SONATA SOFTWARE

Enabling

Field-to-Cloud Agri Transformation

through **Connected Platforms**

Agri-Tech is undergoing a revolution with the integration of AI, Analytics, and Big Data facilitated by cloud platforms.

Connected Agri

A modern platform for Agri Ecosystem

Advancements in technology have modernized the way agricultural products are bought and sold, incorporating digital channels throughout the supply chain.

Traditional barriers are evolving, and the emergence of information hubs and data-sharing platforms is facilitating the development of new ecosystems. These ecosystems offer advantages such as reliable supply, risk mitigation, precise forecasting, compliance reporting, sustainability adherence, and avenues for expansion.

Connected Agri empowers Agri Enterprises to revamp their business model into a connected, sustainable digital ecosystem.

For over two decades, we've assisted Agricultural Enterprises in unlocking value by providing them with visibility and assurance in the performance of their vertically integrated agricultural commodity business.

Sonata offers a distinctive solution tailored for Agricultural Enterprises with close ties to growers and farmers, enabling a data-centric, anticipatory, and sustainable farm-to-fork supply chain.

We facilitate this transformation through a suite of interconnected platforms.

Connecting the ecosystem through Platforms

Orchestrating through data

Modernize Farming/ Grower Engagement

Sustainable Farming
- Precision Agriculture
- Integrated Agri Services
- Crop Monitoring
- Evolving Farm Ecosystem
- Optimized Yields

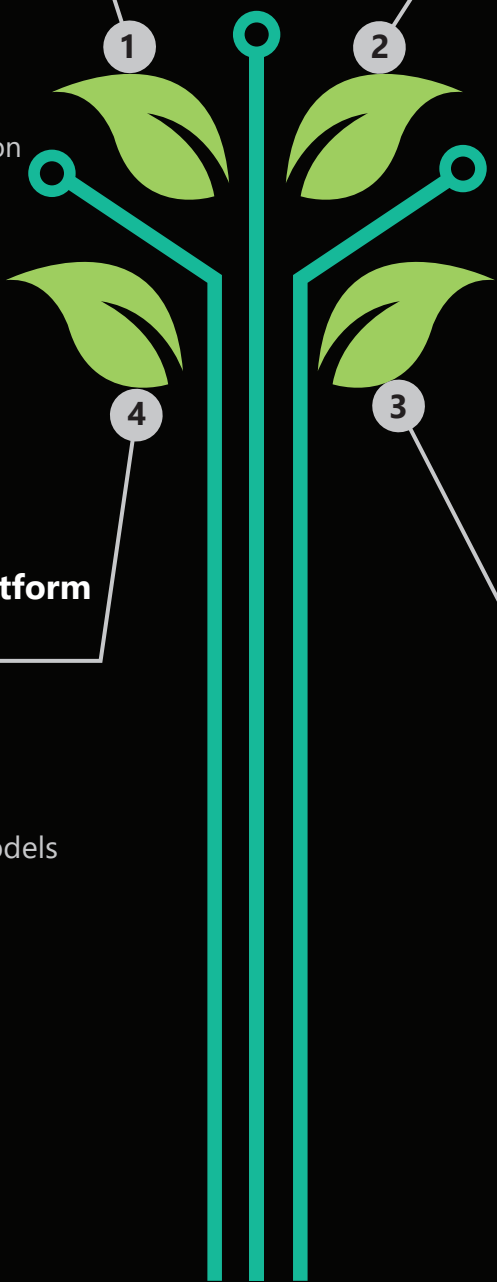
Empowered Consumer
- Farm Productivity & Sustainable Outcomes
- Purposeful Consumption
- On Demand & Personalized Services

360 Agri Commodity and Operational Transformation / Platforms

Buy Side
- Commodity Trading & Management
- Risk and Contract Management
- Digital Operations – ERP transformation, Financials etc.

Processing
- Demand forecasting
- Production planning
- Recipe management
- Production

Sell Side
- Dealer / Distributor Transformation
- Commerce / Direct to Commerce
- Customer, Inventory 360
- Ag Machinery
- Ag Tech Platform Plays



Connected Data Platform Agri Data & Cloud

- Farm/Farmer 360
- Field/Crop 360
- Insights from farm equipment's
- Yield predictions models

Predictive & Sustainable Supply Chain

Straight Through Supply Chain Platforms
- Crop to Food Visibility
- Traceability
- Smart Compliance
- Digital Content Management
- Connected Tracking
- Carbon inventorization

Unlock Value with Connected Agri

Certainty:

Provides Certainty across your planning and allocation process and improves efficiency and control for manufacturing, supply chain, and financial visibility at every stage of the process.

Visibility:

Enables visibility across Farm operations, Managing contracts with growers/suppliers, logistics & storage, inventory positions, processing, distribution & sales.

Sustainability:

Unifies the supply chain to deliver sustainable outcomes across the food & agricultural value chain to create a future in which farmers, businesses, and nature thrive.

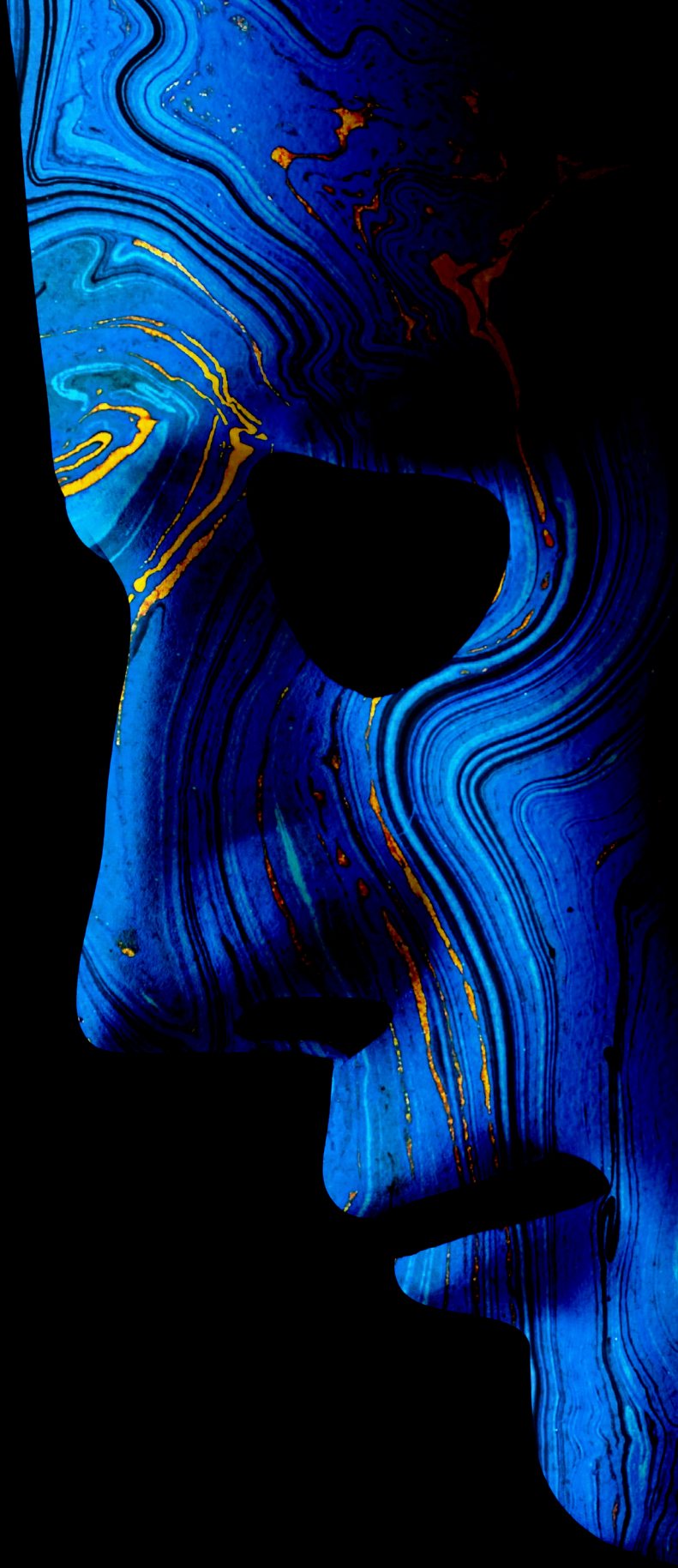
Harmoni.AI

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
- Gen AI Accelerators
- LLM Selector
- Foundation Platform and Industry AI Tools
- Service Delivery Platforms

Sonata Advantage

- Enhancing Customer Experience
- Building Innovative Business Models
- Growing Revenue at Scale
- Enhancing Productivity

Microsoft Fabric

The recently launched Microsoft Fabric: Data analytics for the era of AI has captured the imagination of the Data-driven enterprises like yours.

Sonata, a Global Launch Partner for Microsoft Fabric, has been an engineering & modernization partner of Microsoft for the last 30 years. Our close work alongside Microsoft Fabric's product engineering teams has provided us with a profound understanding of this novel end-to-end analytics SaaS paradigm.

Microsoft Fabric and Sonata address crucial challenges related to data foundation and analytics that are critical for businesses. Microsoft Fabric alleviates the challenges associated with data ecosystems and enhances agility in understanding and driving insight-driven behaviors in business processes. It also plays a vital role in improving customer experience.

> *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

Sonata Advantage

- Trained Expert Capacity
- Services Aligned with Fabric Promise and Architecture
- Lightning Data Suite and AI/ML Industry Use Cases
- 12 Months of Experience with Early Adoption
- Contributed to Product Evolution - An Early Engagement with Microsoft

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

Recognised by HFS Research for **"Responsible-First Gen AI" approach**

Launch Partner "Microsoft Fabric" For early adoption, evolution

"Disruptor" in the HFS Data Modernization Services, 2023

"Major Contender" in the Everest Group's Lending IT Services PEAKMatrix® Assessment 2023

SI Partner Bayer's New "AgPowered" Solution

Member

2023/2024 INNERCIRCLE for Microsoft Business Applications

Our Technology Stack for Worldclass 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 privacy (CCPA and GDPR) • Data platform migration & modernization, • Data strategy and consulting	• MDM – 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)	

Sonata at a Glance

35 YEARS
IT Solutions Provider

$1+ Billion
Market Cap

Public Listed
(SONATSOFTW) Debt-free;
Robust Balance Sheet

6500+ Engineers
Across US, EU, APAC & ANZ
17 Nationalities

Industries:

♦ BFSI ♦ HLS ♦ Manufacturing

♦ Retail/CPG ♦ TMT

Sonata Software Limited is a leading Modernization engineering company, headquartered in Bangalore and New Jersey. Sonata provides modernization services using its proprietary Platformation™ approach. It specializes in cloud and data modernization, Microsoft Dynamics Modernization, Digital contact center setup and management, managed cloud services and digital transformation services. Founded in 1986, the company has since grown to have a presence in North America, Europe, ANZ and Asia-Pacific. Sonata has partnerships with leading technology providers such as Microsoft, Amazon, Google, among others, and has received several awards and recognition for its services. With a focus on innovation and customer-centricity, Sonata aims to help businesses accelerate their modernization and digital transformation journeys.

Sustainability Target:
Carbon Neutrality by 2030

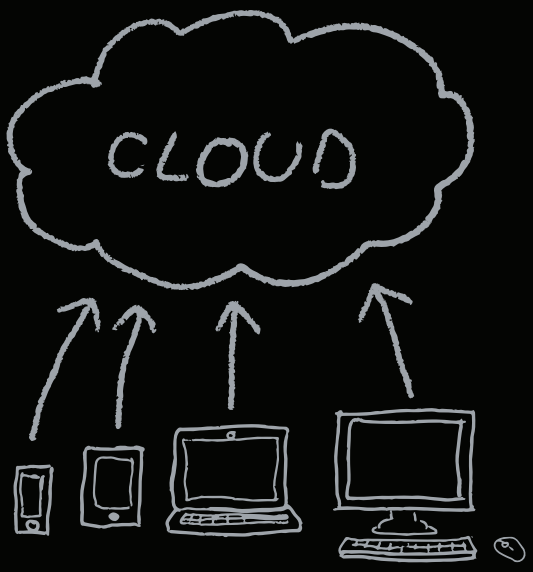
10% Reduce Energy consumption in FY 22-23

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

Adopt

Cloud Modernization

to achieve Lower TCO,
Agility and Growth.



Sonata recognized as
Star Performer
in Major Contenders category in
Everest Group's Microsoft Dynamics 365 Services
PEAK Matrix® Assessment 2023.
SONATA

PLAY BIG

SONATA SOFTWARE

www.sonata-software.com