Partnering with a Global Software Leader on the Launch of a New ERP Initiative

CASE SUMMARY

Need
Expand footprint in the business applications software segment by launching a successful ERP product

Solution
Long term strategic partnership across development, implementation and go-to-market services to ensure product success

Benefits
A viable eco-system for a new ERP offering and achieving a significant share of the market

Product Engineering
Enterprise IT Services
Technology Infrastructure

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DEPTH MAKES A DIFFERENCE

BUSINESS CHALLENGE

- Successful launch of an ERP product despite being a late entrant in the market
- Need to set up an ecosystem to drive product success

SONATA'S TECHNOLOGY SOLUTION

- Nurtured a strategic relationship supporting key offerings of the client across development, professional services and go-to-market phases
- Supported client's technology initiative from Beta One to global roll-out stages, contributing ERP and engineering skills
- Provided vertical solutions, developing and driving vertical specific offering of core ERP in multiple industries
- Provided value-added engineering and complex integration services to partner eco-system at a global level
- Go-to-market partner with marquee Fortune 500 clients wins and project implementations in focus verticals

BUSINESS BENEFITS

- A recognized player with significant share in the ERP market
- One of the largest talent pools in the technology in the world and a valuable contributor to the company's ecosystem
- Growth in managed support SLA to over 90%, an increase of 30%

ABOUT SONATA SOFTWARE

Sonata Software is a global IT services firm focused on catalyzing transformational IT initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers innovative new solutions for Travel, Retail and Consumer Goods industries by integrating technologies such as Omni-Channel Commerce, Mobility, Analytics, Cloud and ERP, to drive enhanced customer engagement, operations efficiency and return on IT investments. A trusted long-term service provider to Fortune 500 companies across both the software product development and enterprise business segments, Sonata seeks to add differentiated value to leadership who want to make an impact on their businesses, with IT.

e-mail us: info@sonata-software.com