



# DISTRIBUTION & MANUFACTURING



Agile supply chain for  
consumer goods and  
manufacturing

From Sonata Software, **the Platformation™** Company



As manufacturers and distributors strive to improve operational efficiency, supply chain agility is increasingly becoming a critical success factor. Faced with rapidly evolving end-user demands and the emergence of complex business models, distributors are often challenged to relook at all the dimensions of their business.

At Sonata, we believe that platform-oriented approaches and digital technologies will provide distributors the desired agility in the supply chain. With Sonata's offerings, manufacturers and distributors can now establish an adaptive distribution network that can withstand the changing market dynamics and new distribution models.

## SONATA'S OFFERINGS:

### PLATFORMS:

Industry-ready platforms to transform traditional distribution to digital ready modern distribution

### FRAMEWORKS:

Platformation™ approach to build open, scalable, connected and intelligent systems

### SERVICES:

Design, develop and implement digital solutions with deep understanding of distribution business.

## INDUSTRY SEGMENTS

The needs and priorities often vary across manufacturers & distributors. Sonata's solutions are customized to cater to the key drivers of each industry segment – Consumer Goods, Industrial Manufacturers, and Wholesale Distributors.

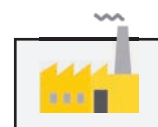


### Consumer Goods

- Collaborative retailer execution with greater customer connect and insights
- Newer delivery models - e-trade, marketplaces and direct to consumers
- Flexible performance management of sales, retailers and ecosystem players



### Industrial Manufacturers



- Efficient components supply with just-in-time (JIT) supplier collaboration
- Increased control of franchisee operations and spare parts management
- Empowered & agile field force management with deeper customer insights



### Wholesale Distributors

- Digital distribution models with B2B eCommerce across the supply chain
- Efficient store delivery and field force management with digital technologies
- Adaptive networks and configurations to suit a variety of business models



*Operational excellence is a complex target, often with levers across the organization. It becomes imperative for manufacturing, service, and distribution functions work cohesively. Sonata has helped us move closer to that state of cohesion.*

- CFO, Leading shipping container manufacturer

# PLATFORMS

Sonata's industry-ready platforms help manufacturers and distributors to realize their goals faster while our professional services help them to customize, integrate, and manage the solution effectively and efficiently.

## Sonata Platform: Modern Distribution

### Enable digital ready distribution to drive growth through new channels

- Advanced supply chain for integrated operations
- Supply chain collaboration through B2B e-Commerce
- Mobile enabled distribution and field force management

## SAP Hybris Distribution

### Grow your distribution business with future-ready solutions

- SAP Hybris Commerce B2B Accelerator to manage end-to-end customer journey
- Powerful product content management and fully integrated web content management
- Advanced search and navigation with deeper personalization



# CASE STUDIES

## AUTO-PARTS

### Digitized distribution operations in a complex supply chain

A centralized distribution solution enabled a large auto-parts manufacturer & supplier achieve faster service delivery, real-time inventory management, while delivering insightful performance analytics to the management.

# Lesser

## OVERBOOKING

With real-time stock visibility

## SHIPPING CONTAINERS

### Coordinated workflows across participants in a global network

Digitization of key processes helped a manufacturer of containers to integrate their global network of service providers, distribution centers, and production facilities to eliminate process bottlenecks.

# 75%

## REDUCTION

In deviation from promised to actual ship date

## PACKAGING MATERIAL

### Data-driven delivery schedule prediction for global manufacturer

Data-driven estimation techniques helped a packaging material manufacturer accurately determining the expected 'ship date' for orders and set realistic expectations with its customers.

# 40%

## LOWER

Cycle time for purchasing new parts



# WHY SONATA



Advanced supply chain  
for integrated operations



Supply chain collaboration  
through B2B e-Commerce



Mobile enabled  
distribution and field force  
management



Certified on Microsoft  
Dynamics (Dynamics Inner  
Circle Member 2018/19)

## ABOUT SONATA

Sonata is a global technology company that enables successful platform based digital transformation initiatives for enterprises, to create businesses that are connected, open, intelligent and scalable. Sonata's Platformation™ methodology brings together industry expertise, platform technology excellence, design thinking led innovation and strategic engagement models to deliver sustained long term value to customers.

A trusted partner of world leaders in the Retail, Distribution, Travel and Software industries, Sonata's solution portfolio includes its own digital platform such as Brick & Click Retail Platform©, Modern Distribution Platform©, Rezopia Digital Travel Platform©, RAPID DevOps Platform© and Halosys Mobility Platform©, best in class capabilities on ISV digital technology platforms such as Microsoft Dynamics 365, Microsoft Azure, SAP Hybris, Cloud Engineering and Managed Services, as well as new digital applications like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain and Cyber Security. Sonata's people and systems are nurtured to bring together the depth of thought leadership, customer commitment and execution excellence to make a difference to business with technology.

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