

# Unlocking Immediate Revenue

How a Contractor Generated \$50,000+ in Pull-Through Revenue Using Thalo's Real-time Monitoring

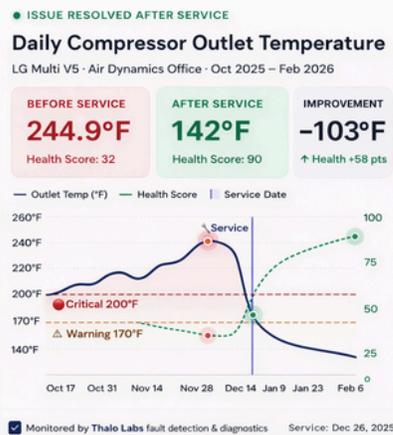
9 Commercial VRF Heat Pumps | Class B, Affordable Multifamily Housing | Northeast U.S.

A New York affordable housing property faced widespread heating failures in December. Residents were without heat, nine heat pumps were failing, and diagnosing the root causes using traditional methods would require multiple days of on-site troubleshooting across every unit.

With Thalo's real-time monitoring, the contractor remotely identified two units with compressor failures and seven critically undercharged—before arriving on-site. The team showed up prepared with a data-backed repair plan and the right parts.

The Result: \$10K+ in emergency repairs completed in three days, and \$50K+ in total pull-through work identified and secured. The contractor restored heat and turned an emergency into long-term revenue—along with a significantly happier customer.

<b>Emergency</b>	<b>~\$10K+</b>
<b>Follow-On</b>	<b>~\$40K+</b>
<b>Total Pull-through Rev</b>	<b>~\$50K+</b>



## From Detection to Verified Resolution

“Copilot provided valuable direction to determine quickly what could be rehabilitated versus what required deeper repair – helping us move faster and quote with confidence.”

— CEO, Commercial HVAC Services Firm

### ✓ How Thalo Transforms Your Service Calls

#### ✓ Arrive with Answers and the Right Parts

Remote diagnostics shows power, compressor health, and temperature behavior before dispatch.

#### ✓ Quote with Confidence

Identify which issues are emergency vs. deferred maintenance. Quote the full scope of work with data backing every line item.

#### ✓ Prove the Fix

Show measurable performance improvements after service (example): compressor temperatures dropping from 244°F to 142°F. Data builds trust and justifies your pricing.

### 🏆 What This Means for Your Business

#### Win More Proposals

Data-backed quotes beat competitors' "trust me" estimates.

#### Increase Revenue Per Visit

Identify emergency repairs and future maintenance work in one service call.

#### Maximize Crew Productivity

Service more buildings daily with faster diagnostics = significantly increase your daily capacity without adding staff.

#### Turn One-Time Calls into Contracts

Verified performance builds trust and long-term relationships.