



Faster time to market achieved for one of Europe's largest container manufacturer

About the Company

Multi-national company which supplies machinery and services to the packaging industry. Products include machines for the manufacture of packaging and its derivatives from the solid board, corrugated board or flexible materials

Business Need: Multi-Geography rollout

The client wanted to streamline the B2B process across the regions, by implementation of multi-country and multi-language B2B solution.

Solution

The key drivers to change were:

- Integrated Hybris B2B accelerator with SAP ECC via Datahub
- Facilitated B2B order process, Quote, and Replenishment features for dealers
- Implemented SAP ASM to aid the call centre team
- Integrated SAP Hybris with SAP JAM via single sign-on functionality
- Implemented punch-out functionality on SAP Hybris



Benefits

- Rise in productivity across global business units through multi- geography rollout
- Streamlining and automation of the B2B process across regions
- Increased call centre productivity with ASM implementation
- Ease of procurement for dealer organization with punchout implementation
- Real-time inventory view for dealers



WHY SONATA?



Sonata's platformation approach helps clients to choose a solution that best fits their needs; balancing readily available platforms and solution customization

1. **Sonata READY:** End-to-end, industry-specific digital business platforms
2. **Sonata ACCELERATE:** Deploy popular horizontal platforms adding required functionality
3. **Sonata CUSTOM:** Engineer custom platforms that deliver unique digital capability and scalability

Sonata Software is a global IT services firm focused on catalysing 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.



Right technology partner

One stop partner to cater for end to end Digital strategy



Expertise

- Experts in niche areas: Spartacus & Polyglot SCPI framework, CCV2& Hybris Accelerators
- First company in India to deploy SAP commerce on Google Cloud Platform



People

Unified engineers in-line with SAP roadmap



Framework & Assets

Accelerated implementation with various pluggable assets



Process

- Sonata's unique 7 step Platformation approach
- Sonata's proven Hybrid execution approach

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, Manufacturing, Distribution, Travel, services and Software industries, Sonata's solution portfolio includes its own digital platforms such as Brick & Click Retail Platform®, Modern Distribution Platform®, Rezopia Digital Travel Platform®, Kartopia E-commerce Platform®, Halosys enterprise development automation Platform®, and CTRM Commodity trading and risk management Platform®, KODO - AI powered customer experience(CX) Platform, Sonata's Platformation realization services have been specifically designed so that implementation of services on Microsoft Dynamics 365, Microsoft Azure, AWS, Cloud Engineering, Managed Services as well as on new digital technologies like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain and Cyber Security, deliver to the Platformation promise. 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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