



# **Call with Mountain Valley Mechanical - Chris Neudeck**

Matthew Palmer  
Recorded on 10/18/22 via SalesLoft, 2 min.

## **Participants**

### **SERVICETRADE**

Matthew Palmer  
*SDR*

### **MOUNTAIN VALLEY MECHANICAL**

Chris Neudeck  
*Administrator*

# Transcript

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

CHRIS

0:02 Thank you for calling Mountain Valley Mechanical to be connected to our office. Press one for a company directory, press two.

MATTHEW

0:18 Hey, how are you doing? This? Is Matt, I just wanted to let you, I'll do a commercial service, right?

CHRIS

0:23 Yes.

MATTHEW

0:24 Okay. Is there a service manager I could speak to in regards for committed maintenance?

CHRIS

0:29 You know, we're pretty small. So like what kind of services are you trying to... you with the vendor? Are you with the supplier?

MATTHEW

0:41 No, I'm giving a call over from service trade. It's a field management software that we work with small commercial companies, kind of like you guys?

CHRIS

0:47 Yeah, we actually, we are just in the middle of getting a new software right now. We're like literally in the middle of it. So I know we wouldn't be interested.

MATTHEW

0:55 Okay. And have you guys end up going with?

CHRIS

0:58 BuildOps?

MATTHEW

0:59 A specific reason why?

CHRIS

1:01 No, we just kinda shopped around and they were somebody that I think fit is pretty good. So we don't know we'll see.

MATTHEW

1:10 So, if you guys majority do a lot of residential work or... primarily commercial, okay, that's actually what we're built for these primary that just work with commercial. You just because that's the harder side of business. Have you heard of service trade by chance or never?

CHRIS

1:14 Nope.

CHRIS

1:17 Yep.

CHRIS

1:28 You, I don't know if we, that was one that we looked at. I just know that this one, we just barely are under contract with it right now. So, it's a done deal at this point.

MATTHEW

1:37 Yeah, that was the reason for my call is to see if you guys wanted to check this out since we primarily do work with commercial. We actually, those are the few different companies around you guys as well. How many clicks you got?

CHRIS

1:43 Right.

CHRIS

1:47 Gotcha. Yeah. If we were already this deep and maybe it'll be something we look at, but I think we're good right now. I appreciate the call.

MATTHEW

1:52 Okay. For sure. What was your name?

CHRIS

1:55 Mandy...

MATTHEW

1:56 Thanks, man. You have good one.

CHRIS

*The End*