

# Make your Data AI-Ready with Sonata

Get a **Free Envisioning Session** and a Chance to **Win Meta Quest 3** as a **Raffle Prize** on September 27th, 2024

Visit our **Booth #22** to watch the Demo of **Microsoft Fabric**

# A Proud Featured & Launch Partner for Microsoft Fabric

For over 24 months, Sonata has driven innovation with the Microsoft Fabric team. Our **Lightning Data Suite, powered by Harmoni.AI**, fast-tracks data modernisation, making it AI-ready with unmatched speed and efficiency. Sonata's solution enhances efficiency and effectiveness by modernising data infrastructure on Microsoft Fabric, unlocking business agility.



Sonata Software has been with us from the beginning on Microsoft Fabric while growing their analytics business. They have helped lots of customers save time and cost!

**Kim Mani,**

VP Product Microsoft Fabric and Power BI



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 modernisation of analytics for our customers.

**Arun Ulagaratchagan,**

CVP, Azure Data



## Sonata Advantage

- Deep product engineering connect
  - Ecosystem advantage – Microsoft Fabric Customer Advisory Team (CAT)
  - Sonata investment in accelerators for Microsoft Fabric
  - Early implementation experience
  - Expert team (Microsoft certified capacity)
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## Business Benefits Delivered

**15%+**

Productivity gain with curated 360-degree insights

**10%**

Positive impact on customer NPS / retention / growth

**50%**

Automation of ad hoc reporting through AI-led, self-service analytics

# Accelerate Your Data Modernisation Journey with Sonata's Offerings

## **Data Modernisation with Microsoft Fabric to Become a Responsible-First AI-Ready Enterprise**

Implement a scalable platform that consolidates diverse data, ensuring centralised security, quality, governance, and compliance

- Optimise engineering costs by 30-40% with our accelerators
- Increase productivity by up to 50%

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## **Business 360 Insights Across Functions** Deliver 360-degree insights with domain-specific, connected data platforms

- Improve customer experience, retention, and growth with business 360 insights
- Leverage pre-built solutions/AI models for BFSI, HLS, retail and TMT
- Achieve 30X agility in business operations

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## **Modernising Data Infrastructure for Unified Analytics**

Build connected data ecosystem to improve processes, save costs, and increase productivity.

- Transform fragmented, open-source, legacy tech landscapes (e.g., multi-stack, Synapse, Snowflakes) into a unified SaaS-based platform within the Azure ecosystem for a seamless and simplified experience
- Domain-led connected data ecosystem

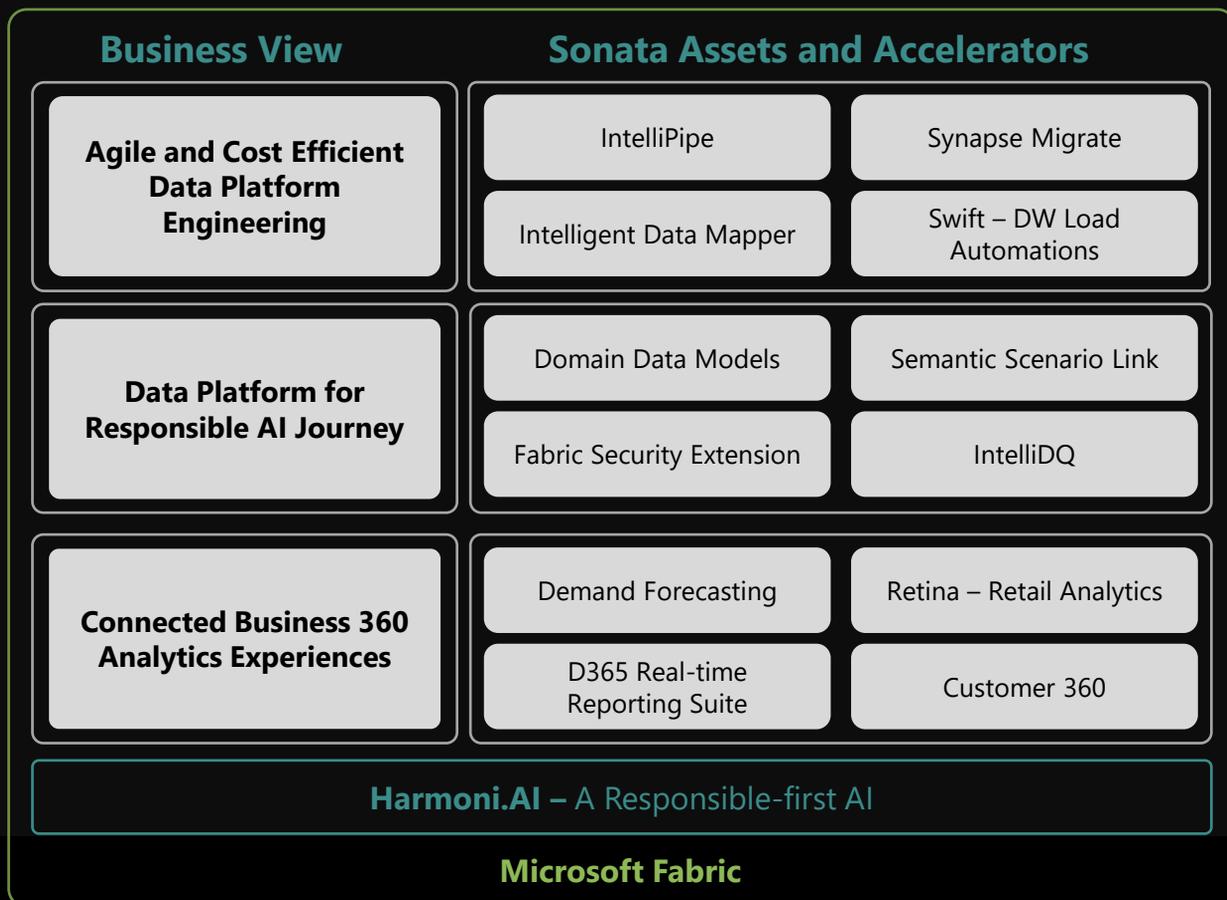
# Sonata's Customised Solutions & Accelerators

## Delivering Impactful Outcomes Across Key Industries

Vertical	Solution & Accelerators	Benefits
<b>BFSI</b>	<ul style="list-style-type: none"> <li>Financial Assets Due-diligence</li> <li>Wealth Management Customer 360</li> <li>Compliance Reporting</li> </ul>	<ul style="list-style-type: none"> <li>Real time, financial asset knowledge</li> <li>Enhance CX, engagement and retention</li> <li>Ensure internal &amp; statutory compliance, reduce compliance risks</li> </ul>
<b>HLS</b>	<ul style="list-style-type: none"> <li>Sales 360 for Healthcare Payors</li> <li>Patient 360</li> </ul>	<ul style="list-style-type: none"> <li>Improve sales productivity</li> <li>Improve patient experience</li> </ul>
<b>Retail</b>	<ul style="list-style-type: none"> <li>In-store Product Demand Forecasting</li> <li>Product Recommendation System</li> <li>Retail Consumer Data Mastering with Gen AI</li> </ul>	<ul style="list-style-type: none"> <li>Optimise product inventory at warehouse and in store</li> <li>Improve campaign ROI with personalisation</li> <li>Improve customer experience and retention</li> </ul>
<b>TMT</b>	<ul style="list-style-type: none"> <li>ISV - Product &amp; Platform Telemetry</li> <li>Energy – Real-time Equipment Monitoring &amp; Preventive Maintenance</li> </ul>	<ul style="list-style-type: none"> <li>Increase product engineering ROI, and adoption of product &amp; platform</li> <li>Reduce equipment failures &amp; outages, and improve maintenance resource utilisation</li> </ul>

# AI-Ready Data Foundation on Microsoft Fabric

## Sonata Accelerators Powered by Harmoni.AI



# Harmoni.AI

## The 'Responsible-first' AI For Enterprise Scale

LEVERAGE **GENERATIVE AI** WITHOUT ANY WORRIES

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

Gearing towards building an AI-first culture, we are helping clients in three ways:

- Leveraging AI to drive efficiencies
- Leveraging AI to drive higher consumer experience/modern sales
- Driving innovative business model

### Harmoni.AI Enterprise Platform & Services

Governance Engine

Gen AI Accelerators

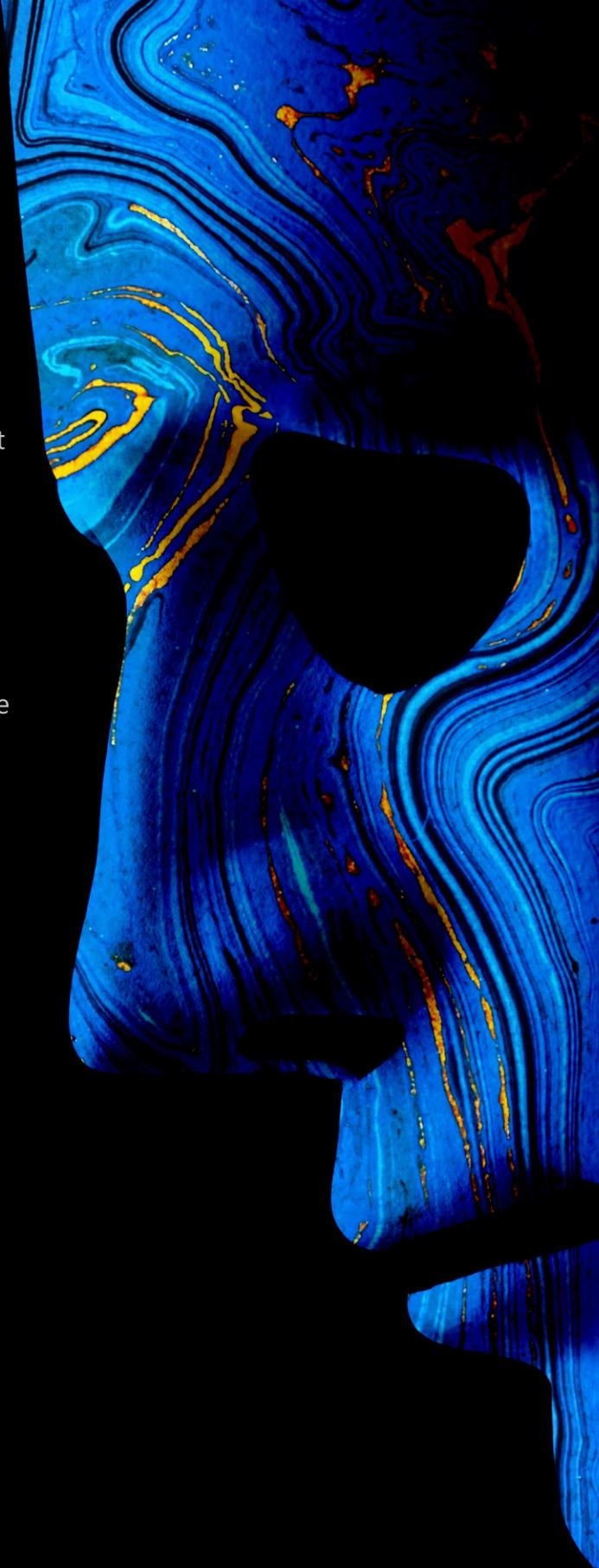
LLM Selector

Foundation Platform and Industry AI Tools

Service Delivery Platforms

### Sonata's Expertise & Experience

- 40 programs deployed
- 9 deal wins during Q1 FY25
- Active conversations with 90+ accounts
- 67% of employees trained



# Our Microsoft Relationship

## Jointly Driving Customer Success

<p><b>30+ Years</b></p> <p><b>Microsoft Partnership</b> GISV, ISP, CSP, ISV Dev Centre, SI. Global alliance footprint</p>	<p><b>400+ Clients</b></p> <p><b>Across The Globe</b> USA, Europe, Asia, India, Australia, Middle East</p>	<p><b>\$650+ Million</b></p> <p><b>Per Annum Revenue To Microsoft</b> 21.9% YoY Growth, Cloud Mix 73.4% \$25 Mn+ DBR</p>
<p><b>3500+ Team</b></p> <p><b>On Microsoft Technologies</b> 1500 + on Microsoft Biz Apps 300 + on Microsoft Azure</p>	<p><b>Azure Expert MSP</b></p> <p><b>Competencies.</b> <b>18 Gold Certified</b> <b>10 Advanced specialisation in</b> Dynamics 365, Data Analytics, Teams, CAF, M365, Azure</p>	<p><b>Joint Execution</b></p> <p>Microsoft Fasttrack, Global Delivery, Microsoft Consulting Services</p>
<p><b>Catalyst Led</b></p> <p><b>Sales Process</b> Industry Point Of View, Business Value Assessment, Envisioning Workshops, Design Thinking</p>	<p><b>Industry Clouds</b></p> <p><b>Go To Market</b> Healthcare, Retail, Sustainability, Manufacturing</p>	<p><b>Industry</b></p> <p><b>Digital Transformation</b> Retail, Consumer goods, Distribution, Agri Manufacturing, Service, Healthcare, ISV, BFSI</p>



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

**Winner**  
**“Technology Partner of the Year - BizApps”**

**Winner**  
**“Microsoft US Eagle Award”**  
For winning new D365 customers

**Launch Partner**  
**“Microsoft Fabric”**  
For early adoption, evolution

**Launch Partner**  
**“RPA Migration 100”**  
For early adoption, evolution

**SI Partner**  
**Bayer’s New “Agri-Food Cloud” Solution**

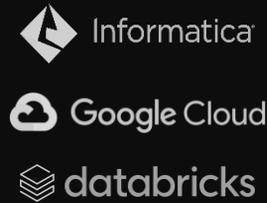
# Our Partnership Stack

## Modernising Data for AI

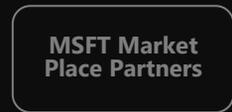
Cloud Apps  
Modernization



Data &  
Analytics



Microsoft  
Business Apps



Service  
Experience  
Transformation



Hyper  
Automation



Managed  
Services



# Awards and Recognitions



HFS

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.



Achieved 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**.



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

**\$1B**

Revenue

**6600+ Engineers**

Across US, EU, APAC & ANZ  
18 Nationalities

**Public Listed**

(SONATSOFTW) Debt-free; Robust  
Balance sheet

**15.10%**

CAGR across 10 years

Sonata is a leading Modernisation 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 modernisation 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**

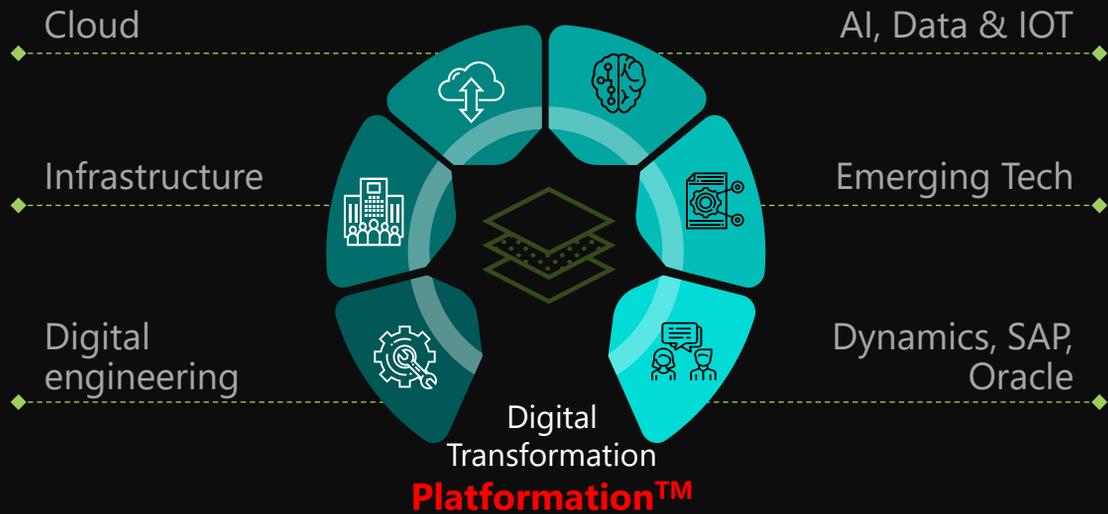
10% Reduce Energy consumption in FY 22-23

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



# About Us

## Outcome-based Modernisation Services



### Partnership Ecosystem: Tech + Domain

- Microsoft
- SAP
- Stanford AI Labs
- Exeevo
- IBM
- Sinequa
- Snowflake
- Oracle
- ServiceNow

### Industries:

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

### Innovation: IP & Accelerators

- Technology IP's
- Industry IP's

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