

Introduction to EFCG

M&A Services & Capabilities Overview

Winter 2026

What We Do

Our Mission: Provide a strategic edge to AEC firms to advance the industry.



Who We Are

Founded in 1990, Environmental Financial Consulting Group (EFCG) is a global specialized M&A advisor and management consultant to Architecture, Engineering, and Consulting (AEC) firms

What Differentiates EFCG

For 35+ years and counting, we have served as a retained advisor to 550+ firms, developed a proprietary database of financial and business metrics from our clients, held more than 100 executive conferences, and built personal relationships with the CEOs and key decision makers at every major AEC company and private equity firm investing in the AEC space

Global Presence

International experience and distributed geographic presence of our team enables us to develop close ties with leading global AEC firms and investors

Each of Our Service Pillars is Powered by the Most Comprehensive Proprietary Database in the Industry

6

Annual Surveys

500+

Database Contributing Firms

8M+

Data Points Every Year

Corporate Finance & Strategic Advisory

550+

AEC Firms Advised

- Strategic Planning
- Financial Benchmarking
- Valuations
- Talent Strategy
- Technology Practice
- Sustainability & ESG

Mergers & Acquisitions Advisory

240+

M&A Transactions Advised On

- Sell-Side Engagements
- Preparation for sale and positioning check-ins
- Consultation on Capital Raises (minority and majority)
- Buy-Side Engagements
- Due diligence and market studies
- Pre- and Post-Merger Integration

Leadership Conferences

100+

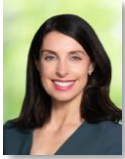
Conferences Hosted

- Analysis on AEC Trends from EFCG's Proprietary Industry Database
- Perspectives from Subject Matter Experts and Industry Executives
- Invaluable Peer-Networking Opportunities

The EFCG Team

Excellence. Teamwork. Integrity. Continuous Learning & Improvement.

Mergers & Acquisitions Team



Jessica Barclay
Managing Partner



Trevor Casey
Director



Emily Shaw
Senior Vice President



Keith Zukowski
Vice President



Chaza Makki
Associate



Abhishek Singh
Associate



Chien Lim
Analyst

Advisory Team



Rebecca Zofnass
Managing Partner



Andreas Georgoulas
Director of
Sustainability & ESG



Vishal Menon
Vice President



Emma Orr
Vice President



Martin Clark
Associate



Ethan McCue
Senior Analyst



Addy Orcutt
Senior Analyst



Nina Nesselbush
Analyst



Kian Shah
Analyst

Technology & Advanced Analytics



Marcus Quigley
Partner & Technology
Practice Lead



Jay Margherio
Vice President



Shi Qi Connolly
Senior Analyst



Julie Hasiba
Managing Partner



Dimitri Milionis
Senior Vice President



Renee Ring
Chief Operating
Officer



Tammy Eisenberg
Legal and Compliance
Manager



**Bambi Caicedo
Rogers**
Director of Strategic
Events



Fatima Moumen
Business Operations
Manager


Talent & Comp Strategy Team

Conferences & Administrative Team

Our Unique Capability Set

With end-to-end solutions, EFCG is the only firm that offers a complete suite of services to the AEC Industry, effectively consolidating both Management Consulting and Investment Banking capabilities.



EFCG Service Capabilities Comparison			
Service Capabilities	 EFCG	Investment Banking Firms	Management Consulting Firms
<i>Corporate & Financial Strategic Planning</i>	✓		✓
<i>Peer Benchmarking Analyses For AEC Firms</i>	✓		
<i>Technology, Innovation, Talent, and ESG Strategy</i>	✓		✓
<i>AEC Technology Valuations, Divestitures, and Spin-offs</i>	✓		
<i>Firm Valuations & Internal Ownership Transitions</i>	✓	✓	✓
<i>M&A Sell-Side & Buy-Side Representation</i>	✓	✓	
<i>M&A Support Services</i>	✓	✓	✓
<i>Market Analyses & Insights</i>	✓	✓	✓
<i>Pre-Merger Integration</i>	✓		
<i>Post-Merger Integration</i>	✓		✓
<i>Executive Leadership Conferences for AEC Firms</i>	✓		

Over the past 35+ years, EFCG has worked with 500+ firms across the AEC industry to unlock business synergies, achieve clients' short-term and long-term objectives, and maximize shareholder value

Extensive Experience Advising AEC Firms

EFCG has consistently delivered exceptional results to founders and equity stakeholders, helping to meet their strategic and financial goals during ownership transitions.

Sell-Side Services

Structured Sell-Side Processes

Recapitalizations & Private Equity Services

Corporate Divestitures & Technology Spinouts

Joint Ventures & Alliances

Buy-Side Services

Investment Screening: Add your contact information, firm information, and acquisition criteria to our buyer database.

Opportunistic: EFCG will, from time to time, bring relevant companies that fit your acquisition criteria, if and as they come to us from various sources.

Tactical: Client will provide list of targets. EFCG and Client mutually agree on names. EFCG will reach out to targets to set up introductory meetings and advance the conversation.

Full Scale (limited availability): Understand your acquisition criteria and fully canvass the target landscape, nationally and/or globally, to create a robust list of relevant targets.

Pricing Varies by Tier

Recent M&A Transactions

 has been acquired by Morgan Stanley CAPITAL PARTNERS EFCG served as the exclusive financial advisor to Olsson  December 2025	 has acquired Alliance TECHNICAL GROUP a portfolio company of Morgan Stanley CAPITAL PARTNERS EFCG served as co-advisor to Alliance Technical Group  December 2025	 Has divested its digital procurement platform bids&tenders to VALSOFT EFCG provided advisory services to GHD  November 2025	 has acquired C2OE EFCG provided advisory and valuation services to C2OE  November 2025	 A portfolio company of NMC NEW MOUNTAIN CAPITAL LLC acquired the North American Transmission & Distribution engineering business of wood EFCG served as the financial advisor to Qualus  October 2025	 a portfolio company of RTC COMPANY acquired KKCS EFCG advised Consertus  June 2025	 has acquired M EFCG advised DB Sterlin  August 2025	 a portfolio company of ALION CAPITAL PARTNERS has acquired the assets of ILLUME EFCG served as the exclusive financial advisor to Illumine  May 2025	 a portfolio company of KKR acquired the Environmental Division of NewFields Perspective Vision Systems EFCG served as the exclusive financial advisor to NewFields  April 2025	 has acquired PARADIGM EFCG initiated the transaction and advised Ulteig  March 2025
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Sell-Side

Sell-Side

Sell-Side

Sell-Side

Buy-Side

Buy-Side

Buy-Side

Sell-Side

Sell-Side

Buy-Side

How to Leverage EFCG for Additional Corporate Finance Services

AEC Industry Overview

EFCG's AEC Industry Overview is a comprehensive look at the latest trends and performance of the Architecture, Engineering, and Consulting Industry. Each year, EFCG collects proprietary financial and operational data from 300+ firms and analyzes that data so firms in the industry can make sense of how they compare on key metrics (ex: Growth, Profitability, Turnover) and understand what factors will play an increasingly important role in the future of the industry (ex: Technology, ESG, M&A). This document provides a true snapshot of what is happening in this space and offers critical questions that leadership teams can build into their conversations.

AEC Industry Overview - \$8,000

To purchase the unredacted AEC Industry Overview please email Emily Shaw at eshaw@efcg.com



Peer Benchmarking Analysis

EFCG's Peer Benchmarking Analysis / Market Study compares an AEC firm to its peers across a variety of metrics, from profitability and revenue growth to business development, turnover, technology, sustainability, and overhead. We typically use at least two peer groups: one is the "primary peer group," usually aimed at identifying a company's closest competitors, whether by revenue size or market sector, and the second is the "alternative peer group," which aims to identify firms which are similar to the target company, but perhaps in a different way, like customer sector or geographic location.

Peer Benchmarking Analysis - \$50,000

To purchase a Peer Benchmarking Analysis please email Emily Shaw at eshaw@efcg.com



Quantitative Integration Analysis (QIA)

EFCG's Quantitative Integration Analysis (QIA) helps clients understand post-merger integration as never before:

- Leverage millions of pre-existing data points to view your organization at any level of detail.
- Act on leading indicators of integration success – months ahead of conventional approaches.
- Measure and benchmark progress using EFCG's proprietary "Integration Velocity" algorithms.
- Prove value creation and track progression toward operational and commercial goals.

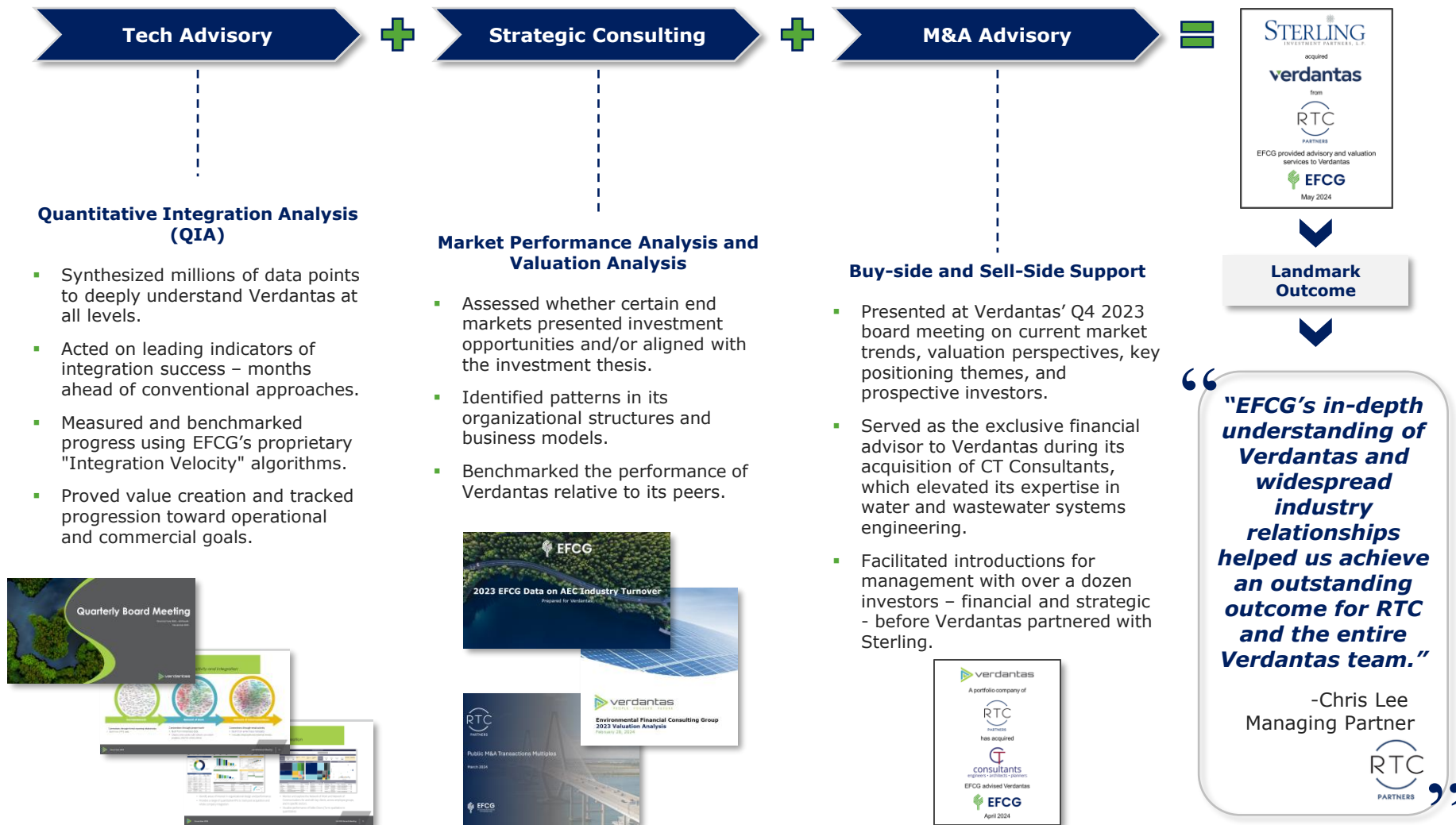
Quantitative Integration Analysis (QIA) - \$7,500 per month / \$15,000 per quarter

To inquire about the QIA please email Emily Shaw at eshaw@efcg.com



Case Study: How EFCG Assists AEC Firms

EFCG has been a trusted thought partner to both RTC and Verdantas, providing candid advice and strategic support to help execute their organic and inorganic growth strategies to become a differentiated national professional services firm.



Partnering with the Right Advisor Has Never Been More Critical

Our team's market knowledge, process expertise, and buyer relationships are key to driving successful outcomes.

Client Testimonials



Donald A. Benvie
CEO
Tectonic

"We appreciate all the support we received from the EFCG team, preparing us for and running such an effective process and enabling us to achieve this outstanding outcome. We're very excited for this next phase for Tectonic."



Bryan Carruthers
CEO
ANSER
ADVISORY

"I'm grateful for the exceptional support and insight provided by the EFCG team during my tenure as CEO of Anser Advisory and our subsequent sale to Accenture. Their industry expertise, approach, and strategic thinking make them a valuable partner in our industry."



Yehudi "Gaf" Gaffen
Founder & Chairman
gafcon

"The EFCG team was instrumental in ensuring our successful sale of Gafcon Digital. They provided the data, resources, and connectivity to help us find the best possible home for the Gafcon Digital team and structure a win-win outcome for all parties. We will continue to leverage EFCG's expertise and knowledge for potential M&A situations we will encounter."



Patrick C. Gobb
CEO
NewFields
Perspective. Vision. Solutions.

"We are extremely appreciative of all the hard work and guidance provided by the EFCG team throughout the entire process. The EFCG team closely collaborated with us, taking the time to understand our market position and competitive landscape. EFCG played a critical role in helping us achieve a tremendous outcome. I highly recommend the EFCG team to other founders and owners exploring their strategic options."



Mike Kaplan
Managing Director
LITTLEJOHN & Co.

"EFCG played a pivotal role in our successful investment in Ardurra. Their exceptional data, strong relationships, and deep knowledge of the AEC industry enabled us to stand out in the process and create the optimal outcome for all parties. We look forward to working more with EFCG to keep growing the impressive Ardurra platform."

EFCG Transaction Experience

 has been acquired by Morgan Stanley CAPITAL PARTNERS EFCG served as the exclusive financial advisor to Olsson  December 2025	 has acquired Alliance Technical Group a portfolio company of Morgan Stanley CAPITAL PARTNERS EFCG served as co-advisor to Alliance Technical Group  December 2025	 Has divested its digital procurement platform bids&tenders to VALSOFT EFCG provided advisory services to GHD  November 2025	 has acquired C2Qe EFCG provided advisory and valuation services to C2Qe  November 2025	 A portfolio company of NMC New Mountain Capital LLC has acquired the North American Transmission & Distribution engineering business of wood EFCG served as the financial advisor to Qualus  October 2025	 has acquired  EFCG advised DB Sterling  August 2025	 a portfolio company of ALION CAPITAL PARTNERS has acquired the assets of ILLUME EFCG served as the exclusive financial advisor to Illumine  May 2025	 a portfolio company of RTC PARTNERS has acquired KKCS EFCG advised Consortus  June 2025	 a portfolio company of KKR has acquired the Environmental Division of NewFields EFCG served as the exclusive financial advisor to NewFields  April 2025	 has acquired PARADIGM EFCG initiated the transaction and advised Ulteig  March 2025
 a portfolio company of RTC PARTNERS has acquired TWP EFCG advised Consortus  February 2025	 has invested in Tectonic EFCG initiated the transaction and advised Tectonic  October 2024	 acquired POWER ENGINEERS EFCG served as advisor to WSP  October 2024	 A portfolio company of NMC New Mountain Capital LLC to acquire PFES EFCG served as the financial advisor to Qualus  August 2024	 has acquired the assets of VeriDaaS EFCG advised The Sanborn Map Company  July 2024	 A portfolio company of NMC New Mountain Capital LLC has acquired ASSET ENGINEERING EFCG served as the financial advisor to Qualus  June 2024	 invested in ERP EFCG advised Rockwood Equity Partners  June 2024	 a portfolio company of Morgan Stanley CAPITAL PARTNERS has acquired RSB ENVIRONMENTAL EFCG advised Alliance Technical Group  May 2024	 has acquired the assets of gafcon EFCG advised Gafcon  May 2024	 acquired verdantas EFCG provided advisory and valuation services to Verdantas  May 2024
 A portfolio company of RTC PARTNERS has acquired consultants EFCG advised Verdantas  April 2024	 acquired CarbonCo, LLC EFCG initiated and advised CarbonCo  February 2024	 has acquired the assets of NUVIA DYNAMICS EFCG advised The Sanborn Map Company  January 2024	 to acquire MH MORRISON HERSHFIELD EFCG provided advisory and valuation services to Morrison Hershfield  January 2024	 A portfolio company of Morgan Stanley CAPITAL PARTNERS has acquired ORTECH EFCG advised Alliance Technical Group  December 2023	 A portfolio company of ALPINE has acquired Facility Data Services a subsidiary of RAMBOLL EFCG initiated the transaction and advised Ramboll  December 2023	 to acquire ANSER ADVISORY A portfolio company of STERLING CONSULTANT EFCG advised Anser Advisory  June 2023	 acquired gafcon DIGITAL EFCG initiated and advised Gafcon Digital  April 2023	 acquired ARDURRA EFCG advised Littlejohn & Co.  February 2023	 acquired GBMc & ASSOCIATES EFCG initiated the transaction and advised Alliance Technical Group  November 2022
 acquired Carbonfund.org EFCG initiated and advised Carbonfund.org  October 2022	 acquired AppGeo EFCG advised Sanborn Map Company  September 2022	 acquired Fulcrum EFCG initiated and advised Vertex  July 2022	 acquired IBDS EFCG initiated and advised Stanley Consultants  April 2022	 acquired PGH ENGINEERS CONSULTANTS EFCG initiated and advised GAI Consultants  April 2022	 acquired COMSTOCK ENVIRONMENTAL the environmental consulting business of COMSTOCK CONSULTING HOLDING COMPANIES, INC. EFCG initiated and advised Comstock and Comstock Environmental  March 2022	 acquired Milton Chazen Associates, Inc. EFCG initiated the transaction and advised Milton Chazen Associates  March 2022	 acquired Wang Engineering EFCG initiated and advised Wang Engineering  January 2022	 has sold Wang Feasibility Services to the WTS management team EFCG advised Wang Engineering  January 2022	 acquired g-logics EFCG advised G-logics  September 2021
 acquired ARRC EFCG initiated and advised ARRC Consulting  August 2021	 Acquired a majority interest in AGILE FRAMEWORKS from BRAUN INTERTEC EFCG advised Braun Intertec and Agile Frameworks  April 2021	 acquired LKB EFCG initiated and advised Vertex  January 2021	 acquired The Chazen COMPANIES EFCG initiated and advised The Chazen Companies  December 2020	 acquired SUMMIT ENGINEERING SERVICES EFCG initiated and advised Sargent & Lundy  April 2020	 acquired PRIMEW EFCG initiated and advised Prime AE  November 2019	 acquired CALTHORPE ASSOCIATES EFCG initiated and advised Calthorpe  May 2019	 Merged With WU EFCG initiated and advised Wood & Gierke  March 2019	 acquired OBG EFCG initiated and advised Ramboll  January 2019	 acquired RTW Black Consulting, Inc. EFCG initiated and advised RTW Black  September 2018

Contact Us

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