SONATA

SONATA SOFTWARE

PLATFORMATION™
The Unique Way Of Going Digital

PLATFORMATION™

Sonata's unique approach to Digital

> *Platform based digital business is the new reality. The success of 'Born Digital' players is a re-enforcement of that fact. Enterprise must re-invent themselves to stay relevant in this fiercely competitive market. At Sonata we help customers create a unique digital transformation blueprint through Platformation™ by reimagining their business to become truly digital.*

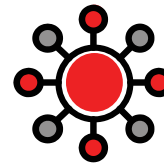**Srikar Reddy,**
CEO & MD,
Sonata Software Ltd

CREATING

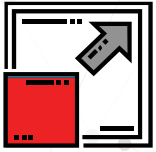## Open, Connected, Intelligent & Scalable Digital Businesses

OPEN
Easily accessible for users, ecosystem partners, and businesses to participate in.

CONNECTED
So they are always-on, always connected

SCALABLE
It gives the business the power to scale the platform by number of users, segments, and geography, easily
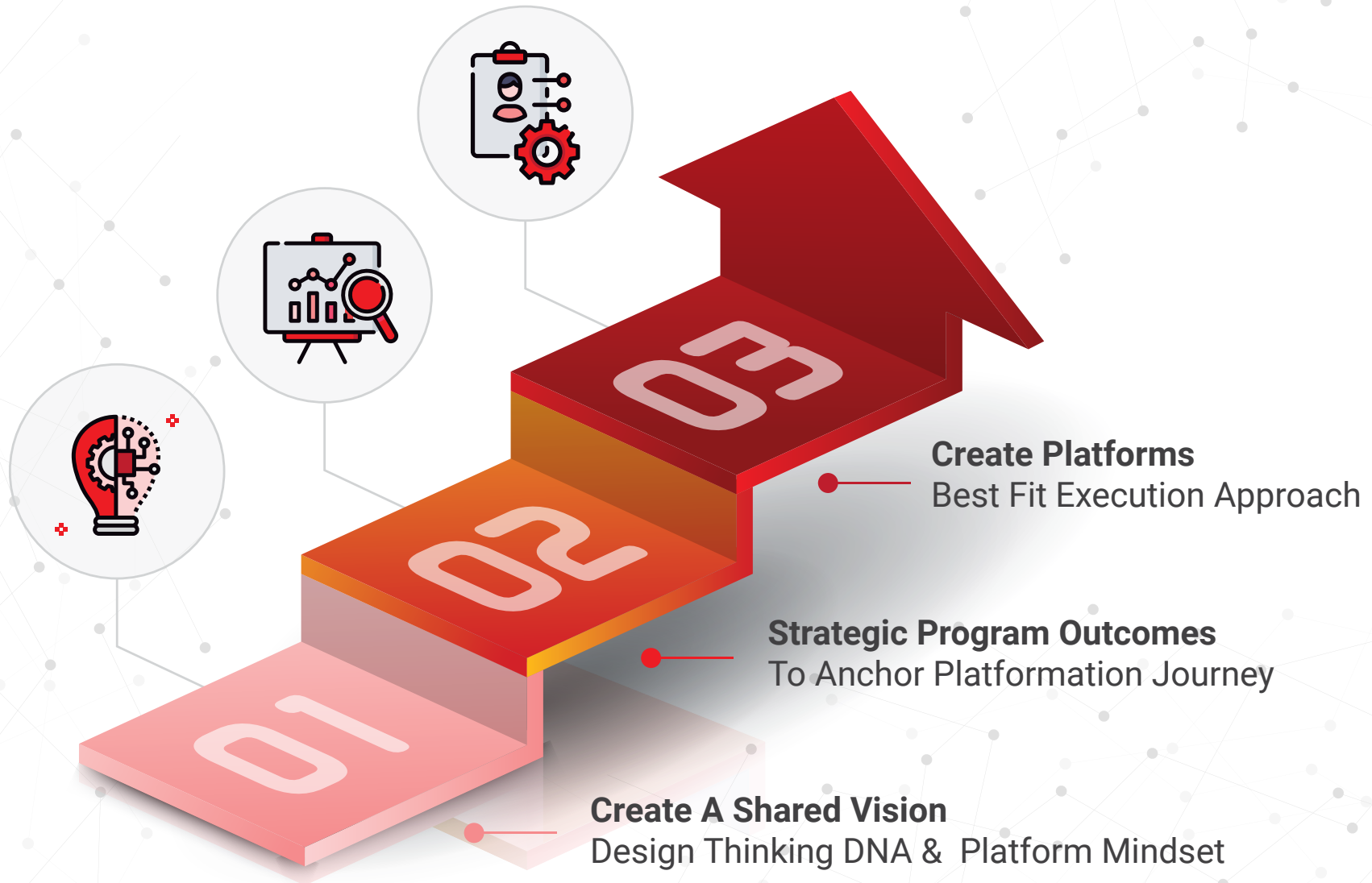
INTELLIGENT
To use the data generated in the platform to enable more efficient and meaningful transactions

Platformation is Sonata's approach to help leverage the power of platform-based approaches to digitally enabling business
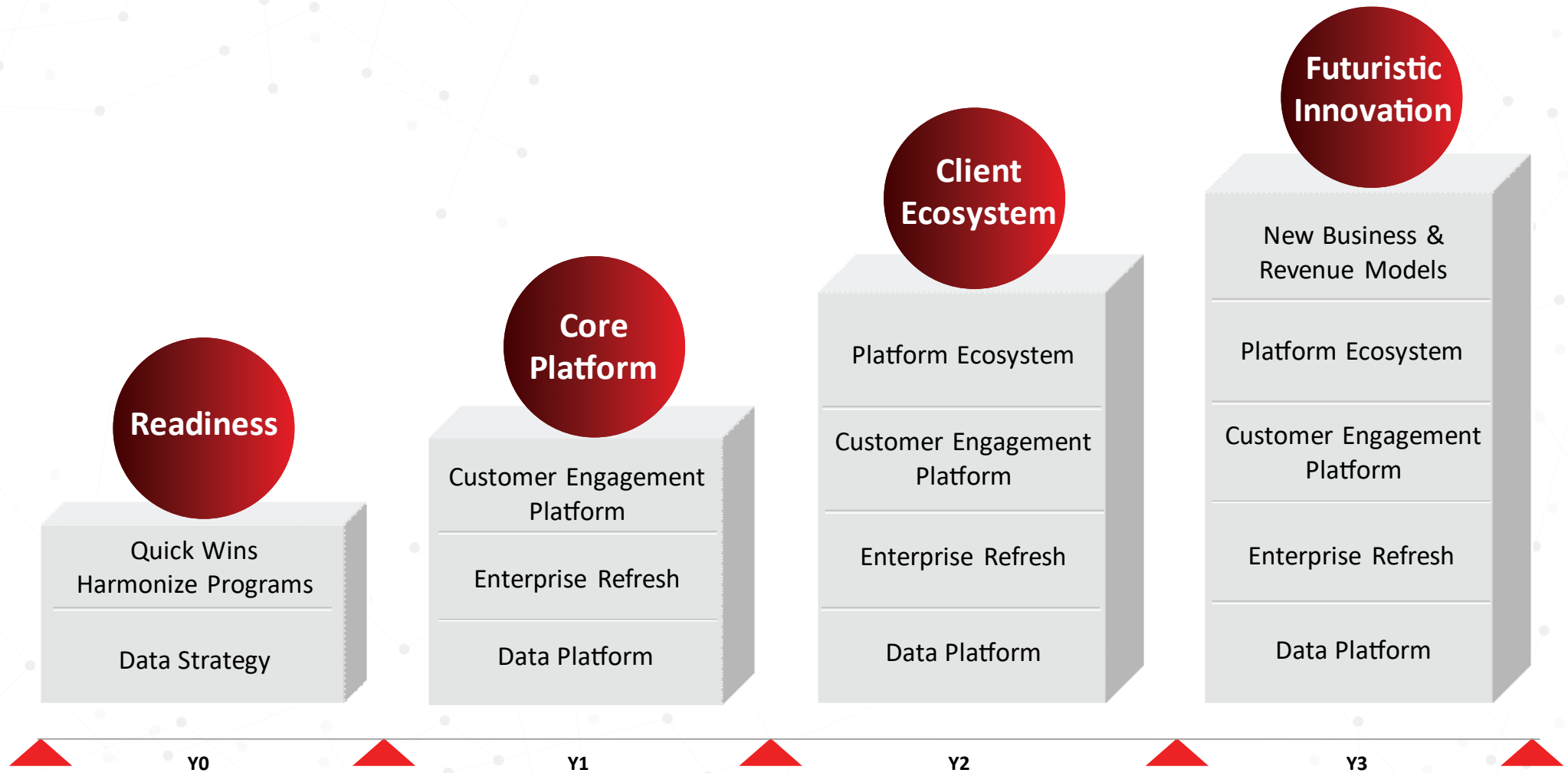
BUILDING BLOCKS

Sonata's Platformation Journey

Create Platforms
Best Fit Execution Approach

Strategic Program Outcomes
To Anchor Platformation Journey

Create A Shared Vision
Design Thinking DNA & Platform Mindset

CREATE PROGRAM OUTCOMES

Platforms & roadmap to Transformation

Readiness

Quick Wins
Harmonize Programs

Data Strategy

Core Platform

Customer Engagement Platform

Enterprise Refresh

Data Platform

Client Ecosystem

Platform Ecosystem

Customer Engagement Platform

Enterprise Refresh

Data Platform

Futuristic Innovation

New Business & Revenue Models

Platform Ecosystem

Customer Engagement Platform

Enterprise Refresh

Data Platform

Y0   Y1   Y2   Y3

EXECUTION
Approaches to Create Platform

Sonata READY

Sonata ACCELERATE

Sonata CUSTOM

End-to-end, industry-specific digital business platforms

BRICK & CLICK
DIGITAL RETAIL PLATFORM

Omnichannel Retail Platform

MODERN DISTRIBUTION
DIGITAL DISTRIBUTION PLATFORM

Modern Distribution Platform

REZOPIA
DIGITAL TRAVEL PLATFORM

Digital Travel Platform

Popular horizontal platforms to bring required functionality

Microsoft

Dynamics 365

Cortana Intelligence Suite

SAP Hybris [Y]

SAP on Azure

SAP Hybris on Azure

Engineer custom platforms for unique digital capabilities

Modern apps Implementation

User Experience Platform

Micro Services Implementation

Custom IOT Platform

Data Strategy Platform

Machine Learning Platform

HALOSYS
UNIFIED MOBILE PLATFORM

Our Mobile API Platform

RAPID
DEVOPS PLATFORM

Our DevOps Platform

Resulting in Open, Connected, Scalable & Intelligent Digital Businesses

Reimagine & Transform Food labeling & Distribution into a Food Services ecosystem

THE CLIENT: A FOOD SAFETY SYSTEMS PROVIDER

The Digital Mandate

Digitize effective communication channels between food services restaurants, kitchens & corporate through innovation & create new revenue stream through kitchen automation

Going Digital Through Platformation

Open
- Open Industry standards & Enterprise App Store
- Seamless integration with ecosystem participants

Scalable
- Cloud enabled food services ecosystem
- Rapid provisioning of restaurant chains

Connected
- Ubiquitous access through kitchen mobile apps
- Connected restaurants across food services

Intelligent
- Self learning & curation of nutritional & safety data
- Real-time data visibility across the ecosystem

6-9 months
FOR RETURN ON INVESTMENT
-- as quoted by a end-customer

35,000
KITCHENS
-- projected to benefit in phase-1

> " With kitchen automation solutions, food service businesses can run better, safer, and more efficiently.
>
> EVP of Product Development & Marketing, Client Organization

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Scales its operations and expands memberships globally

THE CLIENT: A GLOBAL MEMBERSHIP BASED TOUR OPERATOR

The Digital Mandate

Create NextGen platform for improved traveler experience by overcoming limitations of current system in handling innovative offerings and demand spikes

Going Digital Through Platformation

Open
- Industry standard interface for new trade partner onboarding
- Flexible provision for new service providers and payment

Scalable
- Cloud based hosting model to ensure scalability of infrastructure
- Provision of adding unlimited number of new vendors

Connected
- Real-time data exchange with third party entities
- Customer & context specific notifications

Intelligent
- Customer data & web analytics for contextual recommendations
- Real-time content translation for non-English users

20X TRAFFIC
HANDLED DURING FLASH SALES

200% GROWTH
IN BOOKINGS PER MONTH

> " It has been a great journey of introspection to view our own workflows and system interactions through the lens of Platformation™.
>
> CEO, Client Organization

ABOUT SONATA

Sonata is a global technology company that enables successful platform based digital transformation initiatives for enterprises, to create businesses that are connected, open, Intelligent and scalable. Sonata's Platformation™ methodology brings together industry expertise, platform technology excellence, design thinking led innovation and strategic engagement models to deliver sustained long term value to customers. A trusted partner of world leaders in the Retail, Distribution, Travel and Software industries, Sonata's solution portfolio includes its own digital platform such as Brick & Click Retail Platform©, Modern Distribution Platform©, Rezopia Digital Travel Platform©, RAPID DevOps Platform© and Halosys Mobility Platform©, best in class capabilities on ISV digital technology platforms such as Microsoft Dynamics 365, Microsoft Azure, SAP Hybris, Cloud Engineering and Managed Services, as well as new digital applications like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain and Cyber Security. Sonata's people and systems are nurtured to bring together the depth of thought leadership, customer commitment and execution excellence to make a difference to business with technology.

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