



Press Release

Sonata Software to set up Offshore Development Centre (ODC) for US based Coalfire Systems

Strategic deal reinforces Sonata's strength in the OPD Space

Bangalore, July 31, 2012:

Sonata Software Limited, an IT consulting and software services provider, today announced that it would be setting up an Offshore Development Centre (ODC) for U.S. based [Coalfire Systems, Inc.](#), a leader in IT Governance, Risk, and Compliance (IT GRC). The dedicated ODC will architect and develop Coalfire's new generation compliance management solution, the [Navis™](#) platform. The deal is envisaged as a long term engagement, where Sonata will develop and support the continuously evolving platform as Coalfire adds functionality to address needs of newer segments of the market.

Navis provides users a robust suite of online tools to manage IT governance and regulatory compliance programs. This new generation online platform will further help Coalfire customers collaborate with auditors and share compliance information between its auditors and customers. Coalfire serves as a trusted advisor and provider of IT GRC tools to security-conscious leaders in retail, financial services, healthcare, cloud services, higher education, government, and utilities. The product is being built using Microsoft .NET 4.0, ASP.Net MVC, HTML5, with a highly scalable Software as a Service (SAAS) Architecture framework and vision to move to Azure cloud platform.

The deal with Coalfire reinforces Sonata's leadership position in Outsourced Product Development and Microsoft Technologies. Sonata has a 360 degree Partnership Model that focuses on engineering, professional services and go-to-market initiatives with product companies. Kennet Westby, President and Co-founder, Coalfire Systems said, "We were impressed with Sonata's expertise in Product development and saw the potential to deploy these skills to achieve our goal of becoming the single-source provider of IT audit and assessment services for our clients, regardless of the different regulatory drivers."

Sonata Software is a strategic partner to global ISVs in providing creative product engineering and professional services that accelerate time-to-market, expand access to newer markets, increase product adoption and extend product lifespan. This is done through a gamut of services encompassing the product lifecycle, and includes consulting, product engineering (design, architect, develop, test, release), performance engineering, test automation, security, technology modernization, sustenance and support. Sonata often contributes to product strategy decisions, given its deep experience and expertise gained over two decades of engagements with both startups and established product companies. With best in class skills in Cloud and SaaS engineering, mobility, UI, BI, Java and .Net and alliances with leading technology providers, Sonata continues to focus on doing more with less for its customers.

Srikar Reddy, Managing Director & CEO, Sonata Software said, "We are pleased with the faith Coalfire has reposed in us by selecting us as their partner as they execute on their new generation product strategy. This win reinforces our position as a leader in delivering cutting edge solutions to clients in the product engineering services space. The technologies we will deploy in



delivering this highly scalable platform will enhance Sonata's capability in delivering highly scalable SAAS solutions for the emerging Cloud services era."

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.

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