



Call with Hubbard Mechanical, LLC - Art Hubbard

Mike Thomas with Hubbard Mechanical, LLC
Recorded on 3/18/22 via SalesLoft, 3 min.

Participants

SERVICETRADE

Mike Thomas
SDR

HUBBARD MECHANICAL, LLC

Art Hubbard
Owner

Topics

<i>Wrap-up</i>	2:28
----------------------	------

Transcript

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

MIKE

0:01 Hello, this is Mike.

ART

0:02 Hey, Mike. This is Art Hubbard.

MIKE

0:05 Hi, how are you, Art?

ART

0:07 I'm doing good and yourself?

MIKE

0:08 I'm okay. I was just calling before to see if you guys do commercial service?

ART

0:13 We do.

MIKE

0:14 Alright. I just had some questions about how you guys handle preventative maintenance on the commercial side. I'm actually calling from a company called service trade. If you have a quick minute.

ART

0:22 I do.

MIKE

0:24 Alright. So basically, we're a service management platform designed specifically for the commercial mechanical industry, and we help other companies like Hubbard mechanical and service pro with everything from like work order management, scheduling, dispatching quoting for repairs. So the reason for my call today was just to check in on you guys and see how you guys handle that stuff with you had a software you're currently using, are you are on pen and paper?

ART

0:47 No, we... we actually BuildOps, they custom made a platform for us to do all of our invoicing, our scheduling, our maintenance, and we just switched to that about three months ago, and we're locked in for two years with them, unfortunately. So.

MIKE

1:03 Okay. No problem... no problem. Alright. So I was just curious, are you guys like a... like a more of a maintenance, more of a inspection company?

ART

1:14 No, we are a mechanical contractor. So we do a Tracy plumbing bore, commercial refrigeration, electrical. We're a service contract or we don't do hardly any construction and then we just do maintenance for our existing customer name.

MIKE

1:28 Alright. That's awesome. It's unfortunately for me that you are locked in for two years. I'm not call, I wasn't calling.

ART

1:34 Yeah. And honestly, I mean, we're... we're taking the depth of BuildOps like they... they spent about seven months custom making this platform for us to split all of our specific needs. So like we, you know, and... and I'm actually, I own the company, but I'm not the one that would make that decision. I'm smart enough to put smarter people in positions and make those decisions. So my wife and my office manager would be the ones that would make that decision. But I mean, if you... you more welcome feel free to reach back out and which I guess would be, you know, maybe 18, 20 months now, if you're still doing what you're going, you can feel free to reach back out if you want to do it beforehand, you know, maybe six months before the process. I mean, we're always up for entertaining new ideas and you know, might be that in... in a year and a half, we're not happy with them anymore.

MIKE

1:45 I got you. I got you.

MIKE

2:01 All right. I got ya.

MIKE

2:15 Yeah.

MIKE

2:24 Absolutely. That's what it's all about. Software is always evolving and... and, you know, I'm the amount of updates I get on my cell phone alone like it's crazy.

--- Wrap-up ---

MIKE

2:33 I'll definitely follow up with you guys, see how you guys are liking it. I mean, I wish you luck. I hope it's awesome for you. But if there's any chance that there's something or a few things that you don't like about it, I'll follow up with you guys and we're just doing like demos and stuff so you guys can see what's out there. So, when you're getting to the end of that contract, maybe you could check us out and see if we would be a good fit for you. And if not, we'll just move on and I hope you guys the best to be honest with you.

ART

2:33 Yes.

ART

2:38 Yes.

ART

2:59 All right. Well, we'll get all squared away by.

MIKE

3:01 All right, man. I, thank you for returning my call.

ART

3:04 No problem. And have a blessed day.

MIKE

3:06 You too. Have a good weekend.

ART

3:08 Bye.

The End