



Press Release

Sonata Software expands its geographical presence in the US *Appoints Sales Directors to its Sales Team*

Bangalore, June 20, 2012:

Sonata Software Limited, as a part of its integrated strategy of growing new markets, verticals and specialized horizontal services, focusing on transformational outsourcing and setting up of dedicated services based centres of excellence for clients, announced today the appointment of Francis Thomas and Pradeep Malgireddy as Sales Directors for the US geography. In their roles as Sales Directors, both Francis and Pradeep will be focusing on new logo acquisition and revenue growth in the US East coast and US Midwest territories respectively.

Francis has had over two decades of experience in the USA in sales with organizations like Sun Microsystems, Tandem Computers and Unisys. More recently, Francis has been responsible for partnership creation, product integration and go- to- market plans. In addition he was responsible for sales enablement with partners for Compuware Corporation in his capacity as Director, Alliances, Technology and Channel Partners. Francis has an MBA from University of Michigan & an MS in Computer Science from Washington University. Francis is based out of Ann Arbor, Michigan.

Pradeep has over sixteen years of experience in sales of software services and has honed his skills with organizations like Patni Computers, Satyam and MphasiS. Most recently, Pradeep was with Lionbridge Technologies in Chicago, as Senior Business Development Director. Pradeep has an MBA from Griffith University, Australia. Pradeep is based out of Chicago, Illinois.

Commenting on the appointments, Srikar Reddy, Chief Executive Officer & Managing Director of Sonata Software Limited said, "We are expanding in the strategic markets of the US and the UK which are vital to the sustainable growth of our business. Both Francis and Pradeep bring a wealth of sales and customer facing experiences to Sonata and will be critically important to the achievement of our growth aspirations in the US geography. We believe they will provide the necessary sales direction as we implement our growth strategy."

About Sonata Software Limited

Sonata Software (www.sonata-software.com), headquartered in Bangalore, India, is an IT consulting and software services provider. Sonata's focus areas includes enterprises in the Outsourced Product Development (OPD), Travel, Consumer Packaged Goods (CPG), Retail and Manufacturing verticals and its customers are located across the US, Europe, Middle East and the Asia-Pacific region. Its key service lines include Application Development Management (ADM), Emerging Technologies (Mobility, Analytics, Cloud and Social Media), Business Intelligence, Testing, Enterprise Services - ERP, CRM and Remote Infrastructure Management. Sonata has been recognized for its excellence in providing Software/ISV R&D and Cloud Computing Services to global customers by



Zinnov Management Consulting Pvt. Ltd. Sonata and its Affiliates leverage their alliances with global technology majors like Microsoft, SAP, IBM, Oracle, HP to deliver innovative solutions.

Sonata operates globally through its subsidiaries and affiliates that include (1) TUI InfoTec – Sonata's Joint Venture with TUI, Europe's largest tourism group, (2) Sonata Software North America Inc, which provides development and consulting services to clients using an Onsite-Offshore Delivery Model, (3) Sonata Software FZ LLC – Sonata's fully-owned subsidiary IT solutions to customers in the Middle East, (4) Sonata Software (Qatar) LLC – Sonata's Joint Venture with Mohammad Nasser Abdullah Al MISNAD and (5) Sonata Information Technology Limited, which is a premier software services and product distribution company with India-focused business operations.

For further information, please contact :

Swati Sengupta
Sonata Software Limited
A.P.S. Trust Building,
Bull Temple Road, N.R. Colony
Basavanagudi,
Bangalore 560019, India
Tel : +91 80 30971999
swati.sengupta@sonata-software.com