



Call with Weston Nolan

Brett Griffith with Titan Mechanical
Recorded on 2/27/23 via SalesLoft, 6 min.

Participants

SERVICETRADE

Brett Griffith
Territory Manager

TITAN MECHANICAL

Weston Nolan

Topics

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Transcript

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WESTON

0:00 Good morning, type. Mechanical.

BRETT

0:03 Hey, good morning. This is Brett Griffith calling from service trade. Is Weston available?

WESTON

0:08 One moment, please?

BRETT

0:09 Thank you.

WESTON

0:18 Right.

BRETT

0:19 Yes, hello?

WESTON

0:21 Hey, this is Weston.

BRETT

0:22 Hey, Weston. You're...

WESTON

0:23 I'm doing good. How are you doing?

BRETT

0:25 Doing well, hanging in there. Good to hear it. I know we, I was supposed to connect with you last week. It sounds like I was actually, I was thinking about it. You know, I work with service people all day and typically a service job is only a day. You're more on the kind of the install side. So your project probably took a couple of days is that accurate? Yeah.

WESTON

0:31 Yeah.

WESTON

0:41 Yeah.

WESTON

0:44 Yeah, you got it. Yep. Well, yeah. Sorry, I meant to email you back. I had that meeting and then I had to run immediately after that. Okay?

BRETT

0:45 That's what I was thinking over the week and I was like he's busy. I'll talk to them next week.

BRETT

0:55 No, you're good man. I like to figure things out of my own. All good.

BRETT

1:00 But yeah, I did want to connect with you to see kinda where you guys are at in the process and what you guys think next steps might be.

WESTON

1:04 Yeah... yeah. So.

--- Purchase decision ---

WESTON

1:08 We're still, we're still speaking about it. I'm now, you know, just chatting with a couple of other or just looking into a couple of other places as well. You know, weird, you guys are still number one on our list, but it was ultimately not my decision to at least, you know, feel out a couple of other companies, you know... doing your similar work. But yeah, that's kind of where we are at right now, you know, again, you guys definitely are in the lead.

BRETT

1:33 Huh.

WESTON

1:46 You know... with the current hunt. And so, you know, I can only push it so much of course, as you're aware of... I'm trying, but yeah, I think it's gonna be, it's gonna be a couple more feelers and probably a couple more weeks until, you know, we're able to really go ahead and pull the trigger on a.

BRETT

2:13 Yeah, no, that's totally cool with me and I appreciate your transparency. Do you know who you guys are looking at?

WESTON

2:18 Yeah.

--- Accounting integrations ---

WESTON

2:21 I've looked at a couple of other places like Foundation or BuildOps and.

WESTON

2:28 One other, I can't quite remember the name of, but.

BRETT

2:32 Okay.

WESTON

2:33 Other companies such as that. Yeah, you familiar with those guys?

BRETT

2:35 Okay. I got you.

BRETT

2:40 Yeah. I've heard of those guys they're around. They're definitely in our space.

--- Purchase decision ---

BRETT

2:44 I think with Foundation, you're gonna find they're more Construction accounting, not really service related build up. I'm sure, as you've seen is more project management. And then depending on what else you guys are looking at, I can give you feedback. All I'll let you guys know is as you talked with a reference of service trade, make sure you get a reference with those guys. I think that's probably a really important step that you guys can take... cool.

WESTON

2:44 Yeah.

WESTON

2:50 Yeah.

WESTON

2:55 Yeah.

WESTON

3:04 Yeah.

WESTON

3:06 Yeah. I couldn't agree more. I think, yeah, I mean, speaking with.

--- Purchase decision ends ---

WESTON

3:13 John, I think it was... I can't quite remember new England. Yeah, that was extremely informative to, you know, speak with someone that's been using your product for quite some time now... and have some questions for him that, you know, he has experience in and also nonetheless to see how much they're growing like crazy.

BRETT

3:14 Okay.

BRETT

3:28 Good.

--- Pricing ---

BRETT

3:38 Exactly, right. And I was thinking about it. They were one of my customers. They jumped on maybe two years ago and they did a similar thing that you guys are thinking as far as like a landing expand. They started with five tech and I know, I think they added on their other five within the first year.

--- Pricing ends ---

BRETT

3:53 And as you said, they have been actively growing and that's really what the software is made to help you guys do.

--- Pricing ---

WESTON

3:40 Yeah.

WESTON

3:47 Yeah.

--- Pricing ends ---

WESTON

3:53 Yeah.

WESTON

3:58 Philadelphia and I think jersey and all over the place with hopes of going fully national, so big volumes as to their, you know, ability to be able to do that and having the, you know, the platform or Foundation which, you know, if that isn't working, then you're not expanding.

--- Purchase decision ---

WESTON

4:19 So, yeah. Yeah. So that's where we're at right now, you know, I'd love to definitely stay in touch with you... and... you know, let, you know, kind of where we're at... you're most certainly still... so, we're very interested in and you know, as I mentioned gets to a certain point where I can only, you know, make so many decisions, so.

BRETT

4:01 Yeah, absolutely.

BRETT

4:05 Exactly.

BRETT

4:18 You, you now it on the head right there?

BRETT

4:30 Yeah.

--- Purchase decision ends ---

BRETT

4:48 Understandable. No, I appreciate the transparency with that. So, let me tell you. Is it cool if I call you every, you know, a week and a half or so just to check in.

WESTON

4:49 Yeah.

WESTON

4:55 Yeah, that's fine. Yeah, I mean, I would say, you know, it's probably going to be a few, I would say at least another two months until anything's really.

BRETT

4:57 Okay.

WESTON

5:09 I should say, you know, chosen. So, yeah, we can have two weeks, I think is totally good.

BRETT

5:12 Okay.

BRETT

5:16 Yeah, I'll give you a show today 20 eighth. See, I'll give you a shout like mid March like the thirteenth fourteenth, see how you guys are doing, and we can kinda figure out what to do from there.

WESTON

5:24 Yeah.

--- Purchase decision ---

WESTON

5:28 Yeah. And if we make any, you know, decisions or anything prior to that, then I'll be shooting you an email.

BRETT

5:34 Yeah, absolutely. And the last thing I'll tell you, I know you told me there about two months until anything happens if it were to happen in, you know, by the end of March, just full transparency, the end of March is the end of my quarter... if pricing was an issue that's when I can help you guys the most. So keep that in mind.

WESTON

5:39 Yeah.

WESTON

5:47 Yep.

WESTON

5:51 Got it.

--- Purchase decision ends ---

WESTON

5:52 Good to know.

BRETT

5:53 Absolutely. Awesome. Less than I appreciate your time. I'll give you a shout on let's rock with the fourteenth to Tuesday.

WESTON

6:00 Sounds good. I'll write that down. All right. Thanks, man.

BRETT

6:01 Awesome. I'll talk to you then take care bye.

The End