



nordic.  
summit

Wait, Power BI can really do that!?

DIAMOND SPONSOR



The Digital  
**Neighborhood**

PLATINUM SPONSOR



Microsoft

# GOLD SPONSORS



# SILVER SPONSORS



# BRONZE SPONSORS





# Ville Gullstrand

Data Ninja

"Wait, Power BI can really  
do that!?"



# Ville Gullstrand

Data Ninja @ CloudWay

Metal head! 🦴 🤘



Ville.Gullstrand@cloudway.com



<https://www.linkedin.com/in/ville-gullstrand-mvp-b355067a/>



@villezekeviking



<https://villezekeviking.com>



---

# Agenda

- Is Power BI actually free? 

---

# Agenda

- Is Power BI actually free? 
- Connect to Dynamics (Dataverse) 

---

# Agenda

- Is Power BI actually free? 
- Connect to Dynamics (Dataverse) 
- Simple stuff 



---

# Agenda

- Is Power BI actually free? 
- Connect to Dynamics (Dataverse) 
- Simple stuff 
- Advanced stuff 

# Is Power BI actually free?



Is Power BI actually free?



imgflip.com

JAKE-CLARK.TUMBLR

Is Power BI actually free?    



imgflip.com

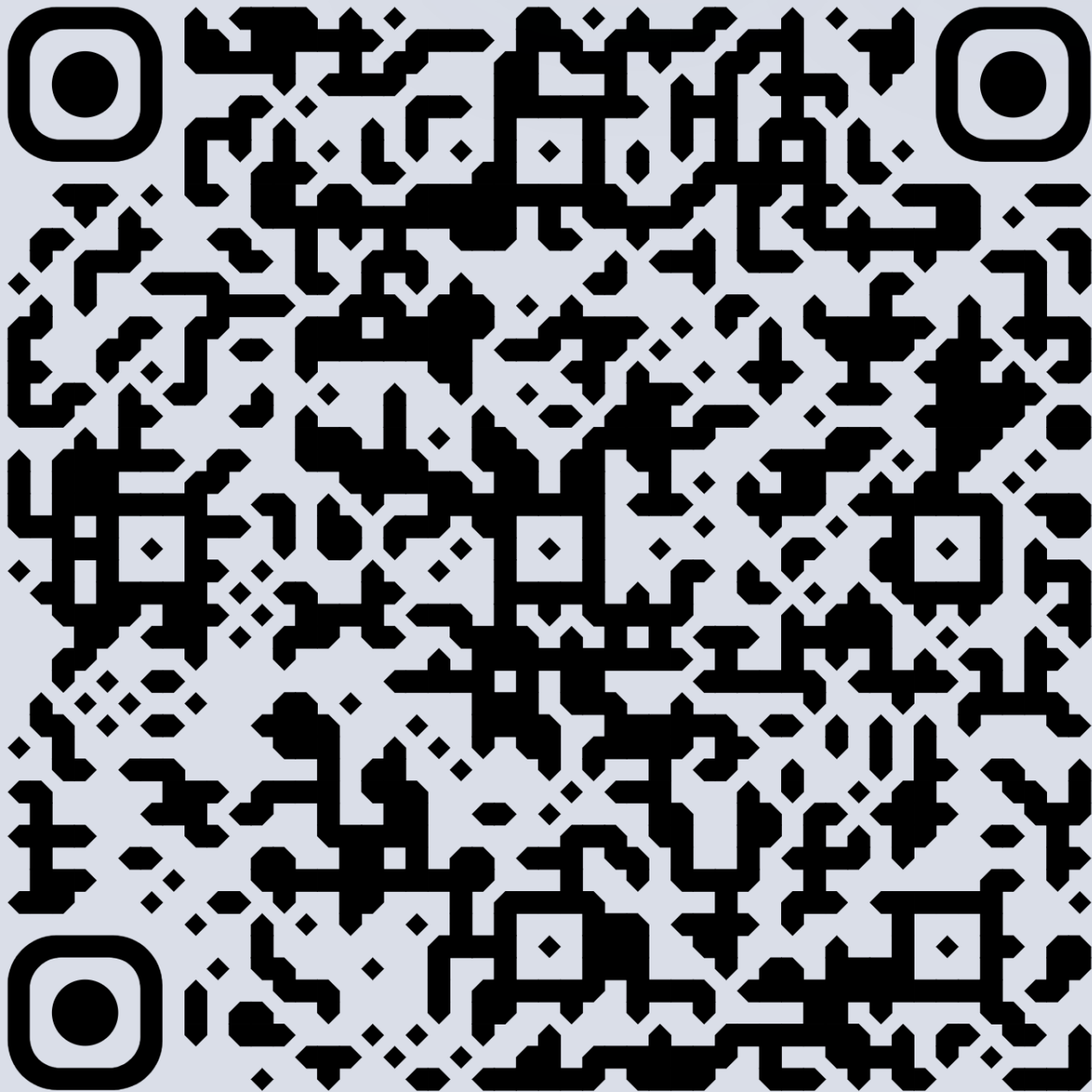
JAKE-CLARK.TUMBLR



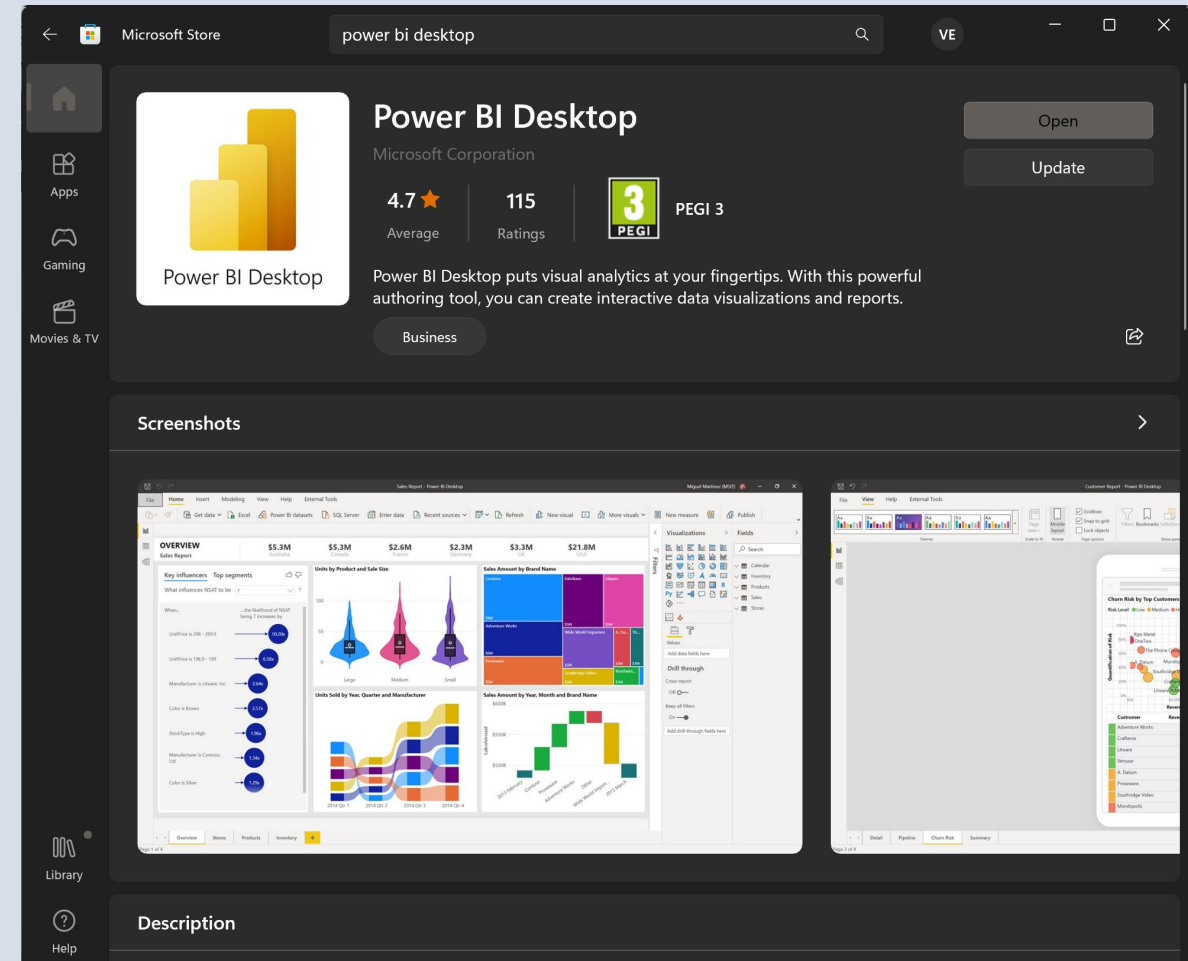
*Well yes, but actually no*



#NordicSummit

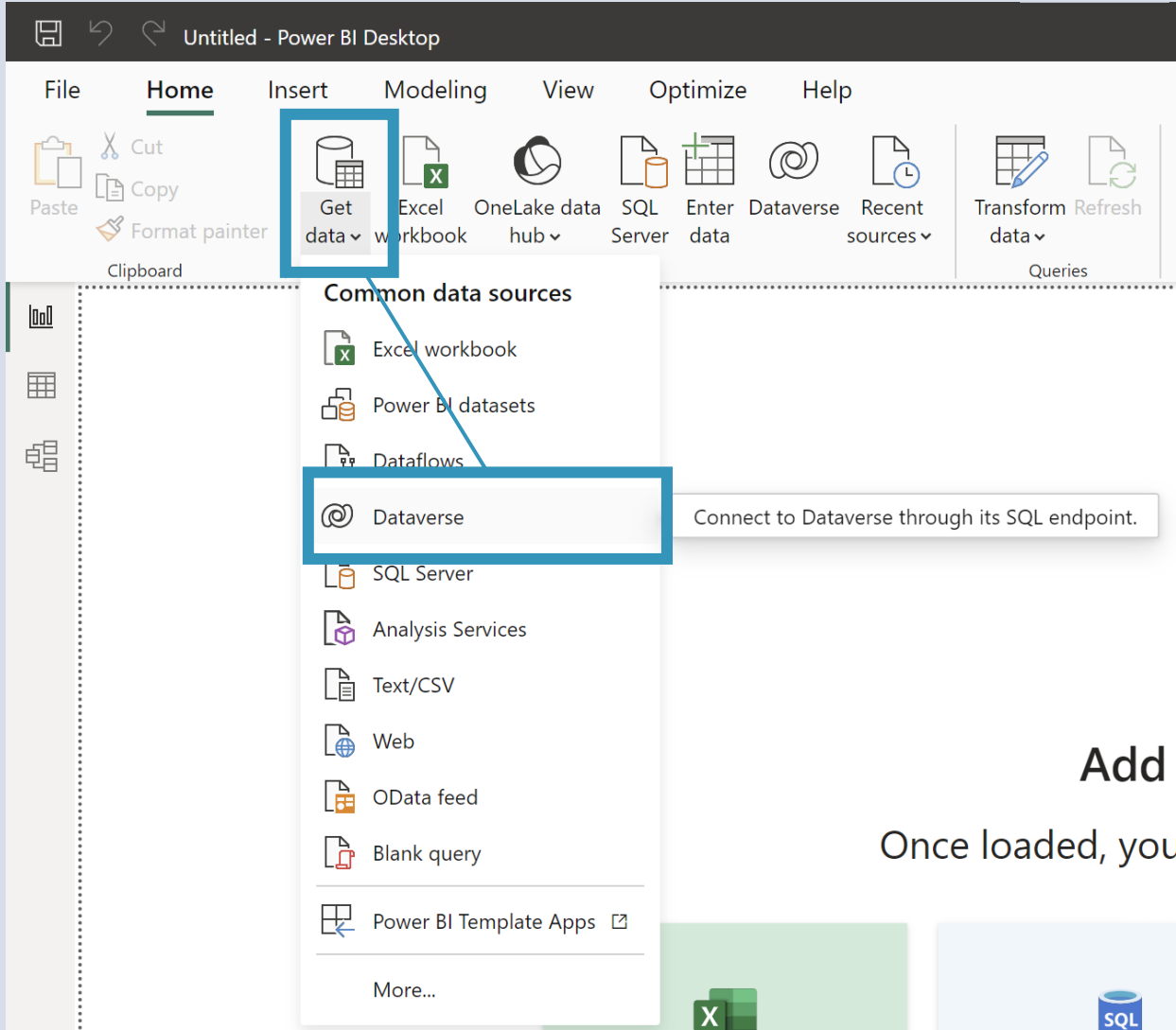


# Is Power BI actually free?



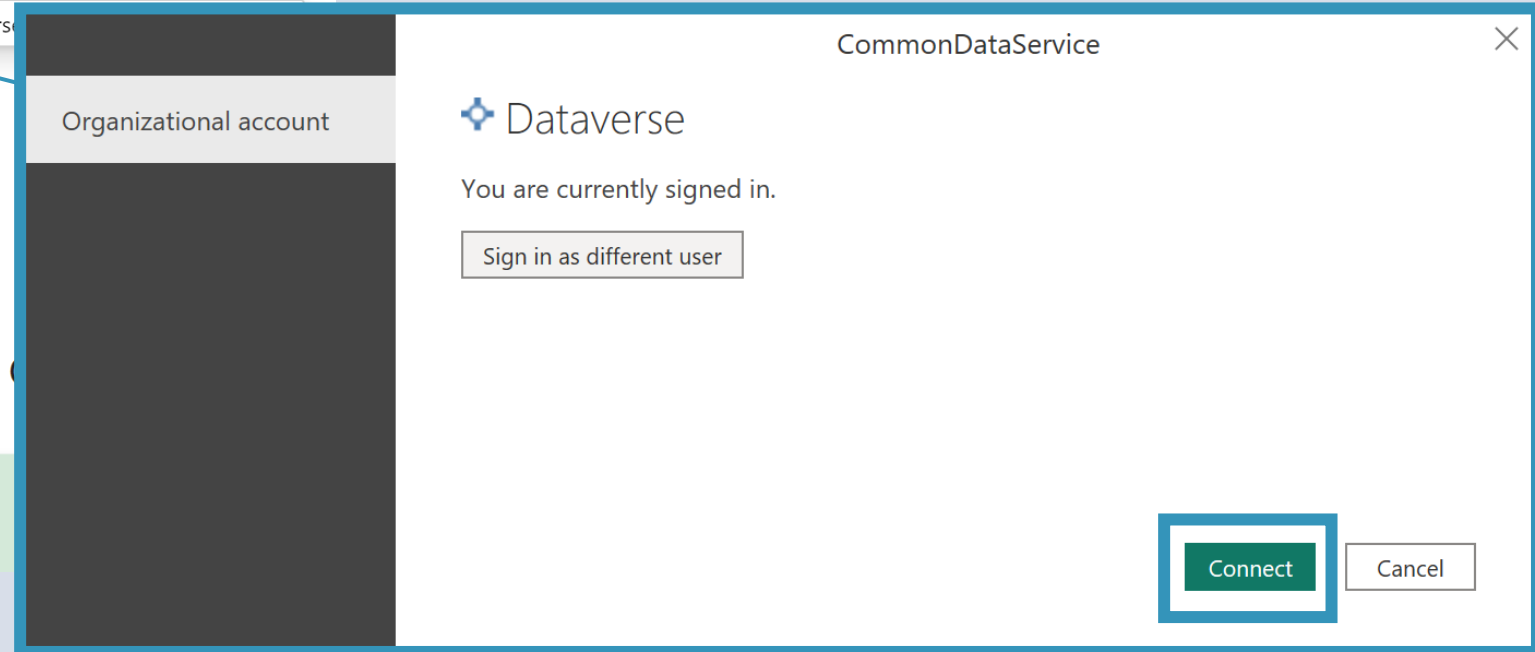
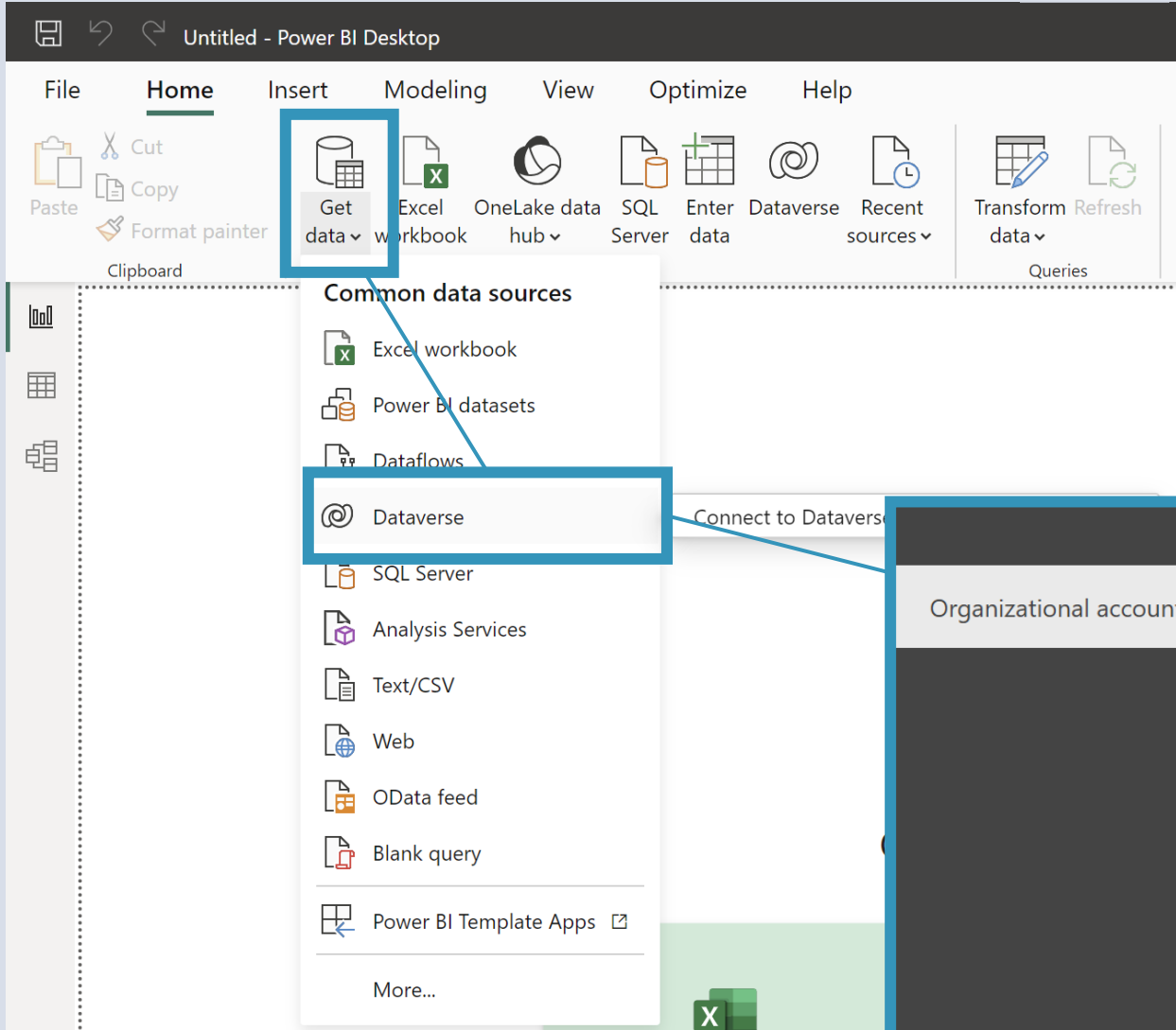


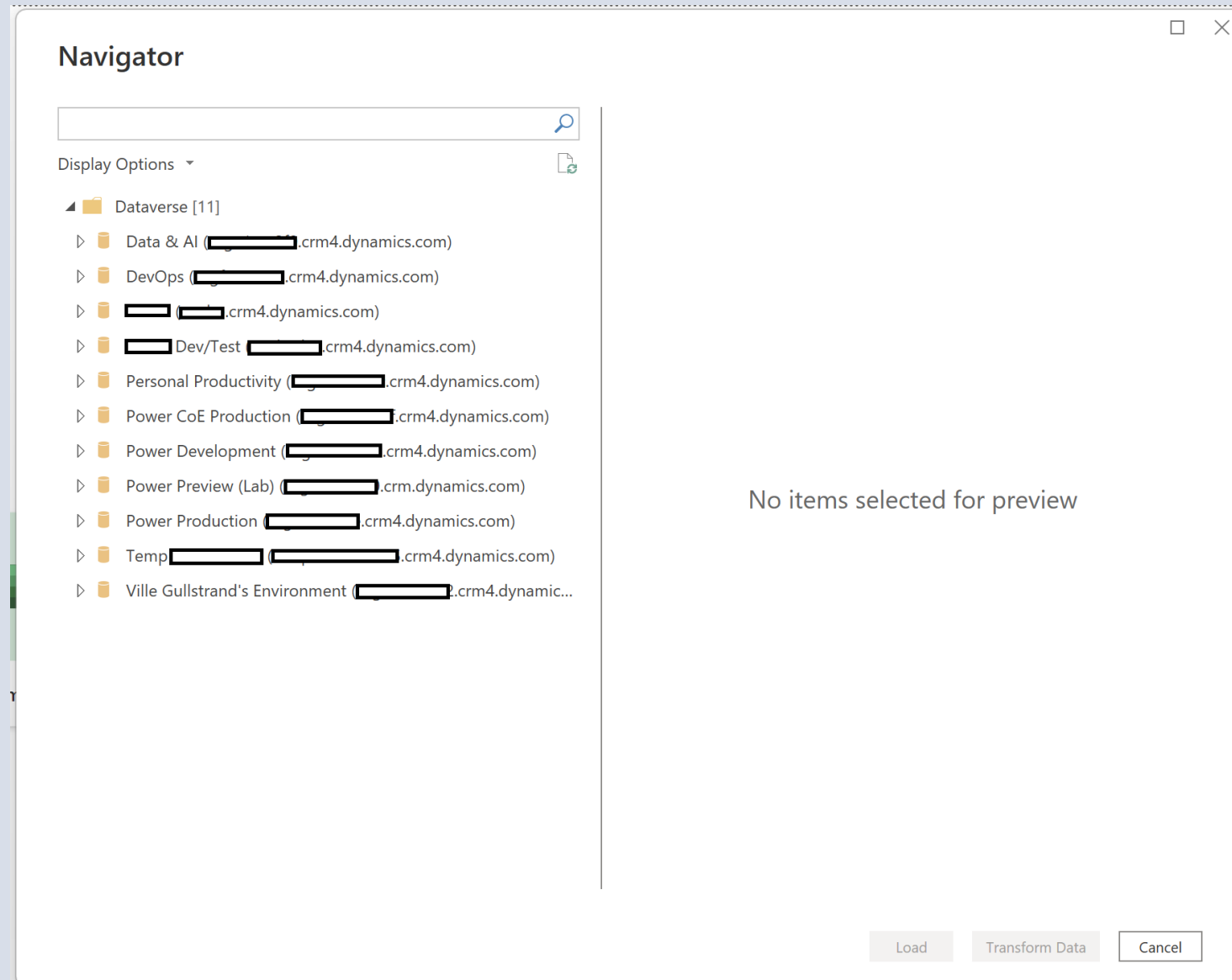






# Connect to Dynamics (Dataverse)





## Navigator



Display Options ▾

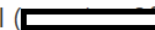
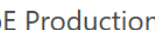
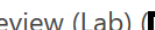
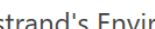


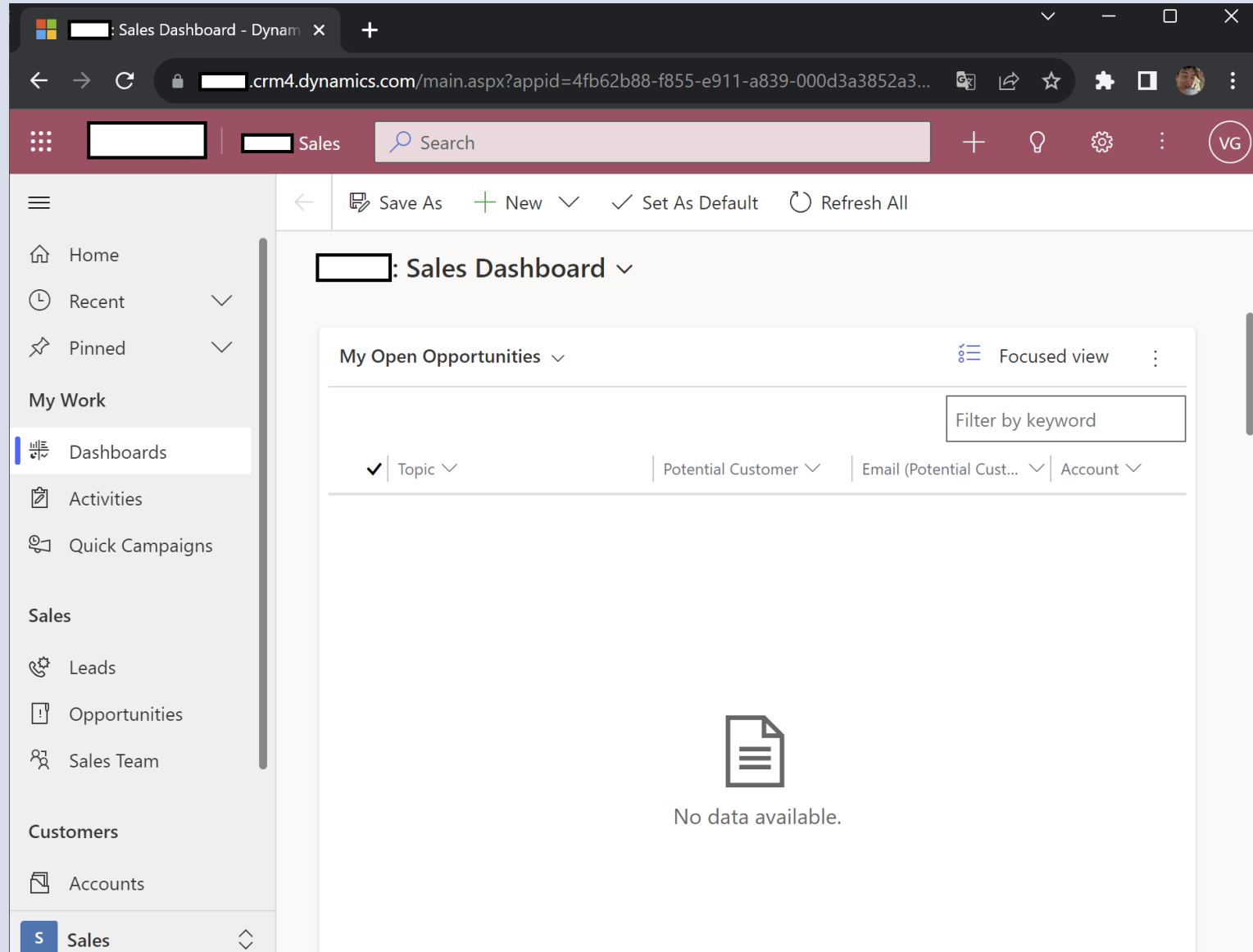
- ▲  Dataverse [11]
  - ▷  Data & AI ([REDACTED].crm4.dynamics.com)
  - ▷  DevOps ([REDACTED].crm4.dynamics.com)
  - ▷  [REDACTED] ([REDACTED].crm4.dynamics.com)
  - ▷  [REDACTED] Dev/Test ([REDACTED].crm4.dynamics.com)
  - ▷  Personal Productivity ([REDACTED].crm4.dynamics.com)
  - ▷  Power CoE Production ([REDACTED].crm4.dynamics.com)
  - ▷  Power Development ([REDACTED].crm4.dynamics.com)
  - ▷  Power Preview (Lab) ([REDACTED].crm.dynamics.com)
  - ▷  Power Production ([REDACTED].crm4.dynamics.com)
  - ▷  Temp [REDACTED] ([REDACTED].crm4.dynamics.com)
  - ▷  Ville Gullstrand's Environment ([REDACTED].crm4.dynamic...

## Navigator

Display Options ▾



- ▲  Dataverse [11]
  - ▶  Data & AI (.crm4.dynamics.com)
  - ▶  DevOps (.crm4.dynamics.com)
  - ▶   (.crm4.dynamics.com)
  - ▶   Dev/Test (.crm4.dynamics.com)
  - ▶  Personal Productivity (.crm4.dynamics.com)
  - ▶  Power CoE Production (.crm4.dynamics.com)
  - ▶  Power Development (.crm4.dynamics.com)
  - ▶  Power Preview (Lab) (.crm4.dynamics.com)
  - ▶  Power Production (.crm4.dynamics.com)
  - ▶  Temp  (.crm4.dynamics.com)
  - ▶  Ville Gullstrand's Environment (.crm4.dynamics.com)



The screenshot shows the Microsoft Dynamics 365 Sales Dashboard interface. The browser address bar displays the URL: `.crm4.dynamics.com/main.aspx?appid=4fb62b88-f855-e911-a839-000d3a3852a3...`. The top navigation bar includes a search bar and a "Sales" tab. The left sidebar contains a navigation menu with options: Home, Recent, Pinned, My Work, Dashboards (selected), Activities, Quick Campaigns, Sales, Leads, Opportunities, Sales Team, Customers, and Accounts. The main content area is titled "Sales Dashboard" and displays a section for "My Open Opportunities". This section includes a "Filter by keyword" input field and a table with columns: Topic, Potential Customer, Email (Potential Cust...), and Account. The table currently shows "No data available." with a document icon.

## Navigator

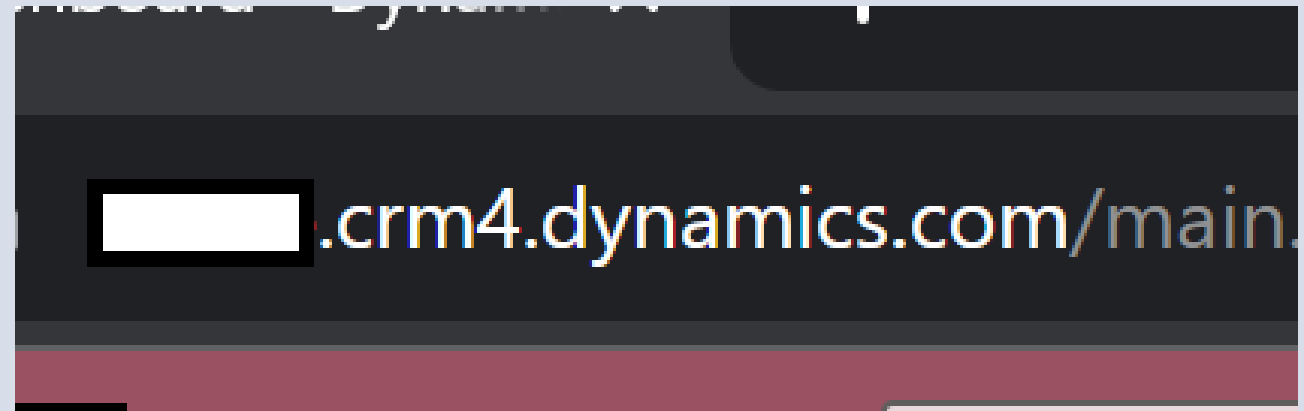


Display Options ▾



### ▲ Dataverse [11]

- ▷ Data & AI ([redacted].crm4.dynamics.com)
- ▷ DevOps ([redacted].crm4.dynamics.com)
- ▷ [redacted] ([redacted].crm4.dynamics.com)
- ▷ [redacted] Dev/Test ([redacted].crm4.dynamics.com)
- ▷ Personal Productivity ([redacted].crm4.dynamics.com)
- ▷ Power CoE Production ([redacted].crm4.dynamics.com)
- ▷ Power Development ([redacted].crm4.dynamics.com)
- ▷ Power Preview (Lab) ([redacted].crm.dynamics.com)
- ▷ Power Production ([redacted].crm4.dynamics.com)
- ▷ Temp [redacted] ([redacted].crm4.dynamics.com)
- ▷ Ville Gullstrand's Environment ([redacted].crm4.dynamics.com)



## Navigator

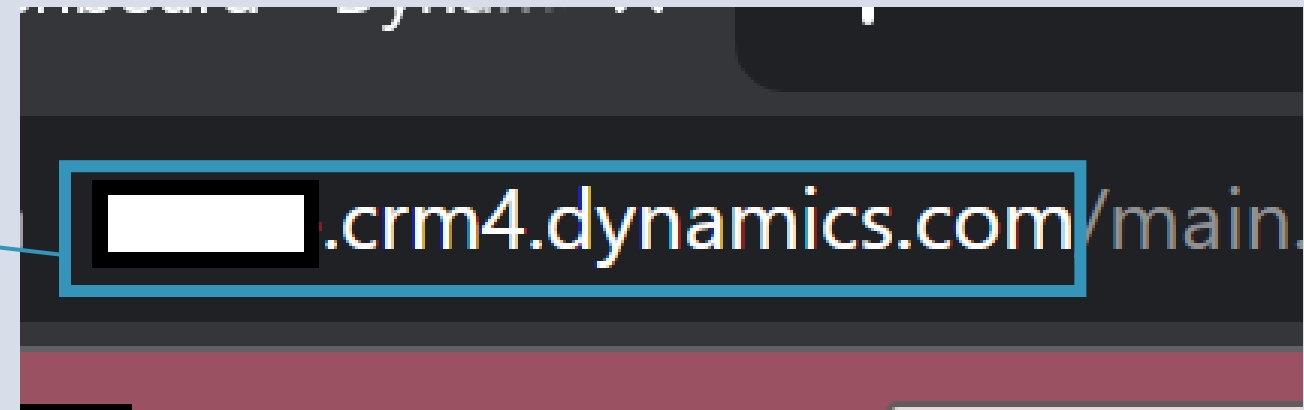


Display Options ▾



### ▲ Dataverse [11]

- ▶ Data & AI ([redacted].crm4.dynamics.com)
- ▶ DevOps ([redacted].crm4.dynamics.com)
- ▶ [redacted] ([redacted].crm4.dynamics.com)
- ▶ [redacted] Dev/Test ([redacted].crm4.dynamics.com)
- ▶ Personal Productivity ([redacted].crm4.dynamics.com)
- ▶ Power CoE Production ([redacted].crm4.dynamics.com)
- ▶ Power Development ([redacted].crm4.dynamics.com)
- ▶ Power Preview (Lab) ([redacted].crm.dynamics.com)
- ▶ Power Production ([redacted].crm4.dynamics.com)
- ▶ Temp [redacted] ([redacted].crm4.dynamics.com)
- ▶ Ville Gullstrand's Environment ([redacted].crm4.dynamics.com)



## Navigator

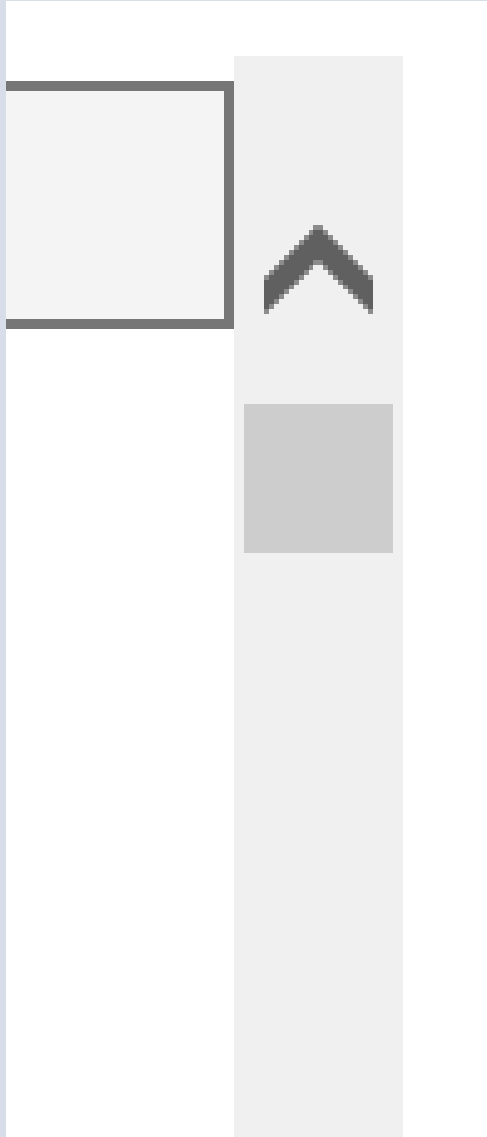
Display Options ▾

◀  [redacted].crm4.dynamics.com) [1235] ▶

- ☐  account
- ☐  accountleads
- ☐  actioncard
- ☐  activymimeattachment
- ☐  activityparty
- ☐  activitypointer
- ☐  adx\_accesscontrolrule\_publishingstate
- ☐  adx\_accountcontentaccesslevel
- ☐  adx\_accountproduct
- ☐  adx\_ad
- ☐  adx\_adplacement
- ☐  adx\_adplacement\_ad
- ☐  adx\_alertsubscription
- ☐  adx\_badge
- ☐  adx\_badgetype
- ☐  adx\_bingmaplookup
- ☐  adx\_blog
- ☐  adx\_blog\_webrole
- ☐  adx\_blogpost



# Connect to Dynamics (Dataverse)







com) [1235]

"Wow"



## Start with these

- Account
- Lead
- Opportunity
- Systemuser

## Connection settings

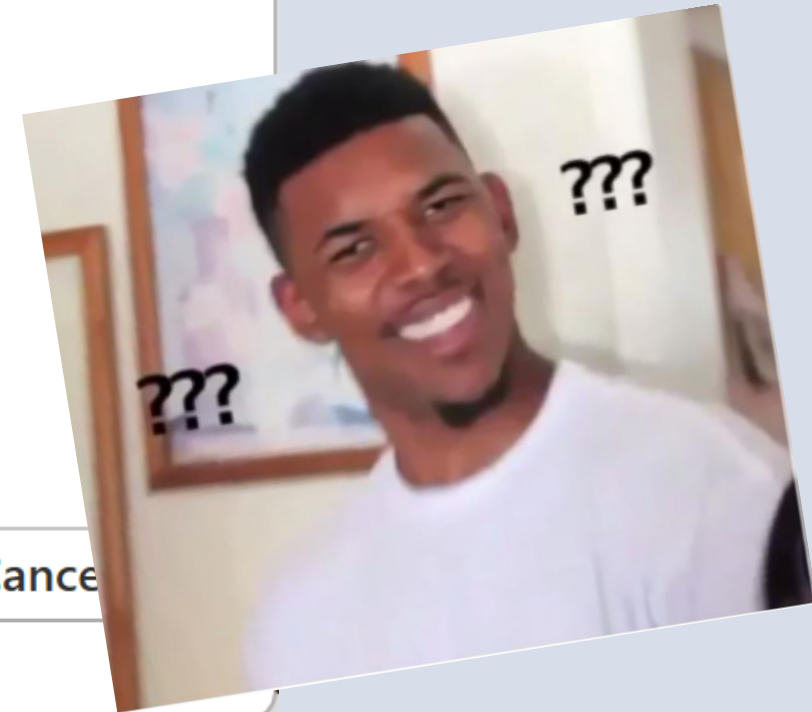
You can choose how to connect to this data source. Import allows you to bring a copy of the data into Power BI. DirectQuery will connect live to this data source.

- ☒ Import
- ☐ DirectQuery

[Learn more about DirectQuery](#)

OK

Cancel



## Connection s

You can choose how  
bring a copy of the d  
data source.

☒ Import

☐ DirectQuery

[Learn more about Di](#)

## Configure Sales report Direct ...

extensionDataSourceKind

CommonDataService

extensionDataSourcePath

.crm4.dynamics.com

Authentication method

OAuth2

Privacy level setting for this data source

Organizational



Report viewers can only access this data source with their own Power BI identities using DirectQuery. [Learn more](#)

Sign in

Cancel

## Connection settings

You can choose how to connect to this data source. Import allows you to



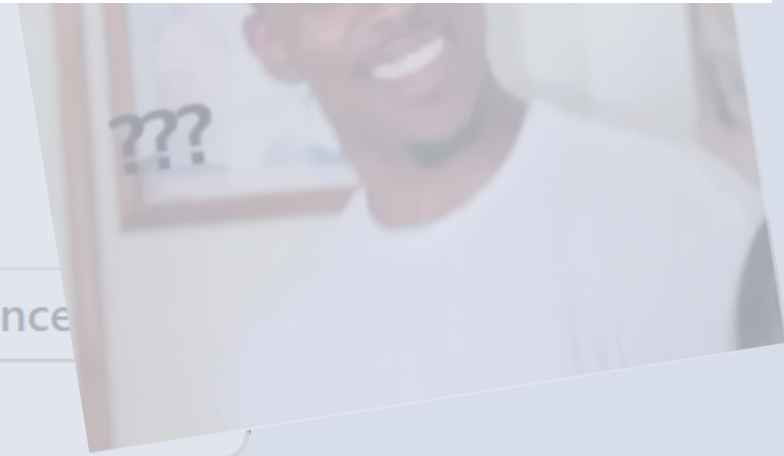
Report viewers can only access this data source with their own Power BI identities using DirectQuery. [Learn more](#)



DirectQuery

OK

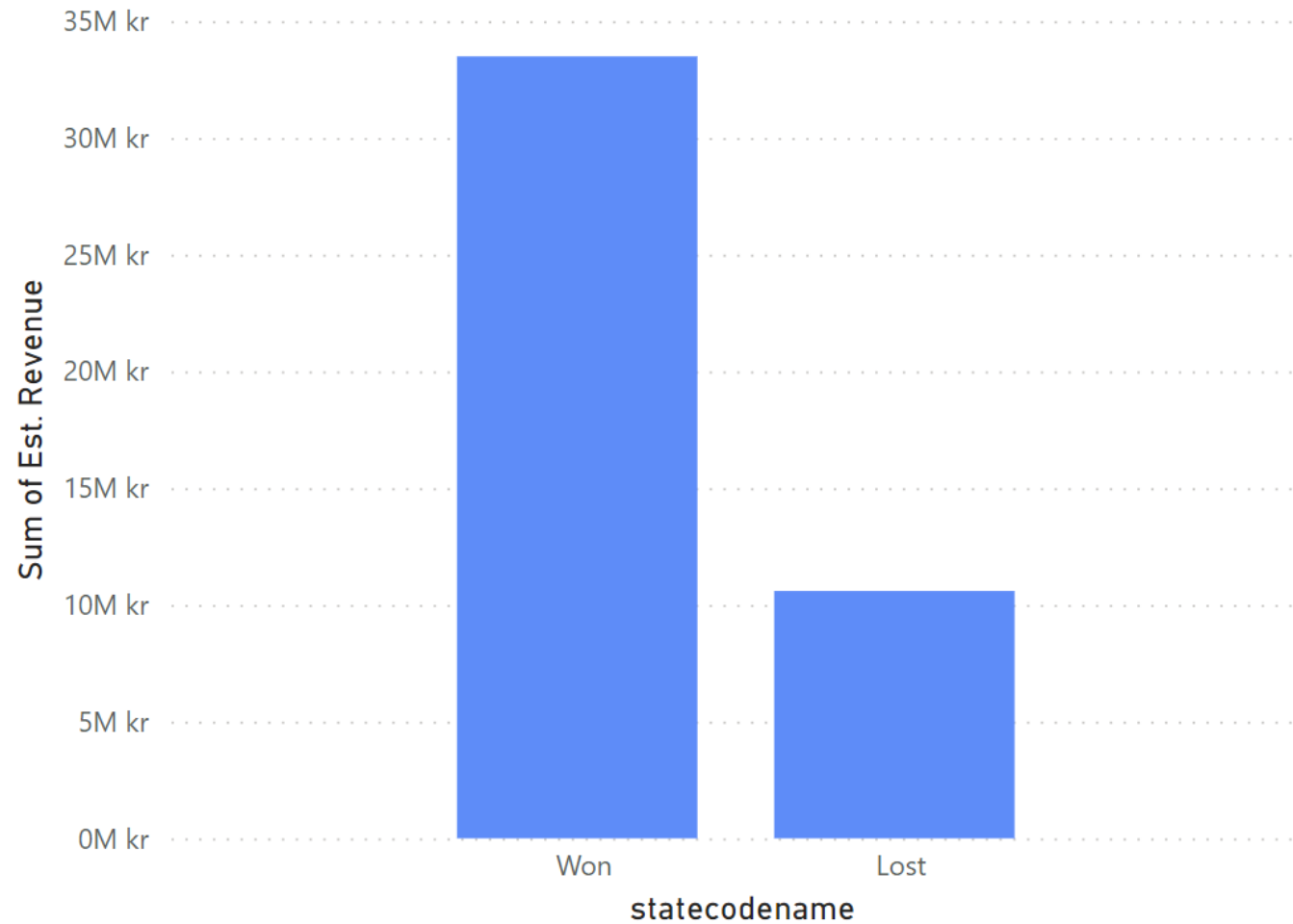
Cancel







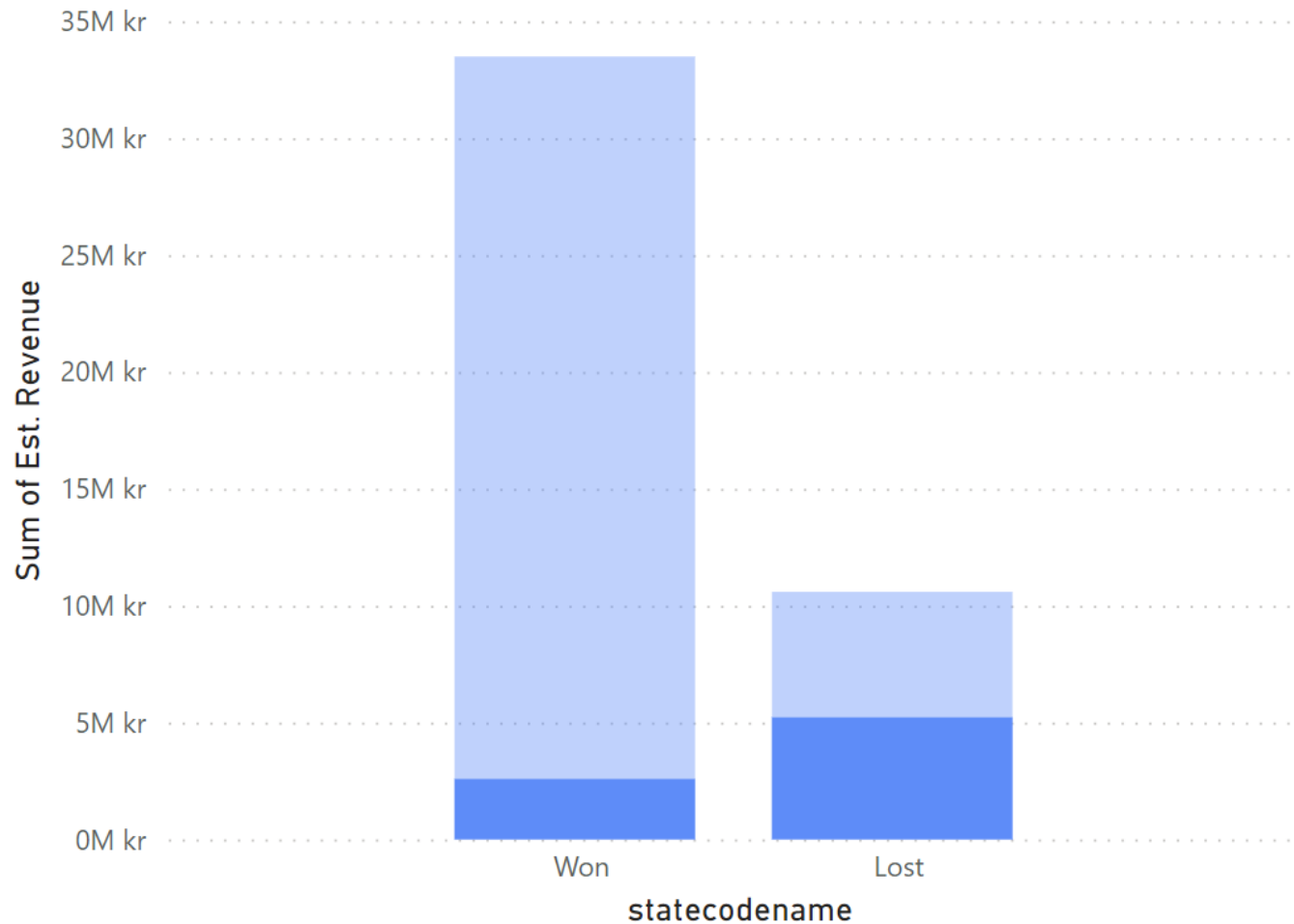
## Sum of Est. Revenue by statecodename



| Owner | Sum of Est. Revenue |
|-------|---------------------|
|       | 19,806,188 kr       |
|       | 7,808,668 kr        |
|       | 6,646,123 kr        |
|       | 5,185,500 kr        |
|       | 3,231,200 kr        |
|       | 1,378,000 kr        |
|       | 30,000 kr           |
| Total | 44,085,679 kr       |



## Sum of Est. Revenue by statecodename



| Owner | Sum of Est. Revenue |
|-------|---------------------|
| J     | 19,806,188 kr       |
| R     | 7,808,668 kr        |
| O     | 6,646,123 kr        |
| M     | 5,185,500 kr        |
| N     | 3,231,200 kr        |
| J     | 1,378,000 kr        |
| T     | 30,000 kr           |
| Total | 44,085,679 kr       |



# New opportunities

Filters on this page ...

Created On



is (All)



Filter type ⓘ

Relative date



Show items when the value

is in the last



30

days



Include today

Apply filter



Simple stuff



# Recently closed opportunities

Filters on this page

...

## Actual Close Date

9/13/2023 - 9/19/2023

Filter type ⓘ

Relative date



Show items when the value

is in the last



7

days



Include today

Apply filter

## Actual Revenue

is greater than 100,000 kr

## statecodename

is Won

Add data fields here



Simple stuff



# Expected opportunities

Filters on this page

...



Simple stuff



## Est. Close Date

9/19/2023 - 10/18/2023

Filter type ⓘ

Relative date



Show items when the value

is in the next



30

days



Include today

Apply filter

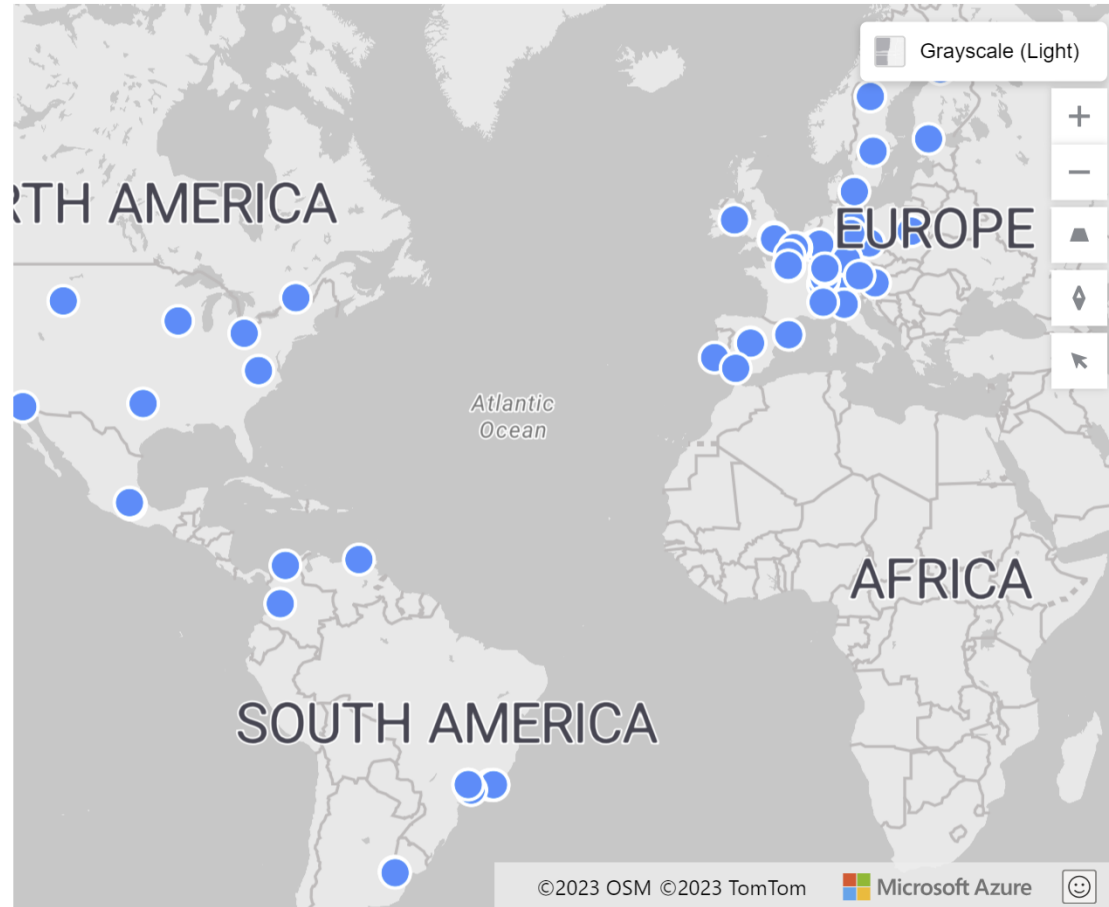
## statecodename

is Open

Add data fields here



## Country, City and Address



| Salesperson                     | Sales value      |
|---------------------------------|------------------|
| <b>Margaret Peacock</b>         | <b>232,891</b>   |
| <b>Janet Leverling</b>          | <b>202,813</b>   |
| <b>Nancy Davolio</b>            | <b>192,108</b>   |
| <b>Andrew Fuller</b>            | <b>166,538</b>   |
| <b>Laura Callahan</b>           | <b>126,862</b>   |
| Thüringer Rostbratwurst         | 9,245            |
| Uncle Bob's Organic Dried Pears | 8,190            |
| Tarte au sucre                  | 7,532            |
| Raclette Courdavault            | 6,105            |
| Vegie-spread                    | 5,820            |
| Steeleye Stout                  | 3,863            |
| Lakkalikööri                    | 3,483            |
| Perth Pasties                   | 3,427            |
| Gustaf's Knäckebröd             | 3,100            |
| Camembert Pierrot               | 2,935            |
| Sir Rodney's Marmalade          | 2,916            |
| Ipoh Coffee                     | 2,788            |
| Carnarvon Tigers                | 2,738            |
| Pavlova                         | 2,566            |
| Mozzarella di Giovanni          | 2,477            |
| Queso Manchego La Pastora       | 2,451            |
| Wimmers gute Semmelknödel       | 2,401            |
| <b>Total</b>                    | <b>1,265,793</b> |

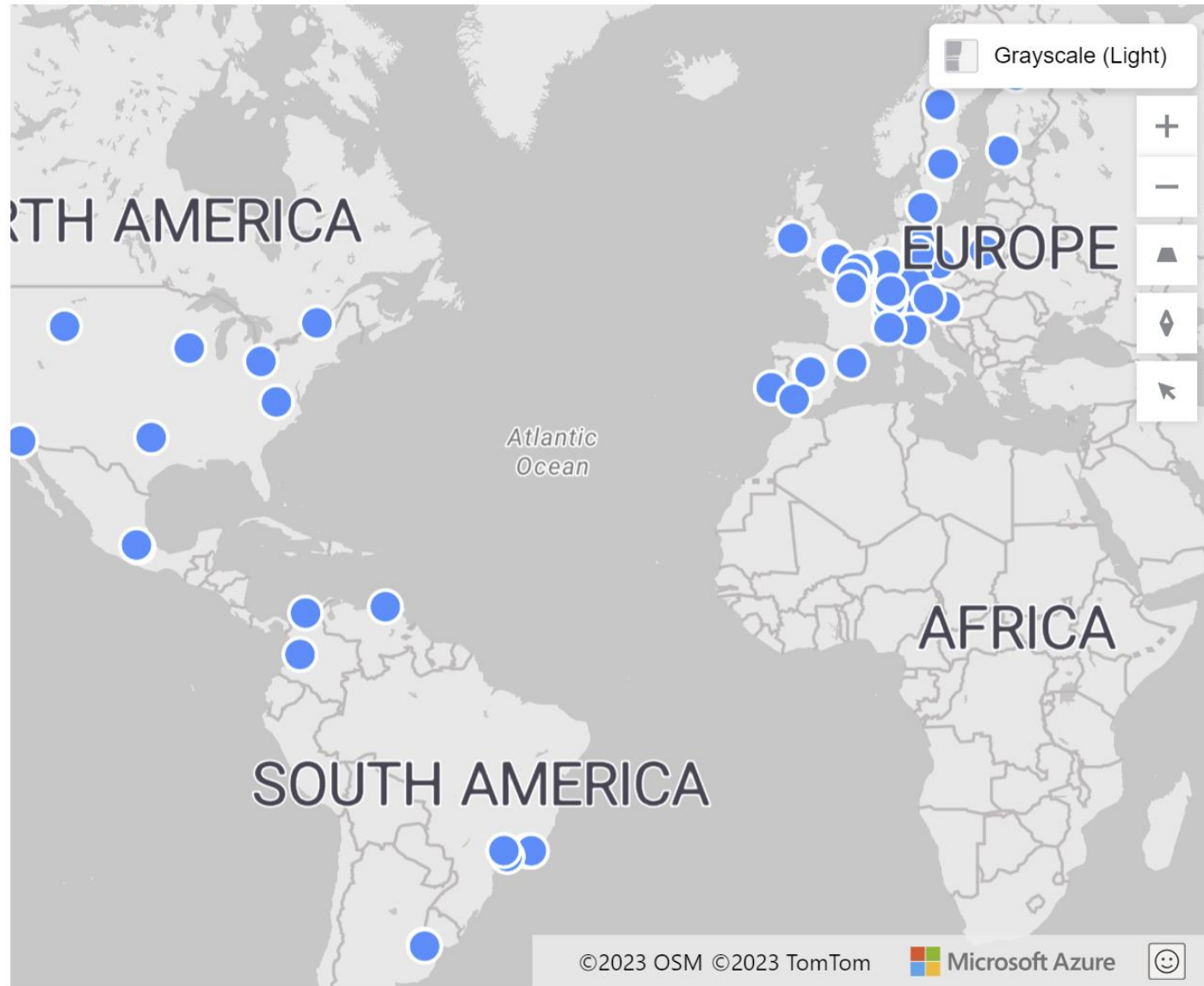


# Simple stuff



| Salesperson                                                 | Sales value      |
|-------------------------------------------------------------|------------------|
| <input checked="" type="checkbox"/> <b>Margaret Peacock</b> | <b>232,891</b>   |
| <input checked="" type="checkbox"/> <b>Janet Leverling</b>  | <b>202,813</b>   |
| <input checked="" type="checkbox"/> <b>Nancy Davolio</b>    | <b>192,108</b>   |
| <input checked="" type="checkbox"/> <b>Andrew Fuller</b>    | <b>166,538</b>   |
| <input type="checkbox"/> <b>Laura Callahan</b>              | <b>126,862</b>   |
| Thüringer Rostbratwurst                                     | 9,245            |
| Uncle Bob's Organic Dried Pears                             | 8,190            |
| Tarte au sucre                                              | 7,532            |
| Raclette Courdavault                                        | 6,105            |
| Vegie-spread                                                | 5,820            |
| Steeleye Stout                                              | 3,863            |
| Lakkalikööri                                                | 3,483            |
| Perth Pasties                                               | 3,427            |
| Gustaf's Knäckebröd                                         | 3,100            |
| Camembert Pierrot                                           | 2,935            |
| Sir Rodney's Marmalade                                      | 2,916            |
| Ipoh Coffee                                                 | 2,788            |
| Carnarvon Tigers                                            | 2,738            |
| Pavlova                                                     | 2,566            |
| Mozzarella di Giovanni                                      | 2,477            |
| Queso Manchego La Pastora                                   | 2,451            |
| Wimmers qute Semmelknödel                                   | 2,401            |
| <b>Total</b>                                                | <b>1,265,793</b> |

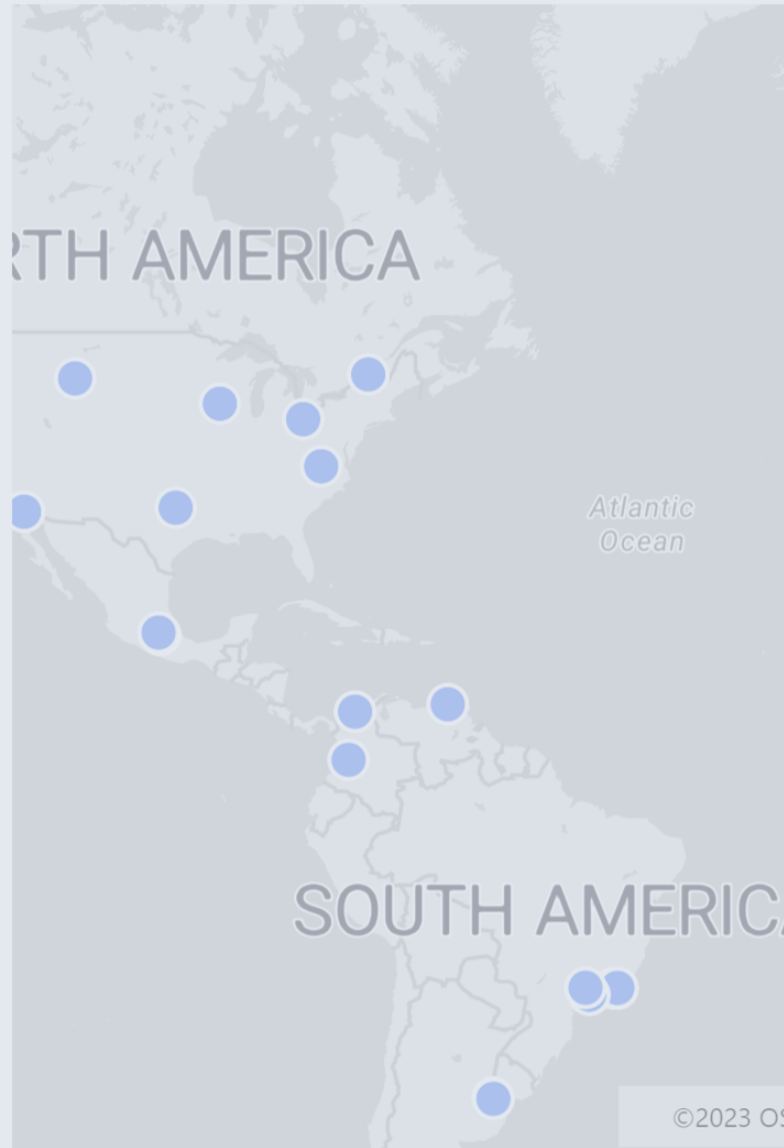
Country, City and Address



Simple stuff



Country, City and Address



## ▼ Style

Default style

Grayscale (Light) ^

Road

Satellite

Hybrid

Grayscale (Dark)

Night

Grayscale (Light)

Terra

Blank

Blank (Accessible)

High contrast (Dark)

High contrast (Light)

> Filled map

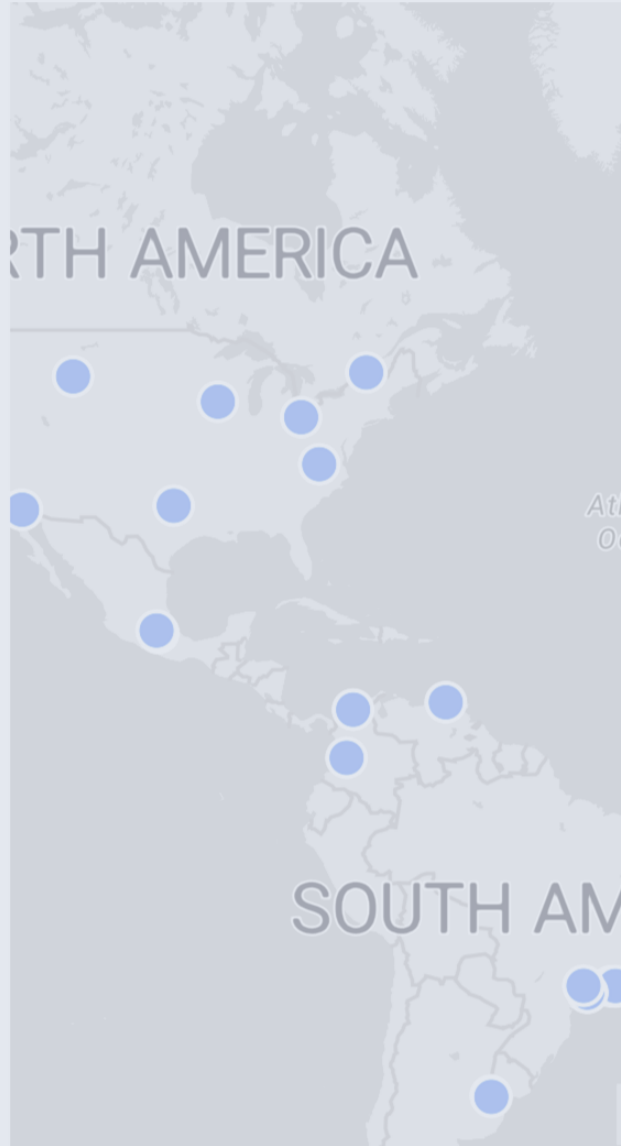
● Off



Simple stuff



Country, City and Address



> Heat map



> 3D column layer



> Reference layer

▼ Traffic layer



Incidents

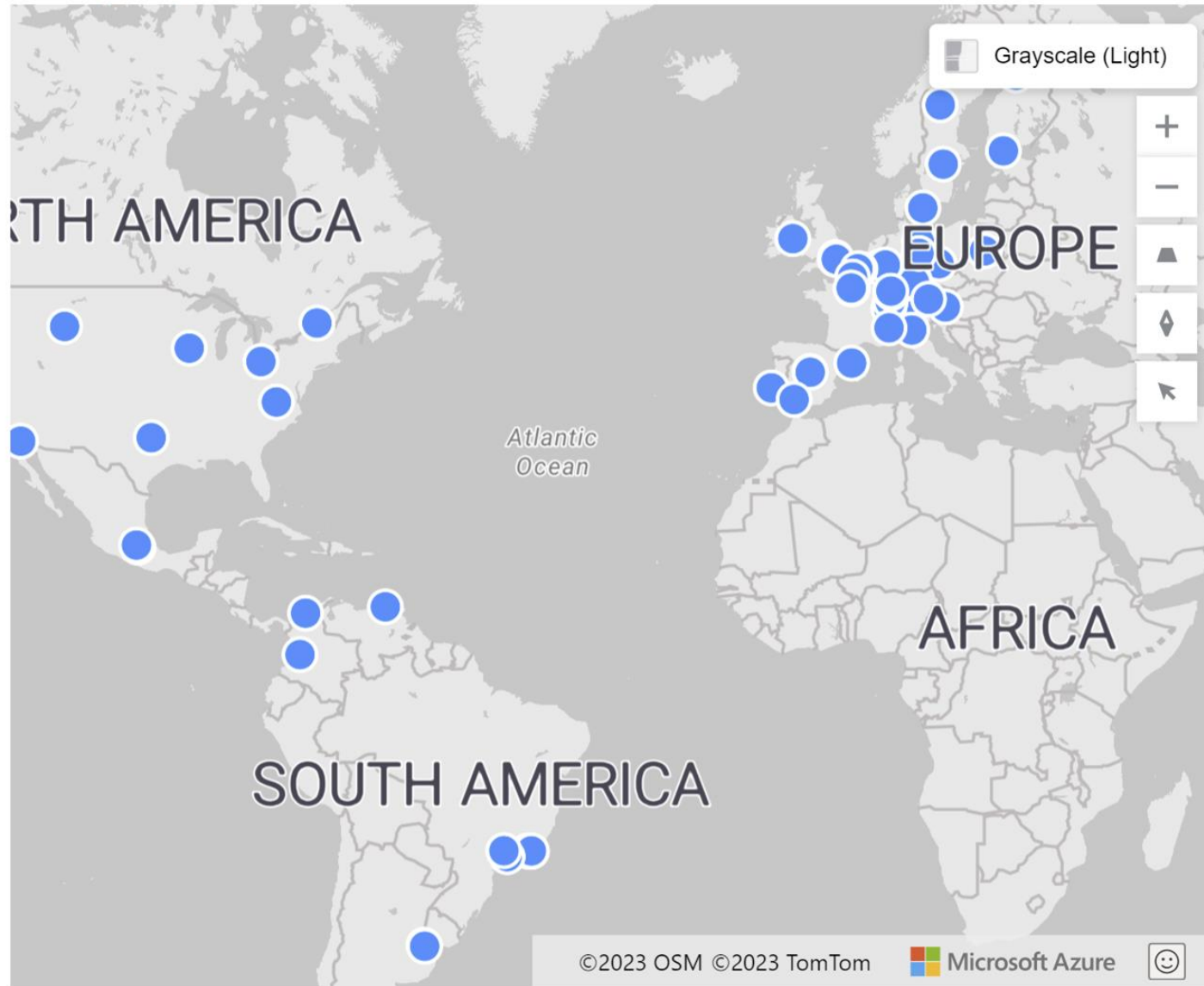


Simple stuff





Country, City and Address



Simple stuff



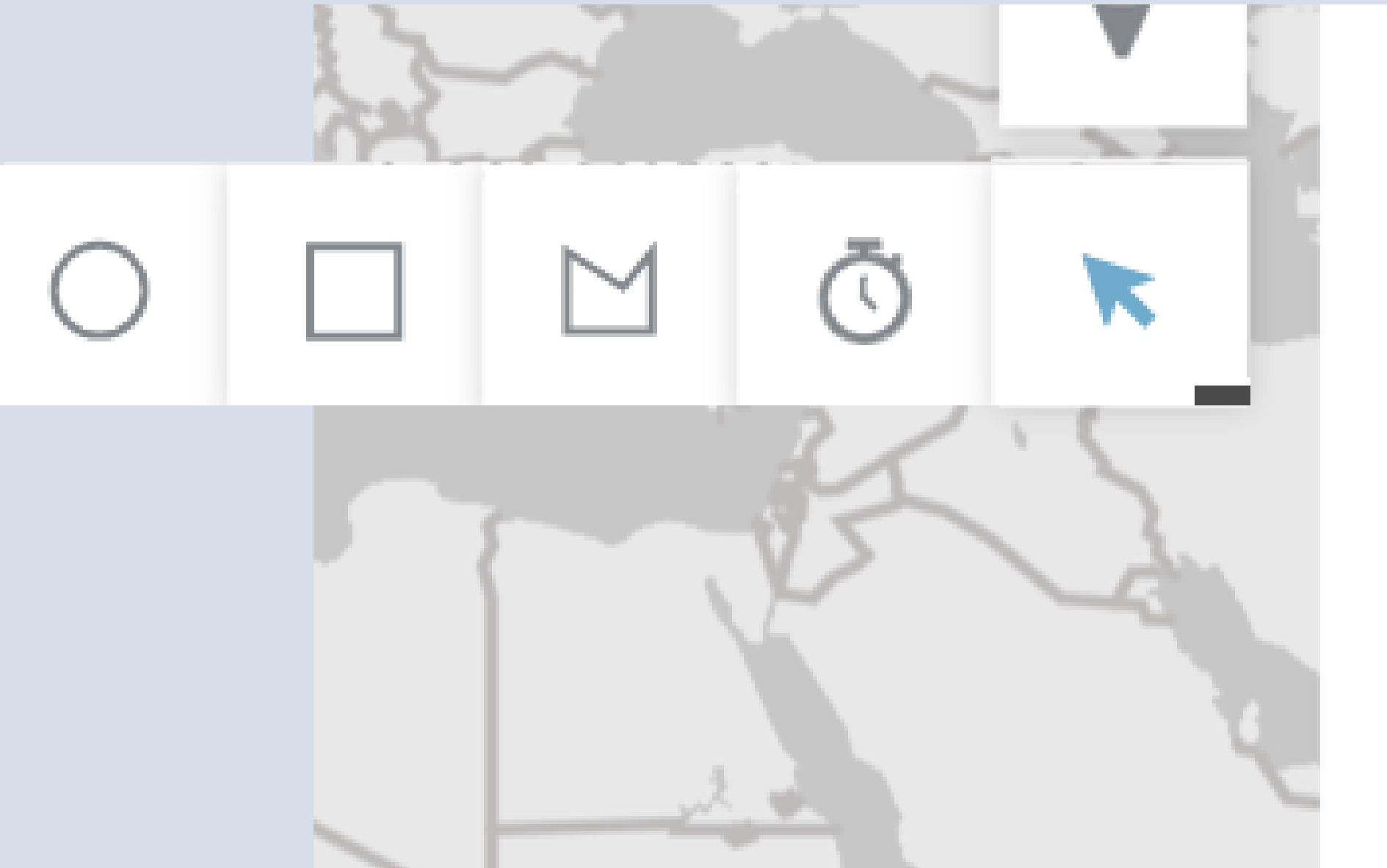


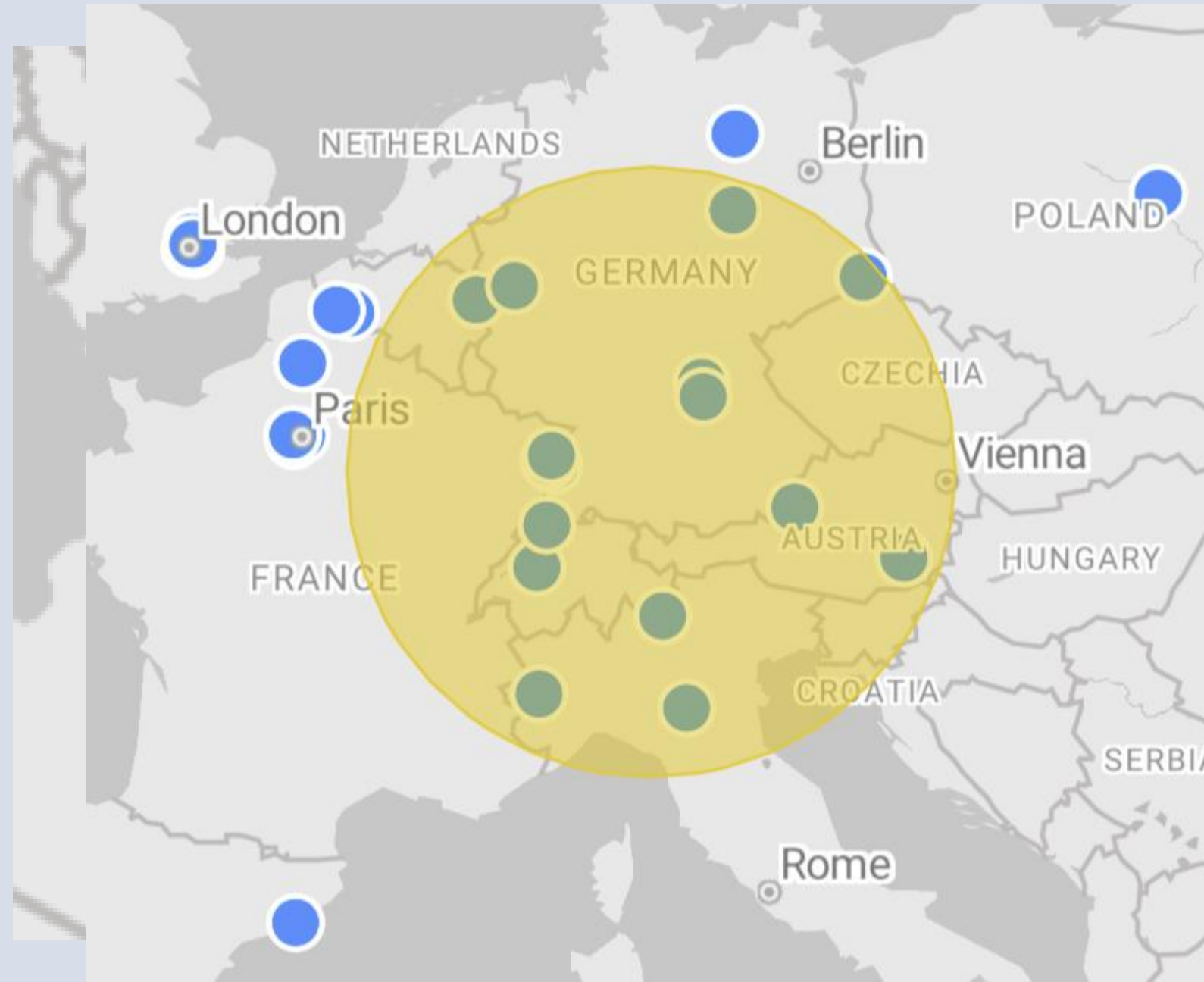
Simple stuff

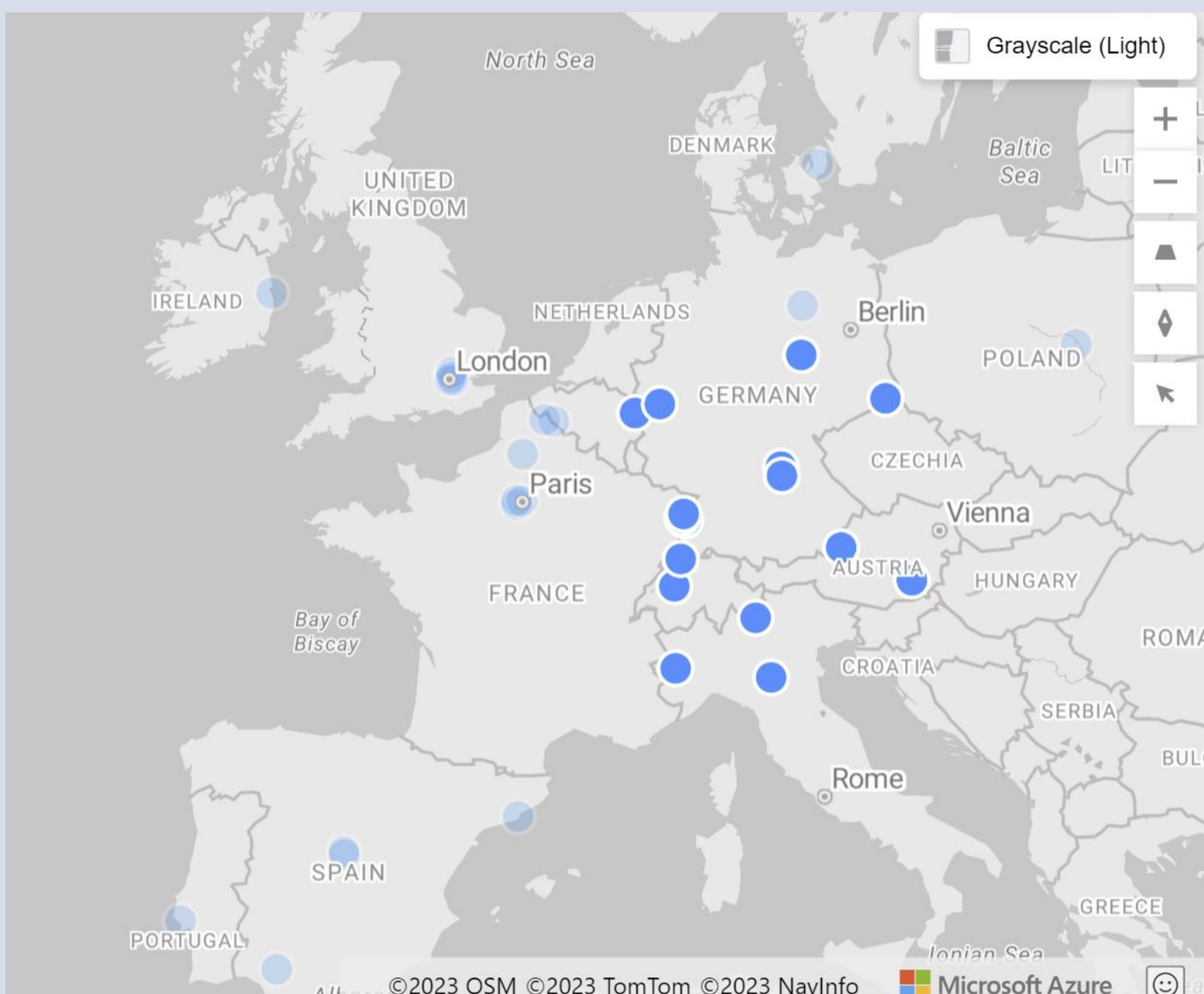




Simple stuff

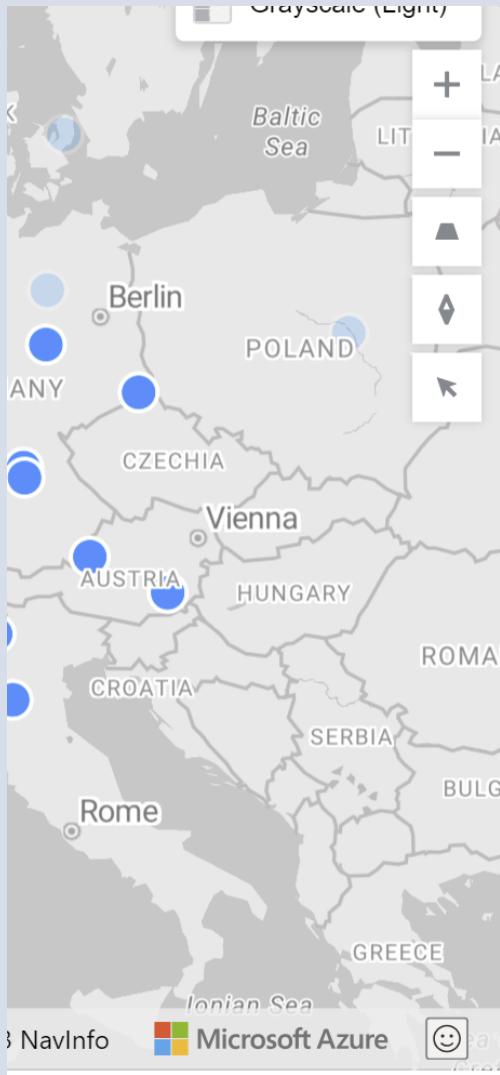






Simple stuff

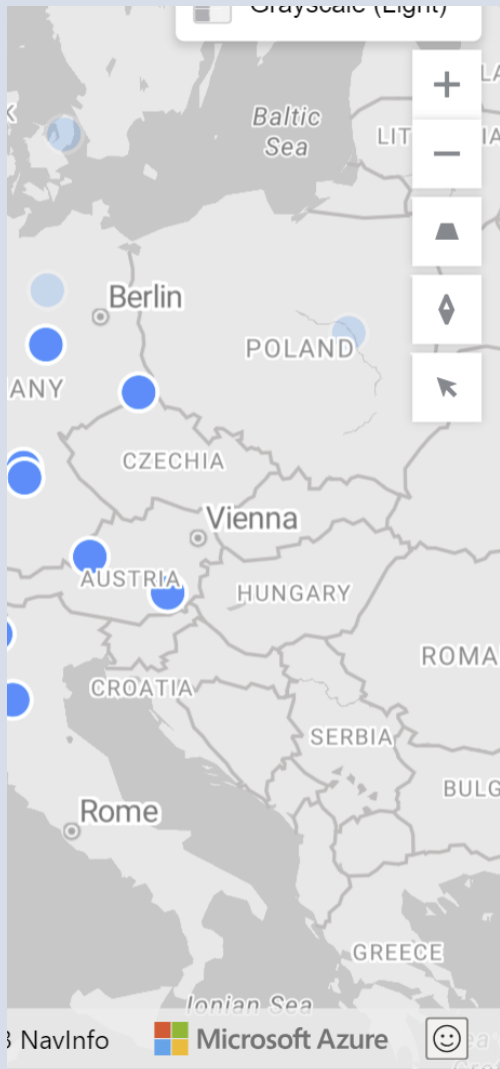




| Salesperson                     | Sales value    |
|---------------------------------|----------------|
| + Andrew Fuller                 | 71,941         |
| + Janet Leverling               | 69,168         |
| + Margaret Peacock              | 62,930         |
| + Robert King                   | 42,227         |
| + Nancy Davolio                 | 33,977         |
| - Laura Callahan                | 33,569         |
| Uncle Bob's Organic Dried Pears | 4,590          |
| Vegie-spread                    | 3,818          |
| Raclette Courdavault            | 3,685          |
| Steeleye Stout                  | 1,845          |
| Wimmers gute Semmelknödel       | 1,596          |
| Tarte au sucre                  | 1,576          |
| Gustaf's Knäckebröd             | 1,575          |
| Alice Mutton                    | 1,375          |
| Schoggi Schokolade              | 1,317          |
| Pavlova                         | 1,134          |
| Tunnbröd                        | 999            |
| Queso Cabrales                  | 900            |
| Singaporean Hokkien Fried Mee   | 862            |
| Lakkalikööri                    | 823            |
| Queso Manchego La Pastora       | 760            |
| Outback Lager                   | 750            |
| <b>Total</b>                    | <b>362,041</b> |







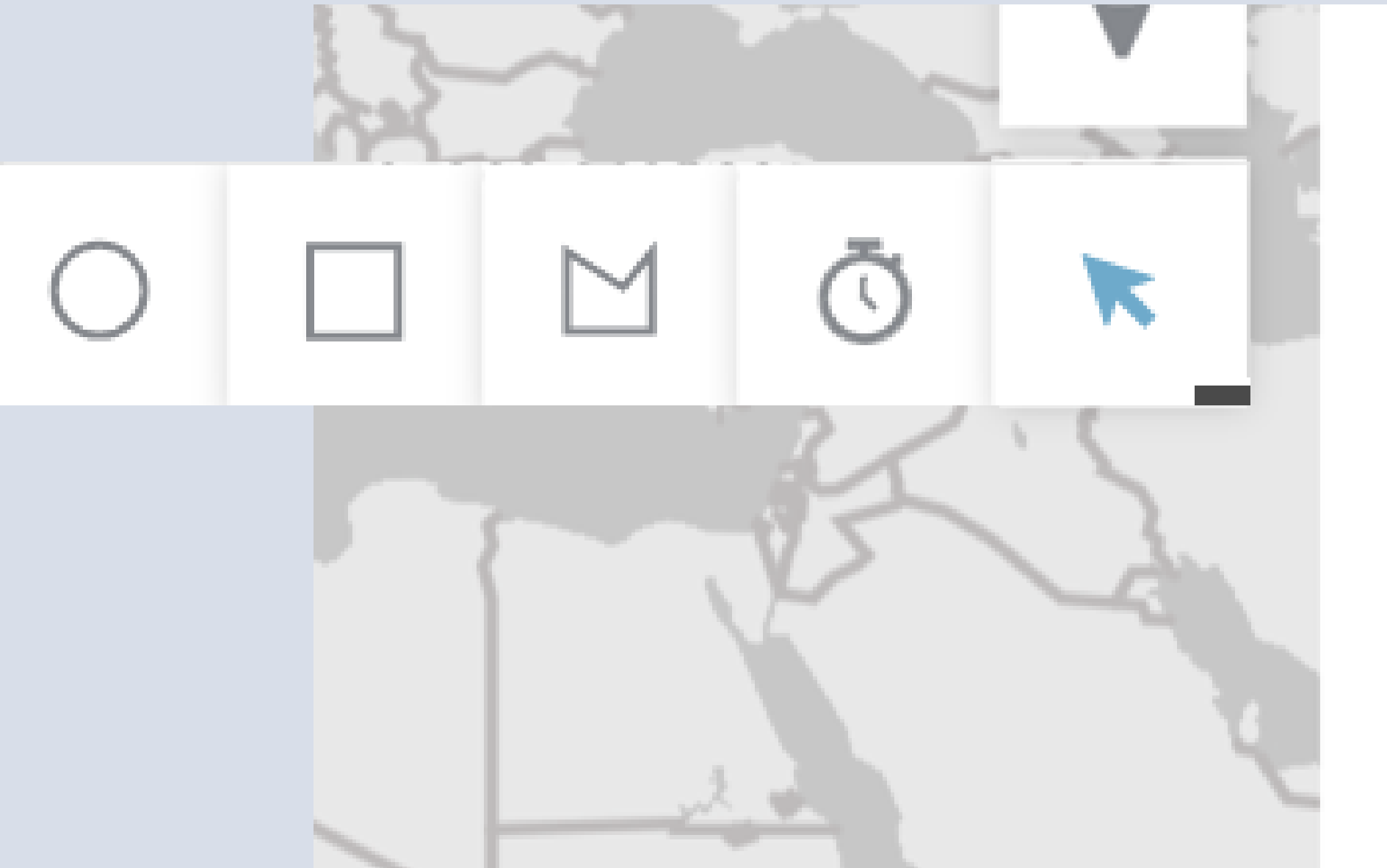
| Salesperson                     | Sales value    |
|---------------------------------|----------------|
| Andrew Fuller                   | 71,941         |
| Janet Leverling                 | 69,168         |
| Margaret Peacock                | 62,930         |
| Robert King                     | 42,227         |
| Nancy Davolio                   | 33,977         |
| Laura Callahan                  | 33,569         |
| Uncle Bob's Organic Dried Pears | 4,590          |
| Vegie-spread                    | 3,818          |
| Raclette Courdavault            | 3,685          |
| Steeleye Stout                  | 1,845          |
| Wimmers gute Semmelknödel       | 1,596          |
| Tarte au sucre                  | 1,576          |
| Gustaf's Knäckebröd             | 1,575          |
| Alice Mutton                    | 1,375          |
| Schoggi Schokolade              | 1,317          |
| Pavlova                         | 1,134          |
| Tunnbröd                        | 999            |
| Queso Cabrales                  | 900            |
| Singaporean Hokkien Fried Mee   | 862            |
| Lakkalikööri                    | 823            |
| Queso Manchego La Pastora       | 760            |
| Outback Lager                   | 750            |
| <b>Total</b>                    | <b>362,041</b> |

| Salesperson                     | Sales value      |
|---------------------------------|------------------|
| Margaret Peacock                | 232,891          |
| Janet Leverling                 | 202,813          |
| Nancy Davolio                   | 192,108          |
| Andrew Fuller                   | 166,538          |
| Laura Callahan                  | 126,862          |
| Thüringer Rostbratwurst         | 9,245            |
| Uncle Bob's Organic Dried Pears | 8,190            |
| Tarte au sucre                  | 7,532            |
| Raclette Courdavault            | 6,105            |
| Vegie-spread                    | 5,820            |
| Steeleye Stout                  | 3,863            |
| Lakkalikööri                    | 3,483            |
| Perth Pasties                   | 3,427            |
| Gustaf's Knäckebröd             | 3,100            |
| Camembert Pierrot               | 2,935            |
| Sir Rodney's Marmalade          | 2,916            |
| Ipoh Coffee                     | 2,788            |
| Carnarvon Tigers                | 2,788            |
| Pavlova                         | 2,788            |
| Mozzarella di Giovanni          | 2,788            |
| Queso Manchego La Pastora       | 2,788            |
| Wimmers gute Semmelknödel       | 2,788            |
| <b>Total</b>                    | <b>1,265,830</b> |

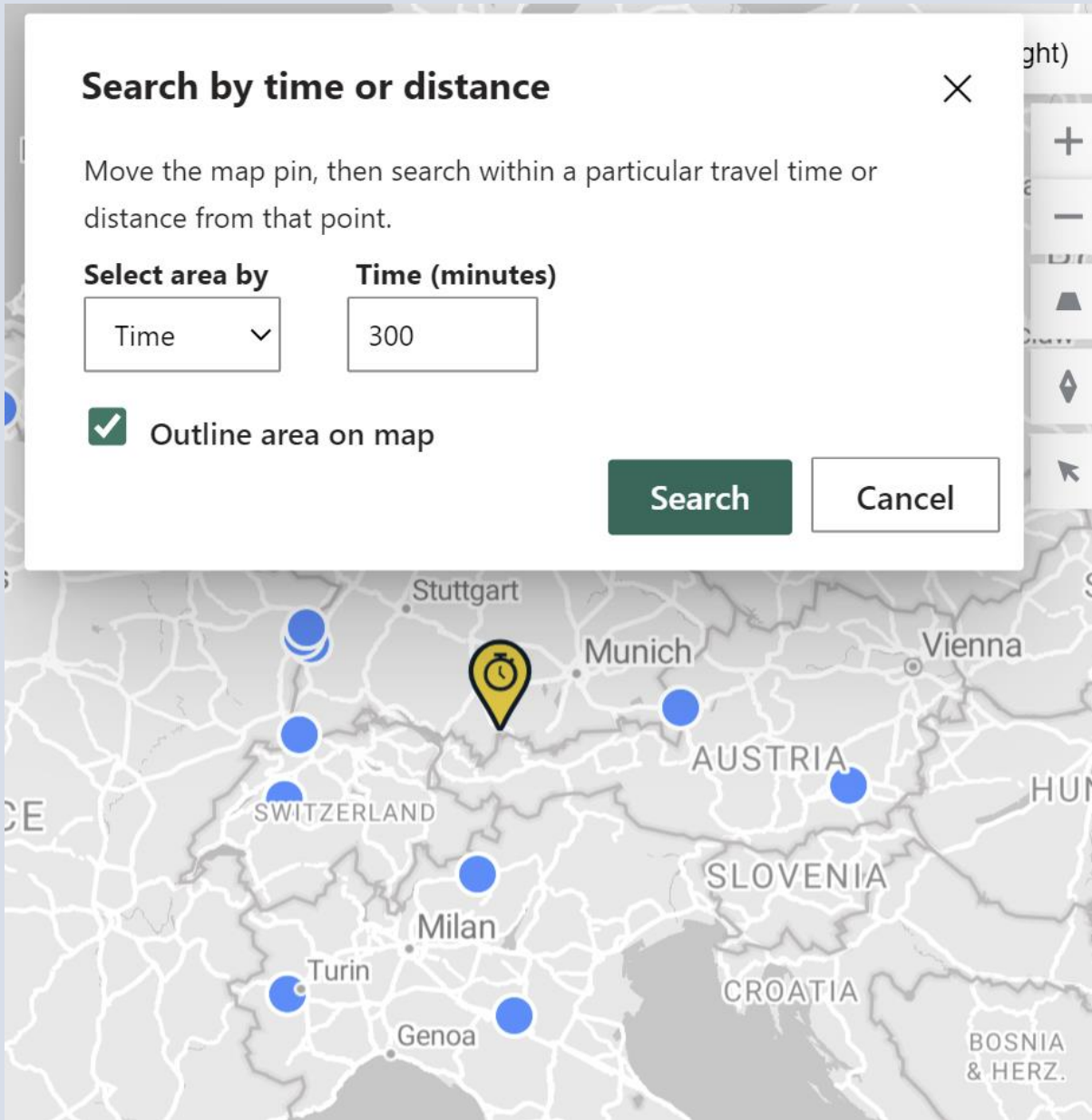


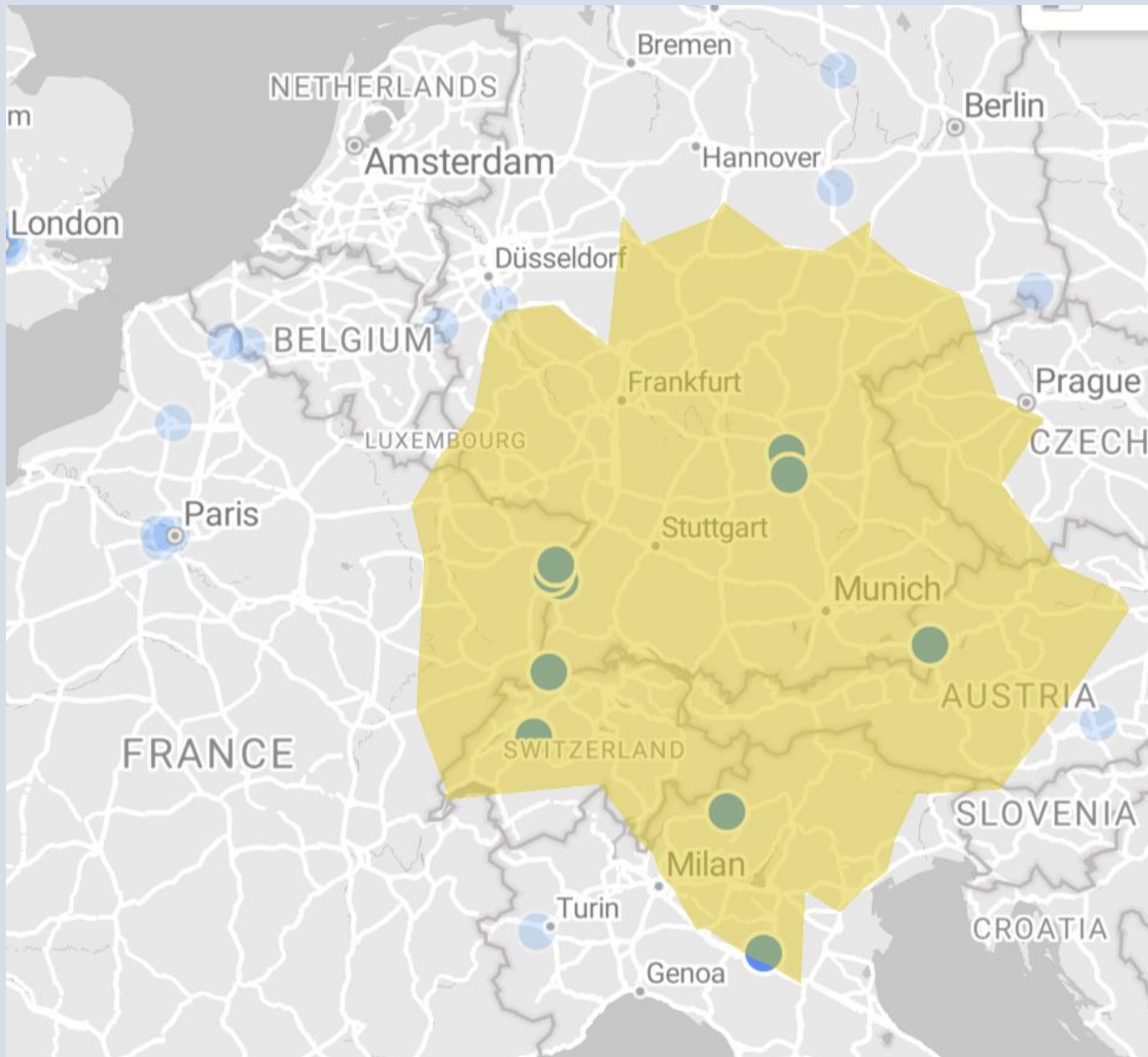


Simple stuff









Simple stuff

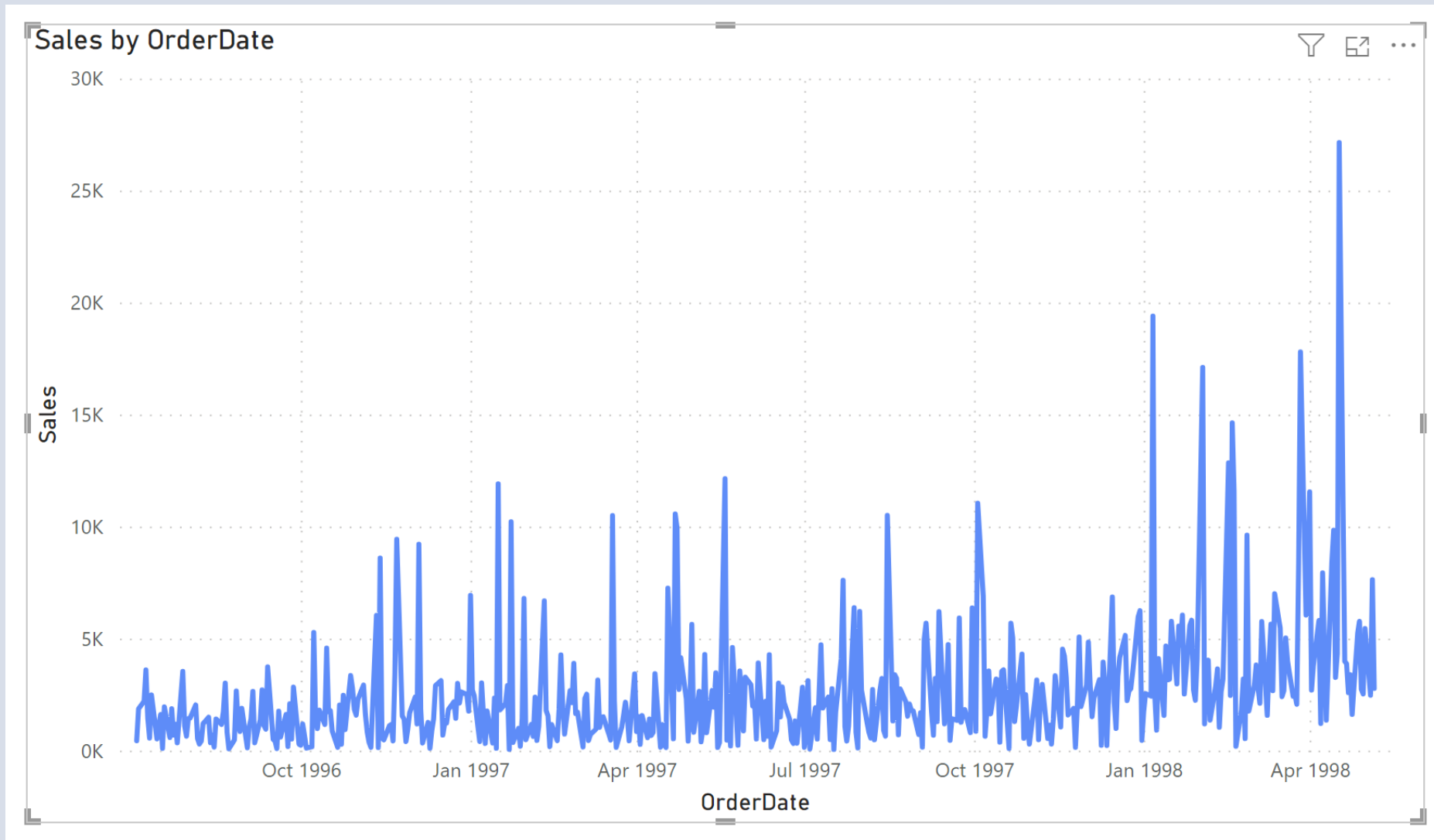


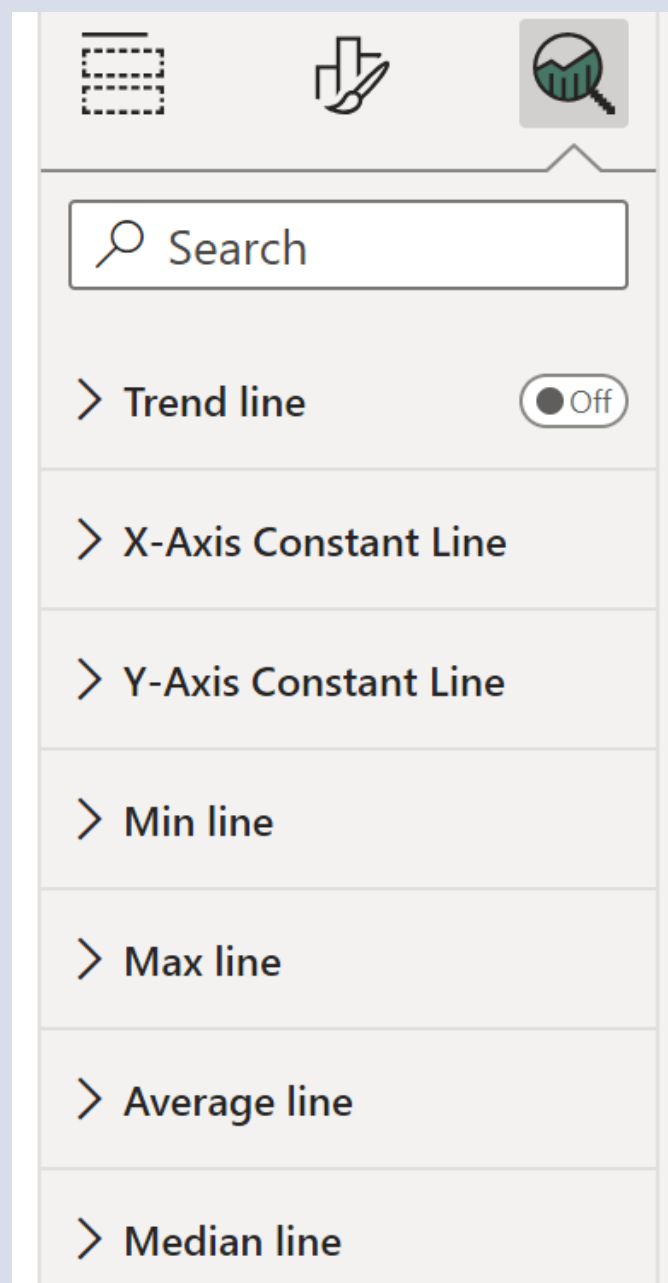


Advanced stuff 



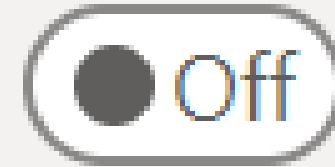
Advanced stuff







> Forecast



> Find anomalies

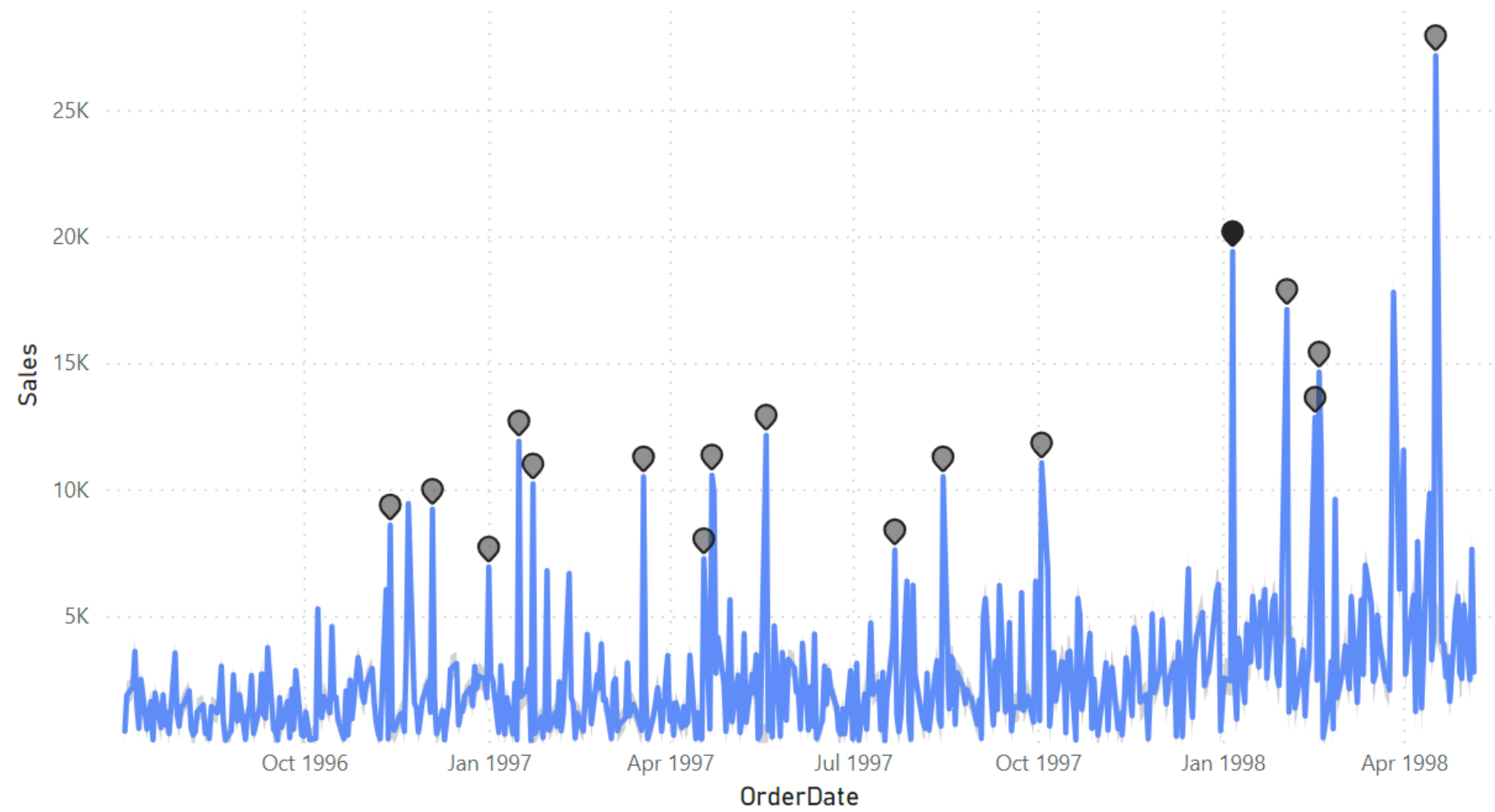


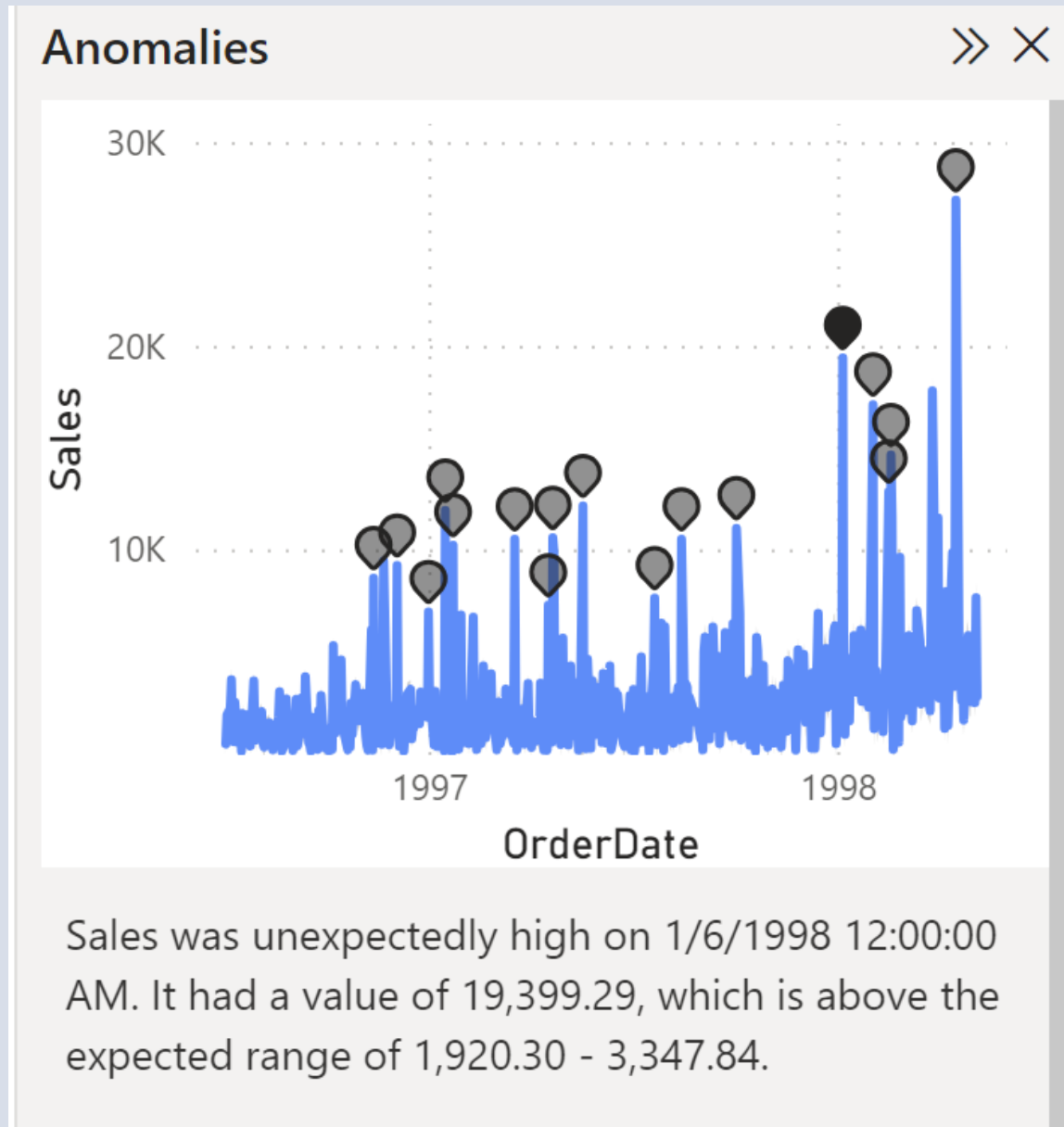


Advanced stuff



Sales by OrderDate







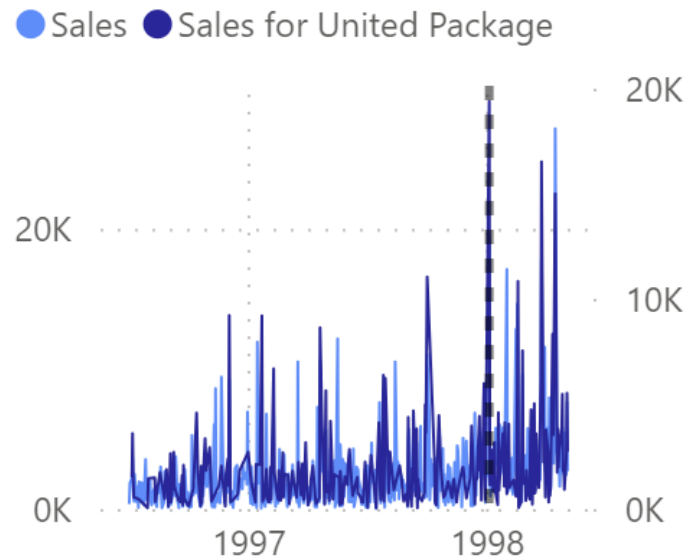
## Possible explanations

Strength ⓘ

✓ 'ShipperName' is United Package

52%

Sales for ShipperName United Package was unusually high, which may have lifted the Sales total.



[Add to report](#)

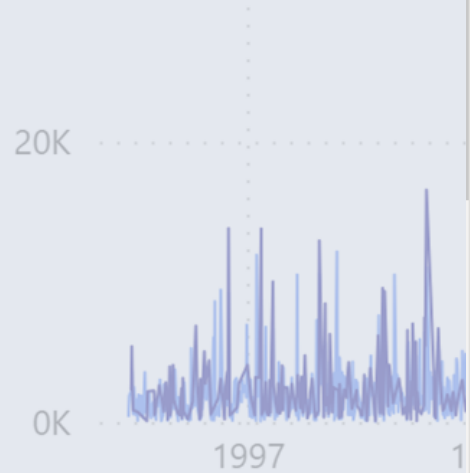


## Possible explanations

✓ 'ShipperName' is United Package

Sales for ShipperName United Package are high, which may have lifted the Sales

● Sales ● Sales for United Package



[Add to report](#)

Find anomalies

On

Options

Sensitivity

70 %

Explain by

+Add data

Apply

Anomaly

Color



Marker



Size

5

Expected range

Color



Style

Fill

Transparency

80 %



# Advanced stuff



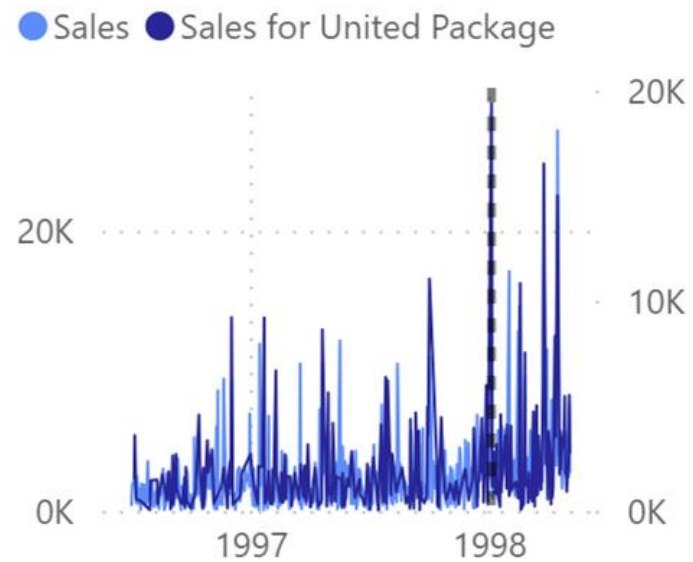
## Possible explanations

Strength ⓘ

✓ 'ShipperName' is United Package

 52%

Sales for ShipperName United Package was unusually high, which may have lifted the Sales total.

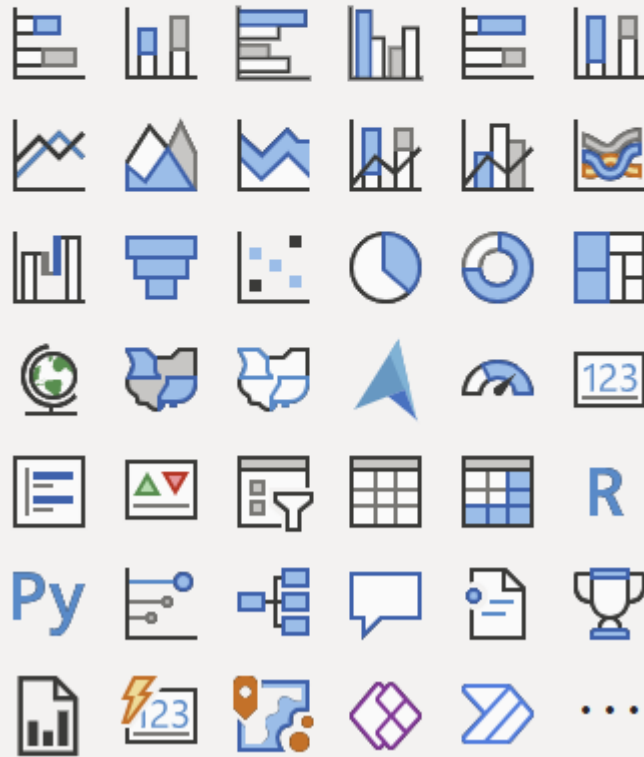


[Add to report](#)

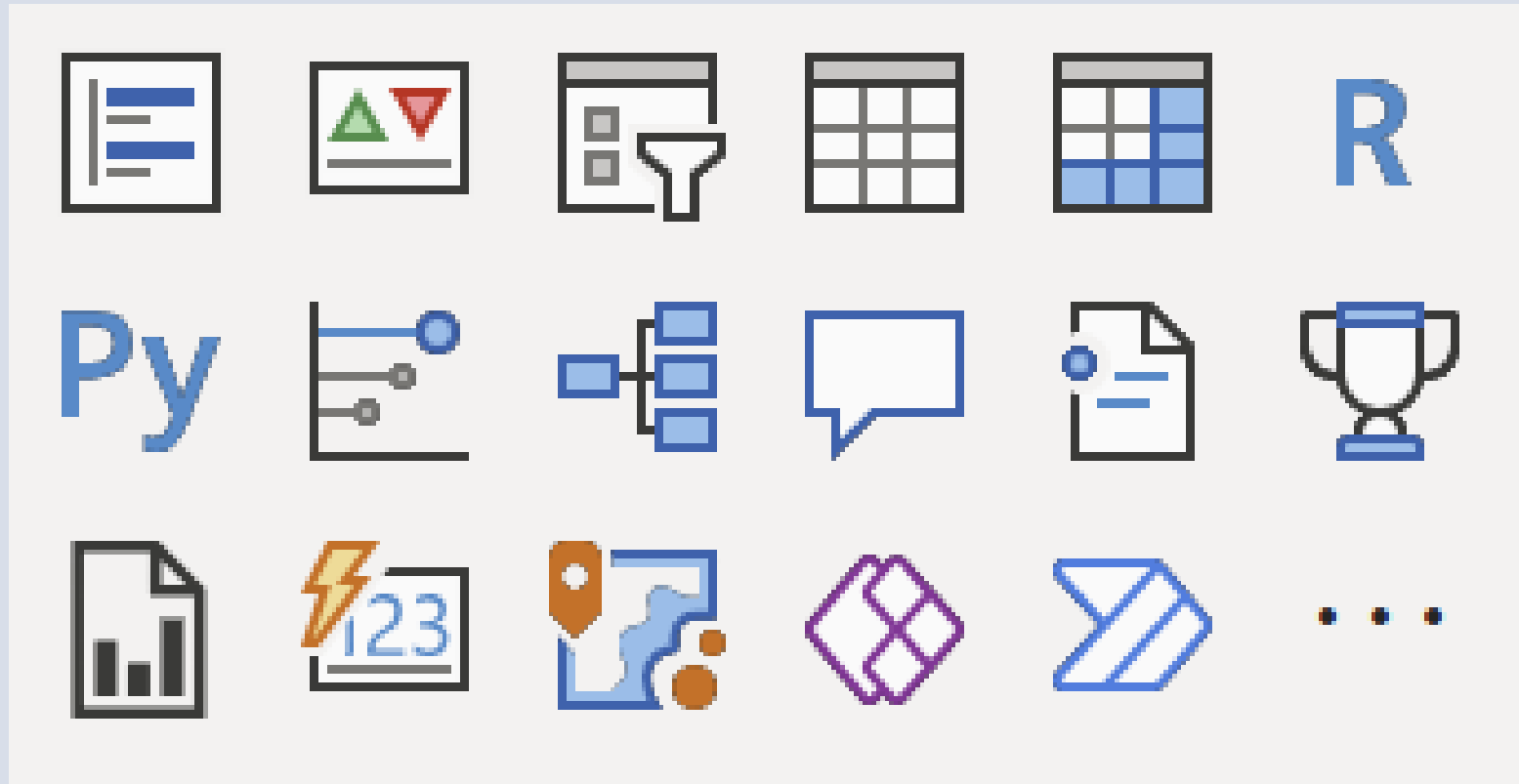
## Visualizations

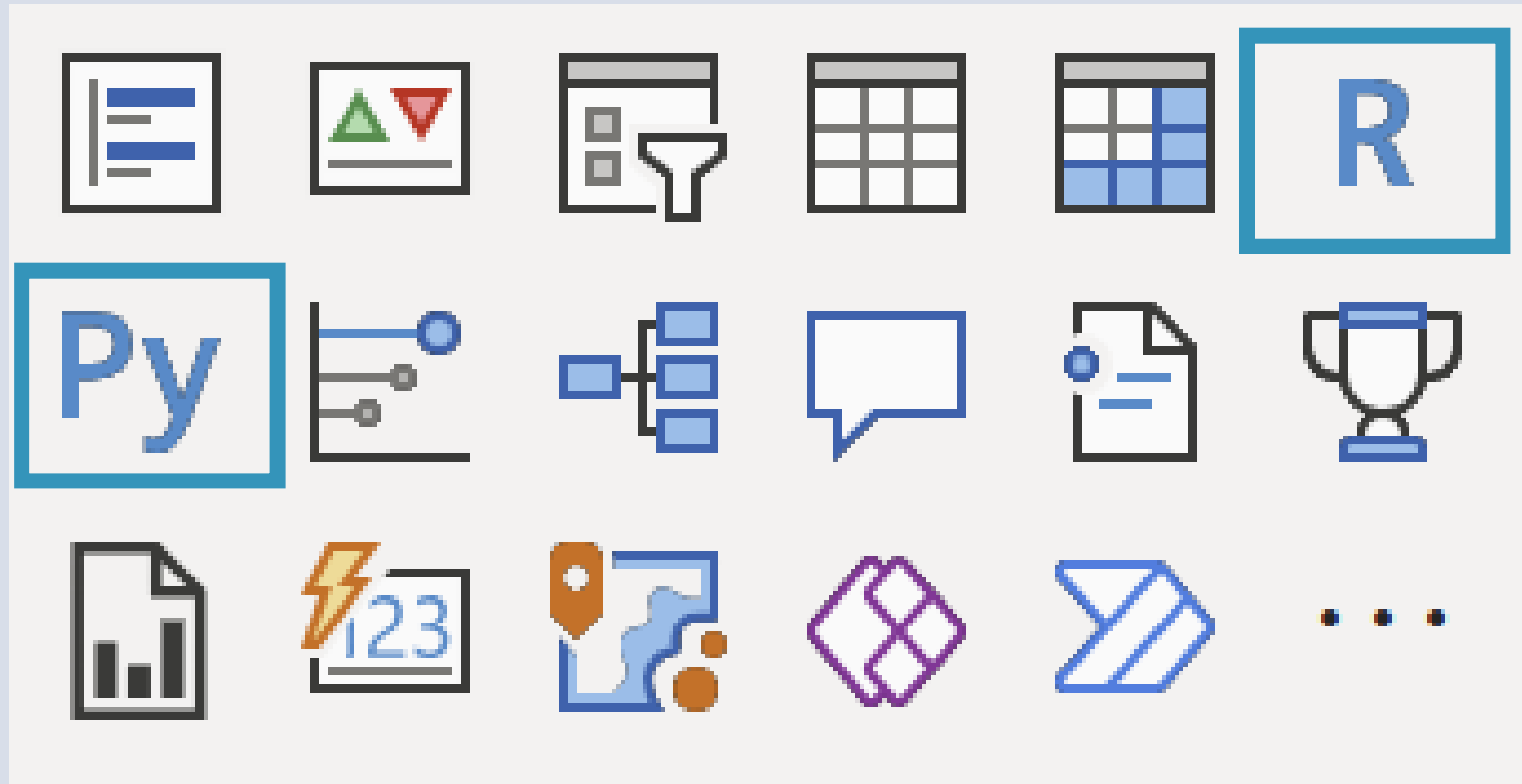


### Build visual



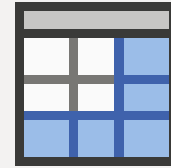
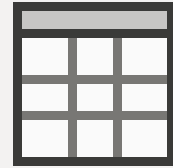
   Advanced stuff 





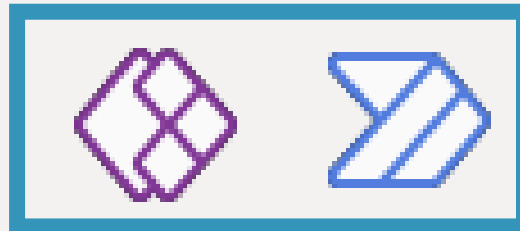
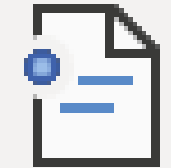
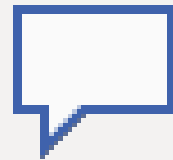
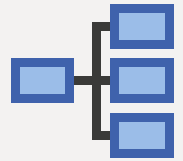
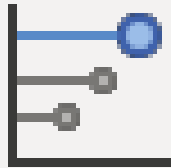


Advanced stuff



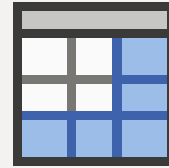
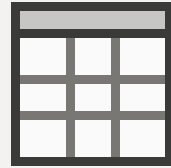
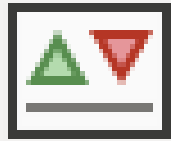
R

Py



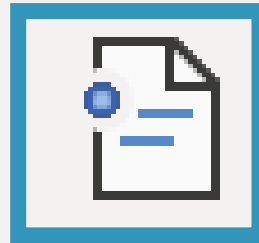
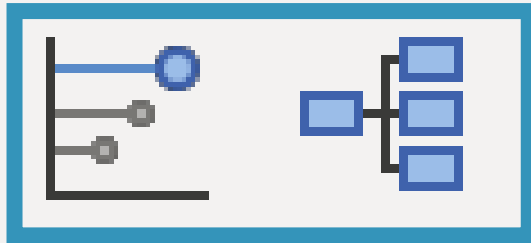


Advanced stuff



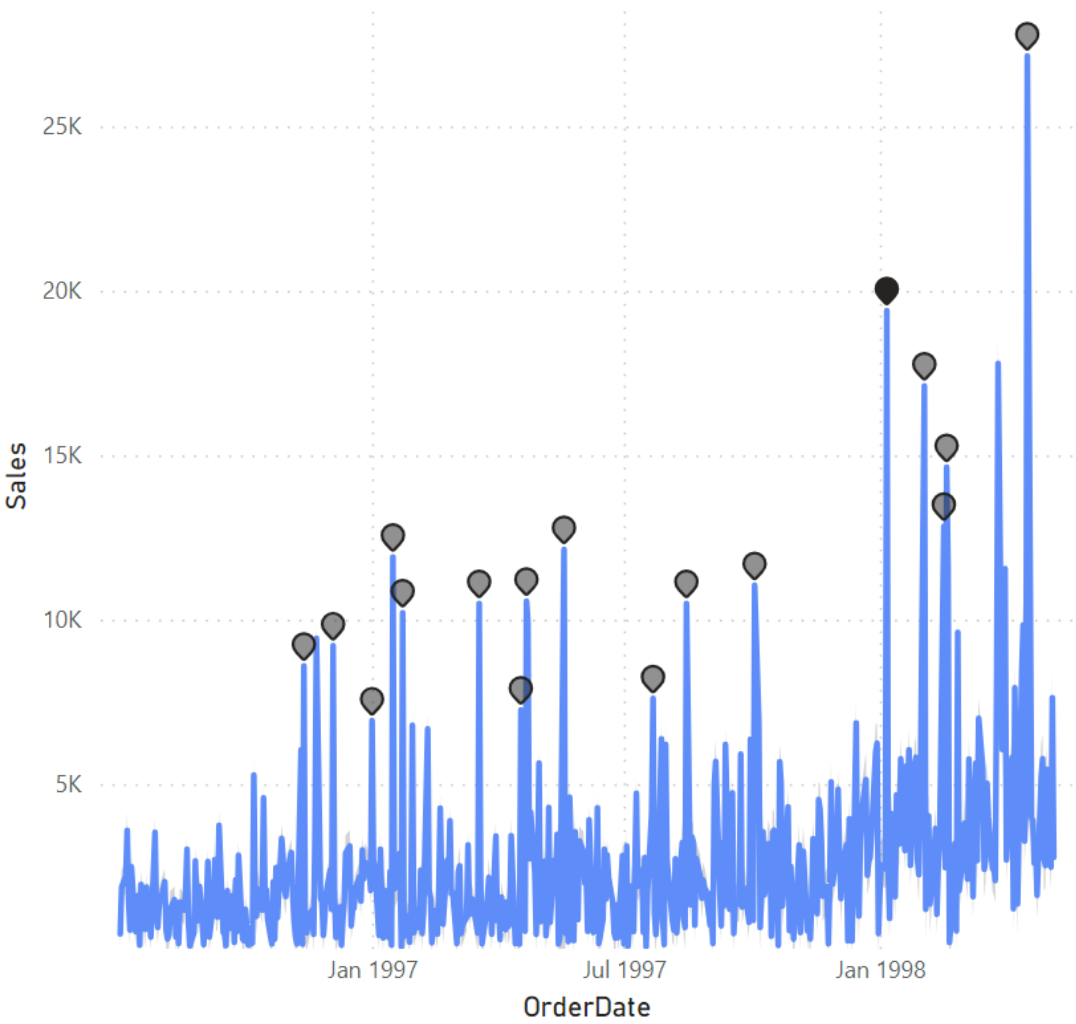
R

Py





Sales by OrderDate



Sales trended up, resulting in a 531.51% increase between Thursday, July 4, 1996 and Wednesday, May 6, 1998.

Sales started trending up on Monday, April 20, 1998, rising by 91.49% (3,646.57) in 15 days.

Sales jumped from 8401 to 27,143.85 during its steepest incline between Monday, April 13, 1998 and Friday, April 17, 1998.

Sales trended up, resulting in a 531.51% increase between Thursday, July 4, 1996 and Wednesday, May 6, 1998.

Sales started trending up on Monday, April 20, 1998, rising by 91.49% (3,646.57) in 15 days.

Sales jumped from 8401 to 27,143.85 during its steepest incline between Monday, April 13, 1998 and Friday, April 17, 1998.

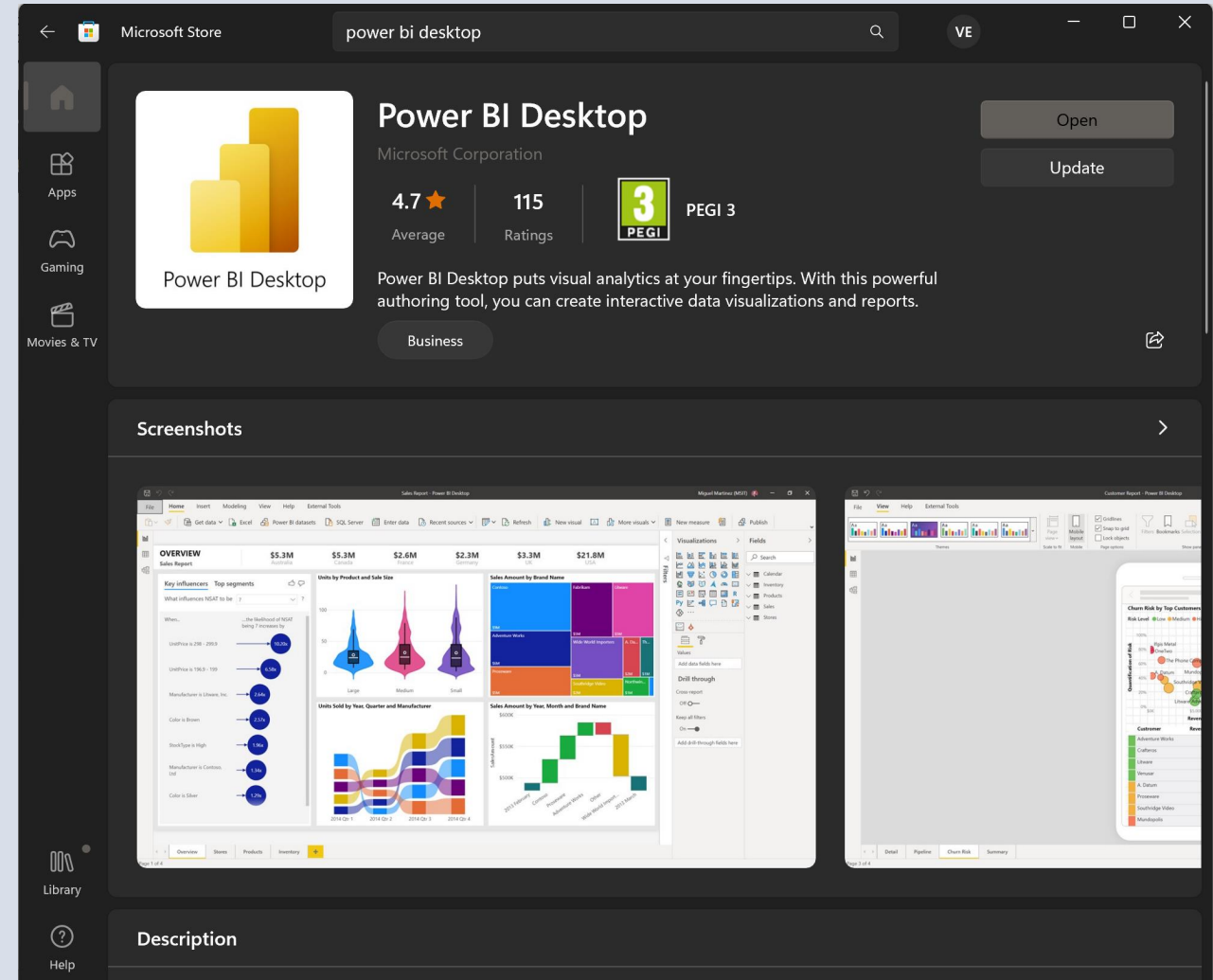
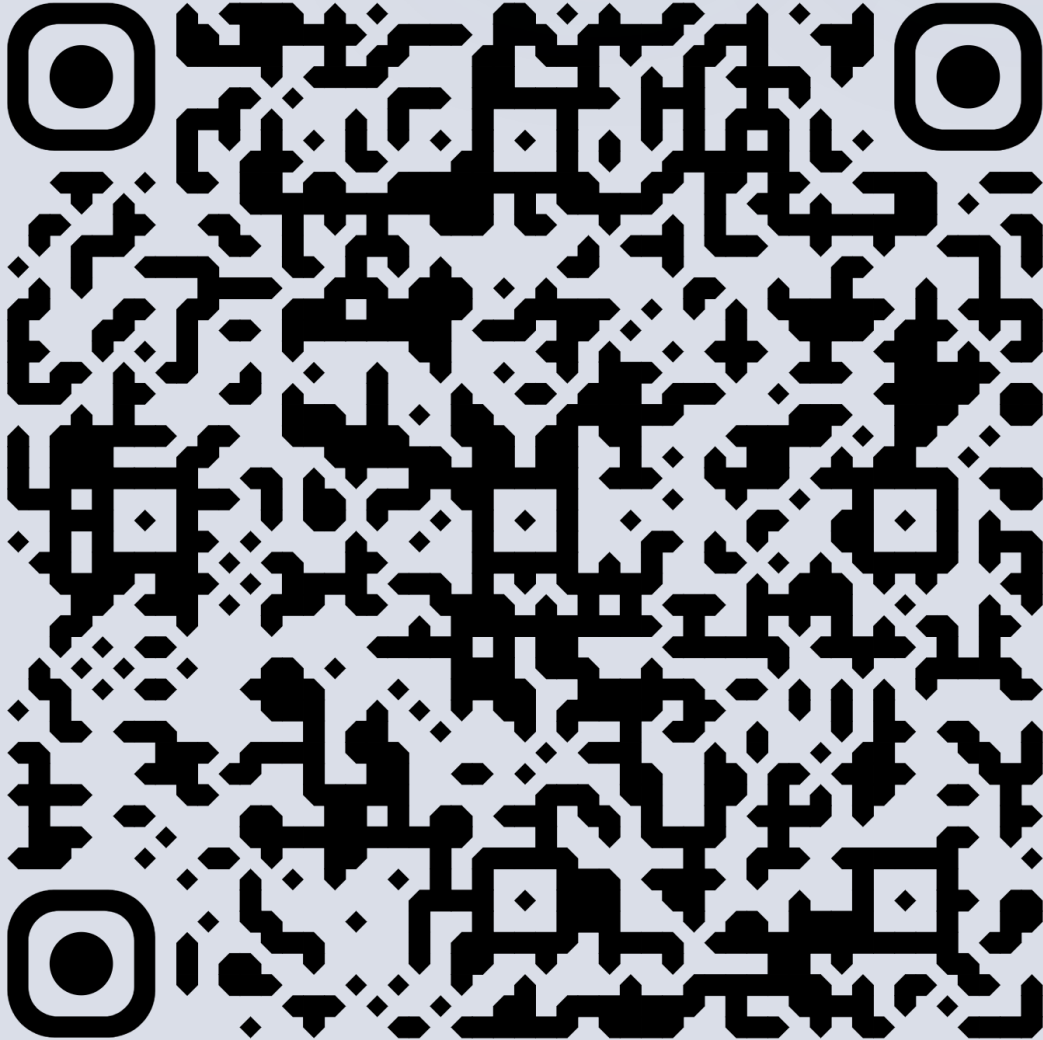


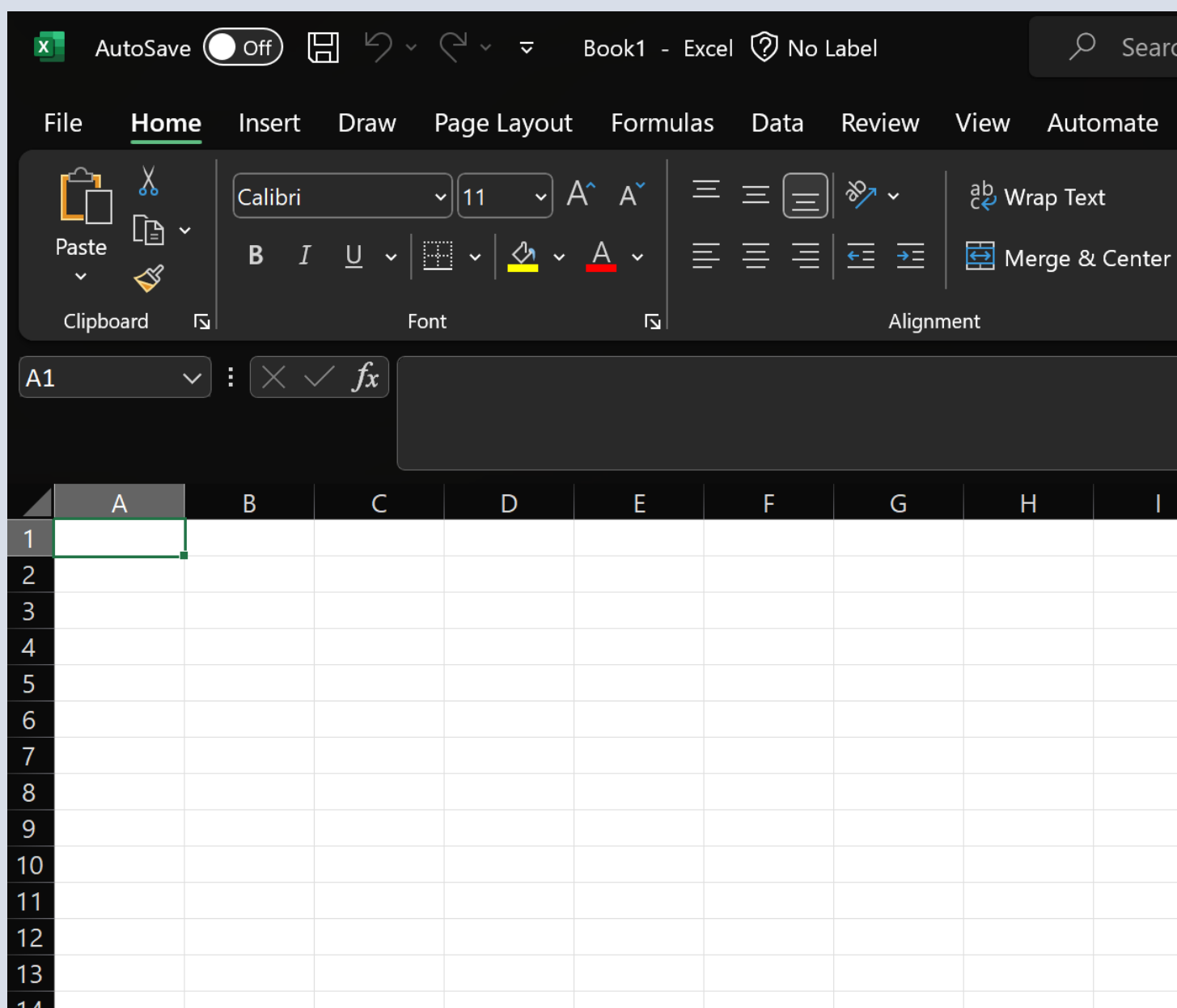
Advanced stuff



If anyone still hasn't though “**Wow, Power BI can really do that?!**”...

If anyone still hasn't though "Wow, Power BI can really do that?!"...





Advanced stuff



Advanced stuff



|  |  |  |  |  |
|--|--|--|--|--|
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |



Sweden

Denmark

US

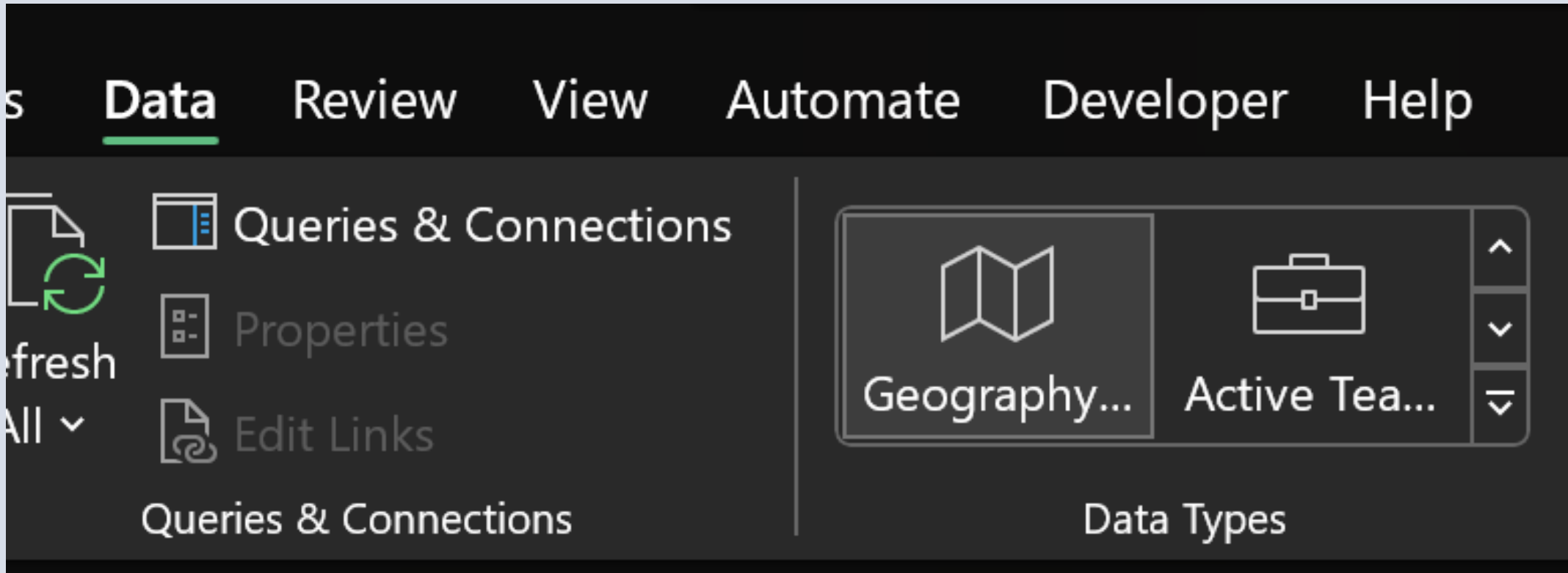
Netherlands



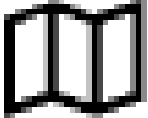
Advanced stuff









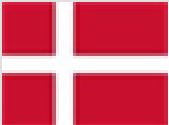
 Sweden

 Denmark

 United States

 Netherlands

|               | Field                    |
|---------------|--------------------------|
| Sweden        | Abbreviation             |
| Denmark       | Agricultural land (%)    |
| United States | Area                     |
| Netherlands   | Armed forces size        |
|               | Birth rate               |
|               | Calling code             |
|               | Capital/Major City       |
|               | Carbon dioxide emissions |
|               | CPI                      |

| Country                                                                                         | Area      | Currency | Flag                                                                                |
|-------------------------------------------------------------------------------------------------|-----------|----------|-------------------------------------------------------------------------------------|
|  Sweden        | 447 425   | SEK      |  |
|  Denmark       | 42 925    | DKK      |  |
|  United States | 9 826 675 | USD      |  |
|  Netherlands   | 41 543    | EUR      |  |
|                                                                                                 |           |          |                                                                                     |

**account**

crm4.dynamics.com

- Account
- licenceowner\_lookup
- createdby
- createdonbehalfby
- modifiedby
- modifiedonbehalfby
- originatingleadid
- owninguser

### Set up this featured table

The data in featured tables is discoverable in connected products. [Learn more](#)

All fields marked with \* are required.

Description \*

All the accounts from Dynamics

Row label \*

Account Name

Key column \*

Account

Save Cancel

General

Name

account

Description

Enter a description

Synonyms

Row label

Select a row label

Key column

Select a column with unique values

Is hidden

No

Is featured table

No

Edit

Advanced

## Set up this featured table

The data in featured tables is discoverable in connected products. [Learn more](#)

All fields marked with \* are required.

Description \*

All the accounts from Dynamics

Row label \*

Account Name

Key column \*

Account

Save

Cancel

Row label

Select a row label

Key column

Select a column with

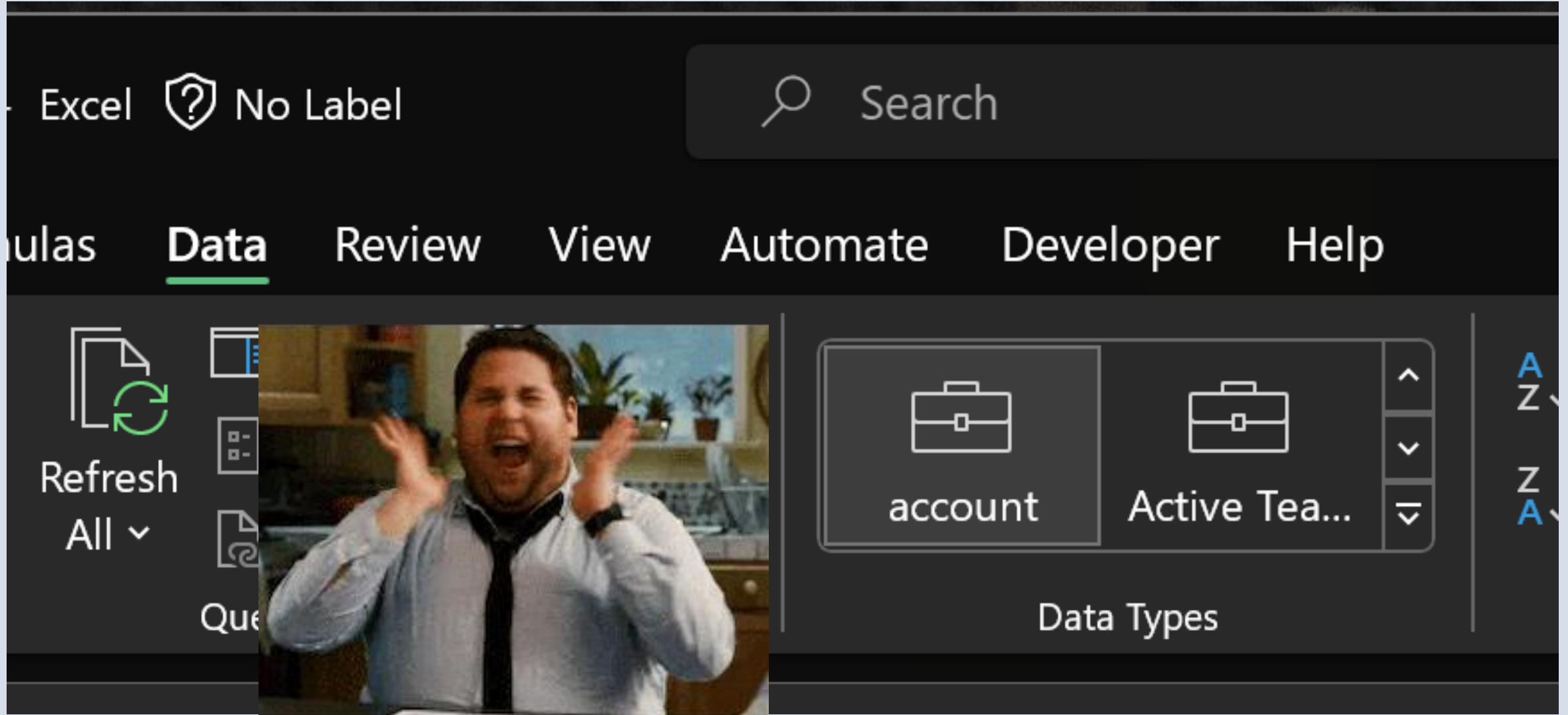
Is hidden

No

Is featured table

No

Advanced





# Q&A





THANK YOU!