



## **Press Release**

# **Sonata Software appoints Sohrab Kakalia as Chief Sales & Commercial Officer**

***Sohrab joins Sonata after an illustrious 24 year career with Infosys and PSI Bull***

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**Mumbai, January 18, 2012 :**

Sonata Software, a leading Indian Technology Solutions Company, today announced the appointment of Sohrab Kakalia as Chief Sales & Commercial Officer. In this role, Sohrab's mandate is to drive hyper growth across Sonata enterprise. He will lead new business sales and account management globally, select existing key accounts, and the global Marketing function. Sohrab will be based in Fremont, California.

Announcing the appointment of Sohrab, Sanjay Viswanathan, Chief Executive Officer & Managing Director, Sonata Software Limited said, "We are beginning to see growth opportunities across North America, Europe and Middle East. This makes it the perfect time to welcome a growth leader. I'm extremely pleased to have Sohrab join my Executive Leadership as our Chief Sales & Commercial Officer. He is a recognized growth leader and has built world class business franchises for Infosys and PSI Bull. Sohrab's wide industry experience and deep C-level relationships will be a major asset to Sonata which is now poised for solid growth".

Sohrab brings with him more than 25 years of industry experience. Prior to Sonata, he led the Technology Consulting practice globally at Infosys which covered architecture, digital strategy (portal, commerce, and security), Retail, High performance computing and BI/Analytics. Previously, at PSI Data Systems, Sohrab started as hardware, VLSI engineer in process control and automation and rapidly built businesses around Oil and Gas, Satellite and Space and telecom.

On his appointment, Sohrab Kakalia stated, "I am delighted to join the management team at Sonata. The company's current focus is to drive growth, achievement and prosperity. I will be closely working with the leadership and various business teams at Sonata to achieve these objectives."

A B-Tech in Computer Science from Mumbai University, Sohrab also successfully completed an Executive Management Certificate course from Harvard Business School.



### **About Sonata Software Limited**

Sonata Software ([www.sonata-software.com](http://www.sonata-software.com)), headquartered in Bangalore, India, is a leading Indian Technology Solutions Company. Sonata's customers are located across the US, Europe, Middle East and the Asia-Pacific region. Its key service lines include Microsoft Services, Emerging Technologies (Mobility and Cloud), Business Intelligence and Analytics, IP/Domain led services, Testing, Enterprise Solutions Open Source/ Java and Remote Infrastructure Management. As per the industry rankings released by NASSCOM for FY 2009-10, Sonata Software figured among the Top 20 IT Software Services Exporters in India for the third consecutive year. 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 features both under the Software/ISV as well as Cloud Computing verticals in Zinnov's "Execution Zone".

Sonata's subsidiaries and affiliates include (1) TUI InfoTec – Sonata's Joint Venture with TUI, Europe's largest tourism group, (2) Sonata North America Inc (formerly Offshore Digital Services Inc) – Sonata's arm in the US, which provides development and consulting services to clients, using an Onsite-Offshore Delivery Model, (3) Sonata Software FZ LLC – Sonata's fully-owned subsidiary that provides value-based IT solutions to customers in the Middle East, (4) Sonata Software (Qatar) WLL – 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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