



Call with M3 Mechanical - Tony Molnar

Ben Bilhorn with M3 Mechanical
Recorded on 9/12/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Ben Bilhorn
SDR

M3 MECHANICAL

Tony Molnar
Chief Executive Officer

Topics

<i>Pricing</i>	0:14
----------------------	------

Transcript

"This English transcript was generated using Gong's speech-to-text technology"

TONY

0:00 Johnny. Speaking.

BEN

0:01 Hey, Tony. This is Benjamin with service trade. How are you doing? Good, good. Did I catch you at a decent time in?

TONY

0:04 Good, Ben.

TONY

0:08 Okay. What's going on?

BEN

0:09 Yeah. So I actually wanted to, I wanted to call you about Northboundary, are you familiar with that at all?

--- Pricing ---

BEN

0:15 No, yeah. So basically, we're a.

TONY

0:14 No.

BEN

0:22 Quoting and estimating and light CRM solution specifically for mechanical contractors like you guys. So I really wanted to pick your brains a little bit about... you know, your guys current like preventative maintenance agreements, selling process, how that works for you guys? See if Northboundary might be a good fit. Basically. Yeah, how are you guys quoting out your PMS right now?

TONY

0:47 Well, we don't quote out that many. So, it's not a big process for us.

BEN

0:51 Gotcha. You guys do much preventative maintenance period?

TONY

0:56 We do, we do about three to 4,000 units a quarter.

BEN

1:01 Okay. Gotcha. But are they already?

BEN

1:06 Are they already like existing contracts? I guess that have been already been set up?

--- Pricing ends ---

BEN

1:10 Okay. Gotcha. And then, what about when you guys find like an issue out on the, when they're out on a PM, like this part needs to be replaced or how are they kind of tracking and quoting that out? Okay. Gotcha. Is that build ups still right now? Right? Okay. Gotcha. I guess, do you have, is that, how is that how your whole sales team is working is through BuildOps right now? Or how are they, how are they doing their stuff?

--- Pricing ---

TONY

1:09 Yeah.

--- Pricing ends ---

TONY

1:11 Yeah.

TONY

1:23 Through our ERP?

TONY

1:28 Yeah, as, yep.

TONY

1:41 Well, two different topics. So, sales team is.

BEN

1:43 Well...

TONY

1:47 We use a combination of Hubspot and other things. But, but now BuildOps is, had launched their CRM. So we're going to probably be adopting that and getting rid of build of Hubspot?

BEN

1:51 Okay. We'll do.

BEN

2:03 I see. When was that? How recent is that?

TONY

2:08 I'm sorry.

BEN

2:08 I'm so, when did Bill up? None that they were launching a CRM?

TONY

2:14 It's already launched. We just haven't adopted it yet?

BEN

2:17 Okay. Gotcha. But you've like looked at, it looks like something that's kinda work pretty well for you guys. Yeah.

TONY

2:21 Yeah, I mean, it's fully integrated to everything else. So we kinda like that aspect.

BEN

2:26 Right, right. I understand that. Okay. Gotcha.

BEN

2:33 Cool. Well, so you're gonna be getting rid of Hubspot? And right now, is that you're using that for a customer record management? And are you using that for quote building as at all as well? Or is that just for? No, no record?

TONY

2:45 No, no, just Hubspot is just pipeline only.

BEN

2:48 Okay. Gotcha. Okay. Cool. Well, that makes sense. Well, yeah, mostly I wanted to, I wanted to check on that and keep up with how you guys are, how everything's going with BuildOps right now, but it sounds like everything's still pretty running pretty smoothly.

TONY

2:51 Yeah.

TONY

3:00 Yeah.

TONY

3:04 It is. They just keep on iterating and upgrading like weekly there's so, there's new changes and just happens seamlessly. So continue to improve.

BEN

3:15 Okay. Awesome. Glad to hear it. All right, man. Well, yeah, I appreciate your time. All right. Take care. Bye bye.

TONY

3:17 Yeah, okay.

TONY

3:21 All right. Take care now.

The End