Fuel Innovation and Corporate Strategy with Outbound Deal Origination using SourceScrub

Relying solely on intermediaries for deal sourcing doesn't cut it in today's increasingly competitive, fast-paced, and specialized markets. Closing deals comes down to an M&A team's ability to proactively identify, systematically evaluate, and intelligently connect with the right companies earlier and more effectively than competitors.

But top companies don't waste time manually combing through conferences lists and Google search results to find and vet deals. They use data and deal sourcing technology to see all the possibilities, prioritize for fit, and then differentiate themselves to rapidly build a direct sourcing pipeline full of proprietary opportunities.

66%
of M&A professionals are under increased pressure to directly source deals

the average SourceScrub customer increases directly sourced pipeline by

36%

See the Entire Universe of Opportunities

Confidently map complicated landscapes and associated sub-sectors, keep up with fast-moving, incredibly niche, or newly adjacent markets, and surface highly relevant private companies not yet on your competitors' radar.

Pinpoint Proprietary Targets

Quickly research proprietary opportunities, score them based on your M&A team's investment criteria, and use deep company profile information, news, and event intelligence to break through early.

Automatically Track Investment Readiness

Use alerts and notifications triggered by growth signals, news events, and company milestones to monitor target readiness and reach out at the best moment with the right message.

The SourceScrub Difference

"We're in a mature market, and to be able to generate pipeline for the next 2-3 years and this level of M&A activity is pretty exciting. It's amazing to work with Managing Directors who have been in the space for 10-15 years and be able to surface super relevant companies that they've never heard of. With SourceScrub, we're not missing anything."

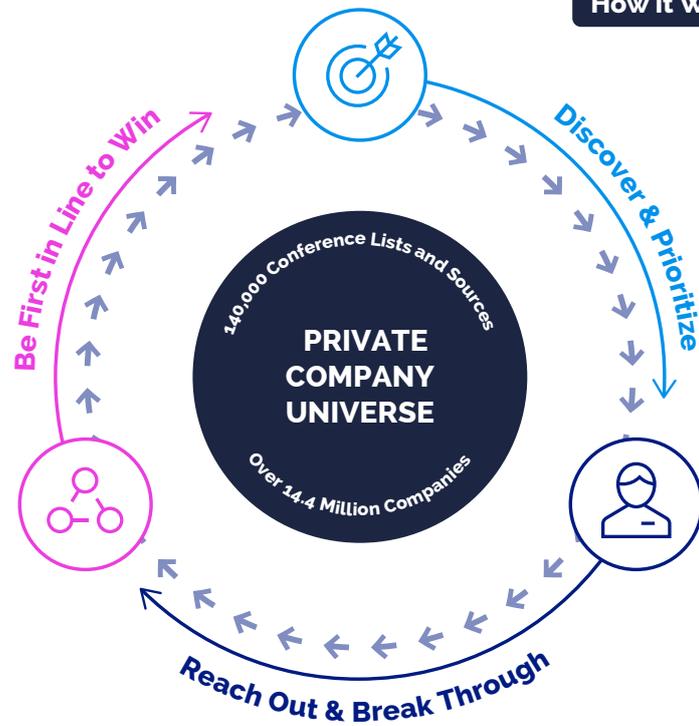— Jonathan Ung, VP of Corporate Development, NES Fircroft

150%
increase in international add-on deal flow

SourceScrub's Direct Sourcing Solution

SourceScrub's sources-first deal sourcing platform uses a proprietary human-in-the-loop machine-learning process to connect every available source of private company information to create a web of insight and the most complete and accurate source of private company intelligence available so dealmakers see more opportunities and win more often.

Be First in Line to Win

Discover & Prioritize

Reach Out & Break Through

140,000 Conference Lists and Sources

PRIVATE COMPANY UNIVERSE

Over 14.4 Million Companies

Discover & Prioritize

• Start with more than 14M company listings, deep profiles and signal data for the most complete view of the private market to identify and understand the full breadth and depth of target players

• Work with over 140,000 (and growing) cross-indexed Sources and lists for instant market context and mapping

• Use tunable scoring model for DIY data science solutions that quantitatively prioritize opportunities

Reach Out & Break Through

• Get up to speed fast with rich company profiles containing company milestones, benchmarks, job openings, and growth intent

• Enrich CRM details with 2-way data integration that provides firmographics and contact details to scale and accelerate outreach

• Plan trade show visits and travel with unmatched event intelligence to get the most from every dollar and mile

Be First in Line to Win

• Monitor targets for readiness with automated notifications about opportunities' growth signals, news events, and company milestones

• Differentiate your firm and fuel domain expertise with SourceScrub's news and signal alerts for opportunities and competitors

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"I'm ultimately responsible for driving proprietary deal flow, and I simply can't do my job without SourceScrub. If it weren't for SourceScrub, I would have been unable to find and contact the companies that now represent the majority of my late-stage deals."

— Charles Shannon, Corporate Development Expert

60%
of late-stage M&A deals generated via SourceScrub