

Securely invested

maconda supports Dutch Sansidor Group with market entry in Germany

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The Sansidor Group, a Dutch specialist for technical testing of buildings and systems, has successfully launched on the German market. This was also made possible by the buy & build strategy developed by maconda: flex|sec and GBS, two experienced providers of electrical safety testing, became the Sansidor Group's first German partner companies on the 1st of April 2025, both identified and secured by maconda.

maconda was closely involved in all phases of Sansidor's market entry – from analysing several target sectors relevant to safety inspections and initiating transactions. The starting point was a detailed examination of the German market, where inspection services for buildings and technical systems, particularly for electrical devices and systems, fire protection, occupational safety, water hygiene, and air quality, are legally required. maconda's consultants held numerous discussions with market experts, industry associations and regulatory authorities to identify suitable target companies within the strictly federal structure of the German construction industry, marked by widely varying regulations and responsibilities – a true "needle in a haystack" search.

Companies with a suitable business model were approached, as in the case of flex|sec and GBS and were brought together with Sansidor. A key factor was ensuring that the corporate cultures of the target companies and Sansidor were compatible. The result was a perfect fit that, according to all involved, has been met with great satisfaction.

Last but not least, maconda provided organisational start-up support for Sansidor's entry into the German market. The consultants worked closely with Bernhard Schwarm, who has been Managing Director of Sansidor Germany since mid-March. "Sansidor's market entry was a challenging project in which maconda's strengths came fully into play. We are strong in analysis, highly familiar with niche markets, and rely on a robust network of experts," explains maconda Managing Director Rainer Mayer. "We are very pleased that we were able to secure two outstanding teams for Sansidor with Flex-sec and GBS."

Launch in Germany with electrical devices and systems testing

Both flex|sec and GBS are established providers of electrical safety inspections in accordance with DGUV V3. flex|sec focuses on inspecting mobile electrical devices and stationery systems and performs thermographic inspections. GBS specialises in testing mobile devices, fixed installations, welding equipment, ladders, steps, and EV charging stations. Both companies will retain their brand identity and

successful teams. As part of the group, they also benefit from administrative support provided by Sansidor Holding, in areas such as tax, legal affairs, recruitment, and marketing. This principle of “buy & build together” is a core element of Sansidor’s strategy and the premise on which maconda helped shape the successful launch in Germany.

About Sansidor

Sansidor is a fast-growing network of companies in the Testing, Inspection and Services (TIS) sector, with a focus on safety, health and sustainability in buildings and facilities. By integrating companies while preserving a high degree of independence, Sansidor creates a strong platform for collaboration and offers customers a comprehensive range of services. The company's motto is: “Ensuring a safe and healthy environment.” The main shareholders of the Sansidor Group are the Dutch private equity firms IK Partners and HC Partners.

About flex|sec

flex|sec GmbH & Co. KG, based in Stuttgart, is a specialised service provider for electrical safety inspections in accordance with DGUV V3. The company's goal is to ensure safe working environments across a wide range of industries. flex|sec operates with high quality standards, state-of-the-art testing technology and a team of certified, experienced specialists. It supports small and medium-sized enterprises as well as large organisations throughout Germany. Customer proximity, reliability in meeting deadlines and a deep understanding of both technical and regulatory requirements are the key strengths of flex|sec.

About GBS

GBS – Gesellschaft für Betriebssicherheit mbH, based in Bietigheim-Bissingen, is a specialist in electrical safety inspections in accordance with DGUV V3. In addition, GBS advises on the preparation of risk assessments to identify and minimise potential hazards at an early stage. All inspections are carried out by experienced electricians using modern measuring equipment to ensure legally compliant documentation.

maconda – comprehensive expertise in products and services for the construction industry

The maconda team has extensive expertise in the construction industry and has successfully completed numerous projects in this field, including commercial due diligences, strategic realignments, business model optimisation and improvements in operational performance. This makes the Cologne-based team undoubtedly one of the most experienced consultants in the German-speaking region.

Extensive industry experience: water and fire damage restoration | electrical installation | technical trades in many trades | engineering services | heating, cooling and air conditioning technology | fire protection technology | security technology | lighting | building materials | construction chemicals | floor coverings & insulation | drainage technology and sewer construction | forest nurseries | green

roofs | timber construction products | woodworking machinery | DIY | home improvement | and much more

About maconda

For more than 20 years, maconda has been providing support for company takeovers, performance optimisation and restructuring. With over 800 consulting and implementation projects and more than 450 transaction-related mandates, maconda has extensive experience in providing pragmatic support for even the most challenging projects. Clients include medium-sized companies, Business units of large companies as well as international private equity investors and family offices.

maconda sector expertise: construction-related products and services | manufacturing industry | B2B and B2C services | retail & ecommerce | mechanical engineering | packaging & filling | consumer goods | food | future technologies | and much more

maconda core topics: Commercial transaction services | Performance management | Business model development