AI-Ready
Data Foundation
on **Microsoft Fabric**
for **Life Sciences** & **Consumer Health**
Industry

Powered by
Harmoni.AI

Trusted Partner for:

Largest Healthcare Provider	**Largest Lifesciences Company**	**USA's Largest Health**
across Payer, PBM,	across Biopharma, Med-devices,	& Wellness Provider
Pharmacy and Provider	Specialty & Personalized Drug	for Correctional Facilities

AI Ready Data Foundation on Microsoft Fabric powered by Sonata Harmoni.AI

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.

Life Sciences and Consumer Health companies face various challenges, including data volume, interoperability, and regulatory compliance. Microsoft Fabric and Healthcare Cloud offer solutions to address these challenges, facilitating unified data management and analytics. This revolutionizes healthcare delivery and enhances patient outcomes across the entire value chain.

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 – A Responsible-first 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.

By integrating Microsoft Fabric and Healthcare Cloud into your enterprise, we ensure a single, reliable data source and empower you to overcome industry challenges efficiently and effectively.

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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 out customers.

"

- **Arun Ulagaratchagan**
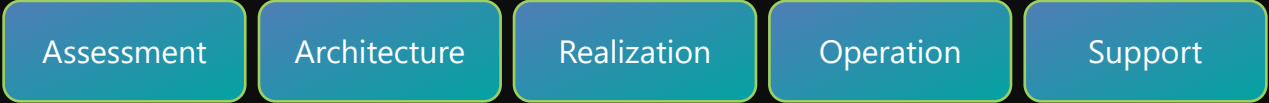CVP, Azure Data, Microsoft

Sonata Advantage

- Certified Professional Capacity
- Services Aligned with Fabric Promise and Architecture
- AI based Engineering and Solution accelerators
- 18+ Months Partnership with Fabric Product Engineering Team
- Early Adoption and Go-To-Market Experience

HLS Use Cases

- Diagnostics resource planning
- Patient monitoring
- Patient health records management
- Pharmacy Benefits Manager for clients and insurers
- Franchisee inventory management

Microsoft Fabric Solutions

Data Service for Intelligent Business Process & Improved Customer Experience

- Reports & Analytics
- AI Models
- Integration

Harmoni.AI SmartDecisions

Solution Library
Sales 360, Smart Farm, Customer 360

AI Models
Recommendation, Forecasting

API Accelerators
Connectors, Custom API Buildering

Data Foundation for AI

- HLS Domain Data Model
- Domain Data Management
- Symantec Connect

Harmoni.AI Intellidomain

Industry Biz Data Dictionary
AI Enabled Relationship

HLS Domain Model
Industry Data, Auto Suggest

Configuration Data Connector
Entity, Transaction, Relationships

Managed Data Engineering Service for Efficient and Agile Data Enterprise

- Ingestion
- Data Mapping
- Data Quality

Harmoni.AI Intellipipe

Auto Data Pipeline
Pipeline, Orchestration

Intelligent Data Maps
AI Enabled Map, Learning

Golden Records
Masters, Dedup

| Assessment | Architecture | Realization | Operation | Support |

Healthcare & Life Sciences Solutions

Pharma

- Personalized patient risk prediction
- Regulatory submission document automation
- Supply chain mapping and transparency
- Smart warehousing and inventory mgmt.
- Connected digital supply chain networks
- Predictive plant maintenance
- Pharmacovigilance- Safety signal detection

Payer

- Member lifecycle management
- Evidence-based medicine standards (EBM)
- Value-model implementation
- Disease management
- Care management
- Customer analytics & C360
- Actuarial analysis
- Fraud detection
- Population analytics
- Claims management
- Benefit administration
- Pre-auth, appeals and grievances
- Compliance & regulatory management

Pharmacy

- Pharmacy information
- Specialty pharmacy
- System decision support
- Clinical verification
- Supply chain order management
- Cost control management
- Medication management (PAS/EPR/EHR)
- Pharmacy management system
- Pharmacist management
- Investigative services (from detection to prevention)
- Automated medication dispensing
- Automated packaging and labeling
- Storage and retrieval system
- Automated compounding system

PBM

- Testing and automation
- Claims processing
- Application modernization
- Data management and analytics
- Formulary management
- Clinical program management
- Member engagement
- Pharmacy network management
- Benefit plan design and strategy
- Provider network management
- Cloud services and migration RPA
- Integration and interoperability

Med-Tech

- Consignment & field inventory visibility And monitoring
- SDLC and GxP acceleration
- Digital Twins

Provider

- Population analytics
- Clinical decision support
- Real-world evidence (RWE)
- Clinical problem tracking
- Safety analytics
- Patient engagement
- Care management
- Virtual healthcare
- Behavioral and mental health services
- Correctional healthcare
- Dental

Digital Health

- EHR data exchange & clinical trials
- Real world data & real-world evidence digital twin (AI enabled)
- Data privacy & security
- GXP compliance
- Digital health ecosystem

Harness & Transform with AI

Improve Patient Outcomes

For Lifesciences
- Personalized patient AE risk prediction
- Clinical trial diversity and health equity
- Predictive quality management

For Healthcare
- Facilitating patient communication
- Chatbot integration
- Clinical decision-making support
- Patient engagement

Optimize Operations and Technology

For Lifesciences
- Smart manufacturing
- Clinical trial optimization
- Pharma 4.0

For Healthcare
- Data analysis and natural language processing
- Patient scheduling
- Medical coding and billing
- Electronic health record (EHR) management

Improve Regulatory Compliance

For Lifesciences
- GxP compliance automation
- Periodic reporting automation
- Signal detection & PV Automation

For Healthcare
- Repository for healthcare regulations - HIPAA, GDPR, CCPA and FDA regulations.
- Monitoring compliance and compliance auditing
- Best practices and data privacy

GenAI use cases

Payers
- Prior authorization process for healthcare payers
- Identification of potential fraud and abuse in healthcare claims

PBM
- Claims adjudication
- Prior authorization automation
- Digital pharmacy platform

Pharma
- Synthetic Clinical Trial data
- Predictive plant maintenance
- Supply chain transparency

Pharmacy
- Prescription renewals and Telepharmacy
- Pharmacy inventory management

Med-Tech
- Regulatory reporting automation
- Device problem and patient AE prediction
- Field and consignment inventory visibility

Digital Health
- Telemedicine
- Remote patient monitoring and health monitoring
- Care coordination

Providers
- Telemedicine
- Healthcare management
- Patient assistance

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

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Gen AI Accelerators

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LLM Selector

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Foundation Platform and Industry AI Tools

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Service Delivery Platforms

Sonata Advantage

- Enhancing Customer Experience
- Building Innovative Business Models
- Growing Revenue at Scale
- Enhancing Productivity
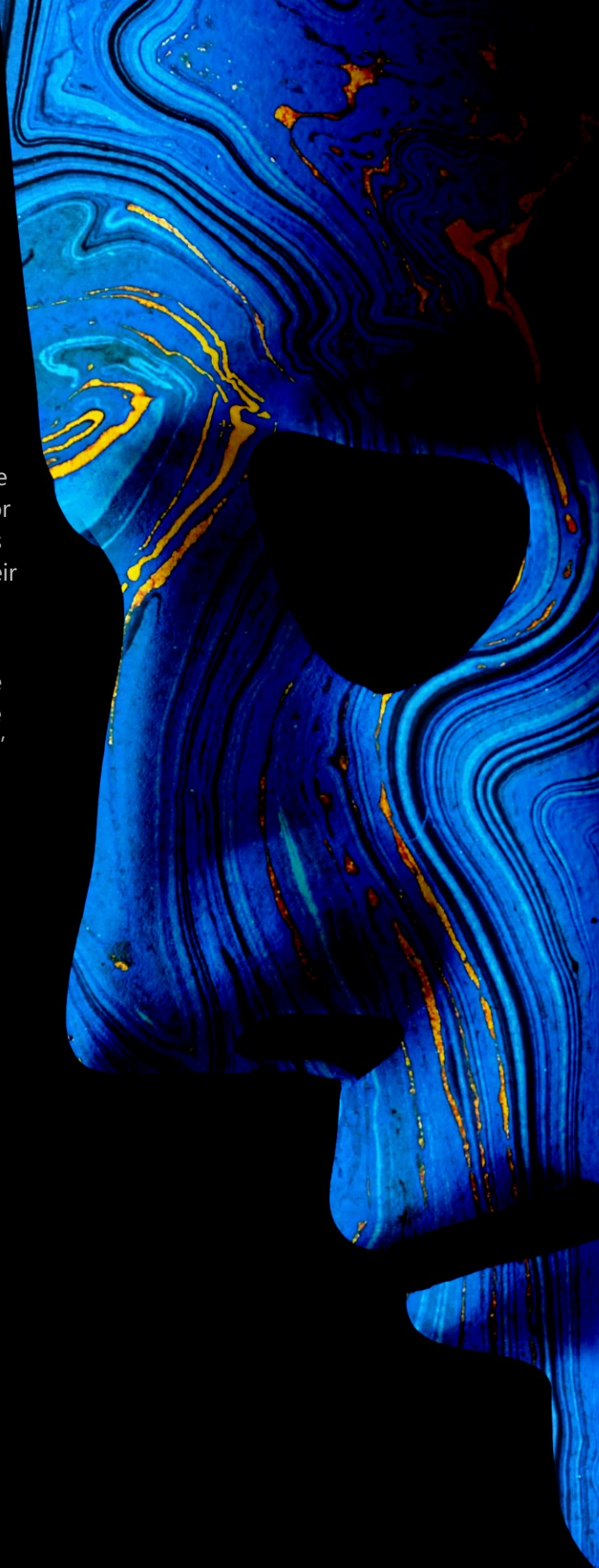
Our Microsoft Relationship
Jointly Driving Customer Success

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

Microsoft Infrastructure Azure

Microsoft Digital & App Innovation Azure

Microsoft Security

Microsoft Modern Work

Microsoft Data & AI Azure
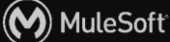
Microsoft Business Applications
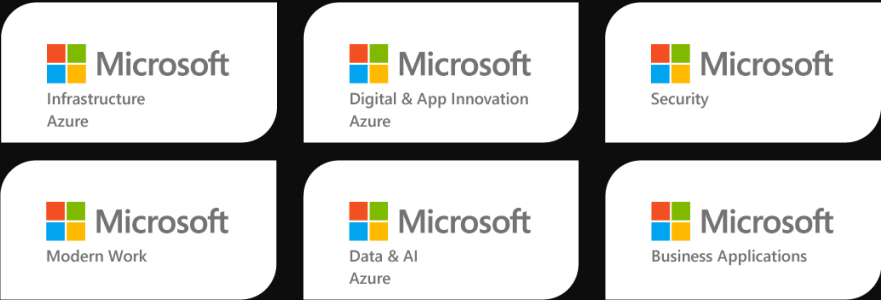
Joint GTMs with MS:
D365 Modernization, SFDC Migration, RPA Migration, Fabric, Gen AI and Contact Centre Migrations

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

Microsoft

SINEQUA

aws

EXEEVO™

snowflake

servicenow

MjPath™

MuleSoft

Modernization

Cloud Apps Modernization
- App-modernization & cloud native
- Cloud modernization
- Application migration to cloud

Data & Analytics
- Data modernization with Fabric
- Data foundation for AI
- Data privacy (CCPA & GDPR)
- Data platform migration
- Data strategy and consulting
- Master Data Management – customer, supplier and product
- Advanced analytics and adaptive AI
- Customer 360

Microsoft Business Apps
- D365 modernization
- Industry transformation – consulting, IP led
- App innovation, automation
- Managed services and support

Adoption

Service Experience Transformation
- Digital contact center
- Marketing analytics (lisa and workbox.Io)
- Intelligent IoT driven field service
- CX assessment and measurement
- Omnichannel CX
- Human centered design & UX services

Optimization

Hyper Automation
- Business process & function automation – AI & RPA (power apps & power platform, UI path)
- Multi-cloud dev-ops
- (OpenAI Led)
- IT process optimization
- Digital assurance and testing automation

Managed Services
- 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

HFS

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

HFS

Recognized as a **"Disruptor"** in Life Sciences Service Providers 2023

Everest Group®
PE/K MATRIX™
STAR PERFORMER
2023
MICROSOFT DYNAMICS 365 SERVICES

Everest Group®
PE/K MATRIX™
MAJOR CONTENDOR
2023
MICROSOFT DYNAMICS 365 SERVICES

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

Everest Group®
PE/K MATRIX™

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

Everest Group®
PE/K MATRIX™

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

CDP

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

IGBC

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

CSR

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

GOLDEN PEACOCK AWARDS
Winner of Corporate Governance 2022

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
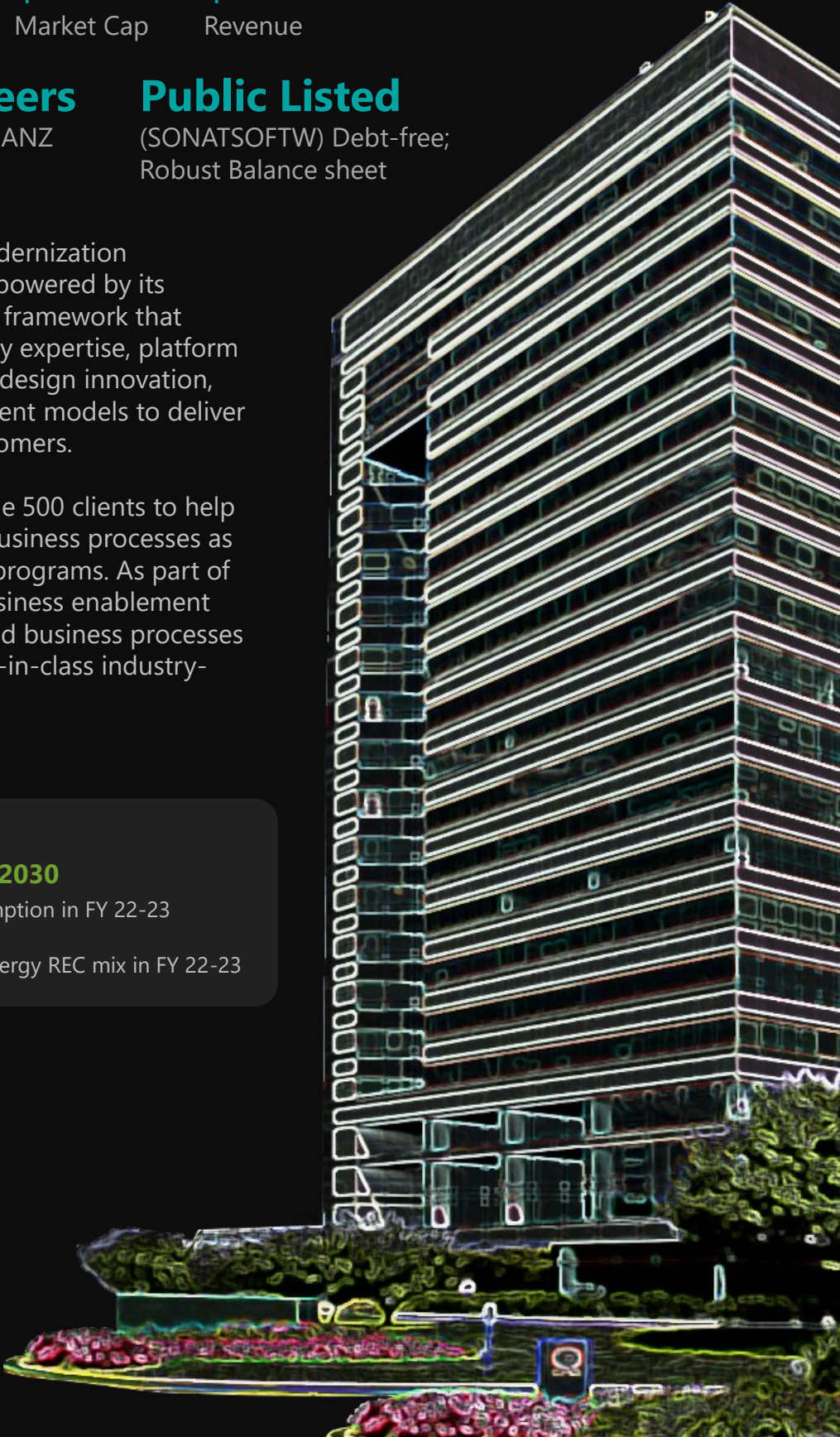
Technology Powering
Business Outcome

Data Interoperability

Optimizing Business Operations

Responsible – First AI

Scaling Architectures – PlatformationTM

Future Proofing

Operating at the Intersection of Domain & Technology

PLAY BIG

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SONATA

SONATA SOFTWARE

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