



# Call with MAPP Maintenance - Mike Norenberg

Logan Engel with MAPP Maintenance  
Recorded on 10/21/22 via SalesLoft, 3 min.

## Participants

### **SERVICETRADE**

Logan Engel  
*Account Manager*

### **MAPP MAINTENANCE**

Mike Norenberg  
*Business Development*

# Topics

*Call Setup* ..... 0:00

# Transcript

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

*--- Call Setup ---*

MIKE

0:00 Hello, this is Mike.

LOGAN

0:01 Hey, Mike. This is Logan from service trade. How have you been?

MIKE

0:05 Hey, good. How are you?

LOGAN

0:06 Pretty good. I was reaching out. I'm not sure if service trade rings a bell, but solve that your company, it's scheduled a demo with us earlier this year.

LOGAN

0:17 But I think the timing just wasn't there. I'm not the original person who had booked it with you. So, I'm not quite sure on the specifics. Do you remember speaking with us?

MIKE

0:28 I did in the guy told me whoever I talked to, he said he works whatever we did. You know, we spoke about. He said that y'all could integrate with us.

*--- Call Setup ends ---*

LOGAN

0:41 Okay.

MIKE

0:43 You couldn't services because I guess we handle different volume and what's your custom too? I think if I remember correctly. So, we actually went a different route.

LOGAN

0:50 Okay.

LOGAN

0:53 Gotcha. Do you all do a lot of Construction?

MIKE

0:58 So, we are part of the Construction group that's...

MIKE

1:06 Part on the, under the same umbrella as our parent company. So we do Construction, but we don't do like new Construction. We focus on commercial, pretty much remodeling, and then we do a lot of service work in air, conditioning electrical, plumbing, concrete, any man, anything? Roofing? Everything.

LOGAN

1:23 Okay. Gotcha.

LOGAN

1:33 Okay. Yeah. So were built specifically for commercial and industrial service. We don't touch on the Construction side. I will say that.

MIKE

1:43 Right.

LOGAN

1:45 And then I noticed shop.

MIKE

1:46 Well, that's what we're looking for is managed service because that's what my main focuses.

LOGAN

1:52 Okay. Well, I'm gonna reach out to my manager about your account. Will your company overall? I know we've had a lot of changes rollout just within the last couple of months. We'll several months now.

MIKE

2:06 Right.

LOGAN

2:07 I'll check in with him and see if he can dig around and see, I guess get better clarification on why it didn't work out earlier this year because things have

changed... but I'm just not quite sure on the specifics and he would have more clarification there on the.

MIKE

2:19 Okay.

MIKE

2:25 Well, we went out. We like I said, we went a different route. We're actually implementing it here in the next month already.

LOGAN

2:32 Gotcha. Huge. I'll go with.

MIKE

2:35 Built BuildOps.

LOGAN

2:37 Okay. I'm familiar with BuildOps. Okay. Alrighty. Well, cool. Do you know off the top of your head? If you all are in a contract with them?

MIKE

2:40 Yeah.

MIKE

2:47 Yes, yeah.

LOGAN

2:49 Okay. Is it a one year?

MIKE

2:53 That, I can tell. Yeah, I'm not sure exactly, but it's it was a, it was a complete custom work over. So, I mean, it's a, it was a pretty big software purchase.

LOGAN

2:56 Yeah, no worries. There.

LOGAN

3:05 Okay.

MIKE

3:06 I mean, I think it was in the 50 to 75,000.

LOGAN

3:10 Gotcha. Gotcha.

MIKE

3:12 Total operation. Yeah. Alright.

LOGAN

3:13 Okay. Alright. Well, I hope BuildOps works out for you all. Thank you so much for taking my call.

MIKE

3:19 Yes, sir. Thank you. All right.

LOGAN

3:21 Okay. Bye.

*The End*