



Matsuyoshi & Co., Ltd: Laying the digital foundation for growth for the next 100 years

A specialized manufacturer and distributor of medical equipment and scientific instruments, Matsuyoshi & Co., Ltd. has been supporting medical facilities and professionals worldwide for over 100 years. But with their years of expertise, they also inherited a legacy AS/400 system that was no longer capable of supporting their ambitions for business expansion.

Seeing an opportunity to refresh their core, the management team at Matsuyoshi decided to work with their partner, Freedom, to implement SAP Cloud ERP. Using a fit-to-standard approach, this cloud-based scalable, agile ERP system connects their end-to-end business processes for improved productivity, while also providing real-time business insights for enhanced agility.

Featured Partner



From Disconnected Systems to Intelligent Enterprise with SAP Cloud ERP

Before: Challenges and opportunities

- Rapidly aging global populations mean that medical companies and institutions need to respond to diverse and changing healthcare needs
- Existing AS/400 core system was complex and could not be easily integrated with other SaaS applications, leading to inefficiencies and limitations in scalability

Why SAP and Freedom

- Freedom had a strong track record of implementation of SAP solutions in small and medium-sized enterprises
- With SAP Cloud ERP as the digital core, SAP Signavio Process Manager was used to visualize and identify areas of improvement in their business process
- Partner Freedom understood the SAP Activate methodology and adopted the fit-to-standard approach to complete the first phase of the implementation in 6 months while keeping costs low

After: Value-driven results

- A clean core architecture for easier updates and consumption of SAP's latest innovations
- Phase 1 (completed): Standardization of import processes
- Phase 2: Standardization of sales and inventory management for the e-commerce business
- Phase 3: Standardization of finance and accounting processes for wholesale sales management

"Working with Freedom and SAP, we now have a modern, scalable ERP that supports every core business process, from ecommerce to wholesale, so that we can continue to expand our business more quickly, and with greater flexibility."

Honda Tetsuya, Executive Officer, Matsuyoshi & Co., Ltd.

5-7 days

Expected reduction in time taken for product traceability

Near Zero

Errors in shipping orders, down from tens of times a day

Featured Partner



Matsuyoshi & Co., Ltd.
Tokyo, Japan
<https://www.matsuyoshi.co.jp/>

Industry
Wholesale distribution

Products and services
Manufacturer and distributor of medical supplies and equipment

Employees
187 (as of May 2025)

Revenue
US\$12.5 million

Featured solutions
SAP Cloud ERP
SAP Signavio Process Manager