

DEPTH MAKES A DIFFERENCE



REACH FOR THE CLOUD

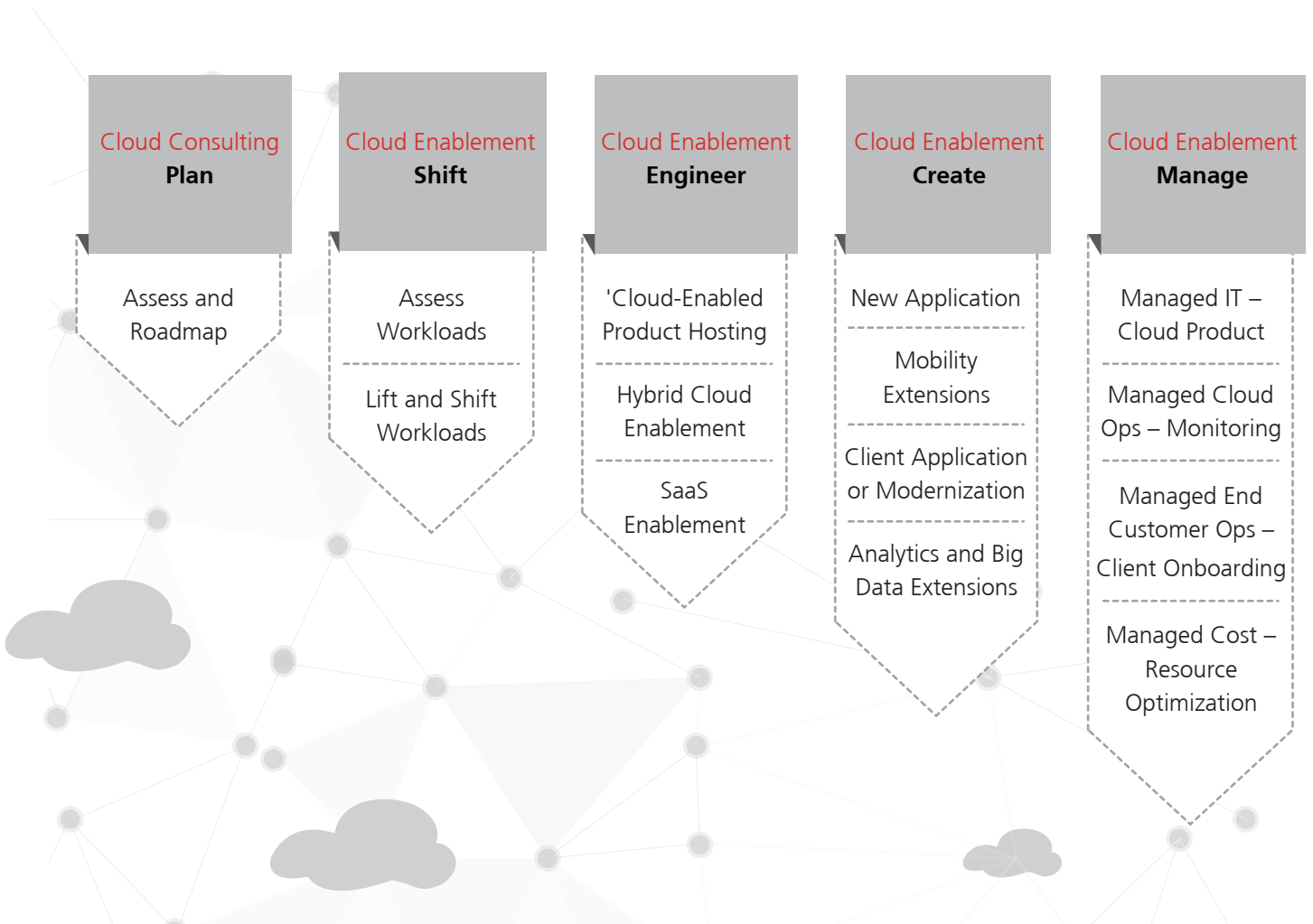
End-to-End Services for Cloud enabled products

CONSULTING | ENGINEERING |
MIGRATION | SUPPORT

It is an understatement to say that Cloud is a huge opportunity. The nascent Cloud trend of yesterday is already a must-have solution for today's businesses. ISV and enterprises alike are seeing the benefits of moving parts or complete applications to the Cloud. As the perceived risks in these moves are overtaken by proven benefits, ISVs have to get their strategies right in order to get there and offer products in 'As a Service' modes.



Enterprise Application Software companies are adding new service lines and building greater momentum to make the Cloud as a platform to offer products. Sonata offers services to both enterprises and ISVs, with the full spectrum of Cloud services.



We engineer and manage services for a wide range of Cloud options – AWS, Azure, Helion, Softlayer, and Openstack

We have helped some of the largest ISVs in the world make the leap to Cloud. We recognize the fact that each product has its legacy and complexity, which means there should be a unique approach to SaaS and PaaS in order to engineer those products to Cloud. It is a particularly difficult journey with high stakes, and we work with you to develop various scenario-based strategies to reach there. A few of the scenarios are listed below:



Sonata Cloud Engineering

- On the Cloud – as hosted

-
- New Opportunity
 - Usage-based Pricing
 - Cheaper Storage Systems
 - Data Privacy & Isolation
 - Scaling

-
- Cloud Enable – Cloud Adapters
 - Utility Service
 - Specific Storage – Search Index, Caching, Blob Storage
 - Analytics

-
- Cloud Application Service
 - Utility Service
 - Cloud Platform Services
 - Connector Service
 - Data Services
 - Cloud Provider Services
 - Storage Service
 - Auto Scaling



Sonata Hybrid Cloud Engineering

- On the Cloud – as a hybrid

-
- Complex Legacy System
 - Data Privacy
 - Domain & Internal Capability
 - Cloud as a Channel

-
- Cloud Clients – UX, Mobility
 - Client Services – Cloud Adapters
 - Data Integration – Connectors and Bus
 - Cloud Service - Fail over, Auto Scaling, etc.

-
- Cloud Application Service
 - Utility Service
 - Extensions – UX, Analytics, Mobility
 - Cloud Platform Service
 - Connector Service
 - Deployment Service
 - Cloud Provider Service
 - Storage Service



Sonata SaaS Engineering

- On the Cloud – as a service

-
- New Opportunity
 - Operational Efficiency
 - Cloud Sales

-
- Multi Tenancy
 - Extensions – Mobility and Analytics
 - Business Admin Processes – Onboarding
 - Security Services

-
- Cloud Application Service
 - Tenant Services
 - Workflow/Business Process Service
 - Cloud Platform Service
 - Security Services
 - Health Services
 - Data Services
 - Cloud Provider Service

Moving to Cloud-based SaaS models, it brings a need to manage customer experiences of using the new mode of product delivery. Support and services as an add on help drive effective migration, adoption and consumption of Cloud-based products that poses its own challenges. Sonata can extend its solutions for your Cloud strategy to achieve this, and has deep expertise in the surround services required to help a new Cloud product succeed in the market.

Here are a few examples to demonstrate how we helped our customers achieve their strategies while helping them reach the market faster with savings of over 30% on their planned budget:

TRANSFORMING A LEADING SMB ERP FOR CLOUD & MOBILE

Need:

Serve emerging global customer needs with SaaS-ready ERP.

Solution:

Transformation partnership – architected the product for Cloud, redesigned the UX, developed and delivered the solution with Agile processes.

Benefit:

Sustained leadership with an aggressive schedule for market readiness and significant cost savings.



PROVIDING A NEXT-GEN SaaS TRAVEL EXPERIENCE TECHNOLOGY SOLUTION

Need:

Serve travel customers with next-gen travel experience solutions on a seamless end-to-end Cloud deployed technology platform.

Solution:

Ground up Cloud engineered platform solution with multi-channel web, mobile and shop-driven distribution, search, package and operate private & public Cloud deployed SaaS model.

Benefit:

Serve market for travel technology with advanced features, flexible pricing and simplified IT - based on managed Cloud operations.



CLOUD CUSTOMER SUPPORT SERVICES IMPROVES CUSTOMER SATISFACTION TO OVER 99% FOR A LEADING CLOUD SERVICE PROVIDER

Need:

Provide high quality customer experience with a platform service to drive adoption and satisfaction in a competitive market.

Solution:

Turnkey managed platform support services spanning technology and customer services, multiple user segments, languages and service packages.

Benefit:

High customer satisfaction through monthly optimized reports that help customer plan service utilization.



Sonata can bring a range of platform-based Cloud enablement and extension solutions that help you achieve reliability, faster time-to-market and cost efficiencies in executing your Cloud strategy.

Cloud Platform Services

Cloud Integration Services	Security Services	Health Services	Data Services
<ul style="list-style-type: none"> • Cloud Connectors • Cloud Provisioning • Deployment Service • Integration Bus 	<ul style="list-style-type: none"> • Account • User • Role • Audit • Sign On • Authorization 	<ul style="list-style-type: none"> • Events • Logging • Alerts • Usage Alerts 	<ul style="list-style-type: none"> • Data Connectors • Data Lakes • Storage Services – Cache, Search DB • Data Isolation • Data Security (TLS, Data Encryption)

Cloud Provider Services – Services provided by Cloud platform of the provider



A seasoned partner can be critical to your Cloud enablement needs and experiences. Sonata brings to you a product company's DNA, proven Cloud expertise, a passionate workforce and a committed management to make your Cloud journey a great experience.

SONATA

AT A GLANCE

DEEP TECHNOLOGY EXPERTISE <ul style="list-style-type: none">• World Class Alliances – Microsoft, SAP, Oracle• Solution Innovations	DEEPER CLIENT COMMITMENT <ul style="list-style-type: none">• Dedicated Customer specific Center of Excellence (CoE) - based delivery• Outcome-based Services	GLOBAL REACH <ul style="list-style-type: none">• NA Europe Asia ANZ
TRACK RECORD <ul style="list-style-type: none">• Fortune 500 ISV Travel Retail ICPG• Decade Plus Partnerships	QUALITY <ul style="list-style-type: none">• Certification• SEI CMMI Level 5• ISO IEC 20000• ISO 27001• Processes• Agile and Iterative Engineering• DevOps	IP/PLATFORM AS SOLUTION ENABLERS <ul style="list-style-type: none">• Mobile Platform• Analytics Platform• Engineering Platform• Testing Platform• Cloud Application Frameworks

About Sonata Software

Sonata Software is a global IT services firm focused on catalyzing transformational IT initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers innovative new solutions for ISV, Travel, Retail and Consumer Goods industries by integrating technologies such as Omni-channel Commerce, Mobility, Analytics, Cloud and ERP, to drive enhanced customer engagement, operations efficiency and return on IT investments. A trusted long-term service provider to Fortune 500 companies across both the software product development and enterprise business segments, Sonata seeks to add differentiated value to leaders who want to make an impact on their businesses, with IT.

NORTH AMERICA | EUROPE | ASIA | ANZ

APS Trust Building, Bull Temple Road
N. R. Colony, Bangalore - 560 019, India
T: +91-80-6778 1999

For more information write to us at:
info@sonata-software.com
www.sonata-software.com