



BUY-SIDE ADVISORY

COMPETITIVE ADVANTAGE

How leading A/E/C acquirers turn M&A into a repeatable growth system.

STONEMILL PARTNERS · ATLANTA · NASHVILLE



THE MARKET HAS CHANGED

01

Firms are flooded with broker emails and generic outreach.

02

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

03

Decision-makers ignore templated messages from intermediaries.

RESULT

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.

02 • THE PROGRAM

THE CORE ADVANTAGE

01 MARKET INTELLIGENCE

Proprietary research and mapping

02 HUNTING

Multi-channel outreach run entirely by Stonemill

03 VETTING

Pre-qualification through human conversation

04 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.

PILLAR	WHAT IT COVERS	HOW IT RUNS
MARKET INTELLIGENCE	Proprietary datasets of 30,000+ A/E/C firms	Advanced filters: discipline, geography, revenue, ownership status
HUNTING	Personalized outreach campaigns executed by Stonemill team	Includes LinkedIn, email, and soft call touches
VETTING	Qualification based on leadership fit, timing, and strategic alignment	Conversations handled by trained Stonemill SDRs
STRATEGIC ENGAGEMENT	Stonemill facilitates intro calls and manages follow-up	Principals only meet firms that pass cultural and strategic filters

ROADMAP

PHASE 1

Market mapping, client profile, and data sync

PHASE 2

Active hunting and vetting

PHASE 3

Ongoing updates and opportunity briefs

PHASE 4

Valuation, LOI, and on to closing

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

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

05 · OUR TEAM



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THANK YOU

GET IN TOUCH

Let's identify your next acquisition together.

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