




COMPETITIVE ADVANTAGE

HOW LEADING A/E/C ACQUIRERS TURN M&A
INTO A REPEATABLE GROWTH SYSTEM

 www.stonemillpartners.com





THE MARKET HAS **CHANGED**

01

TOO MUCH NOISE

Firms are flooded with broker emails and generic outreach.

03

LOST ATTENTION

Decision-makers ignore templated messages from intermediaries.

02

SYSTEM STRAIN

Client-led systems fail due to inconsistency & limited bandwidth.

Results:

Missed opportunities, wasted time, and weak pipelines.



THE STONEMILL SOLUTION

WE DO IT ALL — END-TO-END.

Stonemill's Competitive Advantage program is a fully managed buy-side growth engine.

We find, contact, qualify, and deliver firms ready for meaningful conversations.

Outcome:

High-quality introductions with firms that fit your strategy.

THE CORE ADVANTAGE

MARKET INTELLIGENCE

proprietary research & mapping



HUNTING

multi-channel outreach run entirely by Stonemill

VETTING

pre-qualification through human conversation



STRATEGIC ENGAGEMENT

vetted introductions with context



4 INTEGRATED PILLARS

Our approach blends strategic insight, creative execution, and data-driven optimization — tailored specifically for growing businesses.

HUNTING

Personalized outreach campaigns executed by Stonemill team.

Includes LinkedIn, email, and soft call touches

STRATEGIC ENGAGEMENT

Stonemill facilitates intro calls and manages follow up

Principals only meet firms that pass cultural and strategic filters

MARKET INTELLIGENCE

Proprietary datasets of 30,000+ A/E/C firms

Advanced filters: discipline, geography, revenue, ownership status

VETTING

Qualification based on leadership fit, timing, and strategic alignment

Conversations handled by trained Stonemill SDRs



ROADMAP



RESULTS

Data from active campaigns:

5x

higher response rates than traditional broker outreach

2x

more qualified meetings

<10%

noise rate
(firms not aligned with criteria)

WHY IT WORKS

- ✓ Stonemill executes the entire system in-house
- ✓ You stay focused on evaluation, not cold outreach
- ✓ Custom targeting, professional communication, human vetting

Our Team



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Thank You

GET IN TOUCH

Let's identify your next acquisition together.



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