



Call with MLP Plumbing and Mechanical, Inc. - Matthew Jones

Mike Thomas with MLP Plumbing and Mechanical, Inc.
Recorded on 11/29/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Mike Thomas
SDR

MLP PLUMBING AND MECHANICAL, INC.

Matthew Jones
Service Operations Manager

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

MATTHEW

0:00 MLP. This is Matt.

MIKE

0:01 Hey, Matt. This is Mike Thomas from ServiceTrade. How are you doing, man?

MATTHEW

0:04 Good. How about yourself?

MIKE

0:05 I'm all right, listen, brett's busy as hell right now. He asked me to give you a ring to try to set up that call for the stage 300 scoping call with the, you know, our account or accounting specialist.

MATTHEW

0:17 Yes. Yeah. I was meaning to e-mail him back. We actually, we decided to go with the different software we've already signed up for. We going with BuildOps.

MIKE

0:27 Really? Who did you go with?

MIKE

0:30 I had a feeling they like to try to sneak in and stop you guys from talking to us. What made you guys go with them?

MATTHEW

0:36 Mostly just what their platform had to offer seemed to match the best out of the three or four that, we demoed, you know, for what we need.

MIKE

0:44 I got you. Are you guys going? Are you guys more of a Construction company or are you guys? Okay. Yeah, I can.

MATTHEW

0:48 Yeah, yep. Yeah, we're mostly Construction. I mean, we're you know, we're we were looking for predominantly service at this point, but that was kinda the big decision. I mean, price is obviously decision maker. You guys are right there with them price point wise, but just them having the capability to potentially down the road like switch our entire company to one platform... you know, was kinda what intrigued everyone and kinda, I think waited the decision there way.

MIKE

0:59 Okay.

MIKE

1:03 Yeah.

MIKE

1:21 All right, man. Well, listen, I appreciate you being honest and giving us feedback on why, you know, didn't pick us just, you know, be careful that's, I don't wanna say anything else. So just be careful with them and, you know, if anything happens down the road, feel free to reach back out to us, man. We'll be here for you.

MATTHEW

1:24 Yeah.

MATTHEW

1:40 All right, cool. Man. I appreciate it. Okay?

MIKE

1:41 Thanks, Matt. Take care bye.

The End