



Call with Temp-Con Incorporated - David Carlton

Matt Hetrick with Temp-Con Incorporated
Recorded on 9/12/23 via SalesLoft, 13 min.

Participants

SERVICETRADE

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Transcript

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MATT

0:00 Hey, David, it's Matt with service trade. How's it going?

DAVID

0:00 Hello?

DAVID

0:04 Hey, Matt. Good.

MATT

0:05 Good. I got your call. I just wanted to give you a ring back. Sounds like it's just the price quote that you guys need.

DAVID

0:11 Yeah. I mean, I found the one that had the five year on it.

--- Quoting ---

DAVID

0:16 You had, you had responded at one point that there was a typo or something and then you resent the, I think that's the most current one with that had the five year on there. So I sent that, I sent that to Ken, but I didn't know if there was something else or just making sure that I had the correct quote that's I wanted to make sure of that before I let Ken know that was for sure. The one. So.

MATT

0:30 Yeah.

--- Quoting ends ---

MATT

0:45 Yeah, I know because I know we had sent you guys a couple is per my records. I think, the most recent, the final one that we reviewed together was sent on April tenth and I sent you guys two five year quotes, one for temp con and TP. And then one just for temp con. I'm pretty sure that is, the one that we left off on. I think it averages out to about one or five per year.

DAVID

1:11 Yeah. If he can, you resend those to me. So I'll make sure that Ken has those because he's right now he's reviewing that.

MATT

1:22 Okay.

DAVID

1:23 With some people at TP.

--- *Purchase decision* ---

MATT

1:25 Yeah, yeah, absolutely.

DAVID

1:28 That way, we got, you know, we're trying to make sure we got apples to apples, right? So.

MATT

1:33 Yeah, for sure.

DAVID

1:34 They're they're doing their due diligence right now on the pricing and seeing where we're at.

MATT

1:40 Okay.

DAVID

1:41 Okay.

MATT

1:42 So, let me...

MATT

1:46 Let me, I'll resend those to you. Of course, the dates are going to be off because back in, okay.

DAVID

1:51 Yeah.

--- Pricing ---

DAVID

1:51 We're just looking at pricing. Well, there's the number, right? What, what's our price per user? So.

MATT

1:53 The number?

MATT

2:00 Yeah. Okay.

DAVID

2:02 Because you guys charge for all users and they only charge for field. They don't charge for office admin?

MATT

2:12 Yeah. So we're actually the same. We only charge for technicians as well. Office users. Men are 100 percent free and unlimited.

DAVID

2:16 Well, well, that's a distinction that I don't think, we appreciate it or understood. So put, if you put that in your e-mail when you send that to me, I'll make sure I'll let them know that.

MATT

2:32 Yeah. And you'll see that on the quote itself, it'll say either premium or enterprise technician license and then you get the partsledger subscription that's for the module, then it's Northboundary, it's just sales users and that's it for the subscription cause.

DAVID

2:40 Yeah.

DAVID

2:47 Gotcha. Okay. Great. Well, that's good then to know that.

MATT

2:52 Yeah. So.

--- Pricing ends ---

MATT

2:56 Are you and Ken, you guys are reviewing this stuff with like Gordy in them?

DAVID

3:02 With, Bill is our coo?

MATT

3:04 Okay.

MATT

3:06 And, he's in Kansas City.

DAVID

3:09 No, Bill is in Ohio.

DAVID

3:12 He's with TP. He's he's actually with triple point. So, triple point is our.

MATT

3:12 Okay.

DAVID

3:20 Our...

DAVID

3:22 Overseeing body, if you will, right?

--- *Purchase decision* ---

DAVID

3:26 They're they're overall of our divisions. So, Bill got, he's our coo now with triple point, which is he's overall of it.

MATT

3:25 Yep. I remember.

MATT

3:34 Okay.

MATT

3:37 So, is it basically, is it Bill the ultimate decision maker or is Gordy part of it?

DAVID

3:42 I mean, yeah, I mean, Gordy is our CEO, you know, he's going to have say in it, but Gordy.

DAVID

3:51 Doesn't really... he relies on us to make sure that we're doing the due diligence. So... you know, he's just basically going to just look it over real quick, and just listen to it. He's not gonna actually be the one who decides what we go with. So.

MATT

3:58 Yeah.

MATT

4:09 Gotcha. And...

DAVID

4:10 Yeah, he's not in the weeds.

--- Purchase decision ends ---

DAVID

4:12 So, with the decision on who we're gonna go with, lies with me and to some extent can, because now, they're faced with switching their system too since perfect where I got acquired by BuildOps. So they're going to be forced to go with the new one. So they're switching no matter what they don't even have an option.

MATT

4:27 Huh.

--- Purchase decision ---

MATT

4:35 Gotcha. Have they given a timeline on when that's going to happen?

DAVID

4:37 Yeah, because perfect ware is going to be decommissioned and build, I think they have 2024 to make a decision, whether they're going to switch over to BuildOps. All all perfect, where users are giving the option whether they're gonna switch over to BuildOps or they're gonna go with someone else.

--- Purchase decision ends ---

DAVID

4:59 But they, to my understanding, I don't know the exact timeline. But based on some conversations I've been involved with thinking it's going to have to be made in 2024 the latest because in 25, I think they're gonna decommission the perfect ware.

MATT

5:14 Gotcha. Ironically, TP mechanical is the one with a pretty polished rock solid Construction model. So there's nothing really broke on that side of the business for them.

DAVID

5:15 Yep.

--- *Accounting integrations* ---

DAVID

5:26 No. In our, in our Construction department uses Sage pretty seamlessly as well. So, the Computerease which is what TP uses, and the Sage, which is what temp con uses. Our, those programs were put in place for the Construction side without taking into account the service. So TP historically couldn't use Computerease. And they went out and found perfect ware. We temp con picked up Sage, and then they sold us a bolt on SSO.

MATT

6:06 Yep.

DAVID

6:07 So, which doesn't work for us either? So they made perfect ware work for what they needed it for and they, and they're happy with it. But now that BuildOps acquired them, they're being forced to change.

MATT

6:16 Huh.

--- *Type of work* ---

MATT

6:21 Yeah. Yep. Okay. Yeah, that's interesting because I know that BuildOps is usually more appealing to companies that are looking for Construction and service in the same. But usually companies who are more focused on service or have a bigger need in... service trade. Makes a lot more sense to them. Interesting that CP mechanical is so swayed, by BuildOps this far.

DAVID

6:22 So...

DAVID

6:36 Huh.

DAVID

6:44 Yeah.

--- *Type of work ends* ---

DAVID

6:49 Well, I think that I think the marriage of perfect wearing BuildOps is what is swaying them because.

DAVID

6:59 The owner of perfect. Were I forget her name? So on top of so on tip of my tongue, but she went with, she came along for the ride with BuildOps. So, and she is going to be part of the implementation and roll over anybody that was on perfect ware into BuildOps. So there is what's kind of pulling TP in that direction. So that's why I'm working on the other side to make sure that they're being objective, right? And they're making all the considerations when it comes to service platform. So.

MATT

7:41 Yeah, that's so, and it's so fascinating to me because, you know, if a company buys another company's platform, it doesn't necessarily make it any more seamless because there's still two completely different pieces of technology.

DAVID

7:55 Absolutely. Yeah. I think it's the relationship and I, you know, I value relationships as well, but.

DAVID

8:03 I don't think that I don't think you make decisions based on relationships necessarily, so.

MATT

8:08 Exactly. Yeah.

DAVID

8:11 That's my take on it. So that's why I'm you know, making sure that we're going into this with the right mindset. And...

DAVID

8:21 Ken is, you know, like he's retired semi retired is what he's calling it. So.

DAVID

8:28 He just lost his person... that took over for him a TP.

DAVID

8:35 So, he's getting dragged back into the operation side of it potentially until they can find a replacement. So he's got a full.

MATT

8:42 Wow.

DAVID

8:46 Which is why I'm reaching out to you for the pricing right now, so.

--- Purchase decision ---

MATT

8:50 Yeah. Well, if you do quick question for you, is BuildOps, are they waiving the account setup fees for you guys?

DAVID

8:51 And really?

DAVID

9:02 I don't believe so. I don't believe so.

MATT

9:05 Okay. Yeah. I didn't know because if, you know, perfect where, if that was part of the incentive to move you guys over sometimes?

DAVID

9:13 They haven't suggest that's not part of their pricing. So, yeah, that's you know, I don't know if they would consider that or not, but it's not, there is an implementation fee, so.

MATT

9:26 Yeah, okay.

DAVID

9:28 They, they didn't offer that.

MATT

9:31 Okay. Well, that's good to know. Well, that sounds good. I'll send over this pricing. And then how soon are you guys looking to meet and discuss that with Bill and them?

DAVID

9:42 It'll be this next week... this week? They, we just acquired polk mechanical. So they're out of Texas.

MATT

9:45 Yeah.

MATT

9:52 No, shit.

DAVID

9:55 Yeah.

MATT

9:56 They... we were talking to them for a while and they left their evaluation up to some third party it specialist that doesn't no service, and I think they signed on with Microsoft, but they're a Northboundary customer. So they're on Northboundary, but that's a big company. Good for you guys?

DAVID

10:07 Yeah.

DAVID

10:12 Yeah, yeah, we just closed that deal last week.

MATT

10:20 That is fantastic. Congratulations...

DAVID

10:23 Yeah. And then, we also closed two companies in North Carolina as well, Nas and pas. I don't know if you've ever heard of them. They're still what's that?

MATT

10:30 But it's not my territory. So that doesn't surprise me.

DAVID

10:36 Yeah, but they're on Quickbooks...

MATT

10:38 She...

DAVID

10:39 Tearing the stone age. So, let me ask you this if we, if temp can, and TP went to service trade, and then we brought polk Nas and pas on as well.

DAVID

10:56 Would there be a discount for that for the number of users or would it be the same?

--- Pricing ---

MATT

11:00 It'd be huge. Yeah, it'd be huge. So you're talking, I mean, how many does polk have protect?

DAVID

11:06 And I don't know hundreds.

MATT

11:11 Yeah, I could look at my previous opportunity and tell you that, but, yeah, when you're getting up into that sort of volume, the price incentives stack up.

DAVID

11:21 Huh.

MATT

11:22 Yeah, it's just, it's if you're doing more business and, yeah, your rate is gonna.

DAVID

11:28 I would imagine that any change like that wouldn't happen for a year or two, but I know the drive is to put the whole company on the same systems, so.

MATT

11:40 Yeah. Well, the price incentive, what it would look like in a year or two down the road, you guys would just renegotiate, and you just tear up the old contract, do a new one based on the new volume. Yeah. So you wouldn't have to commit that, you know, when you sign on initially account manager will work through all that stuff. And, and like I said, the volume means something to us. So we're happy to do all discounts on that.

DAVID

11:46 Right.

DAVID

11:50 Got you.

DAVID

11:53 Yes.

DAVID

11:56 Yeah.

DAVID

12:02 Gotcha.

DAVID

12:06 Okay.

--- Pricing ends ---

DAVID

12:07 Well, that's the update for now. If you could resend, that pricing to me, I'll forward it to, if you just want to copy in on it, that'd be great then I don't have to forward it.

MATT

12:19 Yeah, yeah. I'll absolutely do that. Yeah, that sounds good. Well, thank you, David. I appreciate, the call and I'll get that pricing over to you and let me know how else I can help you guys.

DAVID

12:21 Great.

DAVID

12:26 Yeah.

DAVID

12:31 Okay. Matt. Thanks, sir. All right. You too. Bye.

MATT

12:32 You're welcome. Take care.

The End