



EXECUTIVE PRESENTATION

Azure Marketplace Data & AI Solutions

Accelerating intelligent transformation through the Microsoft Marketplace

Soma Solutions · Woman-owned · Level 1 B-BBEE · Midrand, South Africa

June 2026



Executive Summary

Soma Solutions delivers marketplace-ready Data & AI solutions — procured, billed and governed entirely through Microsoft Azure.

01 Data & Analytics

- Unify enterprise data on Microsoft Fabric
- Real-time, decision-ready insight
- Executive dashboards & KPIs

02 AI & Automation

- Azure OpenAI copilots grounded in your data
- Intelligent process automation
- Document intelligence at scale

03 Marketplace Private Offers

- Custom-priced, multi-year bundles
- Solutions + services in one agreement
- Transacted on Microsoft Marketplace

04 Azure Billing Integration

- A single Microsoft invoice
- Purchases draw down your MACC
- Simplified vendor management

Market Opportunity

AI adoption, cloud analytics and automation are now board-level priorities — and capital is flowing into enterprise AI at record pace.

\$75B+

Azure revenue in FY2025

+34%

Azure year-over-year growth

\$725B

Big Tech AI spend forecast for 2026

\$54.5B

Microsoft Cloud revenue, Q3 FY2026

The opportunity

- **Demand is structural** — Microsoft reports \$627B in commercial remaining performance obligation — a vast pipeline of committed cloud and AI demand.
- **Ambition outpaces delivery** — Most organisations have AI ambition but lack a partner to convert it into deployed, governed, value-generating solutions.
- **Marketplace is the fast lane** — Azure Marketplace turns lengthy procurement into a streamlined, pre-vetted purchase against existing Azure agreements.

Why Azure Marketplace

Simplified Procurement

- Buy pre-vetted solutions using existing Azure agreements
- Skip lengthy vendor onboarding and paperwork
- Deploy in days, not procurement cycles

Consolidated Billing

- One Microsoft invoice for Azure and partner solutions
- A single vendor relationship to manage
- Spend tracked alongside your Azure usage

Security & Compliance

- Microsoft-vetted, enterprise-grade solutions
- Built-in governance and identity controls
- Trusted, transparent commercial terms

Global Reach & MACC

- Available across Microsoft's global marketplace
- Eligible purchases count toward your MACC
- Maximise committed Azure spend

Soma Solutions

WHO WE ARE

A woman-owned, Level 1 B-BBEE digital transformation partner based in Midrand, South Africa — serving SMMEs and large enterprises across the full Microsoft Cloud stack.

- ✓ Microsoft-certified delivery team
- ✓ Marketplace-ready solutions
- ✓ SMME to enterprise scale

OUR CAPABILITY PILLARS

Data & Analytics

AI Services

Microsoft Fabric

Power Platform

Cloud Modernisation

Managed Services

Data & AI Portfolio

Six marketplace-ready solution families, deployable individually or as a bundled private offer.

1

Analytics Platform

Dashboards, KPI monitoring, predictive insight

2

AI Copilots

Enterprise, support, HR & operations copilots

3

Document Intelligence

OCR, classification, extraction, validation

4

Data Governance

Quality, lineage, compliance, metadata

5

Automation

Workflow & process automation on Power Platform

6

AI Service Desk

Intelligent support and self-service

Analytics Platform

1

Executive dashboards

Real-time reporting across the business in one governed view.

2

KPI monitoring & alerting

Track performance against targets with proactive alerts.

3

Predictive & prescriptive insight

Forecast trends and recommend next-best actions.

4

Self-service on Microsoft Fabric

Empower teams to explore data without bottlenecks.

THE OUTCOME

From raw data to decision-ready insight — in one secure, governed platform.

Built on Microsoft Fabric and Power BI for enterprise scale and reliability.

AI Services

Production-grade generative AI, grounded in your enterprise data and governed by responsible-AI controls.

Azure OpenAI

- GPT-powered copilots
- Grounded in your own data

Microsoft Copilot

- Extensions across functions
- Embedded in daily workflows

Azure AI Search

- Retrieval-augmented generation
- Accurate, cited answers

Responsible AI

- Governance & guardrails
- Security and compliance

APPLIED ACROSS THE BUSINESS

Customer Support AI

Faster, 24/7 resolutions

HR AI

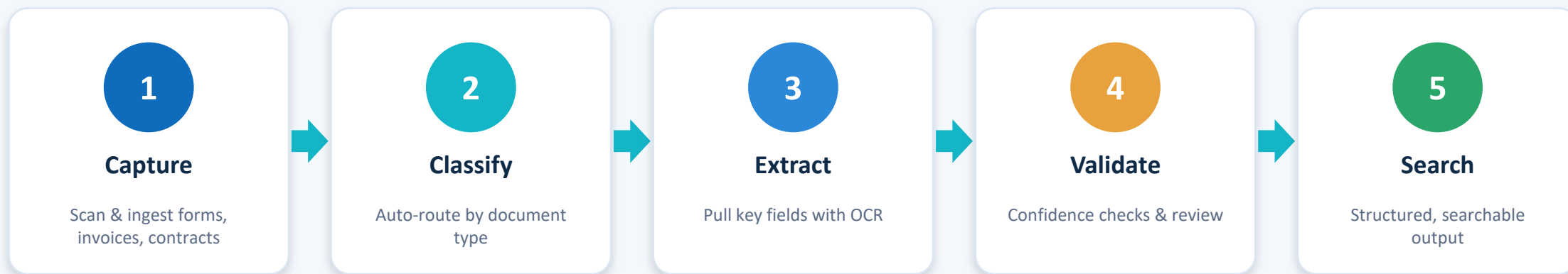
Self-service for employees

Operations AI

Smarter, automated workflows

Document Intelligence

Turn unstructured documents into structured, searchable, workflow-ready data — automatically.



THE OUTCOME

Straight-through processing: less manual handling, fewer errors, and faster turnaround — freeing teams for higher-value work.

Industry Solutions

Pre-built, configurable accelerators that adapt Soma's Data & AI platform to each sector's priorities.

F

Financial Services

Risk, fraud detection & client insight

H

Healthcare

Patient data, compliance & efficiency

R

Retail

Demand forecasting & personalisation

M

Manufacturing

Predictive maintenance & quality

E

Education

Student analytics & engagement

M

Mining

Operations, safety & asset insight

Commercial Models

Two ways to transact on Microsoft Marketplace — choose by deal size, terms and scale.

Public Offers

Pricing	Standard list pricing, published
Purchase	Instant, self-service checkout
Best for	Pilots, small teams, quick starts
Terms	Monthly or annual subscription

Private Offers

RECOMMENDED

Pricing	Custom-negotiated, up to 5-year terms
Purchase	Issued to your specific Azure tenant
Best for	Enterprise rollouts at scale
Terms	Bundled solutions + services + support

Private Offers

HOW PRIVATE OFFERS WORK



Customer-specific pricing & terms

Negotiated to fit your organisation's needs.



Multi-year agreements

Lock in value with terms of up to five years.



Bundled solutions + services

Software, implementation, support and training in one deal.



Counts toward your MACC

Issued to your Azure tenant and draws down committed spend.

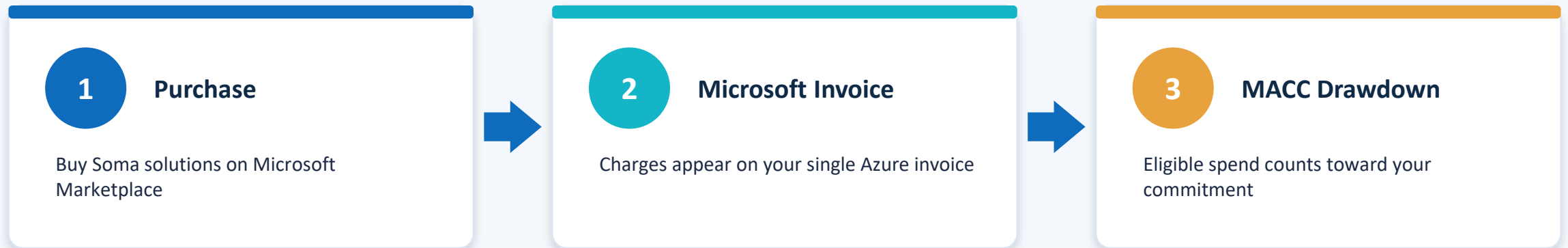
WHAT'S IN A PACKAGE

- Analytics & AI solution licences
- Implementation & deployment
- Ongoing support & SLAs
- Training & enablement
- Managed services
- Roadmap & advisory

ONE INVOICE, FULLY CONSOLIDATED

Azure Billing Integration

Every Soma solution is billed through Microsoft — no new vendor accounts, no separate invoices.



Simplified vendor management



Consolidated Azure spend visibility



Automated subscription billing

Pricing Comparison

	Public Offer	Private Offer
Pricing	Standard list price	Custom-negotiated
Contract term	Monthly / annual	Up to 5 years
Bundling	Single product	Solutions + services
Procurement effort	Self-service	Managed, white-glove
Best fit	Pilots & small teams	Enterprise rollouts

Illustrative value score

(higher = greater overall value)

60

90

Customer Savings

Buying through Microsoft Marketplace lowers both the cost and the effort of acquiring Data & AI solutions.

Faster

Deploy in days, not procurement cycles

One invoice

Replaces multiple vendor bills

MACC

Drawdown maximises committed spend

Negotiated

Private-offer pricing lowers TCO

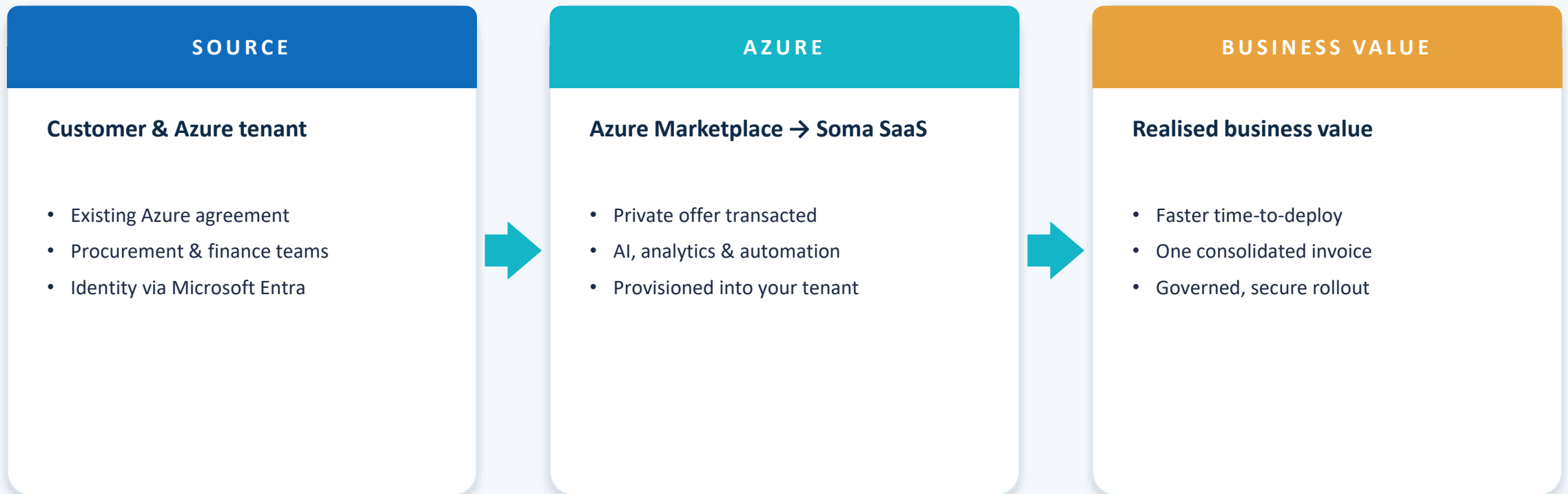
Where the savings come from

- **Lower procurement cost** — Pre-vetted purchasing removes legal, onboarding and vendor-review overhead.
- **Reduced admin** — A single Microsoft invoice cuts reconciliation and finance workload.
- **Better commercial terms** — Private-offer negotiation and MACC drawdown improve total cost of ownership.

Figures are illustrative and vary by organisation, scope and existing Azure agreements.

Architecture 1

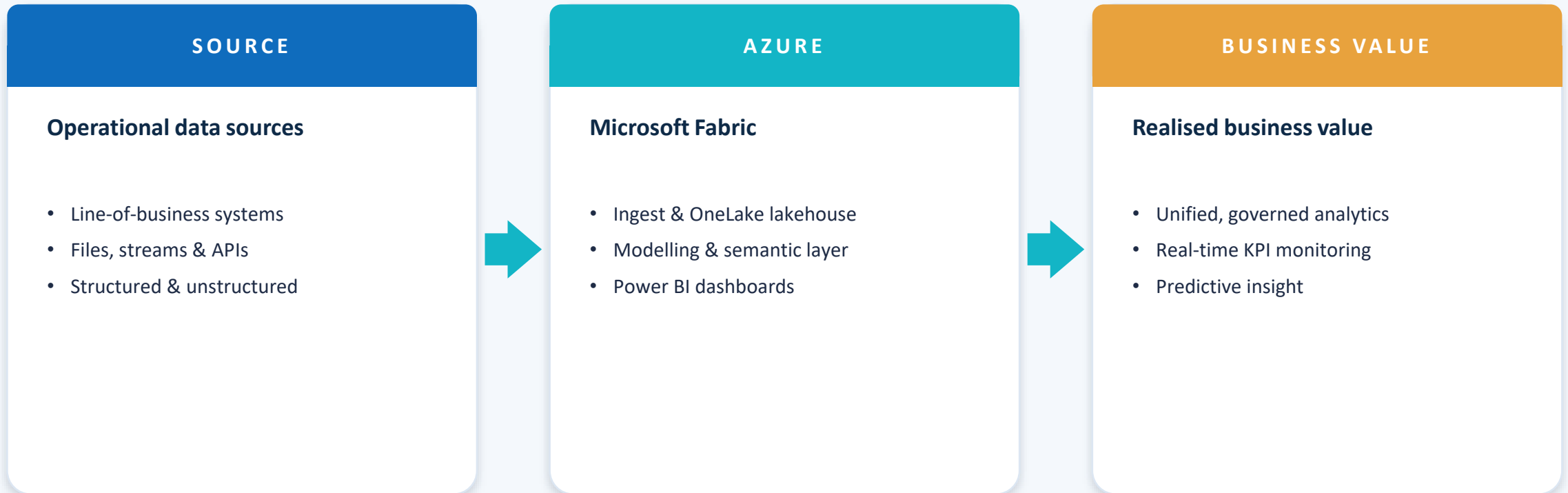
End-to-End Marketplace Architecture



Faster procurement, consolidated billing and governed, marketplace-ready deployment.

Architecture 2

Data & AI Platform Architecture



Unified analytics, real-time KPIs and predictive insight on a single governed platform.

Architecture 3

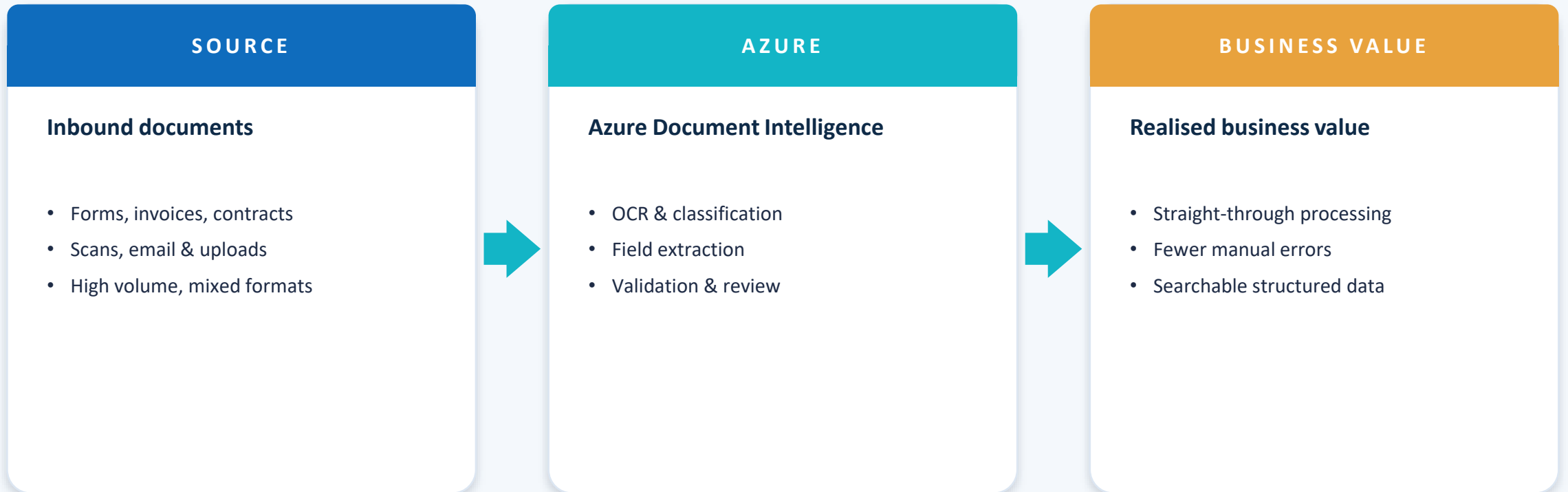
AI Copilot Architecture



Grounded copilots that deliver faster, cited answers and measurable productivity gains.

Architecture 4

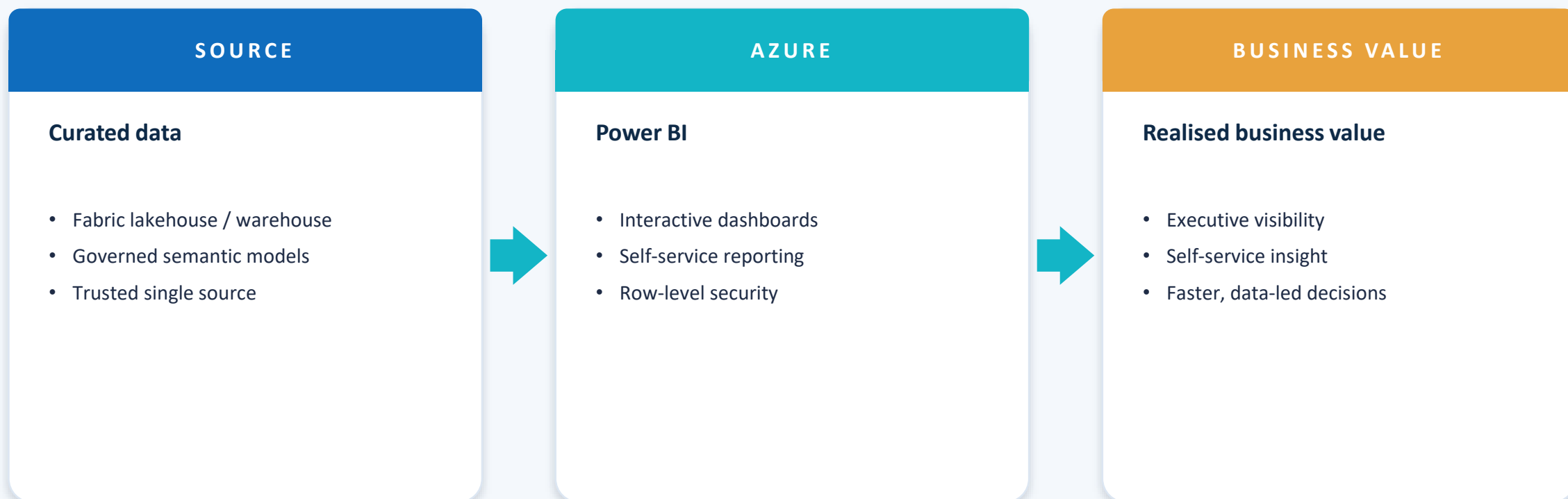
Document Processing Architecture



Straight-through document processing with fewer errors and faster turnaround.

Architecture 5

Business Intelligence Architecture



Self-service insight and executive visibility across the organisation.

Azure Services Map

Soma solutions are built on a curated set of Azure and Power Platform services across four layers.

DATA

- Microsoft Fabric
- Azure Synapse
- Data Lake / OneLake
- Azure SQL

AI

- Azure OpenAI
- Azure AI Search
- Document Intelligence
- Azure AI Foundry

APPS & AUTOMATION

- Power Platform
- Power BI
- Logic Apps
- Azure Functions

GOVERNANCE

- Microsoft Purview
- Microsoft Entra ID
- Defender for Cloud
- Cost Management

Business Value

What organisations gain by deploying Soma's Data & AI solutions through Azure Marketplace.



Faster decisions

Unified, real-time data turns reporting into action.



Productivity gains

AI copilots and automation free teams for higher-value work.



Lower cost & effort

Marketplace procurement and consolidated billing cut overhead.



Secure by design

Governed, compliant and identity-protected from day one.



Scalable foundation

A platform ready for continued AI innovation.

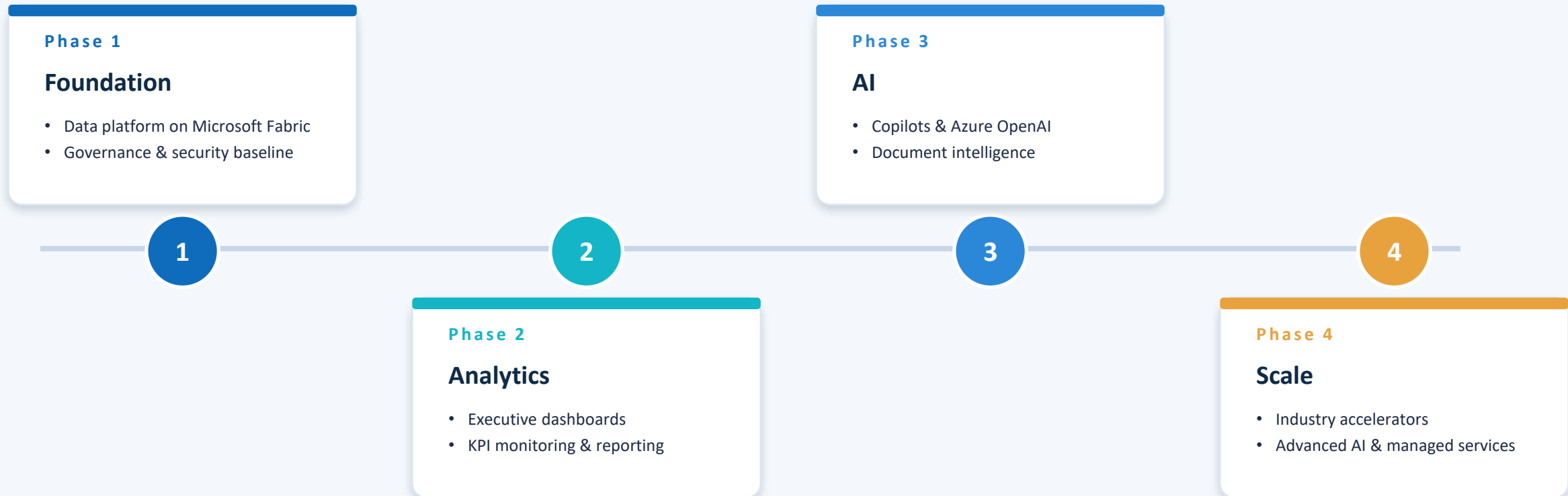


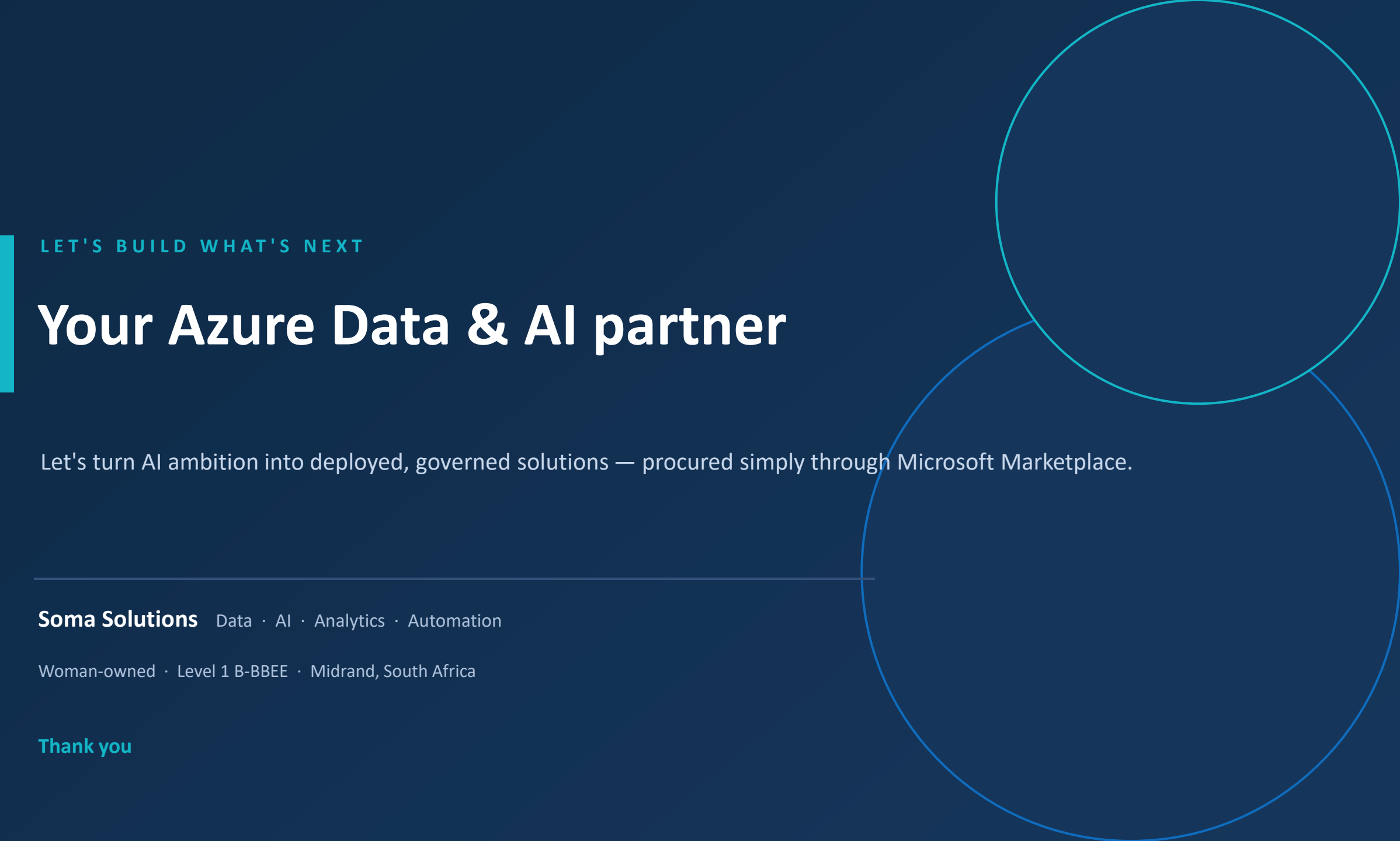
Trusted partner

Certified, marketplace-ready delivery from Soma Solutions.

Roadmap

A pragmatic, value-first path — each phase builds on the last and delivers outcomes along the way.



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LET'S BUILD WHAT'S NEXT

Your Azure Data & AI partner

Let's turn AI ambition into deployed, governed solutions — procured simply through Microsoft Marketplace.

Soma Solutions · Data · AI · Analytics · Automation

Woman-owned · Level 1 B-BBEE · Midrand, South Africa

Thank you