



ServiceTrade/Viewpoint

Tanya Eney with ViewPoint Software
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Participants

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OTHER

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Transcript

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

TANYA

0:00 Hey, how are you?

BILLY

0:01 Hey... feels like I've got the wrong camera on.

TANYA

0:07 Hi, this is like it's on the side.

BILLY

0:14 They're good.

TANYA

0:15 Okay. Let's say I have.

BILLY

0:21 Hey, Chris could well, but the rabbit stuff was working okay for... when he didn't know about that, but for women.

TANYA

0:32 Good.

BILLY

0:33 Paramount as well. Okay. So we should go out and I talked to Brian back off for today. That's another one where we should go promote that partnership. And hey, if you've got something you want to connect with ribbit, connected, right?

TANYA

0:45 Yes, there, we had a, I had a conversation. They have a new partner manager and there's a couple of things that I think we, the control and I have to have it as a takeaway to do to figure out so they can better product ties it. But absolutely. So on these, Brian's more, I can go to him and say, okay, well, this is where we're at with this one like let's go forth and do.

BILLY

1:05 Yeah, yeah. He, he's Brian, I suppose to turn it into a big deal, right? In terms of using it to attract people to us, all this work done to prove that this stuff works. He's been exposed to go corporate ties.

TANYA

1:21 Excellent.

BILLY

1:22 So that we get marketing benefit out of?

TANYA

1:25 Awesome. I see. James is here. I'm a one man. Okay?

BILLY

1:39 Hey guys.

JPARK1

1:40 Let me just turn on my video. Can you guys hear me?

TANYA

1:44 Yeah, we got you.

BILLY

1:45 James, how are you?

JPARK1

1:47 Good.

BILLY

1:49 Yeah. All good.

TANYA

1:50 Yeah.

BILLY

1:51 We can, we can play again, how many companies that you bought since the last time we talked... I saw your...

JPARK1

2:00 Northboundary. I mean, I haven't heard of those, but sounds like there was a strategic fit. So, congrats on that deal.

BILLY

2:06 Yeah, we bought two companies since last time we spoke.

JPARK1

2:11 Wow.

BILLY

2:13 One-on-one is called a scenario which is inspection automation and the fire and life safety space. So, wouldn't expect you to have any visibility to that, but the other one was Northboundary, which is a mechanical specialty CRM.

JPARK1

2:26 Yeah.

BILLY

2:27 Configure price quote. And so we're excited about, you know, those two they're small talk INS, product against, but a couple of with our marketing and sales and are integrating in with our platform. And they could be pretty interesting to us.

JPARK1

2:45 Congrats. Seems like you guys are looking probably to do a lot of cross sells into your base, right? What those solution, right?

BILLY

2:52 Yeah, no, it's huge. Yeah, that, that's a big part of our strategy and, you know, we want to be date not wide. And so I say that, I mean, within our customer base, in other words, we're not looking at doing roofing or sheet rock or concrete or asphalt, or, you know, even elevator, we do a little bit of elevator escalator with very little.

JPARK1

3:12 Yeah, that's interest. Yeah, I mean, I know on the Viewpoint side, we haven't really done as deep kind of into the NBC category, but we have an MVP business. And as I mentioned to you last time we convert those two businesses and, you know, there's still a lot of work to be done and, you know, they're still somewhat run separately under the same had but, you know, I think we're in the process of bringing that together. Yeah, work towards the Northboundary based?

BILLY

3:37 North manager is the like a single person company based out of Florida.

JPARK1

3:42 Okay.

BILLY

3:44 The events has been in the industry forever. Have you ever heard of... the length group? Billy LINC link?

JPARK1

3:54 No, I'm not.

BILLY

3:55 He was part of that or he began his career early with Siemens.

JPARK1

4:00 Okay.

BILLY

4:00 And he set up sort of all over there. He kinda wrote an internal sales application for Siemens to quote... mechanical maintenance contracts. And then he went to link and wrote it again for a living.

JPARK1

4:22 Okay.

BILLY

4:23 And then he left them and essentially went out on his own and wrote it as its own software package. Hey, this is, this is a three data version that he's built.

JPARK1

4:36 Like, do you guys had a pretty good relationship there and it's not. I'm sure. He wasn't like a running a process. Well, this company?

BILLY

4:42 No, no, no. He didn't have in front of process... we basically approach Tan and made an offer that he couldn't reviews. So it was good. Hey, I heard a rumor or are you guys? I heard a rumor you guys did by, it could be wrong, but one of your customers told us... that you guys bought feel connect, did you?

JPARK1

5:04 Hello force. No. I really, if I feel.

BILLY

5:08 No, maybe connect maybe feel connect told them that you did.

JPARK1

5:14 I know there, I think it went to a small PE shop.

BILLY

5:19 Okay. So that it did transact?

JPARK1

5:23 I think they are in the process of closing, I think, right?

BILLY

5:27 Yeah, we don't know either, we saw the book and we kinda shrug their shoulders. Is that no? Thanks.

JPARK1

5:32 Yeah. Yeah. So I think, I mean, the way and just do not. So we are, you is, you know, we have a partnership with them and, you know, they didn't disclose the buyer, but we have to sign off on some things, right? So, okay. Yeah.

BILLY

5:46 Okay. Yeah. I could see that, right?

--- Purchase decision ---

JPARK1

5:50 So, yeah. So they're I think they're probably in the final stages of, I mean, it seems like they were pretty far down the line, so.

BILLY

5:57 Yeah, that's fine where it's like, okay, good. You know, I mean, I hope it works out for somebody.

JPARK1

6:03 I, like I said, last time we looked at, we wouldn't have bought them. I don't think they.

--- Purchase decision ends ---

BILLY

6:07 I didn't think so. Either. That's why I was surprised that your customer believe that was true.

JPARK1

6:14 And...

BILLY

6:15 We'll be sure that will be sure to call them back and inform them that, yeah.

JPARK1

6:19 That did not happen, right? Services. Yeah. As I said, an interesting space and we are trying to grow in that space, right? Yeah, right.

BILLY

6:28 Yeah. Well, we heard your company line from you and others as well, and that's why we thought this was weird was that they're investing in some technology across the spectrum and Viewpoint that to be more competitive in the space and it's I think it's technology that you guys have kinda grown yourself. The, is it, this is organic that you're building it?

JPARK1

6:50 Yeah. No, that's right? And I think, you know, I think you may recall a keystone acquisition. The founders are still here like they're like young entrepreneurs, right? And so, they built out the service products that was a homegrown right? Just off of kind of what they built with the key style solution. So, I mean, for better or worse, right? It is kinda tied to our, for ERP, right? And we're not, you know, selling in outside of our ERP base, right?

BILLY

7:14 Right.

JPARK1

7:15 But, you know, obviously, if the service is an area we want to continue to grow, right? Yeah, you know, it's something that, you know, we do have to think about, right?

--- Type of work ---

JPARK1

7:23 More holistically beyond our ERP base right? Then. Yeah, that's what we're trying to do. I mean, service tightened, it's gotten day guys, you probably know, right? Obviously, they service slightly different market than we do like with the residential.

BILLY

7:35 Yup. Yup.

JPARK1

7:38 But, yeah.

BILLY

7:39 They, so, you know, we talked to them like we talked to you.

--- Type of work ends ---

JPARK1

7:46 Sure.

BILLY

7:47 Yeah. The first that there is a quarterly call and I'm Dan, long fits in your seat over there.

JPARK1

7:55 Okay.

BILLY

7:56 Nice guy, you know, like you, right? Yeah, trying to stay plugged in and understand what's going on and they have acquired as you probably aware, they acquired their way in the past and they acquired their way into landscaping. They have not done a commercial by and nap, I think they believe that there MVP skill set and residential might translate from article I'm not sure. We believe that's true... and they haven't done anything and buyer protection. I would imagine this company called main sail that your way that does a lot of their PE company well venture more. They bought an asset in the buyer space that somewhat competitive with well, competitive with us down that we own a stereo and they've sold three companies to... ServiceTitan. And I think main sales view is it is if service tightened can't buy service trade and we're not in any, we're not really interested in that transaction... that they'll try to sell that little company to ServiceTitan to try to have them have some fire credibility.

JPARK1

9:20 That, that, yeah, that I think. Yeah, that makes sense. Yeah, like service tighten definitely, you know, service out very different market from us for now right then. Obviously, they're trying to get big and who knows, they're given their size, they'll probably go public. I think they're still private, right? So.

BILLY

9:34 Well, they wanted to go public this year, but of course, everybody, yeah, that didn't happen. And we also heard that there... tomah, Bravo that the 200,000,000 in that and to them and 2021 at a crazy valuation. And they're kind of running up against the limits of their credit memo and everything else. And they're having to go to market and it's going to be a haircut for every.

JPARK1

10:06 Yeah. Yeah. No. We're getting hit up a lot as you would expect what these kinds of earlier stage series a, I mean, obviously service type thing is kind of almost as big as they get as a private company, right? But nowadays, right? But yeah, a lot of companies that, you know, can't raise their, you know, pre funding valuation and looking to sell, right? And there's a lot of convertible debt to not to diluted, right? So we're seeing a lot more of these opportunities. So obviously it's the market has shifted to being a buyer's market, so.

BILLY

10:38 Yeah, yeah. Good for you.

JPARK1

10:41 Yeah. So we're I mean, not in this space, I'll tell that, you know, at some point and I think we may look into it, but I think there's things that we're looking at right now and you probably share some acquisition announcements over the next few months.

--- Type of work ---

JPARK1

10:53 I mean, not anything that we bought BTW there. So if you smaller solutions that we're looking to get into court, you know, off, but, you know, commercial, I'm you're not commercial Construction operation space. Yeah... no, I think that it's better, but, yeah, I mean, a lot of our companies reaching out to us now, right?

--- Type of work ends ---

JPARK1

11:13 So there, you know, just kinda vetted inflection point where they have to buy or they have to raise or they have to sell and, you know, they're still not profitable. How are you guys are profitable, right? And you guys have enough?

BILLY

11:26 Yeah. Well, so we're not profitable, but we're also not one of these crazy barn situations. We're gonna, we'll exit this year around a 24,000,000 dollar book of business.

--- Pricing ---

JPARK1

11:38 Okay. Wow. Correct.

BILLY

11:39 We'll do about 20,000,000 in revenue this year and we're using capital James. I mean, we'll use maybe 9,000,000 this year.

JPARK1

11:51 Okay.

BILLY

11:52 But, but to grow 50 percent, right? To add, you know, 8,000,000 through our book this year and we'll use less than that next year because the market is kind of dictating don't spend as much.

JPARK1

12:04 Right, right.

BILLY

12:05 Got, we've got plenty of liquidity on our line of credit and everything else. So we're not in any kind of crunch but we are being advised to manage the business closely?

JPARK1

12:18 Yeah, no, that's what all PE shops are doing. You guys are lead investors, J, my right?

BILLY

12:23 That's right?

JPARK1

12:24 Yeah. Let me get shop, right? Sure. Yeah, yeah.

BILLY

12:27 Yeah, good.

JPARK1

12:28 Yeah. And do they help you with like these acquisitions or do you pretty much deal?

BILLY

12:33 Yeah, they kinda run it on the acquisition side because we were kind of operators. We're not, I don't have anybody here that has that type of experience. So basically, we've got a committee that includes both of our private equity shops and a few members of our management thing and they bring stuff to us and we'll take stuff to them and then we'll vet it. And then, and a various few select circumstances, you know, like those last two will actually run it and we'll say, let's go, but... they run 80 percent of the... setting price setting terms, all that other stuff. Yeah.

JPARK1

13:16 Yeah, no, that makes sense. I mean, that's what I've been doing with Viewpoint, right? So familiar with done and, you know, even as trimble, I mean, we pretty much run the process. I mean, very different from a private equity perspective, but I mean, we do have a lot of businesses. So in some ways trimble, like as a parent, it's somewhat like a private equity because we have Construction and transportation, agriculture and life. So that's how it's done. But, yeah, that's interesting. Congrats on those two deals. I mean, it seems like you guys will continue looking at some acquisitions but on a smaller scale next year, right?

BILLY

13:49 Yeah. Yeah. I would be surprised James if we buy anything next year. So... I think we spoke about this last time and I think I heard a rumor and I don't know if it's true, but since I didn't hear from a confidential source, Peter and I can't believe they shared and I'll tell you... we heard that BuildOps is buying key to act.

JPARK1

14:17 Build up as a thought buying group. I have heard of. I mean, I know BuildOps.

BILLY

14:20 Key to act when, so.

JPARK1

14:23 When soft, yeah, interesting. I haven't heard that room or, I mean, we, you know, we talked to BuildOps from an integration partnership perspective. We don't really do too much with one soft, but, you know, that's...

BILLY

14:37 Went off would be a competitor to you. They sell Great Plains into this market and they've got it's. An old legacy application that is tied to the ERP that is tied to Great Plains, they can't it doesn't work with anything else other than Great Plains.

JPARK1

14:56 Yeah. Yeah, that's fine. Yeah, I mean, like that ERP, and if you don't really compete with one soft there on the much lower end of the market. I mean, we serve a small customers, but like, I mean, I remember like when soft as a super legacy product from what I recall, right? Yeah.

BILLY

15:12 Why they renamed that key to act?

JPARK1

15:14 Okay. Gotcha. Interesting that's that is, it's super interesting. Yeah, I mean, that's hard to kind of hard to believe, right? BuildOps.

BILLY

15:23 I didn't believe it either. I mean, we were like, that sounds crazy.

JPARK1

15:30 Yeah, you definitely have plugged in, right? You almost data, we bought the field which I would confirm we're not, right?

BILLY

15:39 Hello. Hey, that was one of your customers swearing up and down that you bought it and you were invested big time and Bill connect. Bye bye.

JPARK1

15:49 Yeah, that's not happening, right? I mean, yeah, like I said, service, I mean, you guys are probably in a good spot, maybe two years down the line, right? I think, you know, ServiceTitan was kind have until I was never on our radar because it was always just like, you know, high funding kind have aggressive kind of growth company. I mean, not that you guys aren't right? But then they were just put pumping too much money this way too fast, too quick, right? And then for market that we're going after, but we did like just typed in. But, yeah, the service space as, you know, the usual players like msi feel connect, you know, and I think their products to serve our market a slightly better than you guys, right? You guys are fire life and safety print primarily, right? And.

BILLY

16:34 Well, we're about new sales for the last two years. We're about 50 50 barn life safety and.

JPARK1

16:40 Okay.

BILLY

16:42 That's all that's all we do. We do not do anything outside of those two essentially that's it.

JPARK1

16:48 Okay. That's good to know. Okay.

BILLY

16:51 So, so I... who did PTC just by James, they just bought somebody a big deal. Parametric technologies just bought somebody... kind of adjacent to your space.

JPARK1

17:07 Yes, man. I have a really plugged in. This is last week. I'm just looking it up right now service max. Okay?

BILLY

17:15 That's why they bought service tonight.

JPARK1

17:18 That's that's your wheelhouse.

BILLY

17:20 Yeah. Yeah. So we were surprised by that as well, but it's service max is kind have a manufacture after sales service thing like surfacing jet engines and stuff like that. We don't really see them in our space that they're more of a big we M, type of after sales service platform more so than what we do. So, you know, like maybe like I said, jet engines as a good example, right? They gotta be service. Then there's all this data around service thing. And I think that's why GE was interested in him to begin with and then had to unload them to somebody Texas specific or somebody and then parametric bottom, I think as an add on to going and selling to boeing and selling to people like that to say, yeah, and then on the other side, you can deliver a service experience, blah blah blah.

JPARK1

18:18 My God. No, that's super interesting. I need to look into that. So, thanks for sharing that. Do you know any like service companies, that kind of not like post? I mean, so most of your customers are they requesting service? You know, for the, how was the difference between your MVP and acquire life and safety for the MVP customers? Are they doing service on the Bill, job board, the asset turnover piece of it, if that makes sense?

--- Assets ---

BILLY

18:50 Hello. So the two are similar and that they both have recurring work. In the case of fire and life safety, it's mandated by building code.

JPARK1

19:02 Okay.

BILLY

19:02 In the case of any P, it is mandated by manufacture warranty manufacture, best practices, the equipment has to be maintained.

JPARK1

19:14 Right.

BILLY

19:15 And so they sell contracts to maintain the equipment.

--- Type of work ---

BILLY

19:19 And then based upon those maintenance contracts, they have what's known as pull through work. In other words, they go to do the maintenance or the inspection and they discover deficiencies that need to be corrected. And then that deficiencies leads to a repair retro, fit, whatever type of work. And then the third type of work they have is demand work, which is, hey, my stuff broke today. I need you out here now, right? And that's the worst type of business, but they all have to do some

portion of it. The mechanical guys do more of that than anybody else because it's just a little bit the nature, but that's hard business, but they all have to deal with it.

JPARK1

20:09 Gotcha. Yeah. No, that's helpful to know. So it is pretty much a forum recurring post, you know, in this install work that you guys are using it. So not like a project management when you're actually doing the, to build right then.

BILLY

20:24 We just released our project management functionality this month and we are not aiming at large GC. We're aiming at what we call owner projects, which we term typically two months, two weeks to two months of work. We're not aiming at... you know, six months, hey, billing that while we did but two weeks to two months that's what we cover with our project management capability. So we kinda sit below what you guys and pro core would call your.

JPARK1

21:07 Yeah.

BILLY

21:07 Wait spot. We're like, we don't know if you think about using pro core for don't call us, we don't do it. So.

JPARK1

21:15 Got it. So when you say owner project management, like what do you mean by that? It's I mean.

BILLY

21:20 No GC. No GC.

JPARK1

21:25 So help me explain that.

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

JPARK1

21:26 And that's you know, it's like the customer persona you guys are going out based in new persona, right? So, is that?

BILLY

21:31 No, no, we're still selling to the reselling, to the... service contractor. We're selling to... the train authorized distributor, right? But when I say an owner project... let me pick one of my customers that's also one of your customers, paramount mechanical. Okay. There, my customer the year, right? They got 2000 customers. These people own building, right? Sometimes they are sometimes their property

manager, right? The building owner calls and says, hey, I've got some money at the end my capital budget. The end of this year, I want to replace those three rooftop units that have given us so much trouble.

--- ST app contracts and pricing ---

BILLY

22:24 The last two year, come in and build that for me and also bid the maintenance contract. On the other side. No GC general contractor, right? The owner is asking the contractor to execute a project for them.

JPARK1

22:40 Got it. Interesting. I didn't know that happened in that happened that way and have a kappa MVP or sub space where they'll go directly to the substance. So.

BILLY

22:50 No GC owner?

JPARK1

22:53 Is that?

TANYA

22:54 So they have a need for things like change orders, but maybe they don't need the full formal change order document like a GC required or they made, we made Progress fill them but we don't need an AI startled Progress still to have like a simpler version of things.

--- ST app contracts and pricing ends ---

JPARK1

23:09 Got it. Got it. No, that's interesting. I didn't understand that nuance, but it's good to know. Is that a trend that obviously, you think we'll continue with the owners and, you know, I guess the, you know, the subs write them in this case.

BILLY

23:22 Yeah. I mean that there's a lot of projects that G sees don't get involved in, right?

--- Type of work ---

BILLY

23:26 I mean, you know, replacements, updates, repairs, retrofits, there's no GC because it's one or two vendors. It's not eight vendors there's one or two vendors. And so, you know, there's lots of projects like that. And we, and there, I mean, that's a, that's an industry term of our owner projects. These are owner product and that's

the term we use to describe what we help with. We help you with owner project. We don't help you... with GC big GC projects that's...

JPARK1

24:01 Really interesting that you guys are out. I mean, you guys definitely are thinking outside the box, finding the new she's niche, right? Area, right there. Good on your guys. I mean, I never thought though. Yeah.

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

BILLY

24:12 Yeah, I mean, we have to because, you know, we're just not where we are. Our strategy is being super committed to a very few verticals. And so we have to know them better than anybody does. And so that's kind of that's kind of our strategy is being super focused on our bird.

JPARK1

24:33 Does that make sense? I'm sure. Jim, I helps you out with that aspect of it as well. I mean, did they help you with the kind of identifying kind? Have these expansion categories and?

BILLY

24:43 Really, you know, so, so... they're reasonably dumb about our.

JPARK1

24:51 Yeah... yeah.

BILLY

24:54 Very Bright people. And, but they're dumb about our market, they don't know anything about our market, right? So they rely on us to know everything about our market and to make those decisions. And, you know, in the Lane that they run is helping us execute on M and a, helping us execute on, you know... various technical strategies and things like that, but they don't know anything about our mark.

JPARK1

25:22 Yeah. Yeah. And I guess J mice like more industry agnostic, horizontal, you know, like our focus.

BILLY

25:29 Seeing more in Construction?

JPARK1

25:30 Vertical or the trades vertical now, right? So the seem a little bit more versed in this space than some other wouldn't be, but.

BILLY

25:38 Yeah, that, yeah, that, they, I'm sure they are. So tomah owns Foundation as Gina.

JPARK1

25:42 Yeah.

BILLY

25:44 And they put, you know, they given that they all in one of your competitors down market, you should be chuckling a little bit that they're taking a big hair cut on the 200,000,000 they put it into service side.

JPARK1

25:57 Yeah, no, yeah. I mean, they were just high fly and I think the market is churn. So I told totally expected that the, in this marketplace, right? Then obviously the position, you guys a better, right? Because I mean, obviously, I think service type thing is now, you know, tightening their purse, right? And not trying to grow as aggressively, right? Which is probably the media for you. Yeah. No, that's good to know. Do you guys come across that? So when you guys go out, I mean, who do you guys come across the most is, I mean, obviously, you guys don't really hit directly with service tighten, but which other firms would that, I mean feel connect?

--- Type of work ---

BILLY

26:31 Wow. Well, ServiceTitan is I'm trying to get into this market. They are trying to sell very aggressively in this market. There's no doubt. And so we do run across them. And there are companies that span residential and commercial. So we definitely see... the other one that we see a lot recently and mechanical is build up. They are being very aggressive, best, I can tell. I mean, they are shoveling money until furnace and burning it.

--- Type of work ends ---

JPARK1

27:08 Do you have a good product? They have a good.

BILLY

27:10 Product? Well, it demo as well?

JPARK1

27:13 Yeah.

BILLY

27:13 Yeah, we've yet to see it go live with anybody, but it demos very well.

JPARK1

27:19 Yeah, that was the, I was definitely impressed with the BuildOps product when I saw it. But yeah, I mean, there definitely being more aggressive as a lightning which I'm still surprised by. I mean, obviously, as you would expect continue to have discussions just come a exploratory, not emanate, right? But because I think they're just kinda not in the sweet spot for us right now, right? But just in terms of partnering with that.

BILLY

27:46 What do you know about their backers? Siemens? Yeah.

JPARK1

27:50 Well, I mean, yeah, we haven't...

BILLY

27:54 Seen as we haven't...

JPARK1

27:55 Come across as much. I mean, even sprinkling some, you know, a funds into investments. And as you would expect all corporates are doing nowadays, I mean, as, you know, we even have a ventures group that invest and we invested in like four or five companies over the past 18 months, mostly more than like more agriculture and one in transportation, one in one in Construction, right? CB, robotics, but we are still looking at the building. But Siemens hasn't been too active, but I could see why this would be a fit.

BILLY

28:28 Siemens has this next 47 venture Bond or are you familiar with that?

JPARK1

28:35 Not that specific. I know Siemens has the venture fund, yeah.

BILLY

28:39 Yeah, it's called. I think it's called next 47. I think Siemens is the only partner. I think Siemens is the only limited partner in that fund. It's a pretty big group of people. So they're apparently going to be very aggressive and like I said... the BuildOps team best that we can tell it's...

TANYA

29:04 Super.

BILLY

29:05 Aggressive and like everything, I mean, I was talking to a banker and he was asking me, you know, hey, I've got this deal and New Zealand, I got that like man,

I'm not looking at anything in North America and I'm not looking at anything that's not again around mechanical nap or fire and life say you guys, okay. Well, that's good to know. I said, well, have you spoken to build up? So you said, yeah, they want to see every deal and every geography around the world?

JPARK1

29:34 Hello?

BILLY

29:35 I said, what's your confidence that they can execute on any of that? He said, I'm not showing how many deals anywhere... because they can't execute on shit.

JPARK1

29:45 Yeah, no. Okay. Supplies with that, but I feel like that. Yeah, that would be that aggressive in trying to grow that aggressively. I mean, they do have like a pretty broad product that they built out, right? I mean, obviously like different project management pieces on top of a, you know, the service piece that they have for the MVP industry. So, I mean, obviously, you know, from a partnership perspective, you know, we're looking at what, you know, just a simple integration, right? As a starting point, right? But, you know, yeah, that's definitely been on our radar. So.

TANYA

30:15 What's your?

BILLY

30:16 Corporate profile towards river?

JPARK1

30:21 Or the integrator? Yeah, I mean, we work pretty closely with those guys.

BILLY

30:26 Okay. Because where you, I mean, that they're serving three of our customers and we're thinking about expanding our partnership with them, but I don't want to do something that you guys goes. You're like, no, no, no, I know that those guys are outside of the bounds or operating outside of the ropes. We're gonna cut them off, right? I mean, but if you say that, yeah, they're they are a legitimate valid partner to you. We'll do more with.

JPARK1

30:53 Yeah, I, yeah, I mean, we've well, I've been working more closely with those guys so they probably know, you know, our ERP platforms. And now, like they're doing a lot more with our MVP team as well, right? So, I think it would be a pretty safe bet to continue to work with bread it, right? And I think, yeah, and, you know, they're doing a lot more integration for us as well. So it'll be an opportunity. I think you guys are also looking at a garbage, where do you guys exploring?

BILLY

31:17 Yeah, but our view is that they didn't have a product.

JPARK1

31:20 Yeah.

BILLY

31:22 The ribbit guys are a little bit of a lifestyle company, but it appears that they know what they're doing with their product. I'm not sure that got it. Guys are getting off the ground.

JPARK1

31:31 Yeah. Okay. That's good to know. Yeah, I mean, go by has like a good idea, but obviously, it's still super early, right? You know, Thompson has been in the space. So, I mean, he's really focus on the ERP side. So integration, right? So, I mean, I think, you know, we're kinda slow to get the integration. We don't have API, yeah, what you're working on, right? But Tom's kinda built it on his end, right? So, I think a lot of third parties just go through and, right? And obviously, you know, they have to pay it, so.

BILLY

31:58 So, so we're going to be supportive of them because they've been successful with a group of our customers. So we're going to link with you. Would you saying, yeah, that's not a bad thing for you?

--- Accounting integrations ---

JPARK1

32:11 No.

BILLY

32:11 Part of that?

JPARK1

32:12 Are you guys are looking to use them for integration to, you know, this doesn't spectrum and...

BILLY

32:19 We've already done it. Three of our customers are already using it up and production.

JPARK1

32:23 Really? Okay. Well, congrats. Well, you guys built that? You're...

BILLY

32:27 They built it?

JPARK1

32:28 They both did. Okay. Good to know. So you guys already integrated to us? Okay? I wasn't sure. Yeah.

--- Accounting integrations ends ---

BILLY

32:35 So, I think all three of those are spectrum and not Viewpoint.

TANYA

32:39 Yeah.

JPARK1

32:40 Okay. Spectrum on the spectrum sign. Okay. That makes sense. We have lot more customers on MVP or subs on spectrum than we do have on this though. Yeah. Yeah. Okay. Well, cool. No, it's yeah, I'll keep you posted. You'll probably hear some announcements over the next few months, right? On our end right now. So don't worry.

BILLY

33:00 Yeah. So we'll you know, we'll keep this on the calendar every quarter and we catch up. It's always helpful. So we appreciate your time.

JPARK1

33:09 Well, I enjoyed talking with you and, you know, I think, you know, we are looking at does service and, you know, definitely are you guys are on the radar and I'm sure you have other many as you should, right? And, you know, BuildOps too, right? I mean, there's different profile than you guys, right? But, you know, just kind of leave it at that, but it services an area that, you know, after our core up, you know, product operation, you know, kind of extend out into the service.

--- Purchase decision ---

JPARK1

33:31 It's something that, you know, what their own ganic product, but we need more ammo there, right? We just, I think what we built out or I think quite where we need to be, right? So, I know that's something that we're looking.

BILLY

33:43 Yeah... it's a unique and potentially expensive journey and, you know, I think that... our ability to offer the customer, you know, whatever they choose.

--- *Purchase decision ends* ---

BILLY

34:03 We get people who need something like what you do for Construction, right? They need a Construction oriented accounting system that's great, fine, go by one. But it's not going to be well set up for being highly for high velocity service. It just won't and so what are you gonna do about that? And we think it's a complete product category not just say, you know, no offence that just say an after add-ons right? And so... if there's service group is very small then yeah, that could be the case, right?

--- *Pricing* ---

BILLY

34:41 Let's say they got a 200,000,000 dollar Construction business and they got a 5,000,000 dollar service business, fine, whatever. But if you're trying to run a 25,000,030 40,000,000 dollar service business that's going to be a difficult pull with the ERP system being the center point for doing that.

--- *Pricing ends* ---

JPARK1

34:59 Yeah, no, I totally, yeah, we totally see that. So totally agree with you on that point. Yeah. Yeah. So, yeah, I mean, that's why we're kind of something we're still talking to the guy?

TANYA

35:08 Okay.

BILLY

35:09 Hi, hello. Well, let's talk again. Happy holidays to you.

JPARK1

35:11 Yeah, likewise. It's always good to talk with you, Billy and Tanya. Are you also thank you... family for the holidays? Merry Christmas and look forward to catching up in the new year.

BILLY

35:24 You too.

TANYA

35:27 Bye bye.

The End