

DEPTH MAKES A DIFFERENCE



BUILDING FUTURE-READY ENTERPRISE PRODUCTS

End-to-End Services for Your Product Success

PRODUCT ENGINEERING | SMAC TRANSFORMATION |
PROFESSIONAL SERVICES | GO TO MARKET

Sonata has been an important partner in our Microsoft Dynamics AX journey for over a decade. The expertise they bring to the table makes them a valuable part of the Dynamics ecosystem to Microsoft, its partners and customers who seek to get more out of our enterprise class business solution.

Corporate Vice President
Dynamics ERP R&D – Microsoft



hybris is recognized for its ability to support global organizations, and we are excited about the prospects to broaden our reach with their support - Sonata has vast expertise in the E-Commerce space, and their 360° partnership model for product companies, such as ours, is a great benefit to us. The alliance not only gives us a trusted implementation partner, but also helps us leverage their product sales capability in India.

Vice President Channel
hybris (a SAP Company)



BUSINESS USE CASE FOR FUTURE-READY PRODUCTS

The major trends that are driving a new digital economy are also placing a new set of opportunities for ISVs. Users increasingly access software products through multiple devices and have high expectations on product use experiences, which means that the standards for quality of seamless mobile-ready software products and UI/UX has gone up significantly. Time, being at a premium, both in terms of deploying software and its responsiveness to consumers means that 'As a Service' Cloud-based products are the new norm. The enterprise needs to compete to retain customer loyalty and relationship, which also means that advanced analytics and social capabilities in products is de rigueur.

GO CLOUD

Make products available for a fast and borderless world by distributing and publishing the product on the Cloud. Creating or migrating products on the Cloud is a complex process whether the decision is to create a standalone Cloud product or hybrid Cloud product or a SaaS product

Sonata is a product engineering partner for class-leading ISVs in making this transformative journey to Cloud



BE MOBILE

Extend the product for new devices and usability

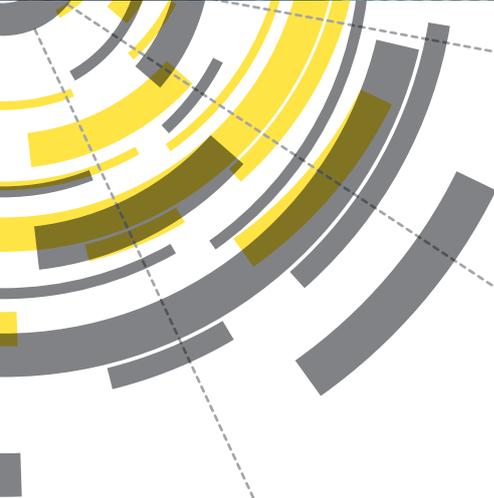
Sonata has built a mobile-ready version of a leading SMB ERP with refreshed UI/UX allowing for next-gen user experiences



GO MODERN

Modernize and grow – deliver new features faster using newer stacks or platforms. Tailor to needs of specific industry verticals and markets

Sonata has engineered platform upgrades for legacy ERP and built vertical solutions for leading Ecomm products



BE AGILE

Become Agile in product engineering and in delivering product to market

Sonata's track record of engagements, 360°partnership and DevOps capabilities enables fast, turnkey delivery of products



GO GLOBAL

Build your product globally - leverage global talent pools to offer more products at better economics

Sonata has an experience of working with over 100+ OPD engagements and offers best partnership experiences



BE INSIGHTFUL

Make your product 'intelligent' – get more and faster insights from data to end user for decisions

Sonata has built industry specific Big Data Analytics solutions that can be integrated to ERP





DETAILED PORTFOLIO OF SERVICES



PRODUCT ENGINEERING

- Architecture Validation and Consulting
- Design, Development and QA
- Develop Vertical Specific Skins
- Modernize Product Stacks
- Localization and Internationalization
- Support & Sustainance Engineering



SMAC TRANSFORMATION

- Cloud Enablement Engineering (SaaS / PaaS)
- Mobile Enablement Engineering
- Analytics Enablement
- Modern User Experiences
- CloudOps and DevOps



PROFESSIONAL SERVICES

- Implementation and Deployment
- Upgrades, Migration
- Integration and Customization
- Configuration and Deployment
- Customer Training Documentation
- ISV Program Enablement



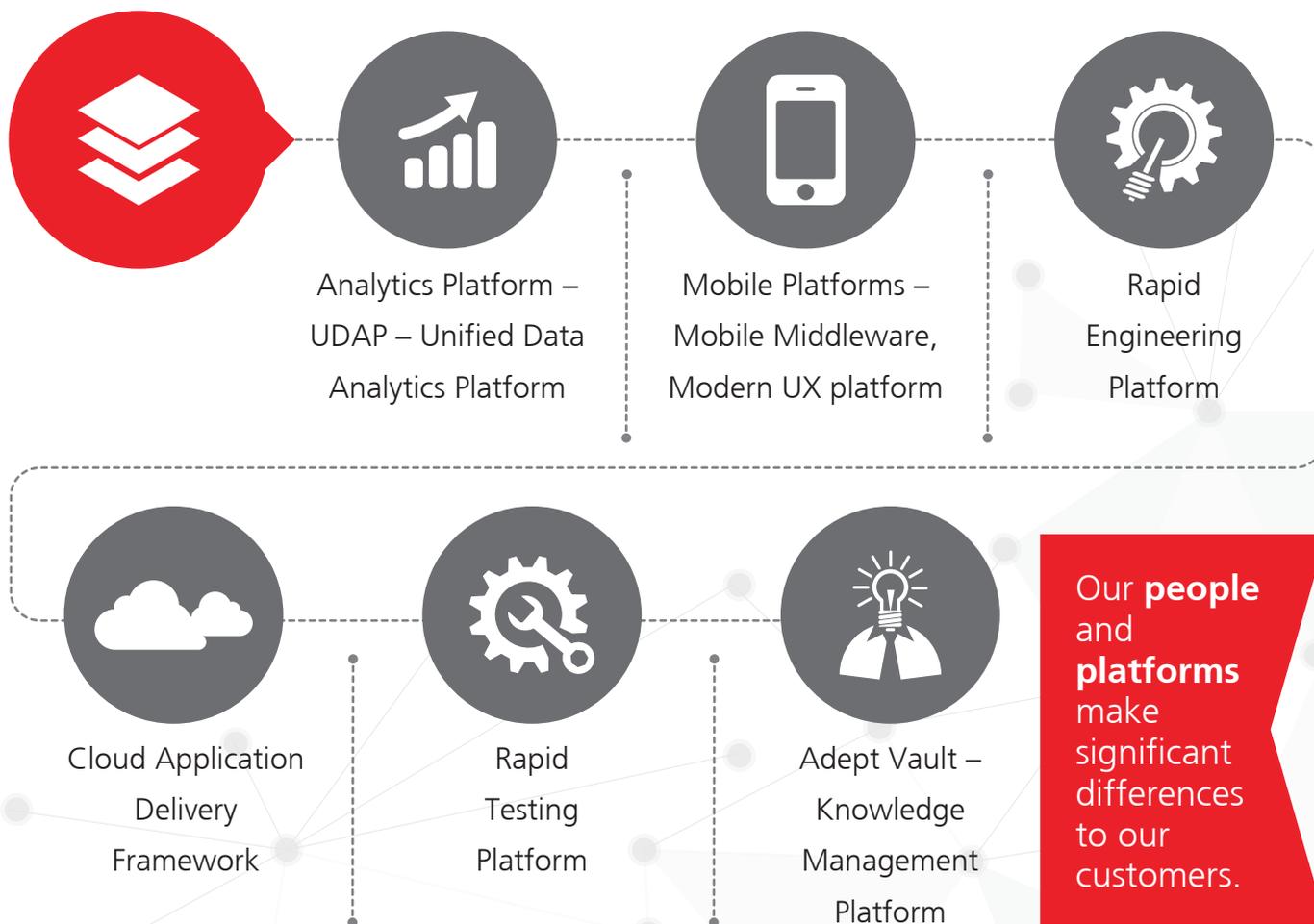
GO TO MARKET

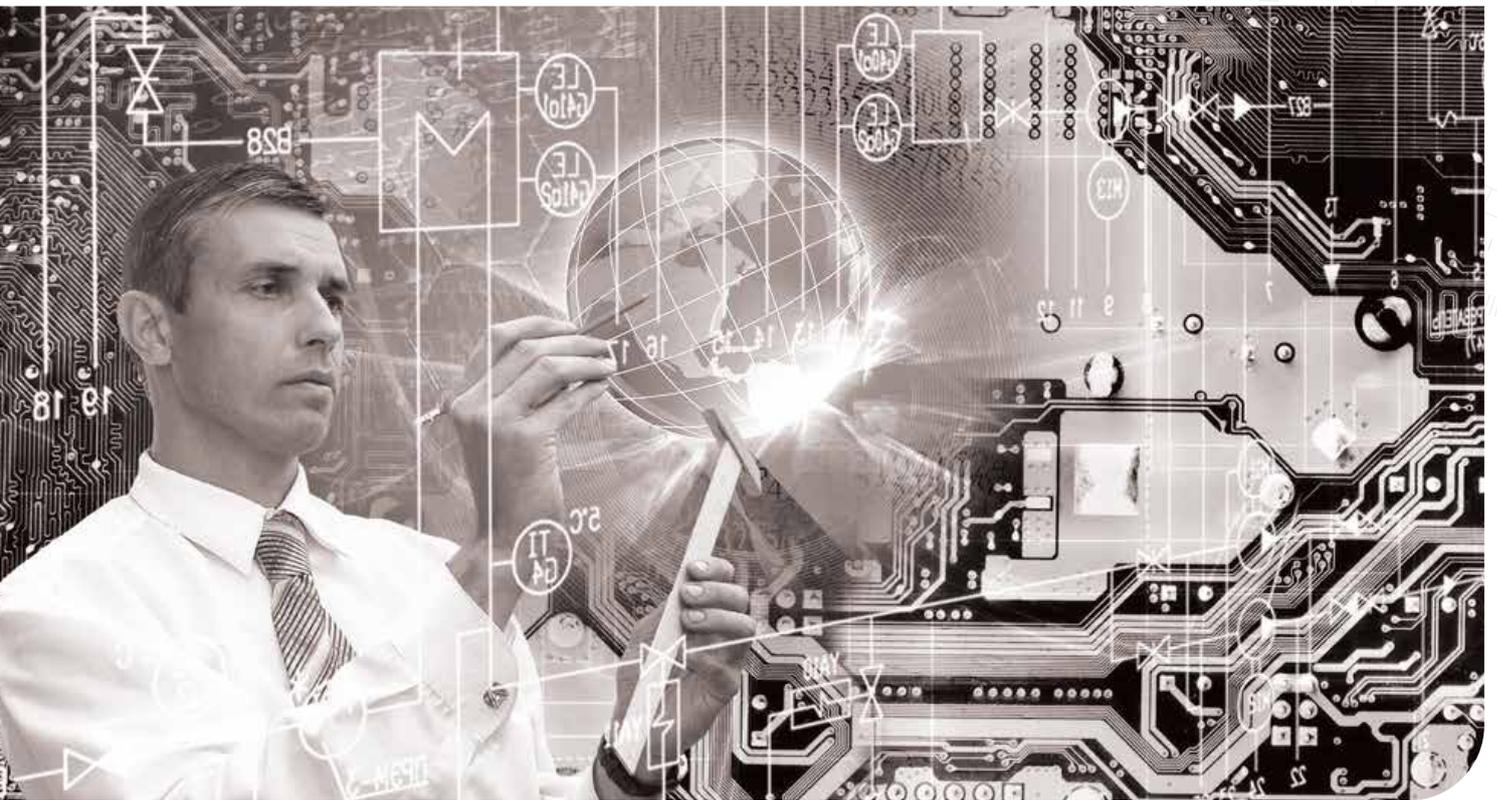
- Marketing
- Distribution
- Pre-sales and Post-sales Support



PLATFORM ASSISTED PRODUCT ENGINEERING

In a world of rapid technological advancements and growing expectations, platforms that accelerate the delivery make a difference to your product success. Sonata's platforms assist engineering delivery efficiency, achieve faster time-to-market and significant cost advantages. A few of our platforms are:





PARTNERING WITH A GLOBAL SOFTWARE LEADER ON THE LAUNCH OF A NEW ERP INITIATIVE

NEED: Expand footprint in the business applications software segment by launching a successful ERP product.

SOLUTION: Long-term strategic partnership across development, implementation and go-to-market services to ensure product success.

BENEFITS: A viable eco-system for a new ERP offering and achieving a significant share in the market.



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, re-designed the UX, developed and delivered the solution with Agile processes.

BENEFIT: Sustained leadership with an aggressive schedule for market readiness and significant cost-saving.



PRODUCT ENHANCEMENT FOR AUTOMATION OF YARD OPERATIONS FOR A NORTH AMERICAN SCM ISV

NEED: Upgrade software package for automating yard operations which can be integrated with existing WMS.

SOLUTION: A Java and J2EE-based solution for automating yard operations and accommodating multi-browser and multi-device support.

BENEFITS: Easy integration with the existing warehouse management system and support for browsers, thus helping in expanding customer base.



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 service, multiple user segments, languages and service packages.

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



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 solutions with multi-channel web, mobile and shop-driven distribution, search, packaging and operations on 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.



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 <p>Certification</p> <ul style="list-style-type: none">• SEI CMMI Level 5• ISO IEC 20000• ISO 27001 <p>Processes</p> <ul style="list-style-type: none">• Agile and Iterative Engineering• DevOps	IP/PLATFORM AS SOLUTION ENABLERS <ul style="list-style-type: none">• Cloud Application Frameworks• Mobile Platform• Analytics Platform• Engineering Platform• Testing Platform

About Sonata Software

Sonata Software is a global IT service 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.

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