

Make your Data AI-Ready with Sonata



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 to 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 Enterprises

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%

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

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

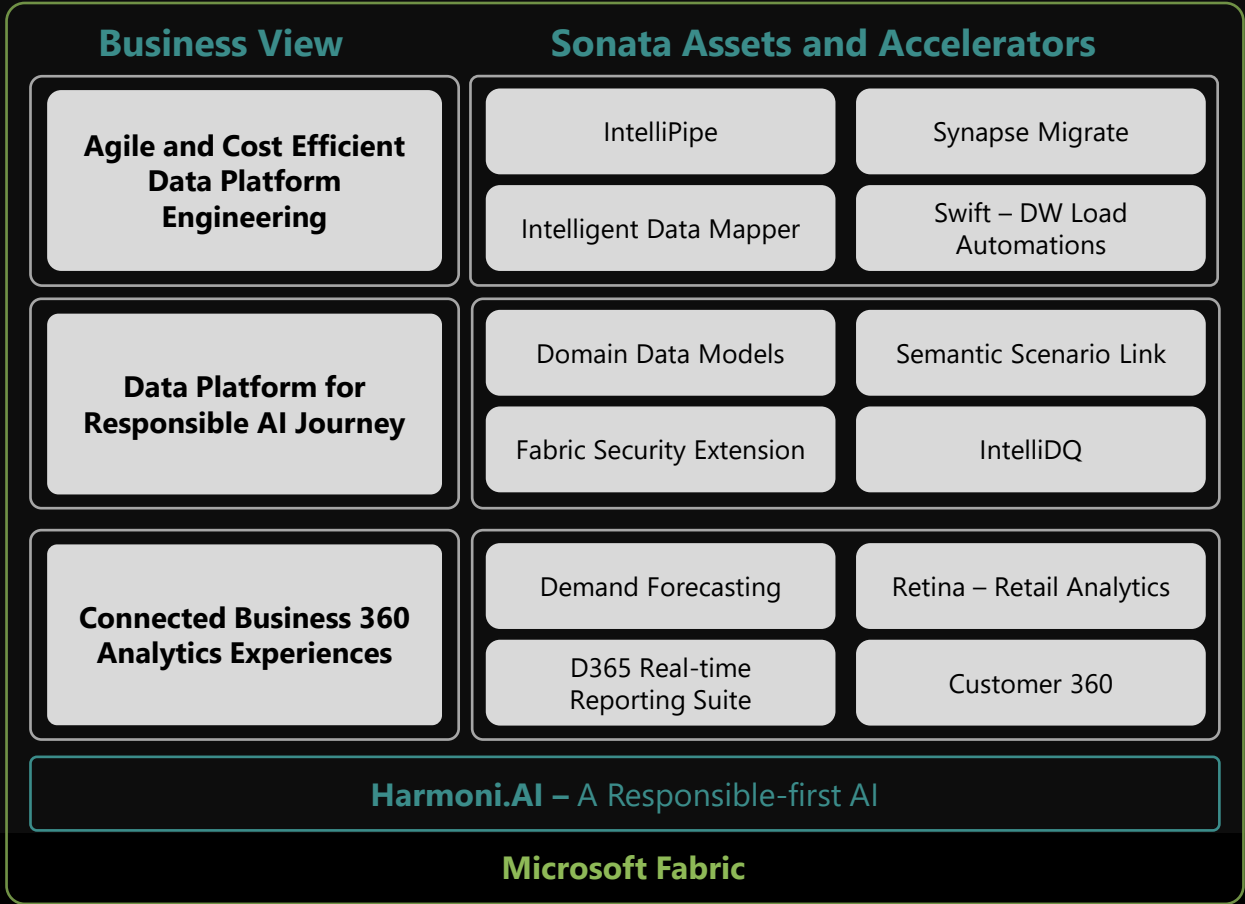
Sonata's Customised Solutions & Accelerators

Delivering Impactful Outcomes Across Key Industries

Vertical	Solution & Accelerators	Benefits
BFSI	<ul style="list-style-type: none">Financial assets due-diligenceWealth Management Customer 360Compliance Reporting	<ul style="list-style-type: none">Real time, financial asset knowledgeEnhance CX, engagement and retentionEnsure internal & statutory compliance, reduce compliance risks
HLS	<ul style="list-style-type: none">Sales 360 for Healthcare PayorsPatient 360	<ul style="list-style-type: none">Improve sales productivityImprove patient experience
Retail	<ul style="list-style-type: none">In-store product demand forecastingProduct recommendation systemRetail consumer data mastering with Gen AI	<ul style="list-style-type: none">Optimise product inventory at warehouse and in storeImprove campaign ROI with personalisationImprove customer experience and retention
TMT	<ul style="list-style-type: none">ISV - Product & Platform telemetryEnergy – Real time Equipment monitoring & preventive maintenance	<ul style="list-style-type: none">Increase product engineering ROI, and adoption of product & platformReduce equipment failures & outages, and improve maintenance resource utilisation

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 artificial intelligence (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

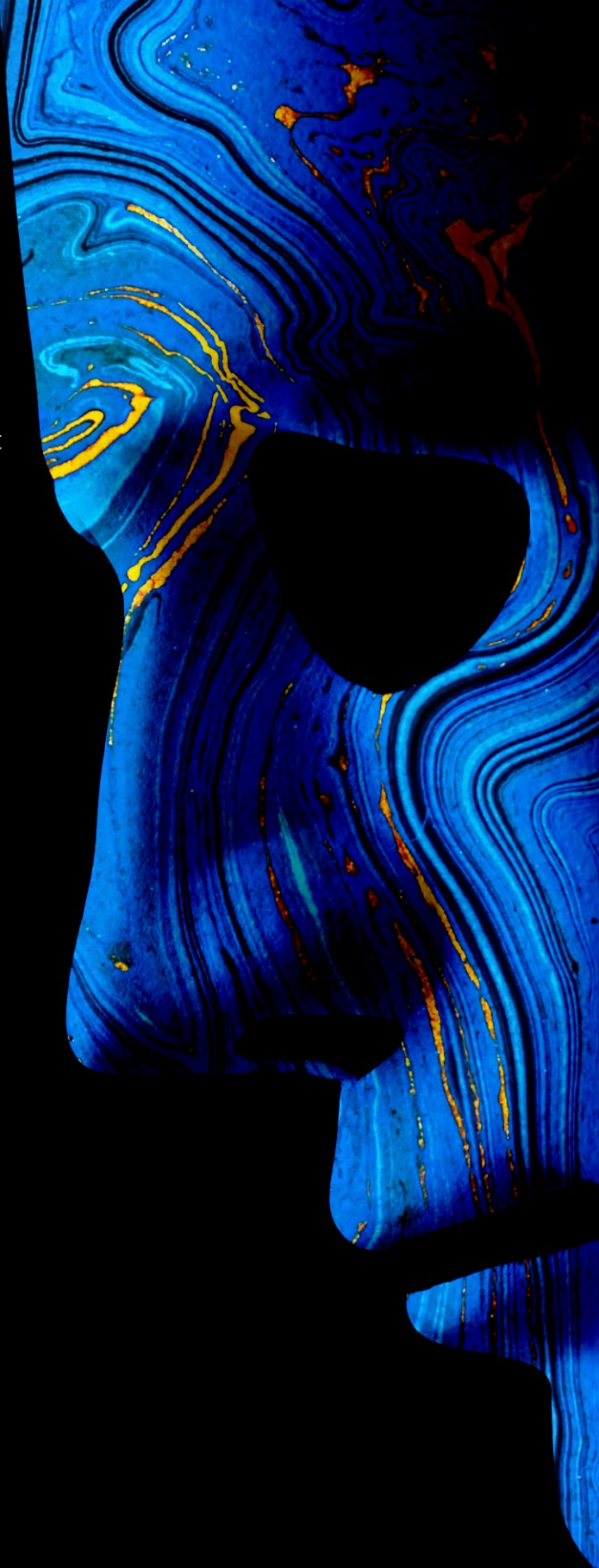
LLM Selector

Foundation Platform and Industry AI Tools

Service Delivery Platforms

Sonata's Expertise & Experience

- 40 programs deployed
- 9 Deals win during Q1 FY25
- Active conversations at 90+ accounts
- 67% of employees trained



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

3500+ Team

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

Azure Expert MSP

Competencies.
18 Gold Certified
10 Advanced Specialisation 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”**

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	 Microsoft  aws	 Google Cloud ORACLE	NUTANIX  paloalto® NETWORKS
Data & Analytics	 Microsoft  aws  snowflake	 Informatica  Google Cloud  databricks	 Profisee Qlik®  PKWARE®
Microsoft Business Apps	 Microsoft	blueprint®  IZARA PEACE OF MIND, AS A SERVICE	MSFT Market Place Partners
Service Experience Transformation	 Microsoft	 SAP®  salesforce	ORACLE servicenow
Hyper Automation	 Microsoft	 UiPath™	
Managed Services	 Microsoft  aws	ORACLE IBM.	servicenow

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

\$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

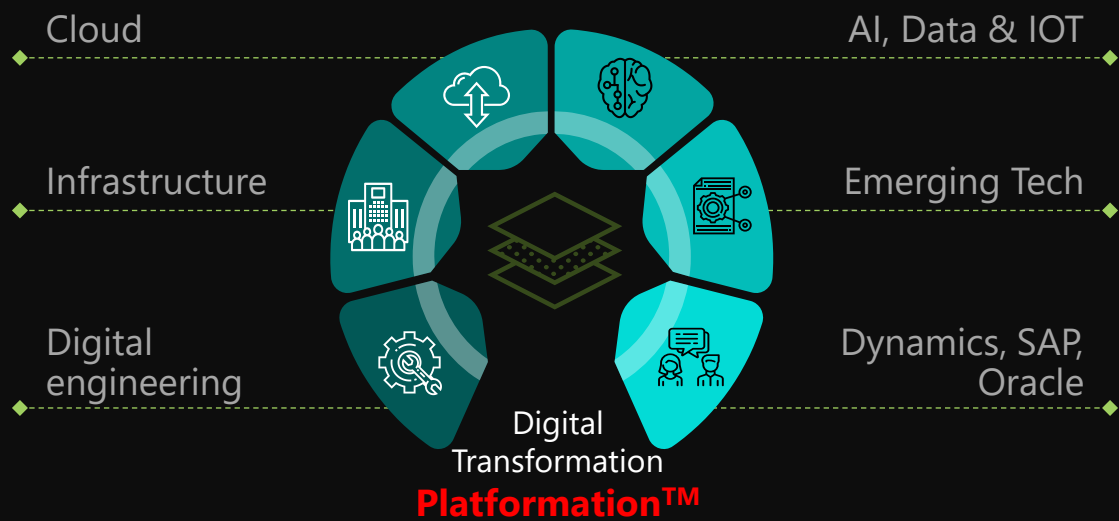
10% Reduce Energy consumption in FY 22-23

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



About Us

Outcome-based Modernization 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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