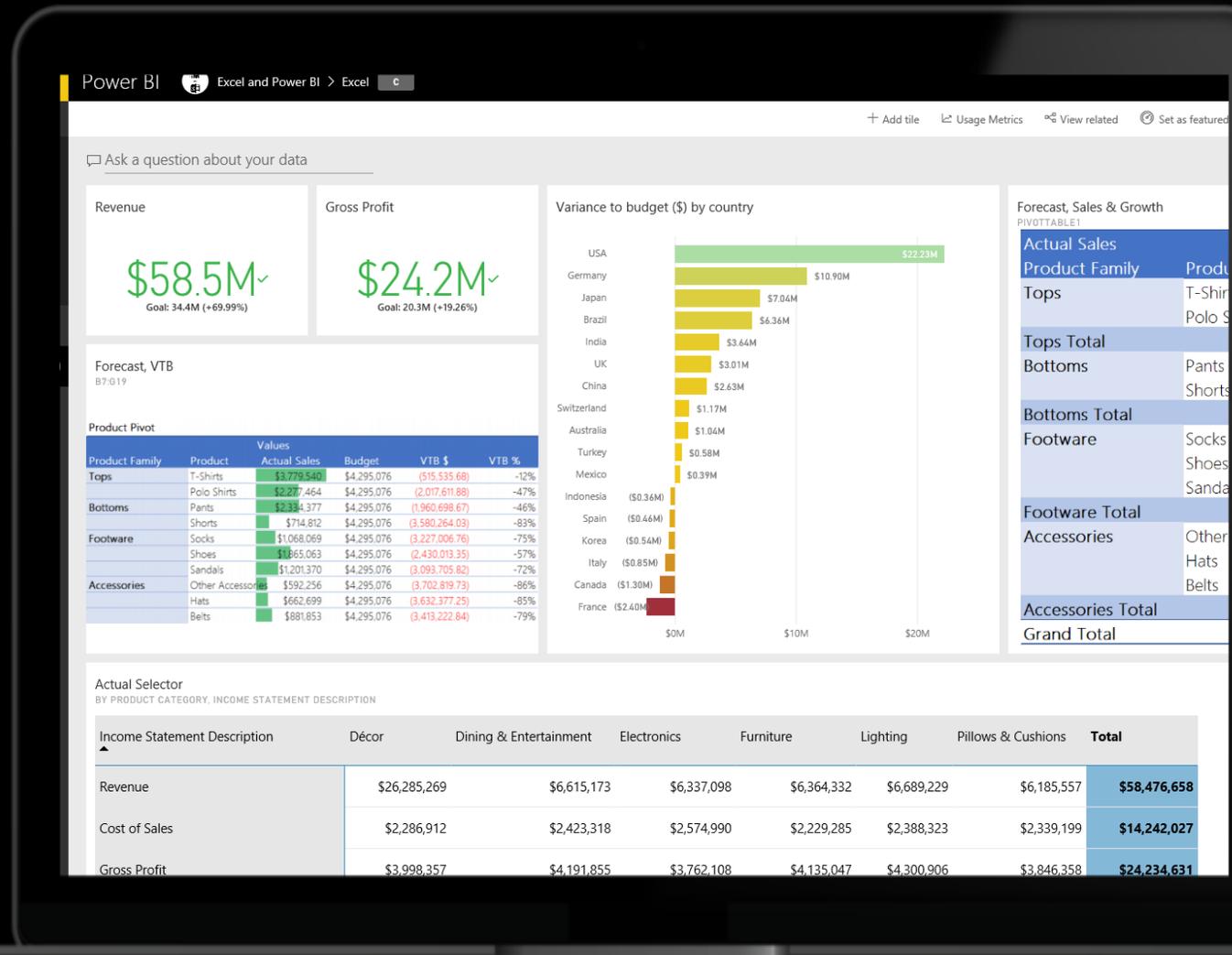
Use Q&A to automatically discover insights



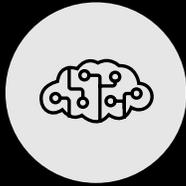
Deliver insights in other user flows like Teams and SharePoint



Connect live to your models in Excel and Power BI Desktop

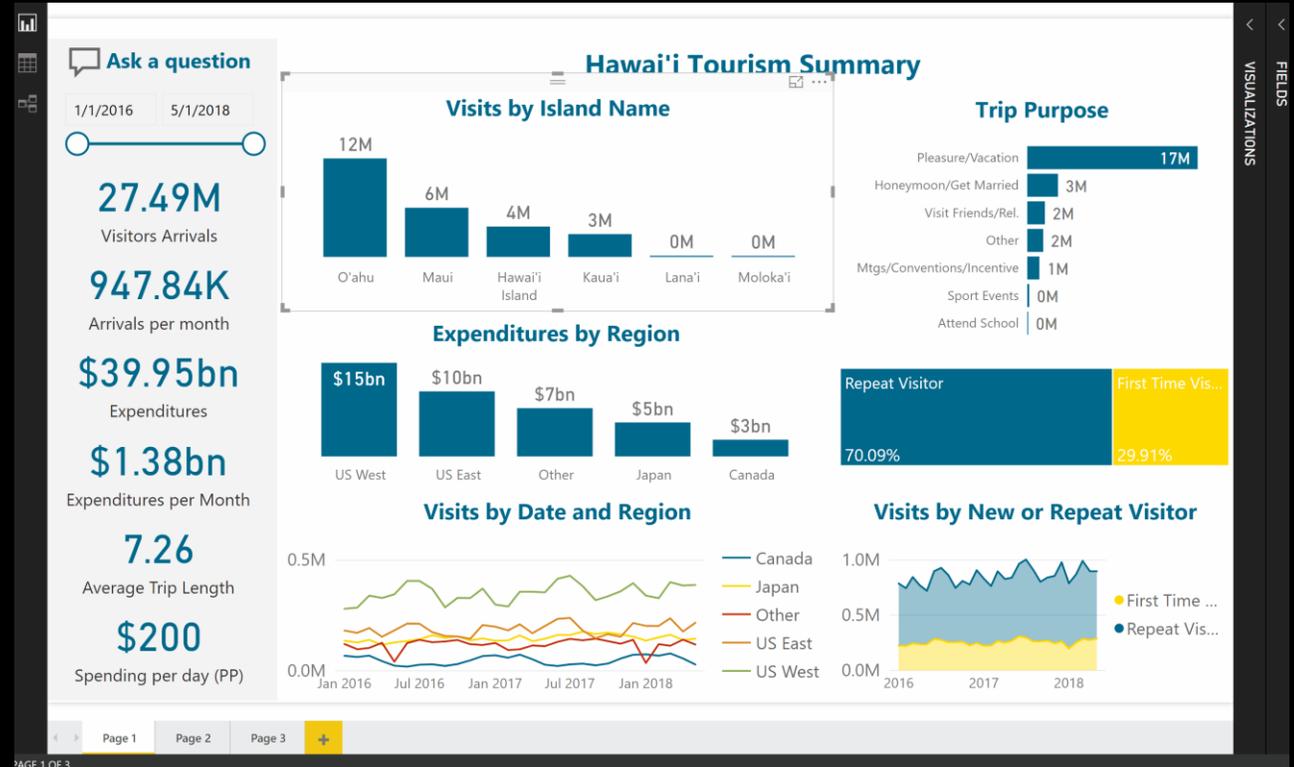
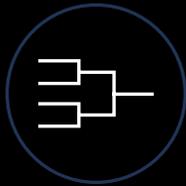
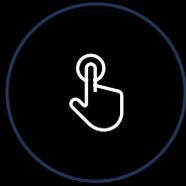


# Help business users understand data



## Q&A

Get answers by simply asking





# Q&A tools

Q&A setup

Getting started

Field synonyms

Review questions

Teach Q&A

Manage terms

Suggest questions

## Getting started

  
**Field synonyms**  
Add terms people might use as synonyms for the fields and tables in your data.  
[Field synonyms](#)

  
**Review questions**  
Review questions people have asked and fix misunderstandings.  
[Review questions](#)

  
**Teach Q&A**  
Teach Q&A to understand questions and terms people might use.  
[Teach Q&A](#)

  
**Suggest questions**  
Help people explore your data by adding suggested questions.  
[Suggest questions](#)

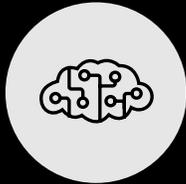
### Help Q&A understand people better



[Learn more about Q&A](#)

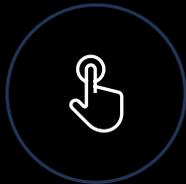
 This feature is in preview. [Learn more](#)

# Help business users understand data

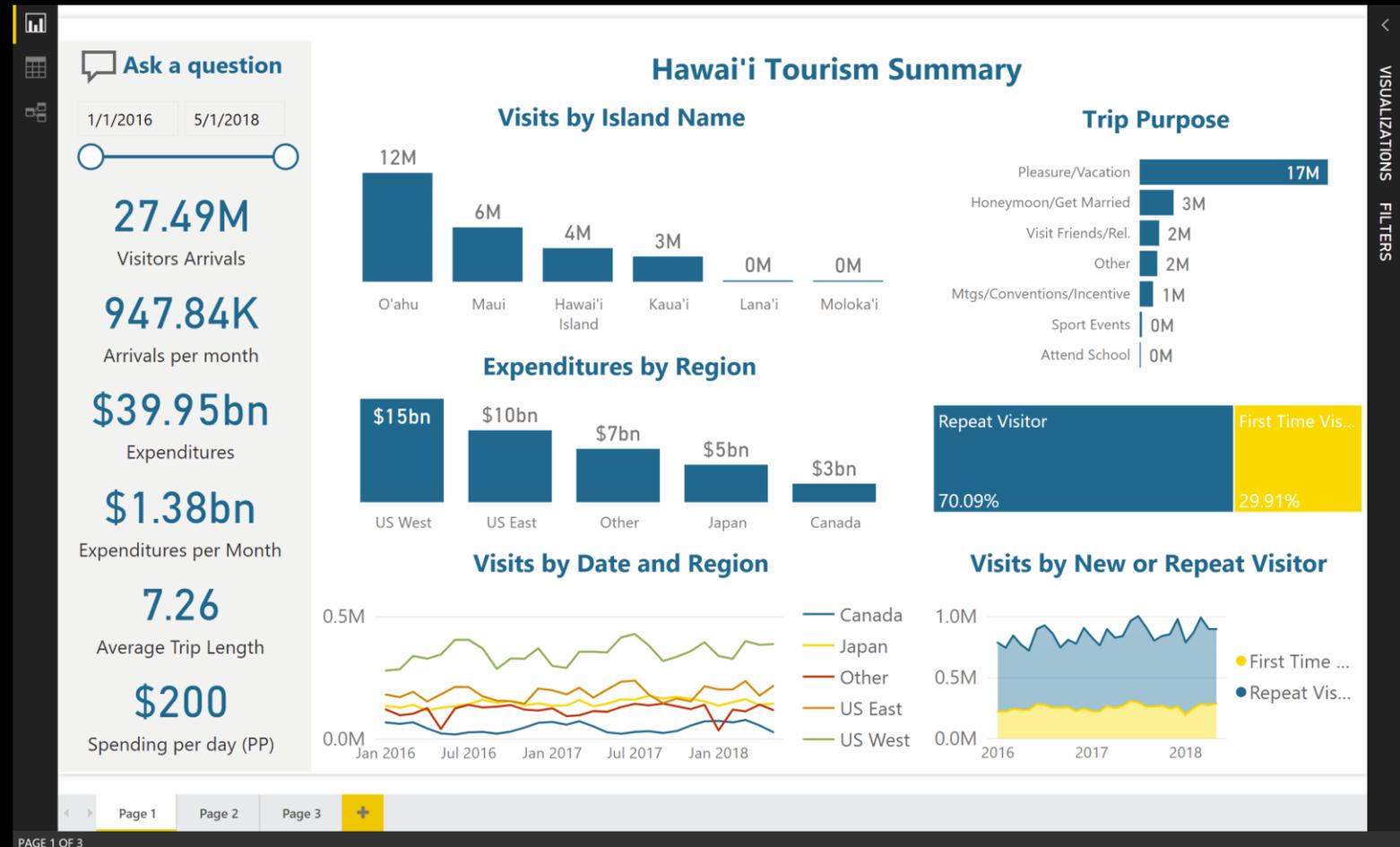


## Quick insights

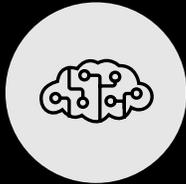
Find where the distribution is different



In this example, first time visitors visits to islands is different than those who visit several times

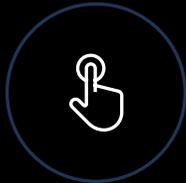


# Help business users understand data

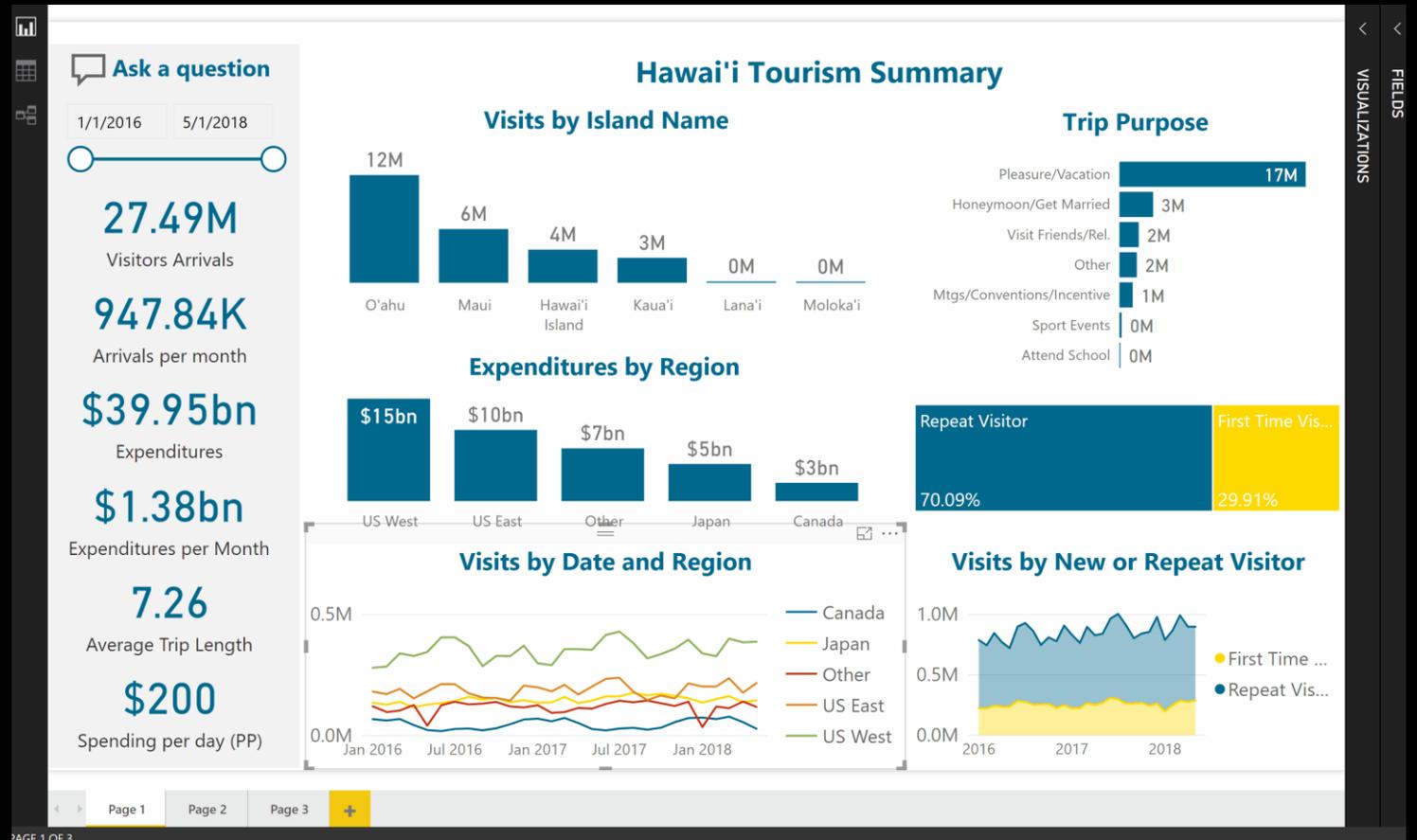
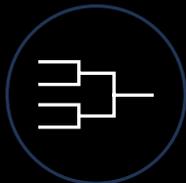


## Quick insights

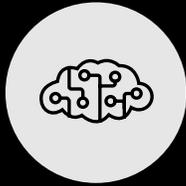
Explain the increase or decrease



Here, we see that the decrease of visitors in summer 2017 was explained by Pleasure/Vacationers. The type of traveler more likely to cancel a trip when Volcanoes erupt!

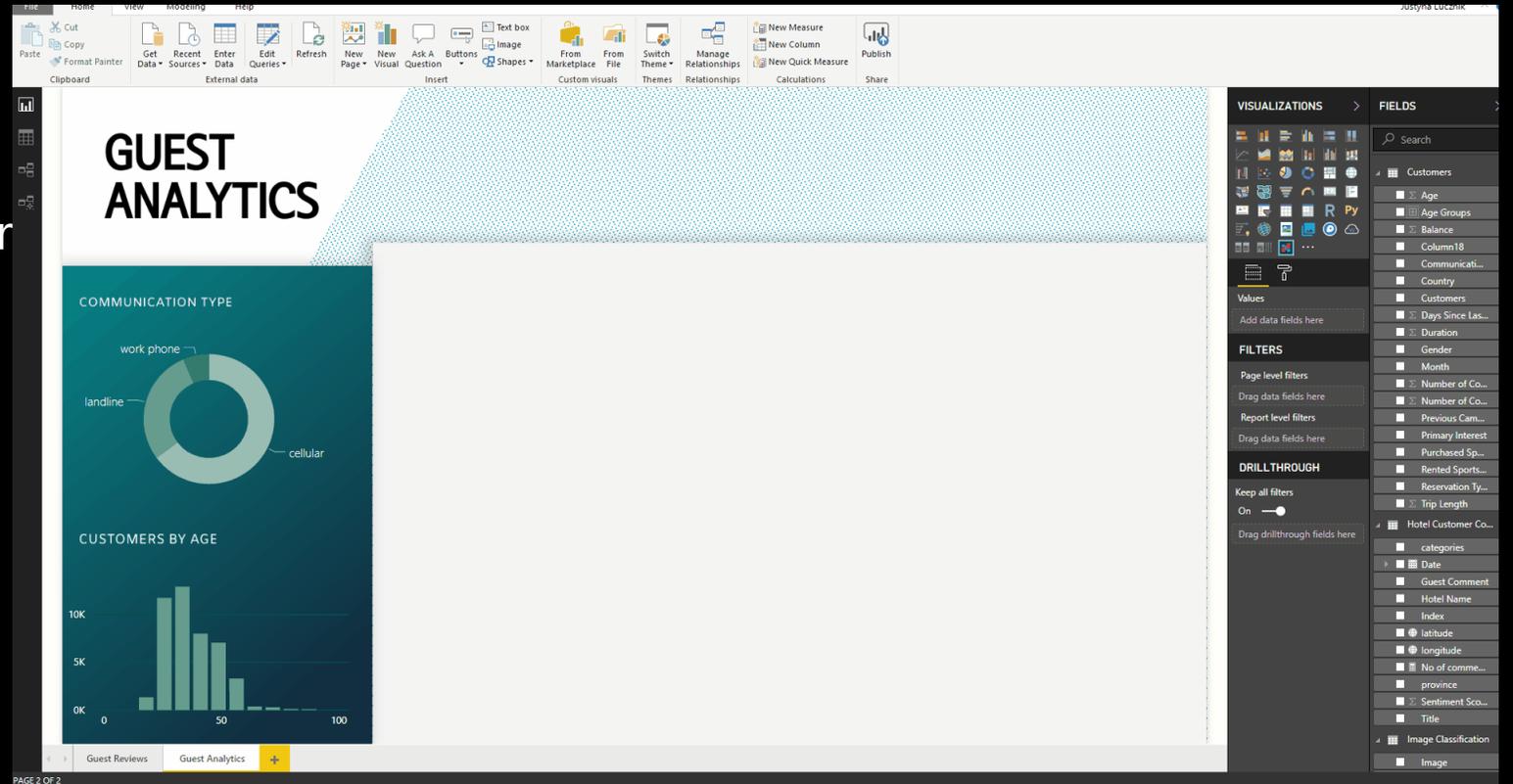
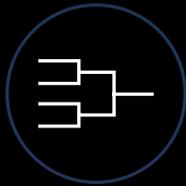
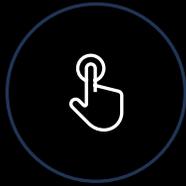


# Help business users understand data



## Key influencers

Find out what drives your KPIs—key influencers uncovers what matters



# Self-service data prep

- Power BI Dataflows



The screenshot shows the Power Query 'Edit queries' interface. The ribbon includes Home, Transform, Add column, and View. The main workspace displays a dataflow with two source queries: 'Customers' and 'Orders'. The 'Customers' query has steps: OData, Navigation, Choose columns, Remove dupli..., and Filter rows. The 'Orders' query has steps: OData, Navigation, Choose columns, Expand, Remove dupli..., and Group by. A 'Top customers' query is created by merging the 'Customers' and 'Orders' queries. The bottom pane shows the M code: `Table.NestedJoin(Customers, {"CustomerID"}, Orders, {"CustomerID"}, "Orders", JoinKind.Inner)`. Below the code is a data preview table with columns: CustomerID, CompanyName, ContactName, ContactTitle, Address, City, Region, PostalCode, Country, Phone, and Orders. The table contains 6 rows of data.

CustomerID	CompanyName	ContactName	ContactTitle	Address	City	Region	PostalCode	Country	Phone	Orders	
1	RATTC	Rattlesnake Canyon Grocery	Paula Wilson	Assistant Sales Representati...	2817 Milton Dr.	Albuquerque	NM	87110	USA	(505) 555-9939	[Table]
2	WHITC	White Clover Markets	Karl Jablonski	Owner	305 - 14th Ave. S. Suite 3B	Seattle	WA	98128	USA	(206) 555-4112	[Table]
3	SPLIR	Split Rail Beer & Ale	Art Braunschweiger	Sales Manager	P.O. Box 555	Lander	WY	82520	USA	(307) 555-4680	[Table]
4	OLDWO	Old World Delicatessen	Rene Phillips	Sales Representative	2743 Bering St.	Anchorage	AK	99508	USA	(907) 555-7584	[Table]
5	LONEP	Lonesome Pine Restaurant	Fran Wilson	Sales Manager	89 Chiaroscuro Rd.	Portland	OR	97219	USA	(503) 555-9973	[Table]
6	THEBI	The Big Cheese	Liz Nixon	Marketing Manager	89 Jefferson Way Suite 2	Portland	OR	97201	USA	(503) 555-3612	[Table]

Create

# Data prep driven by AI

The screenshot displays the Microsoft Power Query Editor interface. The main window shows a data table with the following columns: CustomerKey, FirstName, LastName, and Sales. The data is grouped by CustomerKey, with each group containing 10 rows. The ribbon at the top provides various data transformation options, including 'Transform', 'Add Column', 'View', 'Tools', and 'Help'. The right-hand pane shows the 'Query Settings' for 'Employee Sales', including 'PROPERTIES' and 'APPLIED STEPS'.

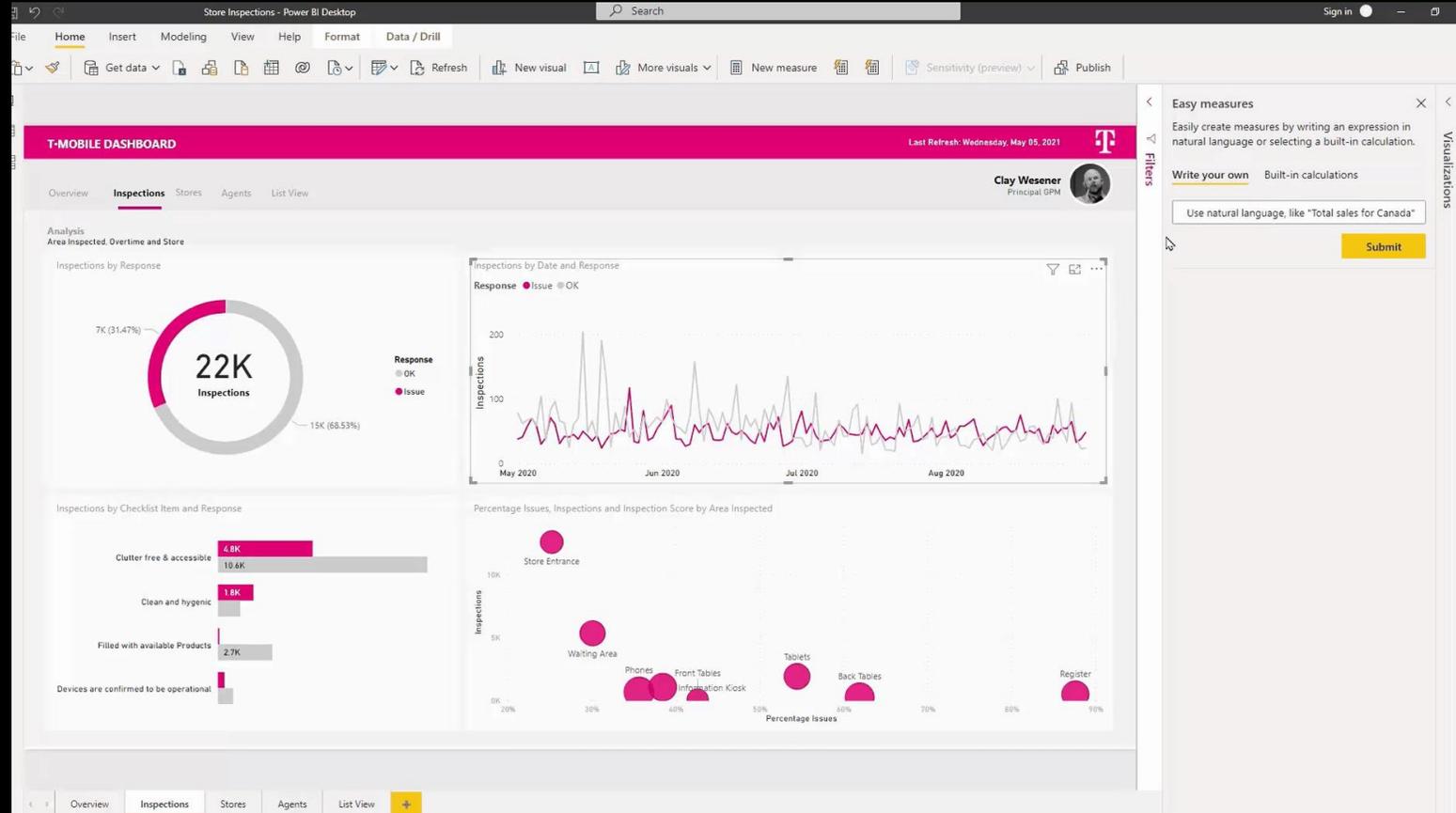
CustomerKey	FirstName	LastName	Sales
11000	Jon	Yang	57
11001	Eugene	Huang	82
11002	Ruben	Torres	18
11003	Christy	Zhu	28
11004	Elizabeth	Johnson	34
11005	Julio	Ruiz	31
11006	Janet	Alvarez	13
11007	Marco	Mehta	36
11008	Rob	Verhoff	17
11009	Shannon	Carlson	28
11010	Jacquelyn	Suarez	23
11011	Curtis	Lu	30
11012	Lauren	Walker	28
11013	Ian	Jenkins	24
11014	Sydney	Bennett	38
11015	Chloe	Young	3
11016	Wyatt	Hill	15
11017	Shannon	Wang	5
11018	Clarence	Rai	26
11019	Luke	Lai	304
11020	Jordan	King	1
11021	Destiny	Wilson	9
11022	Ethan	Zhang	6
11023	Seth	Edwards	24
11024	Russell	Xie	90
11025	Alejandro	Beck	39
11026	Harold	Sai	67
11027	Jessie	Zhao	53
11028	Jill	Jimenez	35
11029	Jimmy	Moreno	54
11030	Bethany	Yuan	40
11031	Theresa	Ramos	91
11032	Denise	Stone	167
11033	Jaime	Nath	84
11034	Ebony	Gonzalez	23
11035	Wendy	Dominguez	38
11036	Jennifer	Russell	10
11037	Chloe	Garcia	21
11038	Diana	Hernandez	25

4 COLUMNS, 999+ ROWS Column profiling based on top 1000 rows

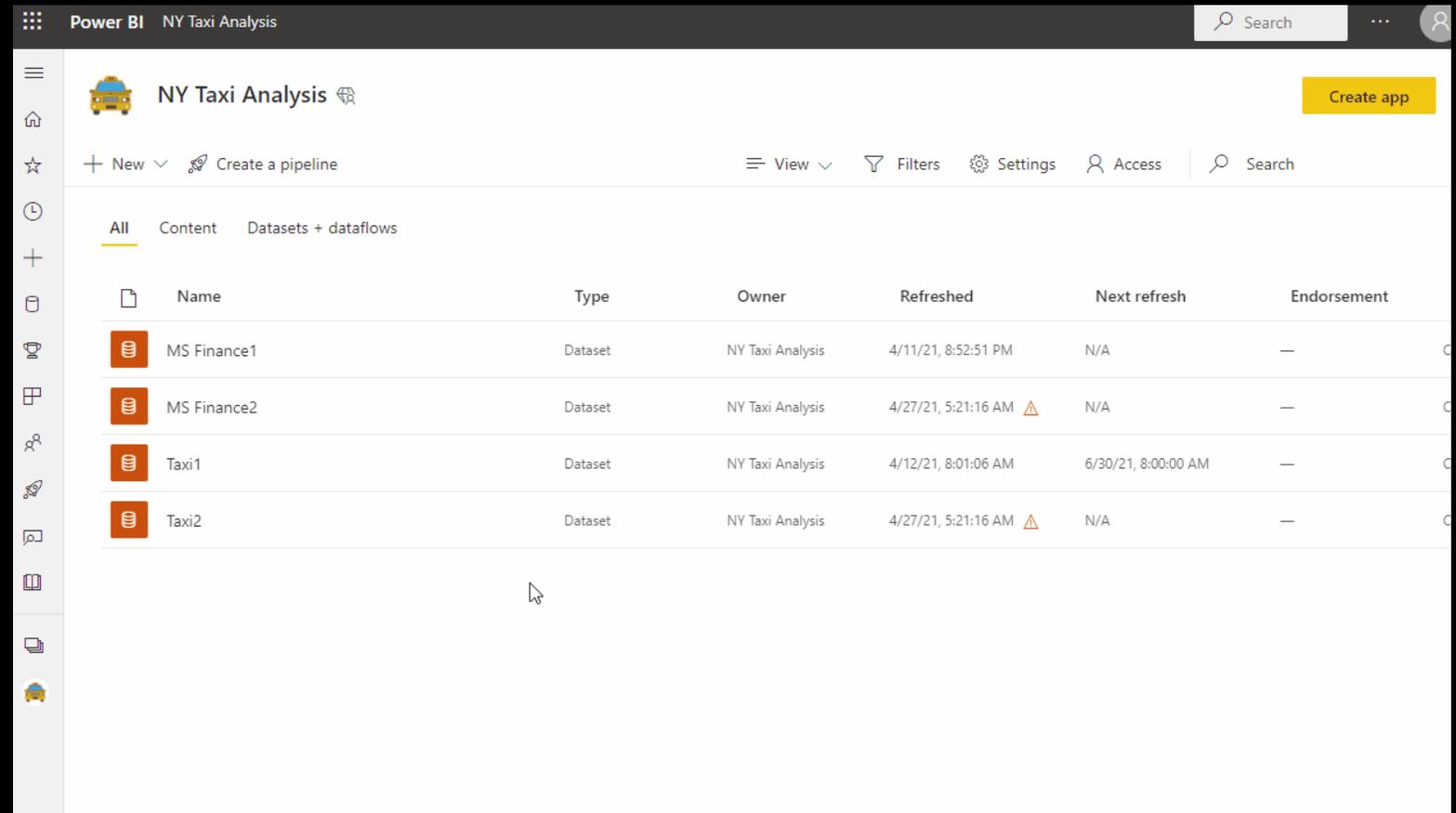
PREVIEW DOWNLOADED AT 8:55 AM

# Business analysts

- Natural language to DAX



# Automatic aggregations



The screenshot displays the Power BI interface for a workspace named 'NY Taxi Analysis'. The top navigation bar includes the Power BI logo, the workspace name, a search bar, and a user profile icon. Below the navigation bar, there is a 'Create app' button and a '+ New' dropdown menu with a 'Create a pipeline' option. The main content area shows a list of datasets under the 'All' tab, with columns for Name, Type, Owner, Refreshed, Next refresh, and Endorsement. The datasets listed are MS Finance1, MS Finance2, Taxi1, and Taxi2. The 'Refreshed' column shows the last refresh time, and the 'Next refresh' column shows the scheduled refresh time. A mouse cursor is visible over the table.

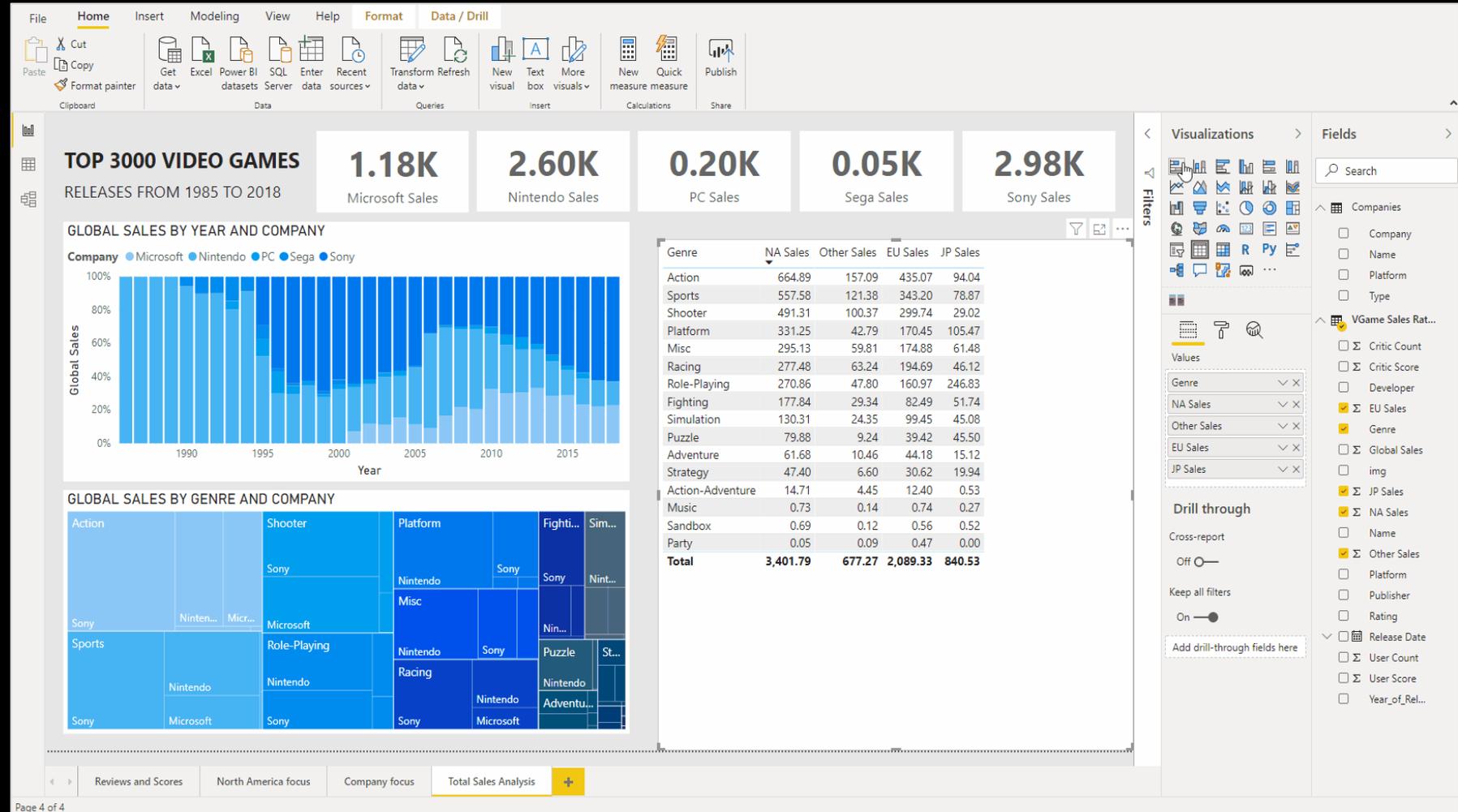
Name	Type	Owner	Refreshed	Next refresh	Endorsement
MS Finance1	Dataset	NY Taxi Analysis	4/11/21, 8:52:51 PM	N/A	—
MS Finance2	Dataset	NY Taxi Analysis	4/27/21, 5:21:16 AM ⚠	N/A	—
Taxi1	Dataset	NY Taxi Analysis	4/12/21, 8:01:06 AM	6/30/21, 8:00:00 AM	—
Taxi2	Dataset	NY Taxi Analysis	4/27/21, 5:21:16 AM ⚠	N/A	—

# "PowerPoint for Data"

Connect to data,  
wherever it is

Visual, intuitive  
data prep and modeling

Office like experiences  
to analyze data and  
create reports



File Home Insert Modeling View Help External Tools Format Data / Drill

Paste Cut Copy Format painter Clipboard

Get data Excel Power BI datasets SQL Server Enter data Recent sources

Transform data Refresh data Queries

New visual Text box More visuals Insert

New measure Quick measure Calculations

Publish Share

### SALES & MARKETING REPORT Return on Investment

12% ROI

\$207M Sales \$

15K Total Units

11K Total VanArsdel Units

### Return on Investment (ROI)

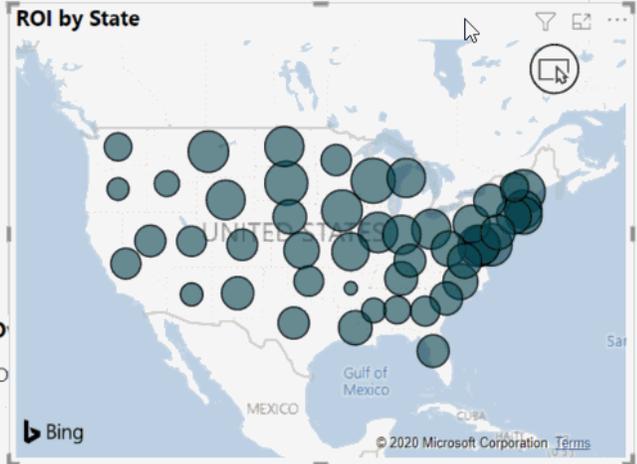
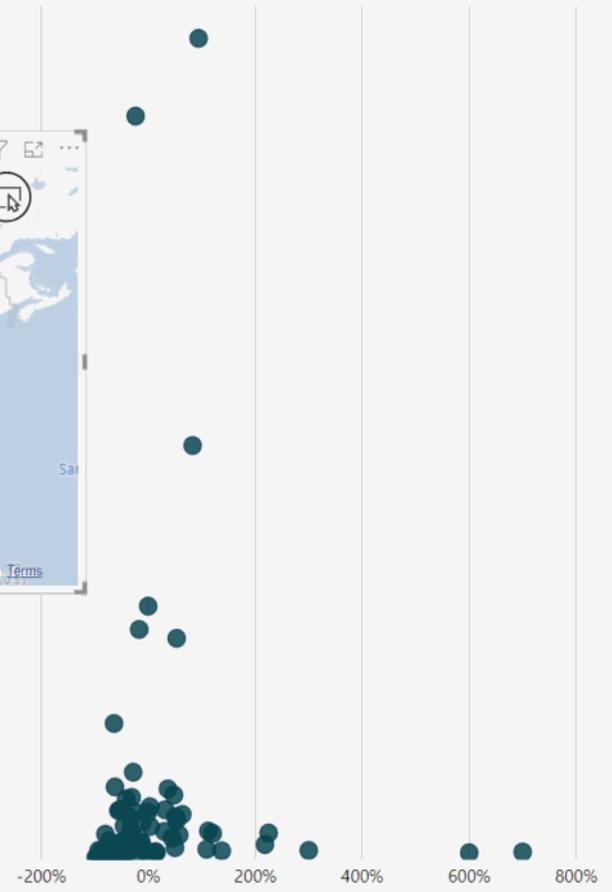


100%

### Sales and ROI O



### ROI and Total Units by Product



Visualizations Fields

Filters

Location: State

Legend: Add data fields here

Latitude: Add data fields here

Longitude: Add data fields here

Size: ROI

Tooltips: Sales

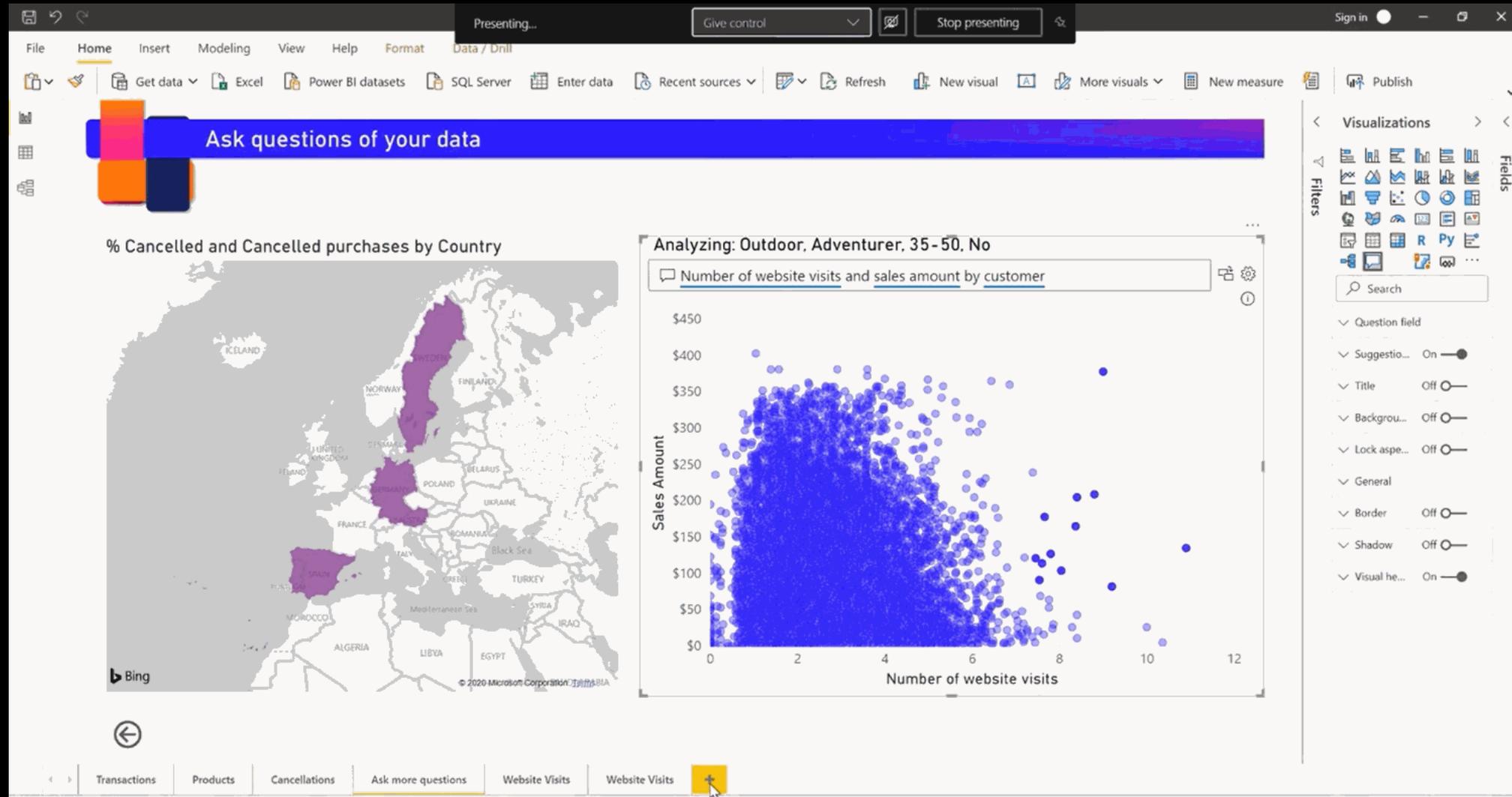
Drill through: Off

Keep all filters: Off

Add drill-through fields here

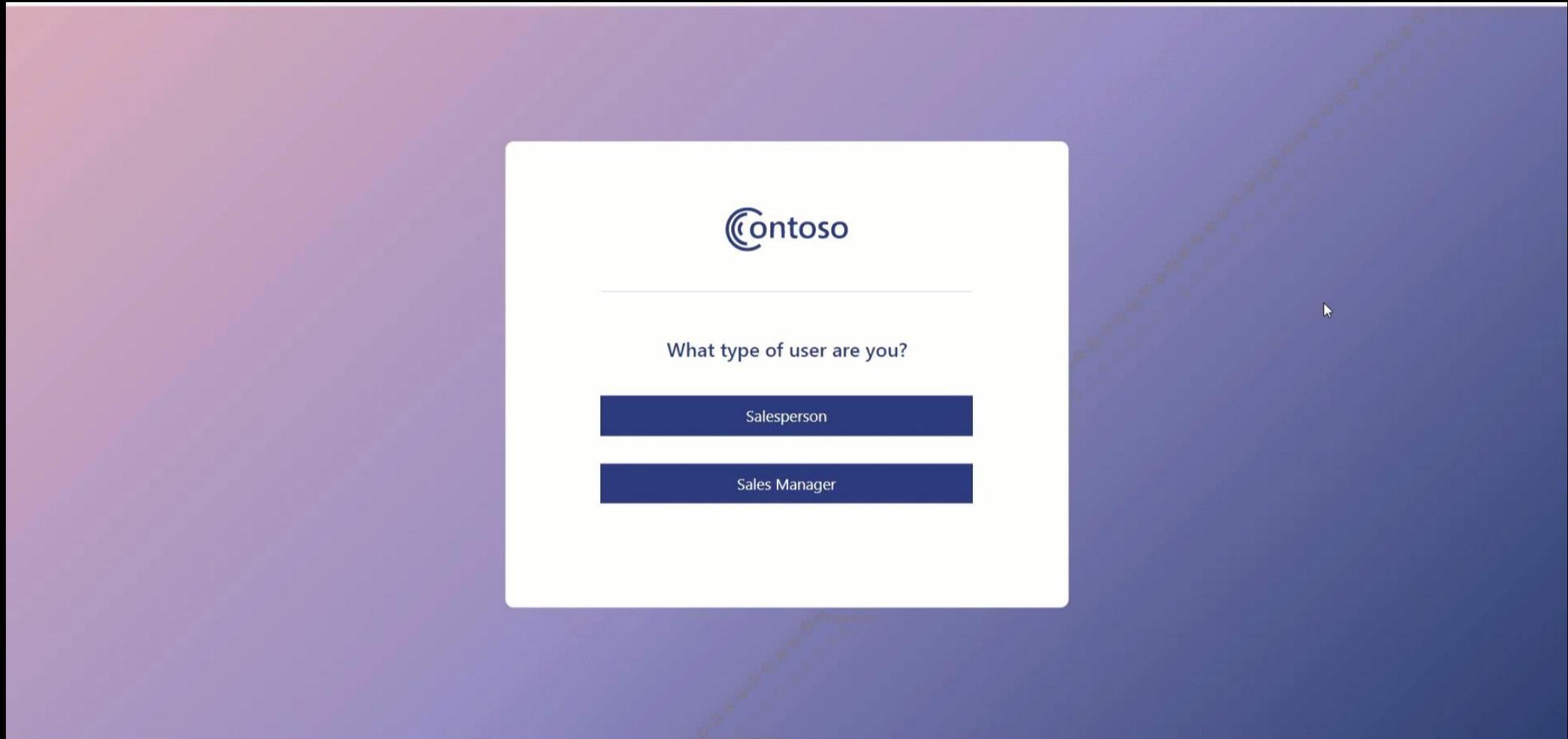
# “PowerPoint for Data” – Layout Templates

Professionalism  
designed  
layout  
templates  
allow building  
beautiful  
report pages  
with just a few  
clicks



Demo

# Embedded analytics



# Deliver insights through

- Excel
- Visio
- SharePoint
- Teams
- PowerApps
- Dynamics 365
- SaaS apps

Office 365 | SharePoint

Executive Dashboard demo  
Private group | General

Power BI reports integrated in SharePoint Online

### Email Analytics

Total campaigns: 31 | Total opens (thousands): 93 | Total clicks (thousands): 28 | Current month direct campaign revenue: \$883,410 (Goal: 640,000.00 (+38.03%)) | Opens vs total sent (thousands): 121

Date: 1/1/2016 to 12/31/2016

Region: All

Campaign: All

Email Status: All

Campaign	Revenue
Dress to Impress	\$2.02M
Get Sporty	\$1.94M
Fun with Colors	\$1.64M
Fall Winter Collection	\$1.45M
Spring Summer Collection	\$1.59M
Seasonal	\$1.20M

Channel	Clicks	Opens	Unopened
Web	~10	~60	~30
Phone	~5	~40	~15
Multichannel	~2	~10	~5

Campaign	Clicks	Opens	Unopened
Dress to Impress	7	14	36
Fall Winter Collection	5	14	36
Fun with Colors	3	12	31
Get Sporty	7	21	27
Seasonal	2	18	20
Spring Summer Collection	4	14	28
<b>Total</b>	<b>28</b>	<b>93</b>	<b>178</b>

Navigation: Campaign Analytics | Website & Social Analytics | **Email Analytics** | Location Analytics

Comments: Like | Comment | 2 Views

# Power BI reports are just like all other Office documents

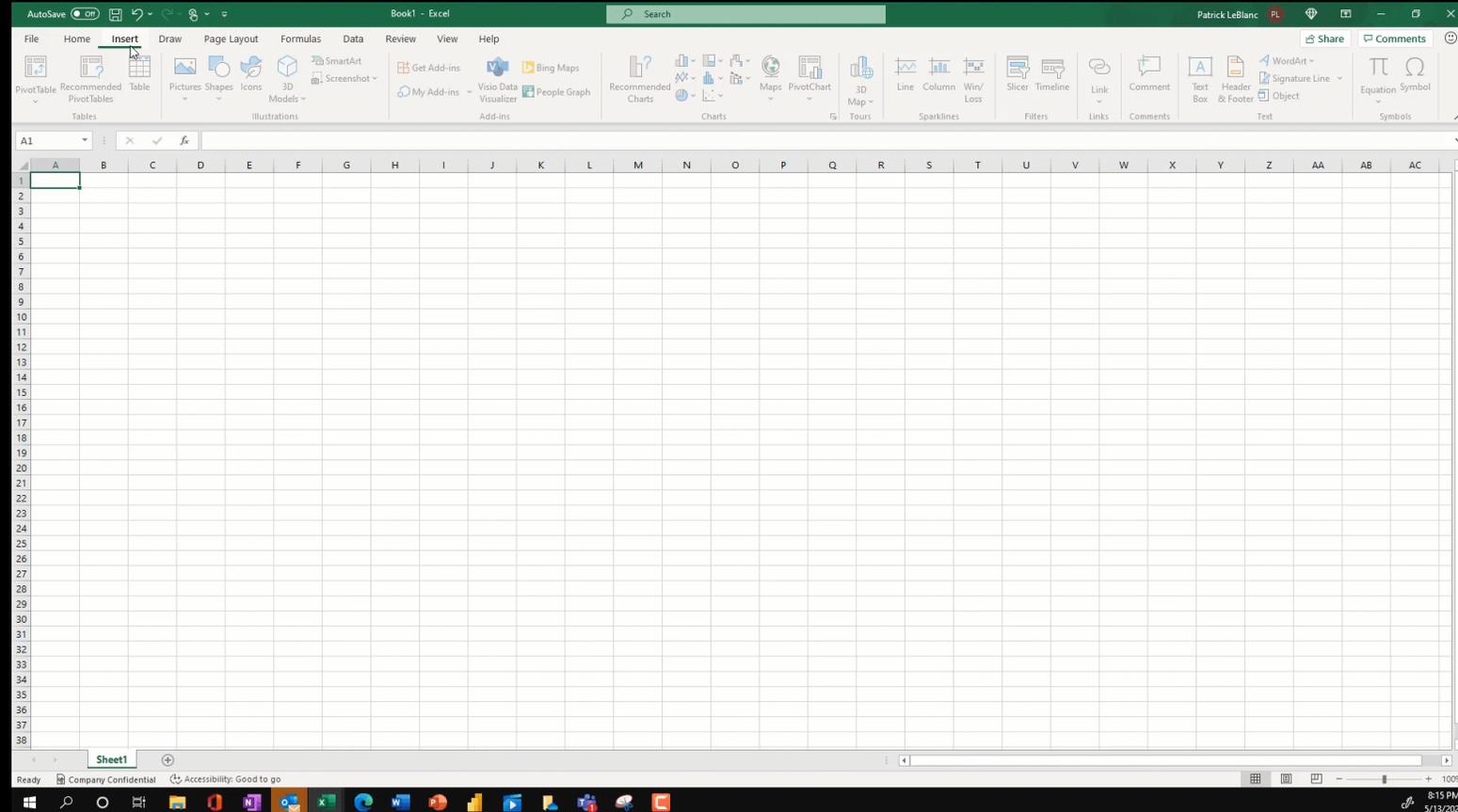
The screenshot displays the Microsoft Office 365 interface. At the top, there's a navigation bar with the Microsoft logo, 'Office 365', and a search bar. Below this, the main content area is titled 'Good morning' and 'Recommended'. It features four cards for recommended content: 'Microsoft Inspire - PowerBI', 'Forrester Executive Briefing', 'WISE Web Insights and Suite Experi...', and 'MBAS TT-Arun session'. Below these cards is a table of shared documents.

Name	Modified	Shared by	Activity
Supply Chain InsaneAmazingPPU	Just now		
Microsoft Inspire - PowerBI Maitane Munoz de los Santos's Files	60m ago	Maitane	Maitane shared this with you Yesterday at 11:30 PM
Microsoft Inspire - PowerBI v.2 Maitane Munoz de los Santos's Files	2h ago	Maitane	Maitane shared this in a Teams... Yesterday at 11:30 PM
DRAFT_STILL_WORK_IN_PROGRESS_MS Power BI Storybo... RE: Updating Arun's EBC Deck	Yesterday at 7:36 PM	Michelle	Michelle shared this with you Yesterday at 7:36 PM
Big data investments Christian Wade's Files	Yesterday at 5:51 PM	Christian	Christian shared this with you Yesterday at 5:00 PM
MBAS TT-Arun session Microsoft BI Customer, Partner, and Market Success	Yesterday at 4:23 PM	Michelle	Michelle shared this with you Fri at 5:06 PM
Forrester Executive Briefing Microsoft BI Customer, Partner, and Market Success	Yesterday at 3:38 PM	Mathangi	Mathangi + 1 other replied to ... Jun 2

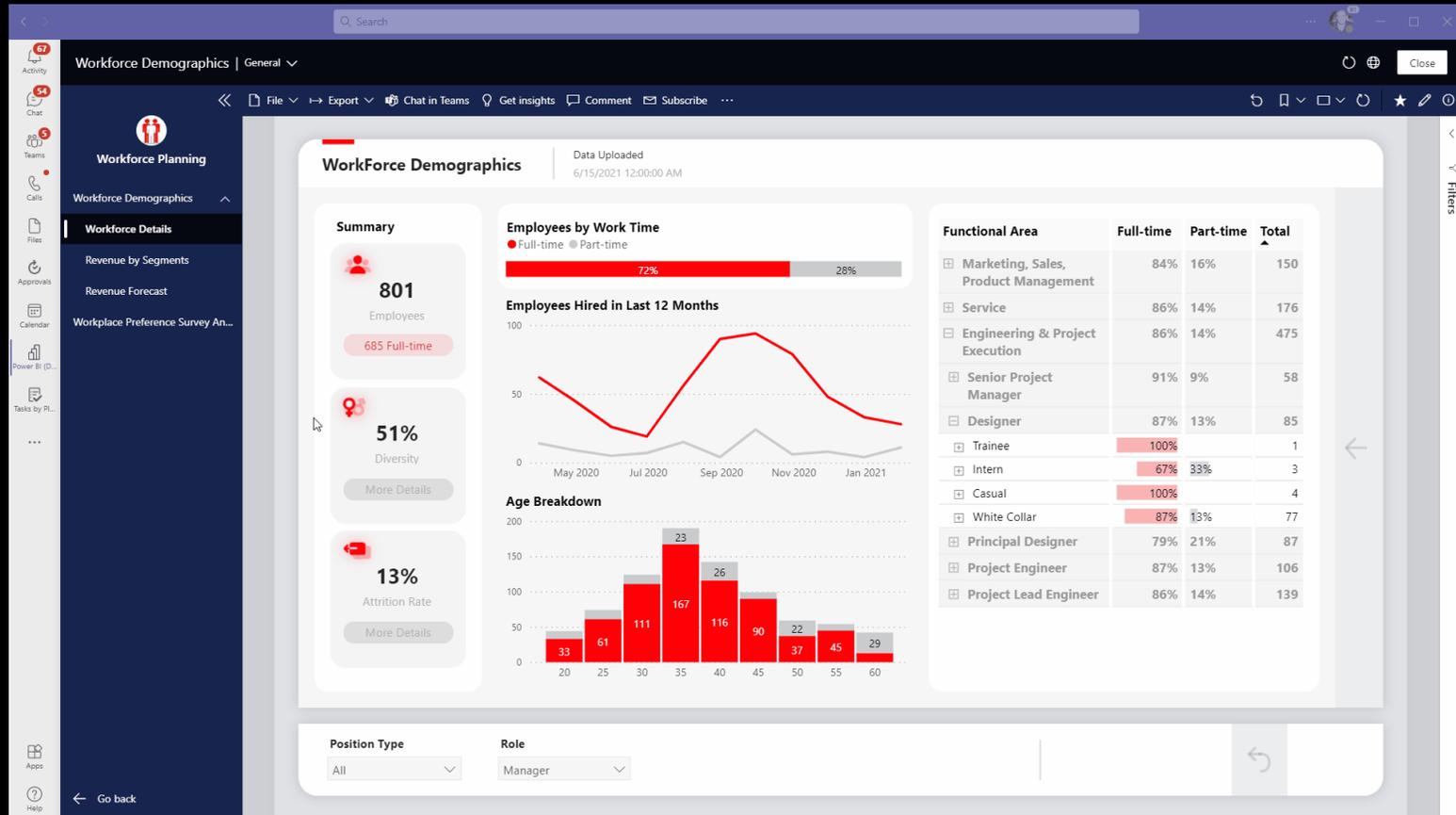
The right sidebar shows a 'Personal' section with various links and services, including 'DDS Online Services', 'ga.gov', 'Cole Black \$225', 'helmboots.com', 'Thearcadeguys.shop', 'Wholesale Live Crawfish Atlanta, GA', 'Principal Program Manager - Power BI Evangelist #PowerBI in Bellevue, Washington, United', '2.2 million+ Stunning Free Images to Use Anywhere - Pixabay', 'Harris County Tax Office / e-Billing /', 'United States of America: WHO Coronavirus Disease (COVID-19) Dashboard | WHO Coronavirus', and 'who.int'. A 'Feedback' button is visible at the bottom right.

# Power BI + Excel

- Power BI Datasets in Excel



Power BI +  
Excel integrated  
into Power BI



# Enterprise data types in Excel

The screenshot displays the Microsoft Excel interface with the 'Data' tab selected. A data table is visible in the worksheet, with the following content:

Customer	Comment
Sante gourmet	Wants more dataflow capabilities
Let's stop and shop	AI was interesting
North/South	Liked new reporting features
Quick shop	Can't get multi-axis line charts working
Toms Specializerien	Loved security features
Seven Seas Imports	Follow up about dataflows

The interface includes the ribbon with 'Data' selected, showing options like 'Get & Transform Data', 'Queries & Connections', 'Data Types', 'Sort & Filter', 'Data Tools', and 'Forecast'. The status bar at the bottom indicates 'Count: 6' and '100%' zoom.

# Storytelling with PowerPoint

The screenshot shows a Microsoft PowerPoint presentation window. The title bar indicates the file is 'Sales execs review - Saved'. The ribbon is set to 'Insert', and the 'Text' group is active. The slide content includes:

- A yellow circular graphic with a white outline, containing a white laptop displaying a Power BI dashboard with a pie chart and a line graph.
- The heading: **Tell a story with Power BI data**
- The text: Insert your Power BI data into a slide. Paste the URL of a Power BI report page you want to show in the slide.
- A blue link: [Learn more](#)
- A text input field with the placeholder text 'Paste report URL here' and an 'Insert' button to its right.

The left sidebar shows a slide navigation pane with thumbnails for slides 55 through 60. Slide 55 is titled 'Method and Participant Profile', 56 is 'Experimental Approach', 57 is 'Scenario - Overview', 58 is the current slide, 59 is 'Model performance designs tested', and 60 is 'Overfitting'. The bottom status bar shows 'Slide 58 of 67', 'English (United States)', 'Accessibility: Investigate', 'General', and '118%' zoom. The Windows taskbar at the bottom shows the search bar and various application icons, with the system tray displaying the date '3/10/2021' and time '1:11 PM'.

# Power BI + Teams

Your data is where you collaborate

As fundamental as "chat", "calendar" and "files"

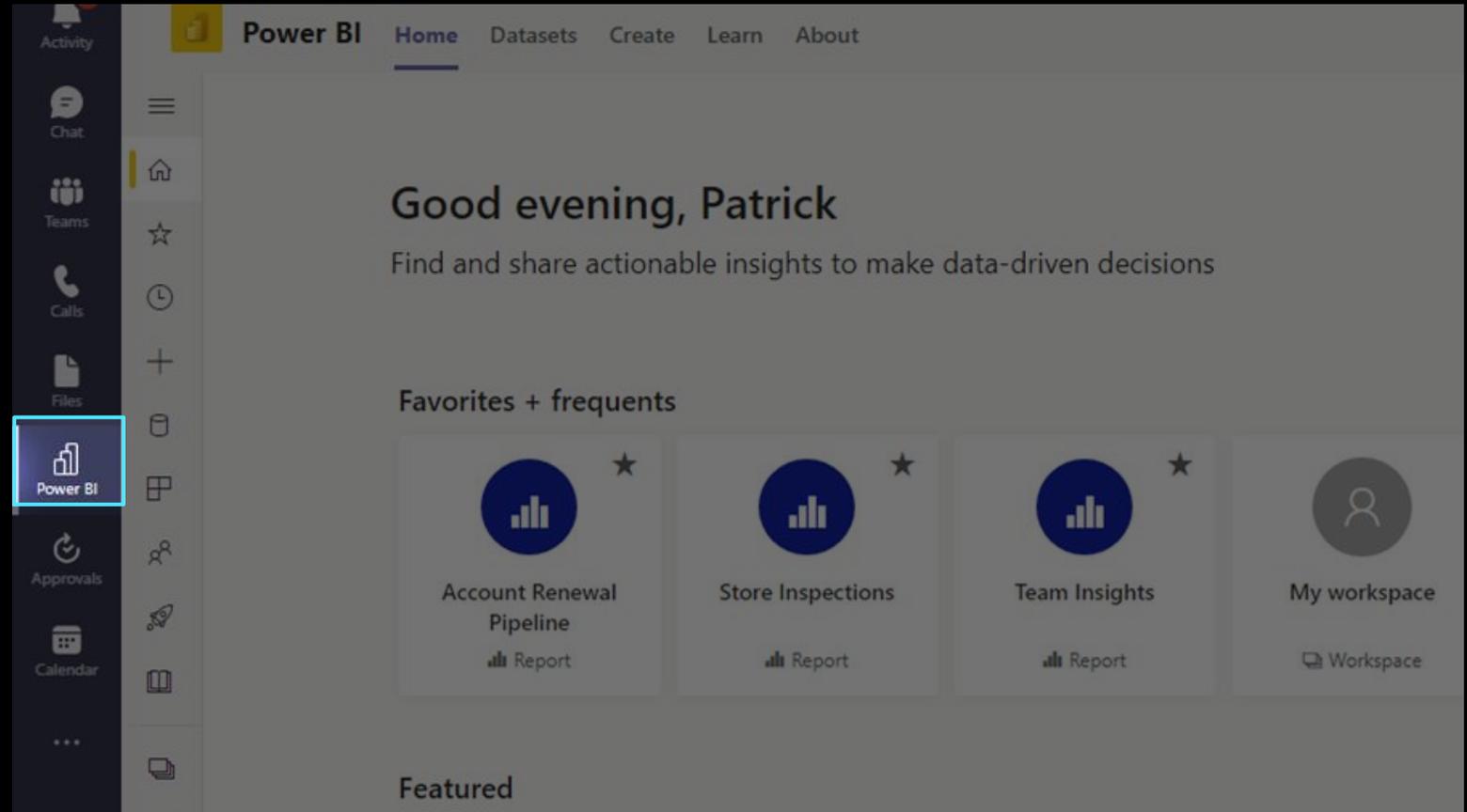
The screenshot shows the Microsoft Teams interface with a Power BI workspace. The top navigation bar includes 'Home', 'Datasets', 'Create', 'Learn', and 'About'. The main content area is titled 'Good evening, Patrick' and 'Find and share actionable insights to make data-driven decisions'. A 'New report' button is visible in the top right. Below this, there are sections for 'Favorites + frequents' and 'Featured'. The 'Favorites + frequents' section contains eight items: 'Account Renewal Pipeline' (Report), 'Store Inspections' (Report), 'Team Insights' (Report), 'My workspace' (Workspace), 'Sport by Degree of Difficulty' (Report), 'Workforce Planning' (App), 'Trial Product Performance' (Report), and 'Analyze Popular Stocks with Power' (App). The 'Featured' section contains five items, each featuring a report or app by a specific user (Patrick Baumgartner or Kim Manis) from 2 months ago. The 'Recents' section at the bottom shows a table of recently used items.

Name	Type	Opened	Location	Endorsement	Sensitivity
Workforce Planning	App	10 hours ago	Apps	—	—

# Power BI + Teams

Your data is where  
you collaborate

As fundamental as “chat”,  
“calendar” and “files”



# Start conversations from data

Microsoft Teams | Sales Pipeline | Data updated 9/14/20

Pages: Summary, Pipeline

File | Export | Share | Chat in Teams | Comment | Subscribe | Edit

### CUSTOMER DASHBOARD PIPELINE BY ACCOUNT

EXECUTIVE KPIs

- \$3,978,178** Revenue ▲ +18%  
Booked This Month vs \$3,700K Goal
- 35,870** Deals ▲ +23%  
This Month vs Goal < 100
- \$906,069** Opportunity Value ▲ +06%  
For 80% utilization
- 7,163** Closed Opportunities ▼ -14%  
Last 6 months vs Avg of 30.2
- 9,623** Open Opportunities ▼ -35%  
vs \$10K Budget

#### Revenue and Pipeline

Actual Revenue | Opportunity Value

#### Open Opportunities

Opportunity Name	Account Name	Owner	Estimated Close Date	Close Probability
Proseware Mobile 2981	Wide World Importers	Athena Asamia	Thursday, October 24, 2019	50
Proseware Mobile 0023	Parceler	Goro Damon	Wednesday, October 23, 2019	24
Proseware Mobile 0239	The North	Mary Blue	Friday, November 8, 2019	70
Proseware Mobile 0023	Mundopolis	Roberto Garcia	Wednesday,	10

#### Pipeline Gap by Account

Pipeline Gap: Very Low (green), Low (orange), Medium (red), High (dark red)

Filters on this visual:

- Account is (All)
- City top 20 by Impressions
- Current Relationship Strength is (All)
- Opportunity Value is (All)
- Risk Status is (All)
- Sum of Risk is (All)

# Use data to inform discussions in Teams

The screenshot displays the Microsoft Teams interface. On the left is a navigation pane with icons for Activity, Chat (with a notification badge), Teams, Calendar, Calls, Files, Power BI, and Help. The main area shows a team named "Operations" with a "General" channel selected. The channel header includes "General", "Posts", "5 more", and a plus sign. There are also buttons for "Org", "Meet", and a settings icon. The main content area features a "Welcome to the team!" message with the text "Here are some things to get going..." and three circular icons representing "Add more people", "Create more channels", and "Open the FAQ". Below this is a post by Megan Bowen from 11/10, 1:34 PM, stating "Added a new tab at the top of this channel. Here's a link." The post includes a grey bar with an "Installing app" status and a "Reply" button. At the bottom of the main area is a "New conversation" button.

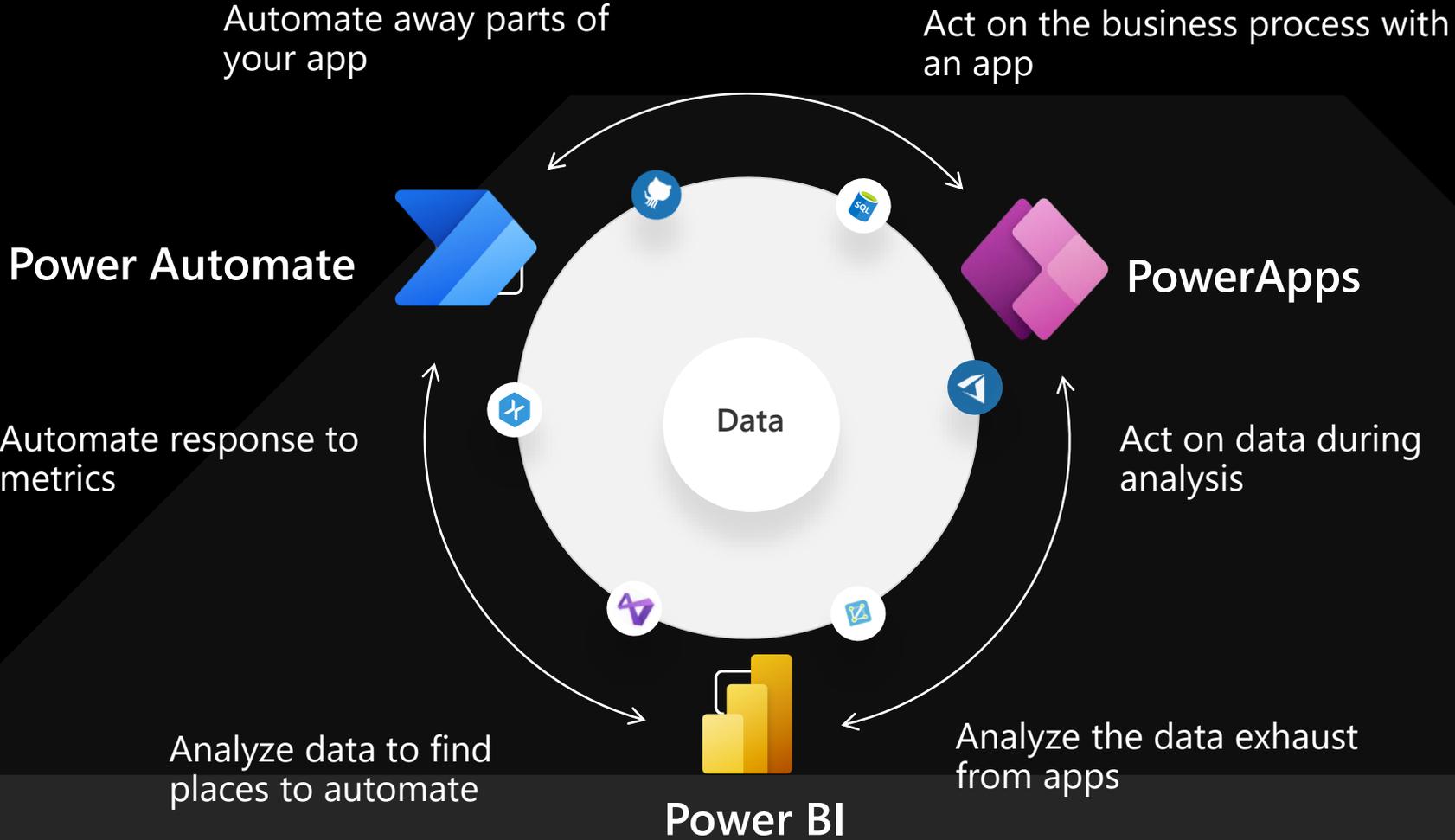
# Data driven meetings

The screenshot displays the Microsoft Teams calendar interface. The top navigation bar includes the Microsoft Teams logo, a search bar, and a 'Meet now' button. The main area shows a weekly calendar view for June 2021, with days 14 (Monday) through 18 (Friday) visible. The time slots range from 6 AM to 4 PM. Meetings are scheduled as follows:

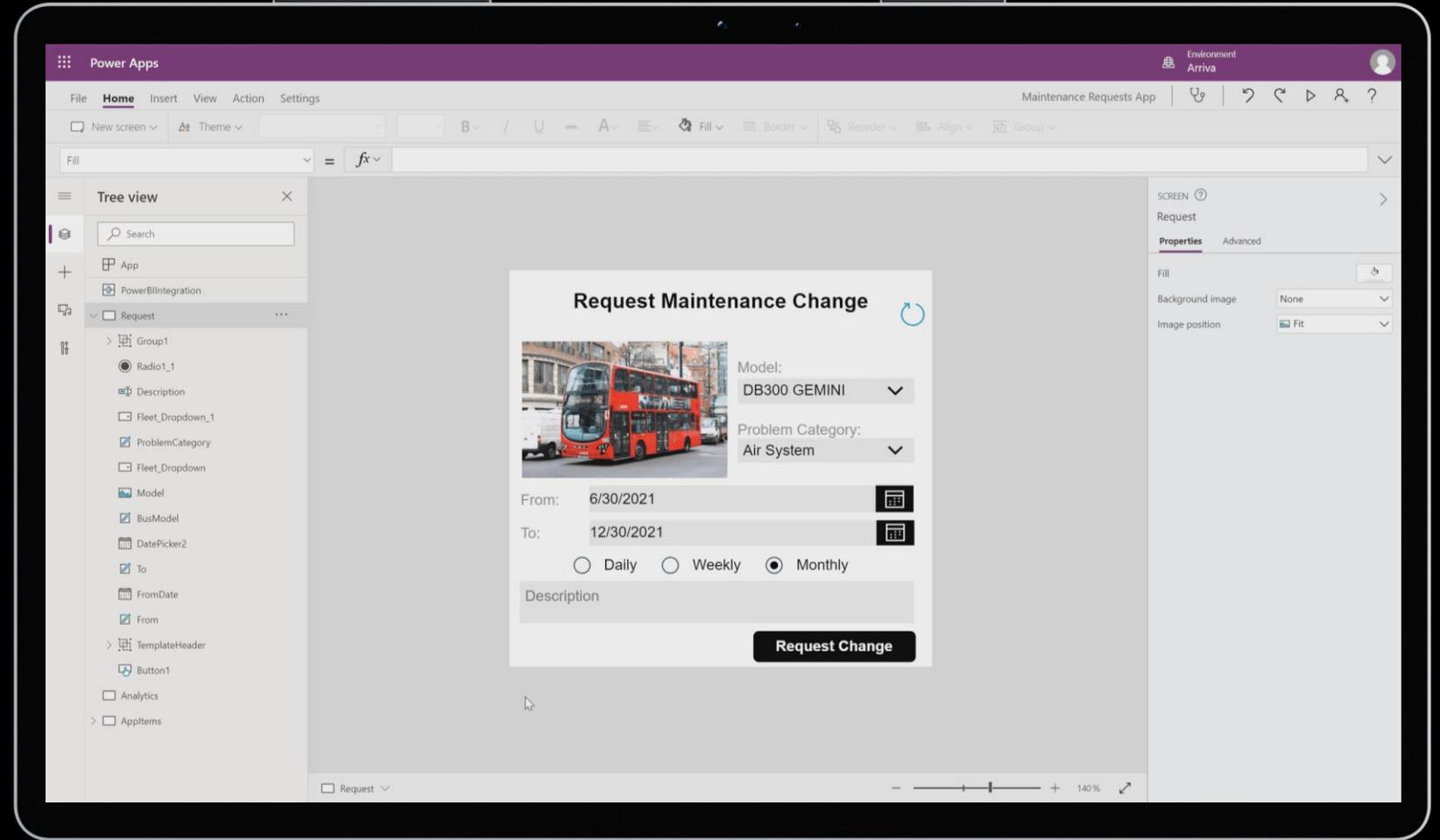
- Monday (14):** Daily Teams Standup (Kim Manis) from 1 PM to 2 PM.
- Tuesday (15):** Spring Launch Weekly Check-In (Kim Manis) from 10 AM to 12 PM. A 'Join' button is visible on the meeting card.
- Wednesday (16):** Weekly Customer Renewal Pipeline Review (Patrick Baumgartner) from 10 AM to 11 AM.
- Thursday (17):** 1:1 with Kim (Patrick Baumgartner) from 9 AM to 10 AM; Supply Chain Analytics Weekly Meeting (Kim Manis) from 10 AM to 11 AM; Supply Chain Status Review (Patrick Baumgartner) from 11 AM to 12 PM.
- Friday (18):** Daily Teams Standup (Kim Manis) from 1 PM to 2 PM.

The interface also features a left-hand navigation pane with icons for Activity, Chat, Teams, Calendar, Calls, Files, Power BI, and Approvals. The right-hand side includes a 'Work week' view selector.

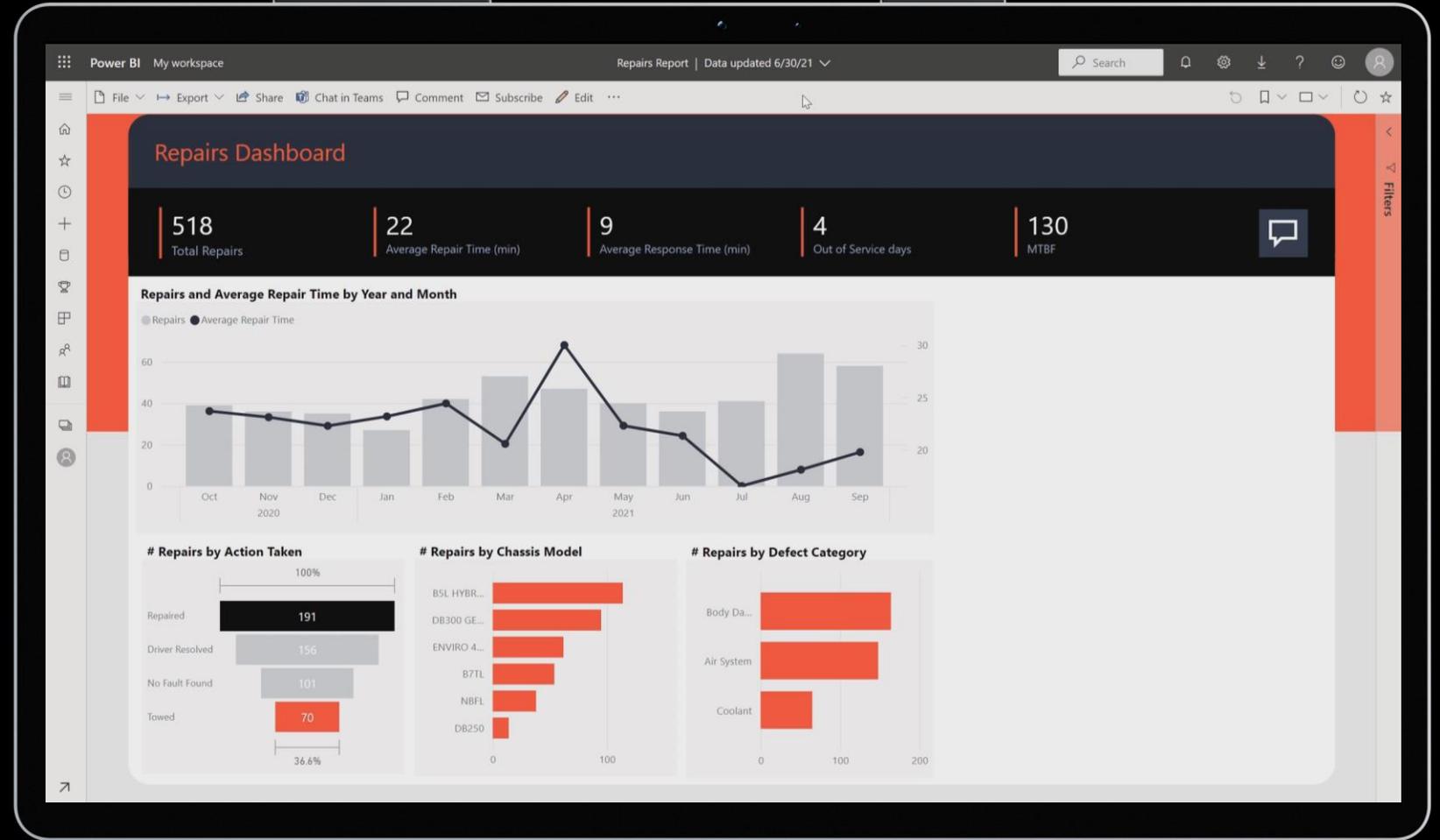
# Turn insights into actions



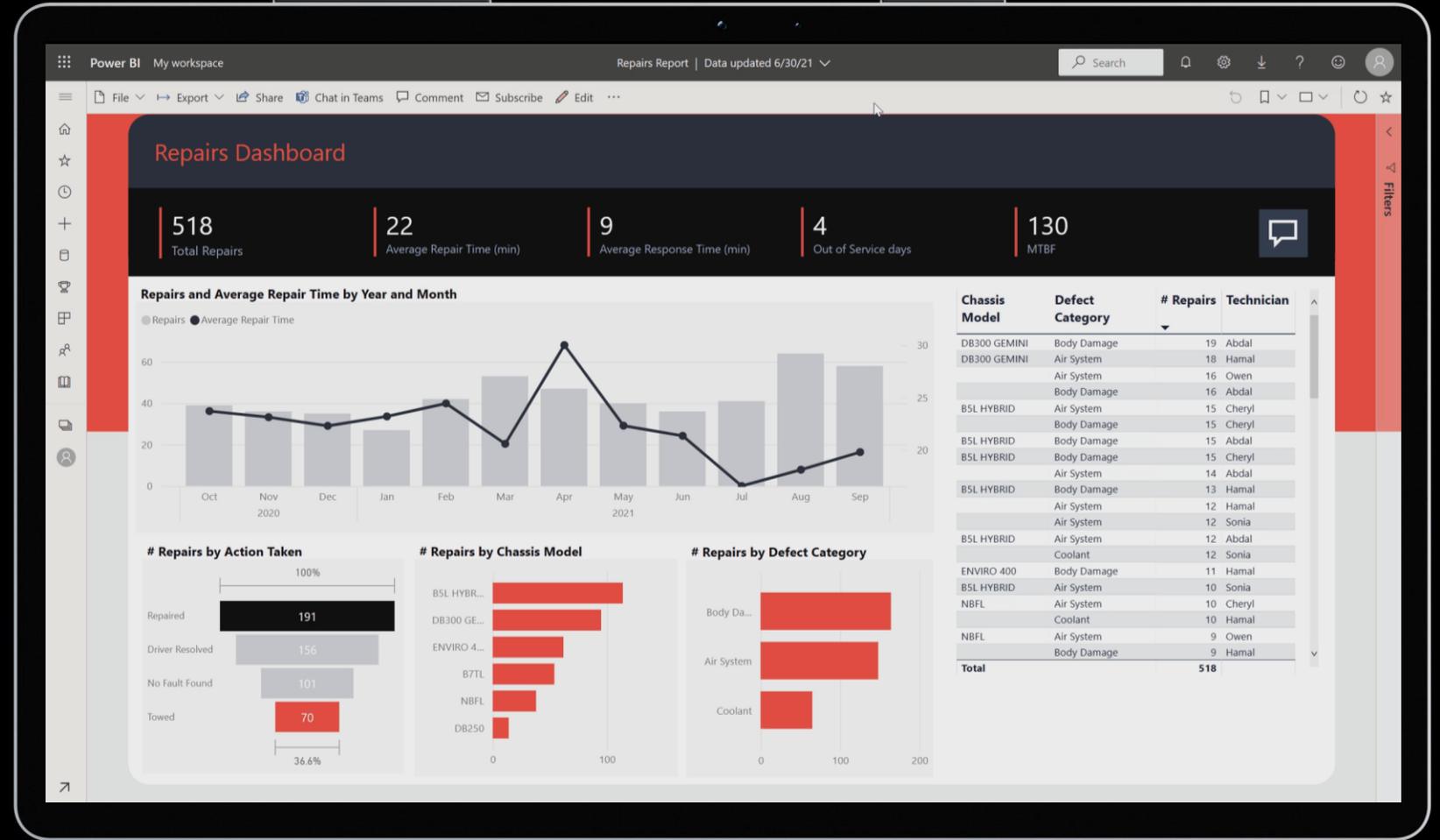
# Power BI in Power Apps



# Power Apps in Power BI



# Power Automate in Power BI





Upcoming Lunch & Learns:

**9/22: Power Apps**

**9/29: Power Automate**

More Power BI:

**9/28: Power BI Desktop**

**10/5: Power BI Service**

Power BI self-paced learning:

## **Design Effective Reports in Power BI**

<https://docs.microsoft.com/en-us/training/paths/power-bi-effective/>



Thank you