

We are **Featured and Launch Partner** of Microsoft Fabric

Win BIG at our
Booth's Exclusive Raffle
During the Event!

Visit our

Booth #100

for the Demo of our

**AI-Ready Data Foundation
on Microsoft Fabric**

Microsoft Fabric

Sonata is a proud Featured and Launch Partner for Microsoft Fabric.

For over 18 months, Sonata has collaborated with the Fabric team, recognizing its potential to revolutionize data estate modernization. Sonata offers a comprehensive solution for businesses seeking to modernize their data infrastructure on Fabric, leveraging AI and automation for efficiency and effectiveness.

Our focus is to unlock business process agility through a powerful combination: AI-driven data identification, Sonata's Domain Driven Data Models built on Microsoft Fabric, and an automated data mapping process. We have built accelerators/tools for data engineering on Sonata Harmoni.AI platform to automate and optimize data pipelines, powered by a strong deduplication framework for a single, reliable data source across your enterprise. This is complemented by pre-built industry solutions and assets to accelerate Fabric Deployment.



We really appreciate Sonata Software, our Global systems integration & Technology Partner, for their valuable contribution in Fabric's evolution and being a trusted Partner to help modernization of Analytics for our customers.

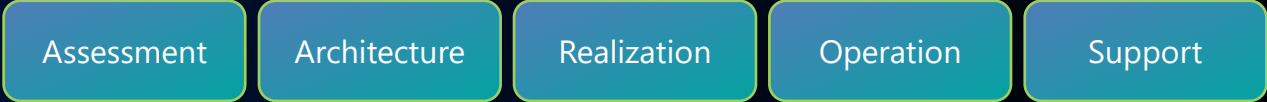


- Arun Ulagaratchagan
CVP, Azure Data

Sonata Advantage

- Trained Expert Capacity
- Services Aligned with Fabric Promise and Architecture
- Lightning Data Suite and AI/ML Industry Use Cases
- 18 Months of Experience with Early Adoption
- Contributed to Product Evolution – An Early Engagement with Microsoft

AI Ready Data Foundation on Microsoft Fabric powered by **Sonata Harmoni.AI – A Responsible-first AI**



Harmoni.AI

The 'Responsible-first' AI For Enterprise Scale

LEVERAGE **GENERATIVE AI** WITHOUT ANY WORRIES

AI and Generative AI have the potential to transform the way companies interact with customers and drive business growth. However, businesses are looking for a trusted, data-secure way to use these technologies as they need to adhere to regulations relevant to their respective industries.

Sonata Engineers have built a Responsible-first #AI offering with a bouquet of Industry solutions, service delivery platforms, and accelerators using generative artificial intelligence (AI). The 'Responsible by Design' approach ensures uncompromising ethics, trust, privacy, security, and compliance.

Harmoni.AI Enterprise Platform & Services

Governance Engine



Gen AI Accelerators



LLM Selector



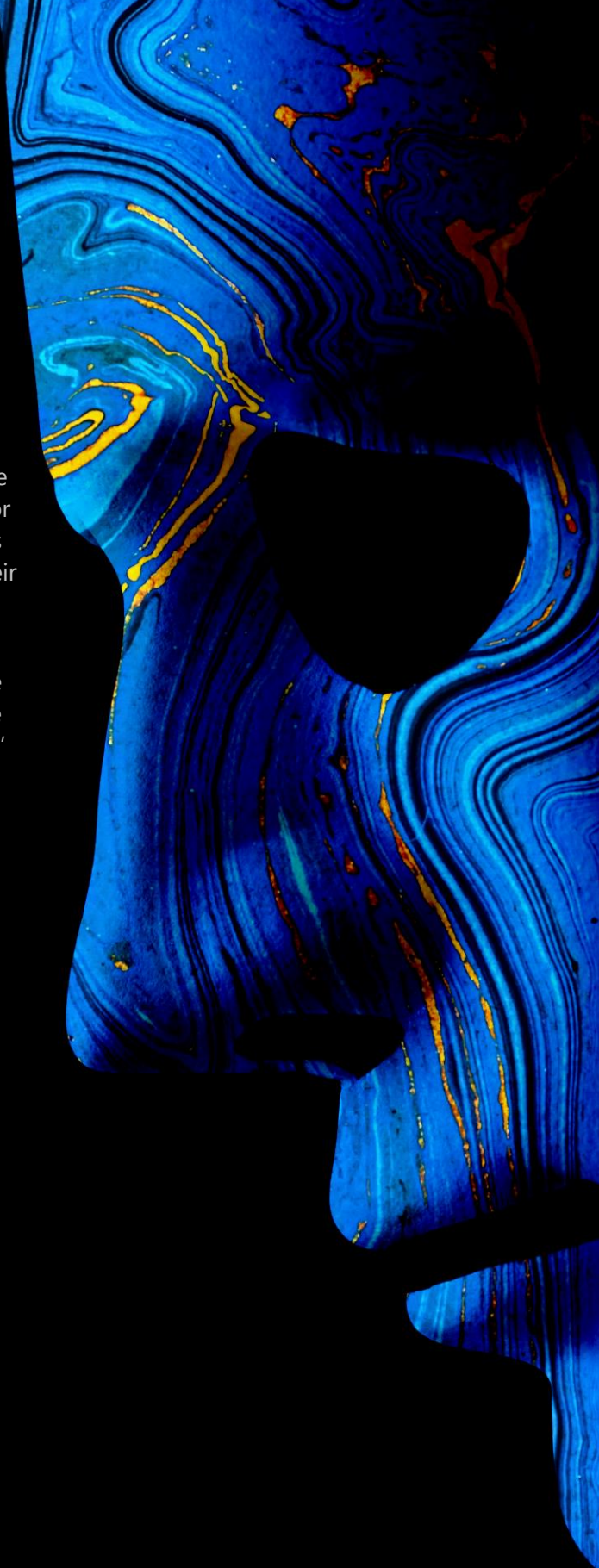
Foundation Platform and Industry AI Tools



Service Delivery Platforms

Sonata Advantage

- Enhancing Customer Experience
- Building Innovative Business Models
- Growing Revenue at Scale
- Enhancing Productivity



Our Microsoft Relationship

Jointly Driving Customer Success

30+ Years

Microsoft Partnership
GISV, ISP, CSP, ISV Dev Centre, SI.
Global alliance footprint

400+ Clients

Across The Globe
USA, Europe, Asia, India, Australia, Middle East

\$650+ Million

Per Annum Revenue To Microsoft
21.9% YoY Growth, Cloud Mix 73.4% \$25
Mn+ DBR

2500+ Team

On Microsoft Technologies
1500 + on Microsoft Biz Apps
300 + on Microsoft Azure

Azure Expert MSP

Competencies.
18 Gold Certified
10 Advanced Specialization in Dynamics 365,
Data Analytics, Teams, CAF, M365, Azure

Joint Execution

Microsoft Fasttrack, Global Delivery,
Microsoft Consulting Services

Catalyst Led

Sales Process
Industry Point Of View, Business
Value Assessment, Envisioning
Workshops, Design Thinking

Industry Clouds

Go To Market
Healthcare, Retail, Sustainability, Manufacturing

Industry

Digital Transformation
Retail, Consumer goods, Distribution, Agri
Manufacturing, Service, Healthcare, ISV, BFSI



Joint GTMs with MS:
D365 Modernization, SFDC Migration, RPA Migration,
Fabric, Gen AI and Contact Centre Migrations

Winner
"Technology Partner
of the Year - BizApps"

Launch Partner
"Microsoft Fabric"
For early adoption, evolution







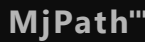
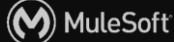
Launch Partner
"RPA Migration 100"
For early adoption, evolution

Winner
"Microsoft US Eagle Award"
For winning new D365 customers

SI Partner
Bayer's New
"Agri-Food Cloud" Solution

Member
2023/2024
INNERCIRCLE
for Microsoft Business Applications

Our Technology Stack For World-class Digital Transformation

  	Modernization	Cloud Apps Modernization	<ul style="list-style-type: none">• App-modernization & cloud native• Cloud modernization• Application migration to cloud	
		Data & Analytics	<ul style="list-style-type: none">• Data modernization with Fabric• Data foundation for AI• Data privacy (CCPA & GDPR)• Data platform migration• Data strategy and consulting	<ul style="list-style-type: none">• MDM – customer, supplier and product• Advanced analytics and adaptive AI• Customer 360
		Microsoft Business Apps	<ul style="list-style-type: none">• D365 modernization• Industry transformation – consulting, IP led	<ul style="list-style-type: none">• App innovation, automation• Managed services and support
  	Adoption	Service Experience Transformation	<ul style="list-style-type: none">• Digital contact center• Marketing analytics (lisa and workbox.io)• Intelligent IoT driven field service	<ul style="list-style-type: none">• CX assessment and measurement• Omnichannel CX• Human centered design & UX services
 	Optimization	Hyper Automation	<ul style="list-style-type: none">• Business process & function automation – AI & RPA (power apps & power platform, UI path)• Multi-cloud dev-ops	<ul style="list-style-type: none">(OpenAI Led)• IT process optimization• Digital assurance and testing automation
		Managed Services	<ul style="list-style-type: none">• Infrastructure and operations• Application managed services• Microsoft cloud support (expert MSP partner)	

Industries:

- ◆ HLS
- ◆ BFSI
- ◆ HiTech
- ◆ Retail / CPG
- ◆ Manufacturing

Innovation: IP & Accelerators

- ◆ Technology IP's
- ◆ Industry IP's

Awards and Recognitions



Recognized as a **"Disruptor"** in
Data Modernization Services 2023.



Recognized as a **"Star Performer"** in the
"Major Contender" category for
Microsoft Dynamics 365 Services 2023.



Recognized as **"Aspirant"** for
Cloud Services - North America and Europe 2023.



Recognized as a **"Major Contender"** for
Software Product Engineering Services 2022.



Acheived a **CDP rating of B**
(Management band).



Received **IGBC Green Interiors**
Platinum Certificate for the new
Tower -F Facility at Bangalore.



Recognized for CSR efforts
by **Microsoft** and **TUI**.



Winner of the prestigious **'Golden Peacock Award**
for Excellence in Corporate Governance' in a
national category under IT Sector by the Institute of
Director (IOD) for 2022.

Sonata at a Glance

38 Years

IT Solutions Provider

\$1.8B

Market Cap

\$925M

Revenue

6500+ Engineers

Across US, EU, APAC & ANZ
17 Nationalities

Public Listed

(SONATSOFTW) Debt-free;
Robust Balance sheet

Sonata is a leading Modernization Engineering company, powered by its unique Platformation™ framework that brings together industry expertise, platform technology excellence, design innovation, and strategic engagement models to deliver sustained value to customers.

We partner with Fortune 500 clients to help them reimagine their business processes as part of modernization programs. As part of this phase, we drive business enablement sessions, consulting, and business processes to be aligned with best-in-class industry-specific practices.

Sustainability Target:

Carbon Neutrality by 2030

10% Reduce Energy consumption in FY 22-23

10% Increase Renewable Energy REC mix in FY 22-23



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