

# Transform into a Frontier Firm with Sonata Software

Partner with Sonata, a **Microsoft-recognized Frontier partner**, to align your business with Microsoft's vision for AI-first organizations – where intelligence is on-demand, human-agent teams drive operations, and business processes are reimaged for competitive advantage

## The Frontier Firm imperative

Microsoft's research points to the rise of Frontier Firms – a new class of organizations that are human-led and agent-operated: people set the strategy, exercise judgment, and define goals, while AI agents act like digital colleagues to execute work, run workflows, collaborate with other agents, and escalate to humans when guidance or decisions are needed.

**71%** of Frontier Firm employees say their company is thriving

**3x** higher ROI than slow AI adopters

**7+** business functions using AI on average

**87%** achieve better brand differentiation

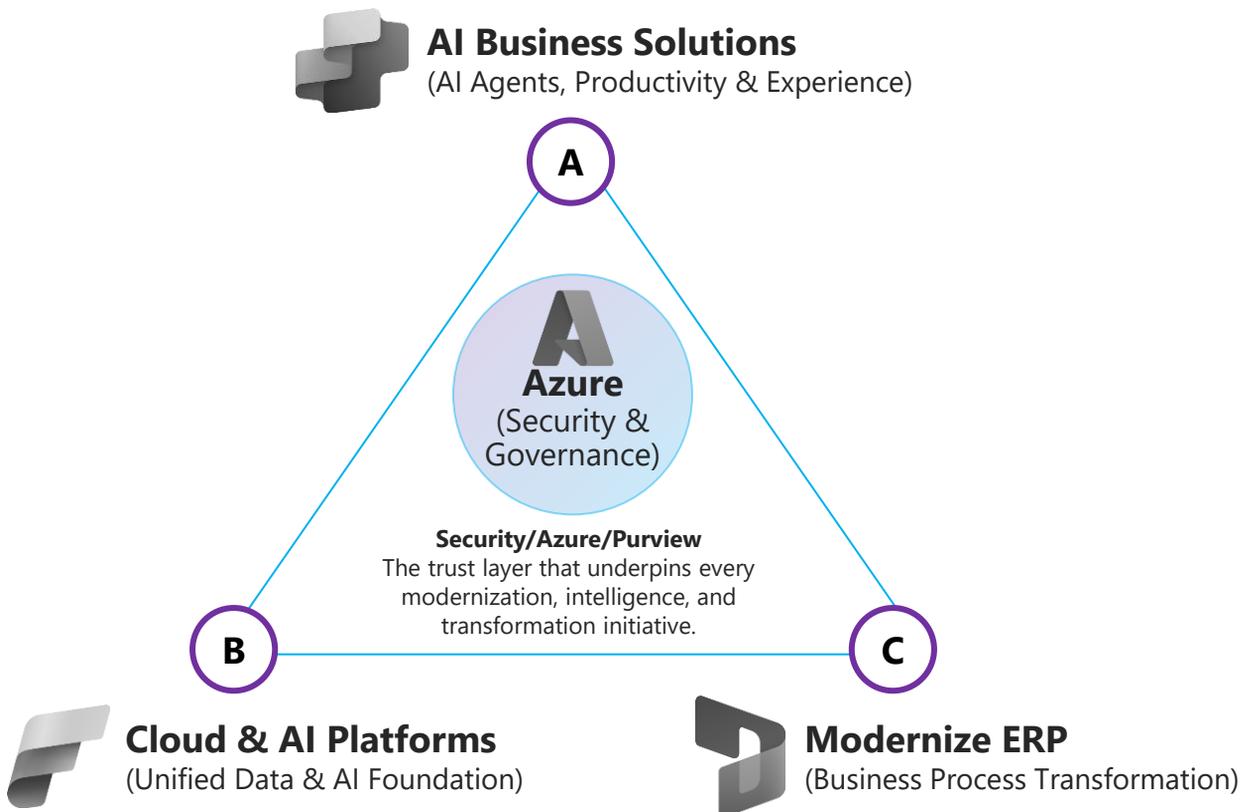
## How to become a Frontier Firm: the Microsoft-aligned blueprint

The three phases to becoming one



## Sonata's Frontier Firm framework: The triangle

Sonata leverages **Copilot Studio + Microsoft Fabric Data Agents + Dynamics 365** workflows to deliver Agentic AI solutions that move beyond traditional automation to autonomous, intelligent decision-making.



### Outcomes

- Bigger ARR – Dynamics + Copilot scenarios expand seat count and attach rate
- Faster ACR – Fabric activation is baked into every industry play (data estate, analytics, AI models)
- Stickier usage – Copilot usage rise because workflows are tied to processes and data, not standalone apps
- Marketplace and CSP pull through – Pre-packaged offers are transactable, making wins easier to book

## Proven results: Client success stories



UK-based  
**premium  
healthcare**  
company

### MS Fabric and Copilot modernization

**Results:** 8–10% improvement in theatre utilization |

70% reduction in scheduling errors | £750K+ cost savings

Unified Fabric analytics platform with Power BI and Copilot enabled real-time operational visibility, AI-led scheduling, and automated financial intelligence.



Largest provider  
of before and  
**after school  
care** in ANZ

### Microsoft Fabric migration

**Results:** 30–40% TCO reduction | 50% faster time-to-insight

Migrated from Snowflake to Microsoft Fabric, consolidating data ingestion, storage, analytics, and governance into a single SaaS platform with AI-ready analytics via Lakehouse and Power BI DirectLake.



Leading  
**global  
foodservice**  
retailer

### New store opening orchestration (Microsoft Fabric-led)

**Target Impact:** Streamline 225+ annual store openings |

Automate 2400+ interdependent tasks

Fabric-led solution to transform complex, manual store opening processes with real-time visibility, compliance tracking, and intelligent automation across multiple teams and vendors.

## Our Agentic AI capabilities

Real-time decisioning: Agents that analyze data and take action instantaneously

Multi-agent orchestration: Coordinated agent systems working toward shared business goals

Governed automation: Industry-compliant AI agents with built-in security and oversight

AgentBridge platform: Sonata's enterprise-grade agentic platform for building, deploying, and managing AI agents

## Sonata's industry AI agents' catalogue

<b>Order firming agent</b> Manufacturing   Automates order confirmation and production scheduling	<b>Claim process modernization</b> Healthcare and life sciences   Streamlines insurance claims evaluation	<b>Automated email responder</b> Banking and financial services   Intelligent customer communication
<b>Altrua ticket creation agent</b> IT Services   Automated support ticket management	<b>IPO readiness checklist</b> Financial Services   Compliance automation for public offerings	<b>RFP responder</b> IT Services   AI-powered proposal generation
<b>Sales report generator</b> IT Services   Automated insights and performance tracking		

## Why partner with Sonata?

**Microsoft Frontier partner**

**400+** clients across USA, Europe, Asia, India, Australia, Middle East

**30+** years Microsoft partnership

Inner Circle member, Fabric launch partner, and Azure Expert MSP with proven delivery excellence

Microsoft Copilot Jumpstart "Ready" Partner

Microsoft Fabric featured and launch partner

**\$650** million per annum revenue to Microsoft

**3500+** experts on Microsoft technologies

## Your journey to Frontier Firm status starts here

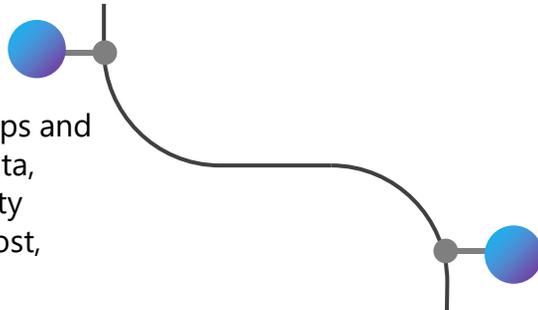
Sonata's alignment with Microsoft's Frontier Firm vision means your digital transformation is powered by:

- Unified intelligence: Fabric-powered data foundation with AI-ready analytics
- Agentic automation: Copilot Studio agents working alongside your teams
- Process excellence: Dynamics 365 and Azure modernization for agile operations
- Security first: Enterprise-grade governance embedded in every solution
- Measurable impact: Clear ROI with accelerated innovation and competitive advantage

## Accelerate your journey with zero risk

### Microsoft + Sonata funded quick start

Fully-funded workshops and POCs across Azure Data, Copilot AI, and Security modernization – no cost, real results in weeks.



### Cloud Solution Provider (CSP) Program

Flexible billing with pay-as-you-go agility, access to Funded Services and certified delivery teams, 24x7 partner support, and faster activation of Copilot and E5 innovations.

## Visit Sonata at booth #918 during FABCON!

Schedule a meeting at FABCON



Request assessment



## Contact us:

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