

We turn your partnership ideas into reliable reality.

Netzmandat manages the complete partner acquisition process for the B2B mid-market, from the first outreach to the final decision.

We are not a traditional consultancy, an impersonal lead generator or a passive matchmaking platform. Our approach combines the precise selection of the right partners with direct operational execution.

Projects rarely fail for lack of strategy. They fail because the right people never end up at the same table.

25

Years of Industry Practice

Solid network to decision-makers in retail, logistics and B2B technology.



Through to Decision-Readiness

Not just introductions.

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Consistently Personal

The same person from the very first conversation.

INDUSTRIES

TRANSPORT, FULFILLMENT & LAST-MILE

Carrier networks, fulfillment platforms, last-mile. Partnerships here are not built through cold outreach, but through trust at the decision-maker level.

FINANCE, TAX & HR

Tax software, compliance tools, FinTech, HR systems. A market with tight structures and few decision-makers. Opening the right doors here requires personal connections.

B2B SOFTWARE & SYSTEM INTEGRATORS

ERP systems, shop software, IT system integrators, digital and consulting agencies. Enter new segments or test offerings without carrying the entire process in-house.

WHY NETZMANDAT?

- First question is always: "With whom?" not: "How?"
- No subcontracting, no junior profiles
- Targeted investment, transparent fees

ENGAGEMENT MODEL

RECOMMENDED FOR GETTING STARTED

Project Mandate

Clear scope, fixed timeframe, no long-term commitment. Typically 3 to 6 months.

AS A LONG-TERM RESOURCE

Annual Mandate

Ongoing support at a fixed monthly fee. From 6 months.

Fees always start with a fixed retainer. Performance-based commissions may be added by agreement. Every element of compensation is agreed openly upfront.

The rest sorts itself out in conversation.

Michael Lück

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