Solutionware, Inc.

Company Description

Solutionware, Inc. is an IT enterprise that primarily leverages two core business pillars: a highly specialized **system construction and operation business for the electric power retail industry**, and a versatile **solutions business focused on Salesforce**, the world-leading cloud CRM platform. The company is dedicated to supporting the Digital Transformation (DX) initiatives of its client base.

In-Depth Business Analysis:

1. **Electric Power Retail System Business**: Solutionware provides comprehensive support for system construction and operation to new electric power companies that emerged following the deregulation of the Japanese power market. A key service is the construction and operation of the **Electric Power Customer Information System (CIS)**, a mission-critical system that manages the entire workflow—from meter data acquisition and tariff calculation to invoice generation and customer relationship management. Furthermore, the company is proactive in developing systems that address contemporary energy sector needs, including specialized **buyout tariff calculation systems for customers whose Feed-in Tariff (FIT) period has expired** (post-FIT), and **electric power tracking systems** designed to verify and trace the value of renewable energy, thereby ensuring compliance and adaptation to market changes.

2. **Salesforce Business**: This division offers a full spectrum of services covering the entire Salesforce ecosystem. Services include detailed **construction services** built on a profound understanding of client operational challenges across sales, marketing, and customer service. They also provide crucial **improvement support services** to maximize the ROI of existing Salesforce implementations. Solutionware handles all major Salesforce products, such as **Sales Cloud** for sales force automation, **Service Cloud** for enhanced customer service, **Pardot** for marketing automation, and **TableauCRM** for advanced data analytics. Their proficiency extends to the development frameworks like Platform (Lightning / Classic), the cloud application execution environment Heroku, and various applications available on the AppExchange, ensuring holistic support for clients' digital strategies.

Corporate Foundation and History:

The company is led by **Fuyuhiko Sato**, President and Representative Director. Initially founded by Mr. Sato as a sole proprietorship in October 2013, it was formally incorporated as **Solutionware, Inc.** in June 2014 with an initial capital of 9 million JPY due to increasing business volume. Following subsequent business expansions, the company relocated its offices in 2016 and 2022, and its current headquarters is located in **Kanda Suda-cho, Chiyoda-ku, Tokyo**. The company demonstrated stable growth by increasing its capital to **100 million JPY** in May 2025. With **34 employees** (including contractors), Solutionware maintains its qualifications as a **Consulting Partner of Salesforce.com**, leveraging high technical expertise and industry specialization to enhance the corporate value of its clients through targeted and versatile IT solutions.

Company Details

Head Office
Japan

Main Business
電力小売業向けシステム事業（電力CIS、卒FIT向け買取料金計算システム、電力トラッキングシステムの構築・運用など）Salesforce事業（構築・改善支援、Sales Cloud、Service Cloud、Pardot、TableauCRMなどの活用）その他事業（業務システム開発、パッケージソフト・SaaS開発）

President
佐藤 冬彦

Established
2014年6月

Capital
1億円

Number of Employees
11 - 50

URL
https://solutionware.jp/company/

Offices

Main Office
Nippo Akihabara Building, 13th Floor
2-25-16 Kanda Sudacho, Chiyoda-ku
Tokyo, Japan, 1010041