



# Call with Newgaard Mechanical Inc - David Newgaard

Will Sherksnas with Newgaard Mechanical Inc  
Recorded on 8/24/22 via SalesLoft, 5 min.

## Participants

### **SERVICETRADE**

Will Sherksnas  
*SDR*

### **NEWGAARD MECHANICAL INC**

David Newgaard  
*President*

# Topics

<i>Pricing</i> .....	1:01
<i>Wrap-up</i> .....	3:43

# Transcript

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

DAVID

0:00 Hi, is this Katie?

WILL

0:01 Hi, Katie. My name as well. How you doing?

DAVID

0:05 Good. How are you?

WILL

0:06 Good. Hey, I got your office or your number from the office. They let me know that you were the person that I need to speak with. You. Have a, you have a minute.

DAVID

0:14 Sure. What is it regarding?

WILL

0:16 Well, well, so I'm actually calling from a company called service trade. So, we're a field management platform that helps them the commercial industry. They let me know that you were the person to speak with about kind of those general commercial questions that I had. I was calling to see how you get. Sorry, go ahead.

DAVID

0:22 Okay.

DAVID

0:32 Yeah. So we actually...

DAVID

0:35 I'm sorry, go ahead.

WILL

0:37 I was just saying we basically, we help handle like work order management track, recurring services and preventative maintenance. Those types of services. I was just gonna ask how you guys were currently handling those types of things?

DAVID

0:50 So, we actually met with service trade last year and we did get a full demo from you guys, but we actually just signed with BuildOps.

--- Pricing ---

WILL

1:01 Just signed with BuildOps.

DAVID

1:02 So, yeah. So we're now under contract with BuildOps to switch over to their service platform.

WILL

1:11 Gotcha. And so you said you did a demo with us last year?

DAVID

1:15 Yeah, we did.

WILL

1:17 Okay. Just out of curiosity what, you know, what made you guys decide to go with BuildOps versus service trade?

DAVID

1:25 BuildOps was just more seemed more modern and more user friendly compared to service trade is very similar to what we have right now and we were just honestly trying to streamline things.

WILL

1:40 What do you have right now?

DAVID

1:42 We're currently in point?

WILL

1:44 On coin?

DAVID

1:46 Yeah.

WILL

1:47 Gotcha. What? When last year, did you do the demo?

DAVID

1:53 It was.

DAVID

1:57 Maybe it was this year. So we do service trade demo this year or last year? Yeah, it was this year in like March.

WILL

2:04 It was this year in March.

DAVID

2:05 I don't remember the, yeah, I don't remember the women's names. So that came out here.

WILL

2:12 Gotcha. Let's see you guys are Arizona was, is that Lauren?

DAVID

2:16 And it was for, yeah, yeah, it was Laura and I think that sounds familiar. It was for pueblo.

WILL

2:22 Yeah.

WILL

2:26 Okay.

WILL

2:29 And, and not the, in pueblo, not Chandler?

DAVID

2:37 Wait, what?

WILL

2:39 Sorry, I just, did you say like in a, in his pueblo? Like the location where you guys are at?

DAVID

2:44 No. Pueblo is the company name. We're in Phoenix, but pueblo acquired a whole bunch of companies, so.

WILL

2:49 Gotcha. Okay.

WILL

2:54 Gotcha. Okay. Yeah, I thought I was calling Newgaard mechanical. So, are you guys under, yeah, under pueblo now?

DAVID

2:59 Yeah. Yeah. New guard with acquired by pueblo? Yeah.

WILL

3:03 Gotcha. Okay. That makes sense. Alright. So, and so Lauren already went out there and did a demo for you guys this year.

DAVID

3:06 Yes.

DAVID

3:10 Yes, in March. Yeah, March of this year, sometime in March.

--- Pricing ends ---

WILL

3:14 Okay.

WILL

3:21 Gotcha.

WILL

3:24 All right. I'm just kinda notating this so we can kind of put it in the system. I don't know why the, those notes aren't in here for that demo and things like that. So.

DAVID

3:34 Yeah, no problem. It probably gets a little confusing, pueblo acquired. I think like three or four companies within the valley within the Phoenix valley, so.

WILL

3:42 Yeah.

--- Wrap-up ---

WILL

3:43 And it might be, it might be under them specifically instead of on you guys. So I'm just gonna see if I can kind have associate those two accounts.

DAVID

3:51 Okay, perfect.

WILL

3:53 Awesome. Awesome. Alright. Well, I appreciate you taking the time. I apologize for kind of reaching out. I mean, I know that we've had updates and things like that since March. I don't know how, you know, how much they've done since March in terms of like the demonstrations and the things like that for you guys as platform, but I mean, as you guys know, softwares, they're all always update and things like that. So we, you know, we can always do additional demos and you can kind of see what those features are like down the road if you choose. So.

DAVID

4:27 Yeah, for sure. We'll definitely keep you guys in mind.

WILL

4:29 Awesome. I appreciate it. Well, you have a great day.

DAVID

4:32 You too. Thanks. Bye-bye...

WILL

4:33 Thanks.

*The End*