SONATA

SONATA SOFTWARE

Sonata Software
Business Intelligence Solutions

Microsoft
GOLD CERTIFIED
Partner

Microsoft

Sonata Software

Sonata Software is a global provider of enterprise and independent software vendor (ISV) applications and services. Since 1986, Sonata's mission has been to provide IT solutions that enhance the competitive advantage of its customers in the United States, the European Union, and the Asia-Pacific region.

Sonata is a Microsoft Gold Certified Partner, a SEI CMM Level 5 company, and ISO 9001 certified. The company maintains a business presence in India, the United States, the European Union, and in the Asia Pacific region.

Since 1997, the Sonata business intelligence (BI) solutions team has accumulated a total of approximately 300 years of experience and completed more than 35 projects for Sonata clients. Sonata BI solutions combine Sonata's proven global delivery model and functional strengths in the manufacturing, distribution, and consumer packaged goods industries. The BI group's technical expertise emphasizes solutions based on Microsoft® SQL Server® 2005, Microsoft Office Business Scorecard Manager, and Microsoft Office SharePoint™ Portal Server 2003 technologies.

Sonata's BI solution team operates from the company's Microsoft BI Center of Excellence. At the center, more than 150 skilled consultants build their technical and functional competencies to provide cutting-edge solutions that help customers use the power of Microsoft technologies. Collaboration programs such as the SQL Server 2005 Ascend Program and Microsoft Technology Adoption Program (TAP) for SQL Server Migration Assistant have positioned Sonata as a frontrunner in providing SQL Server 2005 adoption services.

Microsoft Partner Alliance

Global service delivery partners are an important part of the Microsoft Partner ecosystem. By using a global delivery model of technologies and services, Microsoft and its Partners can use the onsite-offshore model to deliver new business capabilities, help customers accelerate legacy migration and adoption of new platforms, and enable them to achieve more cost-effective operations.

The Microsoft Global Delivery Community is a worldwide group of consulting and integration firms. These companies stand ready to help Microsoft enterprise customers design, install, and maintain secure networks, mobile access, and remote connectivity by using Microsoft technologies.

The Microsoft Global Delivery Community includes the world's fastest-growing vendors. Like all community members, Sonata Software has a proven and distinguished track record among Global 1,000 customer companies and world-class capabilities based on the Microsoft platform. These capabilities are aligned with vertical and horizontal solution areas. This brochure is designed to highlight Sonata capabilities and help you to better assess engagement opportunities with this Partner.

Crashing the Barriers of Isolated Data Silos

To stay competitive, firms must be agile. Timely and accurate decision-making that makes agility possible requires constant business process improvement, flexible resource allocation, and ongoing monitoring of business data.

Achieving these capabilities can be difficult. In many corporate environments, data is stored in non-standard electronic formats that use standalone databases or files that are difficult to find and use. In these environments, consolidating data across regions or business units becomes labor-intensive. Transforming this data into actionable information requires additional time-consuming collection, analysis, and reporting steps.

Companies wanting to use their existing information assets to monitor and continuously improve their business processes look for solutions that:

- Make data easier to consolidate, manage, and integrate into analyses, business processes, and back-end systems.
- Automate time-consuming data analysis, reporting, and distribution methods.
- Provide industry-specific key performance indicators (KPIs).
- Transform data with limited executive-level visibility into information that is easily accessible across the enterprise.

SonnetBI Capabilities
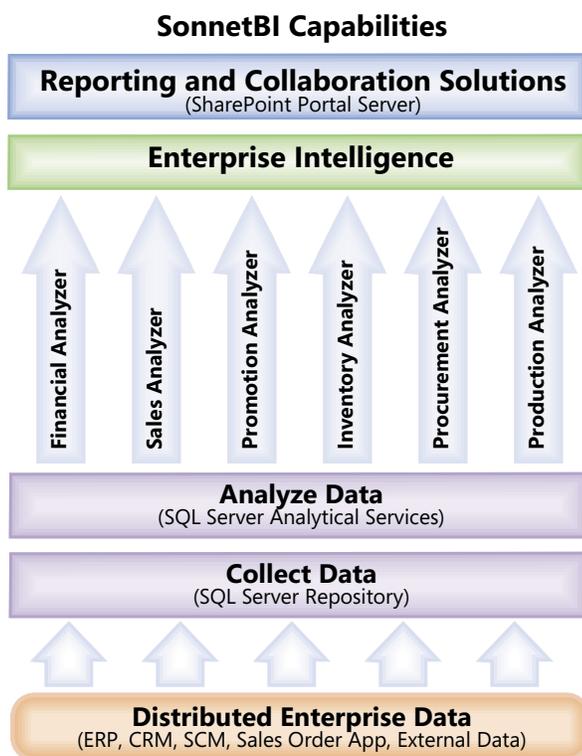
Sonata BI solutions provide the centralized data management, specialized analysis, seamless data integration, and multi-level visualization that provide decision makers with complete, accurate views of business processes and resources. And Sonata's tool-based and highly scalable approach to deployment provides error-free installations and faster time to value.
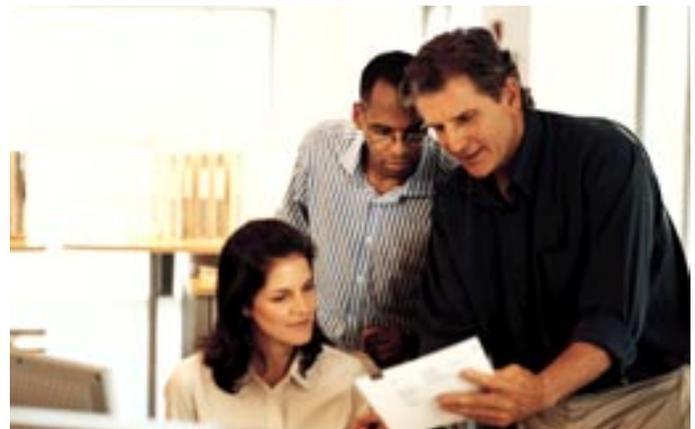

End-to-end Data Management, Analysis, and Distribution

Integrated Microsoft SQL Server 2005, Microsoft Office Business Scorecard Manager, and Microsoft Office SharePoint Portal Server 2003 technologies create a platform that provides powerful data storage, handling, and information sharing capabilities that underlie Sonata BI solutions.

To this foundation, Sonata adds pre-designed frameworks, tools, and deployment methodologies that are customized for companies in the manufacturing, distribution, and consumer packaged goods (CPG) industries. By using these frameworks, companies avoid time-consuming startup tasks and the rework and costs of manual deployment methods. Sonata provides these powerful capabilities in four BI solutions.

SonnetBI is a vertical solution framework based on the suite of Sonata Functional Business Analyzers. The approach used in SonnetBI enables companies to analyze and monitor business processes across geographic locations and business units. SonnetBI supports this enterprise-wide analysis by extracting data from several sources, loading it into a centralized operational database, and using the data to

populate customizable dashboards. SonnetBI provides these dashboards to help decision makers evaluate business performance related to sales, financial, promotion, inventory, procurement, and production processes.

In SonnetBI, SQL Server 2005 provides centralized data storage capabilities that enable companies to consolidate functional and financial data. The solution also provides sophisticated reporting and analytical services that support forecasting and analytical tasks. Microsoft Office Business Scorecard Manager 2005 provides a reliable and pragmatic approach through persona-based scorecards and dashboards that provide information access to all employees, and show how projects align with KPIs and objectives. SharePoint Portal Server 2003 provides the collaboration platform that supports executive dashboards and enables easy data monitoring and sharing across the enterprise.

Business Performance Management Scorecard Solutions provide executives with views of enterprise-level performance or enable line managers to identify and focus on functional or departmental problems and their root causes. Sonata offers both pre-configured and industry-specific scorecards and dashboards to display the types of information and level of detail that are appropriate to each user's role.

Sonata Software BI solutions enable companies to accelerate business process improvement by eliminating many manual data collection, analysis, management, and distribution tasks.

Sonata Packaged Analytics for Microsoft Dynamics AX facilitates analysis for existing Microsoft Dynamics AX™ users by extracting data from Microsoft Dynamics AX and transforming the data into information. The resulting information can be used to monitor business processes or identify global business opportunities. SonnetBI for AX coupled with Sonnet BSM built using Microsoft Office Business Scorecard Manager uses a vertical framework approach that reduces the time and cost of BI analysis and enables Dynamics AX users to reuse their data.

Sonata BI Migration Solutions use proven tools and deployment methods to expedite migration from competitive data management solutions such as Crystal Reports and Oracle Express to the SQL Server 2005 platform. By automating most migration processes and using highly specialized and scalable migration methods, Sonata solutions enable companies to reduce technology risk and ensure faster adoption of the new platform.

Transforming Data into Actionable Business Intelligence

Sonata Software BI solutions enable companies to accelerate business process improvement by eliminating many manual data collection, analysis, management, and distribution tasks. Faster data handling methods help decision makers progress more quickly from identifying and resolving process problems to acting on decisions and help their companies respond more easily to business challenges and opportunities.

Data That's Always Complete, Available, and Up-to-Date

In many business environments, executives and managers make decisions based on fragmented information gathered from and stored at many locations. Relying on manual data handling methods, they have no assurance that they will have relevant information whenever and wherever they need it. As a result, identifying and correcting non-performing business processes occurs slowly, sporadically, or not at all.

Centralized data repository. Sonata BI solutions help companies improve their business processes quickly, consistently, and comprehensively. They ensure comprehensive data analysis by consolidating business data from many departments and locations, transforming it into local languages, currencies, and formats, and storing it into a single, centralized data repository. From this database, data is fed to a wide variety of analyses, powerful dashboards, and scorecards.

Information sharing and distribution. Role-specific dashboards and scorecards promote rapid diagnosis of business health by eliminating time-consuming waits for vital information while data is compiled and distributed electronically. They provide a unified view of company business processes and performance that enables executives and managers to allocate resources more efficiently and resolve business process problems more quickly than previously. The result—more agile companies that respond more effectively to changes in their business environment.

Specialized Analytical Tools Focus on Unique Business Requirements

Rather than make business decisions with generalized analytical tools, decision makers can use Sonata BI solutions to evaluate business performance with tools designed specifically for their industries' special requirements.

Sonata BI applications are the result of deep experience in designing and implementing BI solutions. This experience enables Sonata to choose comprehensive tool sets and frameworks that enable decision makers to focus quickly on data and develop business insights most important to

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their specific industries. Because Sonata pre-designed solutions are based on proven Microsoft technologies, they require little or no development effort and provide worry-free startups that keep deployment costs low.

Faster, error-free migrations. By using Sonata migration kits, companies can migrate data residing in non-Microsoft platforms to the SQL Server 2005 platform automatically with little manual effort. With this approach, companies can migrate data more quickly with less development and implementation effort. The result—lower TCO and higher return on investment.

Sonata's BI Solution Offerings

Sonata BI solutions are based on the rich functionality of Microsoft SQL Server 2005, Microsoft Office Business Scorecard Manager, and Microsoft Office SharePoint Portal Server 2003 technologies. To help your company realize significant ROI from its BI solutions, Sonata offers a series of solution frameworks that range from customized analyzers to migration kits.

SonnetBI Business Function Analyzers

This solution framework uses a suite of Sonata vertical data analyzers to measure more than 150 key performance indicators in six functional areas. SonnetBI enables users to evaluate business processes that are relevant to companies in the manufacturing, distribution, and consumer packaged goods industries. Components include:

- Sonata Business Function Analyzers for sales, promotion, procurement, finance, inventory, and production processes
- Microsoft Office Business Scorecard Manager
- Microsoft SQL Server 2005
- Microsoft Office SharePoint Portal Server 2003

Sonata Packaged Analytics for Microsoft Dynamics AX

This vertical solution framework reduces the time and effort needed to analyze BI data and enables users to make better use of their Microsoft Dynamics AX implementations. This framework extracts functional data from Dynamics AX files and tables and transforms it into a format that can be used by Sonata Business Function Analyzers. SonnetBI for AX delivers more than 30 pre-configured sales, finance, logistics, production, purchasing, and customer service KPIs. Components include:

- Sonata Business Function Analyzers for sales, promotion, procurement, finance, inventory, and production processes
- Microsoft Dynamics AX
- Microsoft Office Business Scorecard Manager
- Microsoft SQL Server 2005

Business Performance Management Scorecard Solutions

Built on the Microsoft Business Scorecard Manager, this solution framework helps organizations to collect, display, monitor, and share business process information across the enterprise. Customized scorecards and dashboards display relevant information at levels of detail appropriate to various roles. Components include:

- Business Scorecard Manager framework pre-defined for specific industries and roles.
- Industry-specific business performance scorecards and dashboards.
- SQL Server 2005
- SharePoint Portal Server 2003

Sonata also offers customized scorecard solution development and implementation services.

Sonata BI Migration Solutions

Sonata migration solutions enable customers to enjoy the benefits of faster, lower-cost migrations with fewer errors. These solutions provide highly automated, specialized, and scalable processes, for migrating:

- Crystal Report Migration to SQL Server 2005 Reporting Services.
- Oracle Multi-dimensional tools to SQL Server 2005 Analysis Services.
- Oracle databases to SQL Server 2005 using SQL Server Migration Assistant.

To learn more about Sonata Software Business Intelligence products and services, visit www.sonata-software.com or call the sales office nearest you.

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