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## Sonata Looking to Leverage its Domestic Tie-ups to Grow Globally

**Priyanka.Sangani**  
@timesgroup.com

**Pune:** Mid-size IT services provider Sonata Software will leverage its domestic partnerships with companies like Microsoft to help strengthen its international presence, its top executive told ET.

Sonata's domestic business has two parts – services and remarketing prod-

ucts and services for global companies.

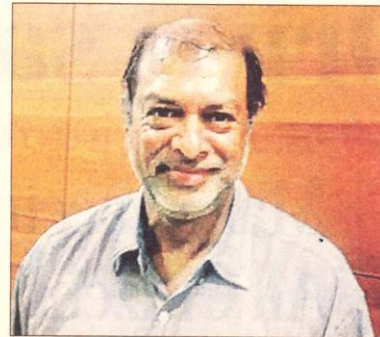
The company is among the biggest partners for Microsoft in India and has been reselling the US technology behemoth's products for about 25 years now.

"With the shift to Cloud adoption, we are using these partnerships to build our tech practice and leveraging them to go global," Sonata CEO Srikar Reddy said.

Earlier this year, Sonata announced partnerships with AWS and Google, primarily around Cloud modernisation, data migration and using data infrastructure for business intelligence.

Reddy said the company would utilise these as well to help it tap into more international customers.

"The deal sizes could vary from \$1 million to \$5 million, and we expect at least 50% of new client addi-



**Sonata CEO Srikar Reddy**

tions would be generated globally through these strategic partnerships," he said.

Domestic products and services are a big part of Sonata's revenues.

In the quarter ended September 30, this segment contributed ₹532 crore to its total revenue while international services contributed ₹288 crore.