



Call with HVH Mechanical Partners - Mike Tedesco

Susan Warren with HVH Mechanical Partners
Recorded on 9/13/22 via SalesLoft, 4 min.

Participants

SERVICETRADE

Susan Warren
Territory Manager

HVH MECHANICAL PARTNERS

Mike Tedesco

Topics

<i>Pricing</i>	0:56
<i>Next Steps</i>	3:07
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Transcript

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

SUSAN

0:00 Hello, this is Susan.

MIKE

0:01 Hey, Susan. Can you hear me now?

SUSAN

0:04 I can, yeah, I don't know what was going on with that connection there. How are you doing?

MIKE

0:08 I'm not sure. I'm good. My name's Craig. I missed your call this morning with HVH Mechanical.

SUSAN

0:13 Hi, thank you for calling me back. Yeah. So I am calling you from a company called service trade. I was just reaching out. I was looking, it looks like we have to try to connect with you in the past. I was just trying to confirm. Are you guys still doing mostly commercial and mostly service like compared to Installation?

MIKE

0:32 Yeah. We pretty much just do hospitals and stuff like that.

SUSAN

0:36 Yes, that's exactly why I was reaching out because service trade, it's a software tool that specifically designed for folks that do primarily commercial and primarily service. It just seems like work orders, quote tracking things like that. And I was just curious. So what tool you guys were using to handle things like that?

--- Pricing ---

MIKE

0:56 Right now, we'll use build off of we're fixing the swap, Salesforce.

SUSAN

1:01 When you say fixing a swath of you like recently signed a contract or are you just kind of checking things out?

MIKE

1:08 Well, we're pretty close to signing the contract, their pricing to build a platform. I think it was like 125,000.

SUSAN

1:15 Okay. In light of that, well, how many service technicians do you guys have?

MIKE

1:22 Right now, we have about 30.

SUSAN

1:25 Yeah. So in light of that, I don't like to get into pricing weeds. I'm on calls like this, but I would strongly encourage you just because I know we consistently come in significantly lower than Salesforce just because there's a lot of custom work kind of has to get done with that to take a really quick look at service trade. Like I said, we're specifically designed for your industry and would love if we could just find half an hour to, for you to take a really quick look just to see how it compares to what you're looking at with Salesforce. You know, that sometimes coming up on the schedule going on this week or early next week, we'd love to kind of show you around.

MIKE

2:11 So, I'm pretty dead set on Salesforce because we use Salesforce that Mckinney's where we came from and we just swapped from BuildOps and wasted about 40,000 dollars. So we're not run, not gonna deter. We're promising 125,000 a drop in the bucket of what we've already spent. So, I mean, it's not that really costly to be honest. And I already know Salesforce platform and all my salesman do too. So it's kind of like just the, you know, already a done deal.

SUSAN

2:20 Huh.

SUSAN

2:41 Gotcha. And, you know, just kinda Esi, like, I mean, in terms of us like it's generally about 100 bucks per month per technician.

--- Pricing ends ---

SUSAN

2:52 So I just feel like we'd be pretty competitive on that end. But, you know, would still love for you to just kinda take a quick look just to kind of compare, you know, just in case it's something that might be beneficial. I'm just not seeing that you've taken a look at us before.

--- Next Steps ---

SUSAN

3:07 So we'd love to just kinda show you around even if something you just kinda keep in your back pocket because it's reported same session.

MIKE

3:14 Yeah, just don't, do you have my email address?

SUSAN

3:17 Hello?

MIKE

3:19 You just sent me an email and I'll let you know something?

SUSAN

3:22 Gotcha. Do you think that's something that you might be willing to do in the next few weeks or do you want me just kinda just send over some information?

MIKE

3:28 I've got a, we got our monthly executive meeting tomorrow morning.

--- Wrap-up ---

MIKE

3:32 I'll mentioned it to the guys and see, but I said, I highly doubt it, but I just don't wanna waste your time like I said.

SUSAN

3:41 Okay. Well, I will send over an email. I've got that email Craig that Harrison at HVH Mechanical partners. Dot com. Is that correct?

MIKE

3:52 That's it. Yes, ma'am.

SUSAN

3:54 Right. I'll get some general information on, over to you and I'll also just kinda quickly include some times that we would be available. So if that's something that you guys say, you know, nope can't hurt to take a look at another option. You can just click on one of those times that work well for you, of course, their first come first served. So they may not, I'll be available. So if you don't see something that works for you, just give me a call.

MIKE

4:17 Okay. Thank you.

SUSAN

4:19 Alright. Thanks so much. Have a good one.

MIKE

4:21 Okay, you too. Bye.

The End