

# The Value of an M&A Advisory Firm

The logo features the word "stonemill" in a bold, white, lowercase sans-serif font. The letters are set against a dark blue circular background. To the right of the text, there is a stylized graphic of a fan or gear with several blue and white segments. The entire logo is centered on a dark blue background with abstract geometric shapes and lines in shades of blue and white.

**stonemill**

*We are a non-traditional M&A firm. We focus on culture and synergy and take a hands-on, solutions-based approach that puts our active engagements in front of more firms than anyone else.*

# M&A **FOR THE BUILT** ENVIRONMENT



## The Value of using an M&A Advisory Firm like Stonemill Partners

When A/E/C business owners think of mergers and acquisitions (M&A) firms, they often associate them with selling a business. While selling is a critical component, an M&A advisory firm, like Stonemill Partners, provides immense value beyond just helping owners exit their business. Whether you're selling, acquiring, or assessing your firm's value, engaging a professional M&A advisor that specializes in your industry can make all the difference.

# SELLING YOUR FIRM:

## Maximizing Value and Ensuring a Smooth Transition

Selling a business is likely a once-in-a-lifetime event for most owners, and there are no second chances. Without experienced guidance, sellers can easily leave money on the table, encounter unexpected legal and financial hurdles, or waste valuable time navigating a complex process.

### Stonemill Partners ensures sellers get the best possible outcome by:



#### Valuation Expertise

We provide an objective, data-driven valuation based on industry benchmarks, ensuring owners set realistic expectations.

#### Strategic Buyer Access

We leverage our extensive network to connect sellers with the right buyers, whether strategic acquirers or private equity groups.

#### Confidential Marketing

Our team develops comprehensive marketing materials and handles outreach discreetly to maintain confidentiality.

#### Negotiation & Deal Structuring

We help sellers evaluate offers, structure deals to maximize after-tax proceeds, and negotiate favorable terms.

#### Closing & Post-Sale Transition

From due diligence to legal documentation, we guide owners through every step until the deal is successfully closed.

By engaging Stonemill Partners, sellers can focus on running their business while we handle the complexities of the sale.

# BUYING **A** FIRM:

## Strategic Growth Through Acquisition

M&A isn't just about selling. Acquiring another firm can be one of the most effective ways to accelerate growth, expand services, and gain a competitive edge. However, many buyers make critical mistakes by either overpaying, acquiring firms with hidden risks, or failing to integrate successfully.

### Stonemill Partners helps buyers navigate the acquisition process by:



#### Target Identification

We help buyers define acquisition criteria and identify firms that align with their strategic goals.

#### Due Diligence Support

Our team assesses financials, culture, client contracts, and operational risks to ensure buyers make informed decisions.

#### Valuation & Deal Structuring

We provide valuation analysis, structure deals for optimal ROI, and negotiate terms that work in your favor.

#### Integration Planning

Post-acquisition success hinges on integration. We assist in cultural alignment, leadership transitions, and operational merging.

For firms looking to grow through acquisition, working with an experienced M&A advisor prevents costly missteps and increases the likelihood of a successful deal.

# UNDERSTANDING YOUR VALUE:

## More Than Just a Number

Many A/E/C business owners only think about valuation when they're ready to sell. However, understanding the value of your firm is critical at any stage of ownership. Whether planning for an internal transition, securing financing, or setting long-term goals, an accurate valuation provides essential insights.

### Stonemill Partners provides valuation services that help owners:

#### Set Realistic Growth Targets

Knowing your firm's worth allows for better financial planning and strategic decision-making.

#### Prepare for Future Transactions

Whether considering a sale, a merger, or an ownership transition, valuation insights ensure readiness.

#### Improve Business Performance

Understanding valuation drivers helps owners enhance profitability and increase business value over time.

Our valuation process goes beyond financial statements—we consider industry trends, market comparables, operational efficiency, and intangible assets to provide a holistic assessment.



# WHY CHOOSE **stonemill**? *Partners*



With 13 years of experience specializing in the A/E/C sectors, Stonemill Partners understands the unique challenges and opportunities in the built environment. Our expertise, network, and hands-on approach set us apart in delivering successful outcomes for our clients..

**Whether you're selling, buying, or assessing your firm's value, engaging an M&A advisory firm isn't just about completing a transaction, it's about securing your future.**

## **READY TO EXPLORE YOUR OPTIONS?**

Contact Stonemill Partners today to discuss your goals and how we can help you maximize value in every stage of your business.

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