

# Sonata drives migration success for Dynamics AX customers

## Increased speed, better outcomes for cloud transformation

Modernizing enterprise resource planning (ERP) systems can be a much bigger challenge than other applications, given that companies have in most cases spent decades customizing the software to their unique organizational processes. While moving to the cloud is certainly an aspiration for improving business agility and cost efficiencies, organizations don't want to abandon their years of investment to simply start from scratch.

For customers running on-premises Dynamics AX for their finance and supply chain operations, Sonata Software has a unique two-prong solution that accelerates and simplifies the cloud transition to Dynamics 365.

The first prong focuses on the technical elements of migration using the Sonata Code Migration Tool, which quickly identifies what code from customer customizations can be reused in the cloud. This process reduces the complexity of preserving existing Dynamics AX customizations and dramatically accelerates the whole migration. For customers on older versions of Dynamics AX, the tool also eliminates the interim step of first moving to Dynamics AX 2012 before migrating to Dynamics 365.



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### About Sonata

Sonata is a global technology company specializing in platform-based digital transformation, supporting businesses to unlock the true potential of Microsoft Dynamics 365 with Sonata's proprietary Platformation™ approach, unique modernization capability, and ecosystem alignment.

**Microsoft Business Applications focus**  
Dynamics 365, Power Platform

### Industries

Retail, Manufacturing-Distribution, Agri business, Services Industry & Technology

### Headquarters

India

**Microsoft Business Applications partner since**  
2004

### Key customer outcomes

Assessment provided data to build a strong business case for migration

Accelerated modernization to cloud and Microsoft Dynamics 365 in just 12 months

Established centralized ERP platform for visibility across siloed organizations

“We like to refer to our services as a modernization program rather than just migration, because the benefits our clients gain are so much more than just cloud-scale flexibility. We are not just tackling the IT challenge of migrating, but giving them an agile platform to continuously modernize their business.”

**Hanumanth Tenneti**  
Vice President of Microsoft Competency, Sonata

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“Our tool can evaluate very large code bases in about 20 minutes, giving you a data-driven analysis of what code can be reused and predicting the amount of effort required to move the system to Dynamics 365,” said Rathi Rao, Digital Strategist at Sonata. “We’ve seen that it can reduce migration effort 30 to 60 percent depending on the state of the code.”

The second part of Sonata’s approach focuses on improving the business outcomes of migration. Using a methodology closely aligned with Microsoft Catalyst, Sonata examines what benefits a customer can get through their cloud transition, such as performance and process improvements; a single source of truth to drive forecasting, analytics, and data governance; or reduction in IT costs related to maintenance and user onboarding. “Customers really appreciate our business transformation-led approach,” said Rao. “We point out functionality that can add value to an outcome with clear recommendations on how to get there fastest.”

## Accelerating business transformation

Sonata has completed more than 150 modernization assessments for Dynamics AX customers since 2019, helping customers achieve the process, data, and IT improvements they are looking for in their business transformation. One of these customers is a global manufacturer and technology solutions provider in the real estate and hospitality markets. A long-time user of Dynamics AX 2012, the company wanted to become more agile and improve visibility into their supply chain processes, but spent many years making important customizations in each country to meet the necessary regional regulatory requirements. The organization has also grown rapidly through acquisition, adding significantly to the complex environment.

Given the complexity, the manufacturer projected it would take approximately five years to do a technical upgrade to Dynamics 365 Finance and Supply Chain Management. But after Sonata performed an assessment and technical analysis, the company realized it would be able to migrate its code base to the cloud in just 12 months. More importantly, Sonata’s customer saw that once migrated, it could begin to implement new efficiencies around receivables and warehouse operations, as well as reduce the use of several third-party tools with Dynamics 365 standard functionality.



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**“Our migration assessments are data-led analysis and recommendations for transformation blockers, current systems and even in-depth code analysis with proprietary tools to predict the amount of effort required to move the system to Dynamics 365.”**

**Rathi Rao**  
Digital Strategist, Sonata

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“The assessment provided very granular data on the customizations and functional standardization, helping them make a strong business case for the value of migration,” said Naveen Ajmal Mohammed, Vice President of Modernization Initiatives at Sonata. “We were able to do the code uplift to the cloud within just 12 months. Now each region can use this template to roll out the solution for their individual businesses.”

With Dynamics 365 Finance and Supply Chain Management migration well underway in Europe, the company is conducting a similar migration project for its Asia Pacific business. “Working closely with Microsoft, we are assisting our customer in compressing their timeline for business transformation globally,” said Mohammed.

## Modernization creates platform for future innovation

Sonata sees its mission as not only providing its customers with the speed and cost efficiencies of the cloud, but creating a platform that can adapt as the business grows and markets change. “We like to refer to our services as a modernization program rather than just migration, because the benefits our clients gain are so much more than just cloud-scale flexibility,” said Hanumanth Tenneti, Vice President of Microsoft Competency at Sonata.

As organizations look at deepening ERP functions around advanced warehousing or enterprise asset management, Sonata helps them leverage innovations within the Dynamics 365 platform to seamlessly extend their system to include new processes. The partner is also leveraging Power Platform to help span the gap between procurement and other areas, using Power Apps and Power Automate to create connections to payment processing or enabling approvals on mobile devices.

“Regardless of industry, organizations all acknowledge they need to make the move to the cloud—their ecosystem of suppliers, customers, service providers are all making the move and they don’t want to be left behind,” said Tenneti. “We are not just tackling the IT challenge of migrating, but giving them an agile platform to continuously modernize their business.”