



# **Call with Metro Mechanical Contractors, Inc - Rob Taylor**

Owen Grimme with Metro Mechanical Contractors, Inc  
Recorded on 9/28/22 via SalesLoft, 5 min.

## **Participants**

### **SERVICETRADE**

Owen Grimme  
*SDR*

### **METRO MECHANICAL CONTRACTORS, INC**

Rob Taylor  
*Service Manager*

# Topics

<i>Pricing</i> .....	0:18
<i>Next Steps</i> .....	2:34

# Transcript

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

ROB

0:00 Yeah.

OWEN

0:01 Hey, this is Owen. I was looking for David if he's available, please?

OWEN

0:07 Hey, David, I was trying to get in touch with you. I'm calling with a company called service trade. We had met with Rob back when he was the service manager and 2019.

--- Pricing ---

OWEN

0:18 And yeah, we, we're a service management platform for commercial companies that are doing a lot of, you know, maintenance. And from my understanding, you guys wanted to grow like the preventative maintenance side of the business from about 30 percent up to 50 a couple of years ago. So I was just seeing if that was the case or where are you?

ROB

0:18 Right.

ROB

0:37 Yeah. Yeah. So you can, if you will send me, we actually looked at the platform yesterday, so that's something that we are, we looked at it. I think it's called BuildOps yesterday. So if you will... send me an email, me a link and we'll compare... we've started trying to find, you know, the one where I talked to y'all before and I couldn't remember what, you know, what actually a company that was?

OWEN

0:43 Nope.

OWEN

0:49 Okay. Gotcha.

OWEN

1:06 Yeah.

ROB

1:11 Our very similar on the same thing Bill docs, did y'all, have?

ROB

1:18 Like where y'all can do AI billing and stuff like that?

OWEN

1:24 You know, I'm not an expert with the platform. So when it comes to something technical like that, I'd probably leave it for the person on the demonstration just so, you know, I don't...

ROB

1:33 Right. Yeah. Yeah. One of the main things before we go any further, we need to make sure that it's Construction based as well as service based. And I need to make sure that it does, I Bill and which is basically a normal billing for Construction jobs.

OWEN

1:56 Okay. And so with your Construction jobs, are they more like year long or six months long? Are they?

ROB

2:04 That could be, that could be, you know, a year that could be six months, you know, just really depends. I mean, they can be anywhere from, you know, 200,000 to, you know, no one point 5,000,000, you know, so... but that is the main, we finally got the owners to look into this and the AI billing is very important. So that's one of the main before we go any further if it can do that, we need to know.

--- Next Steps ---

OWEN

2:34 I'm message and my manager right now, give me one second.

OWEN

2:42 Okay. And do you guys have a second demo scheduled build up?

ROB

2:47 We have not scheduled as of yet. There, is there a plan for it to be scheduled?

OWEN

2:55 Okay, David, what's a good email to send some information over to?

ROB

3:01 David at Metro hyphen.

ROB

3:05 Mechanical contractors, dotcom?

OWEN

3:11 Mechanical contractors.

OWEN

3:18 Okay. And, you know, besides the billing, I know that's kind of like a deal breaker for you guys with the platform, but what are you guys really looking for besides, you know?

ROB

3:27 Just everything get away from the papers.

ROB

3:32 Dispatching job in three time keeping.

ROB

3:40 Billing?

OWEN

3:42 Yeah.

ROB

3:43 Just just... the whole... automation type, you know... work orders.

OWEN

3:53 Yeah. Okay. You know, I'm not too familiar with BuildOps. I know a lot of people use them in like the fire protection industry, and they're good on the project management side. We can handle project management and then our, you know, recurring service and preventative maintenance and something that we do better than I'd say a lot of, you know, platforms out there. So, just because you guys are kind of on a time line with that, I'd love to kinda just set something up for maybe early next week just so we can, you know, put some calendar.

ROB

4:25 Yeah, first of all, let's make sure it is, I friendly, you know... and then once you figure that out, I'll be glad to set something up, you know?

--- Next Steps ends ---

OWEN

4:39 Okay. Let me get, let me get an answer from my manager. And okay, if I give you a call here and probably like 30 minutes?

ROB

4:46 Be fine.

OWEN

4:48 All right, David, cool. I'll talk to you in a little bit or, yeah.

ROB

4:49 Alright, bye.

*The End*