



# TITAN OF THE MONTH

## RAYNOR ELECTRIC

SEPTEMBER 2017



### About Raynor Electric, Heating, Cooling, Solar

Founded in 1993, Raynor Electric has been delivering a wide range of services to their southern New Jersey customers for more than 20 years. Whether the job is big or small, they tackle it all and do so efficiently and effectively all the while committed to customer satisfaction.



Serving Medford, NJ, and the surrounding area.

### Kerri RAYNOR



#### Hear from the Owner

We love how as you grow the capability to do more and more in one place and in one app does as well. It makes it easier to stay in one spot and get more things done. We also appreciate that you listen to us as customers and are growing and developing the software to meet our needs as well as Nexstar member needs.

LIVE FOR **3 YEARS 8 MONTHS**

Launched  
JAN 2014

Present  
SEP 2017

#### TITANS SCORE

TitanScore: **61**



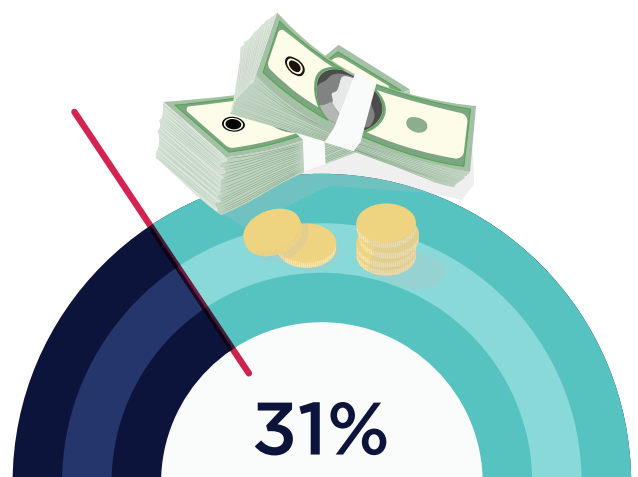
61

Last updated September 2017



83rd Percentile of ServiceTitan customers

GREW THEIR REVENUE  
**31%** IN JUST  
**2 YEARS**



Comparing their first 12 months live on ServiceTitan to the same two years later.

### Fun Facts

#### WAYS TO USE SERVICETITAN

We like the Content Portal. When we have time, we post videos but we also have posted fun memes and inspirational posts. We look forward to using that even more as more videos go into ServiceTitan, and it allows and encourages more individualized usage.

#### ABOUT THE COMPANY

Our company started with just Tom Raynor, an assistant, and a rusted-out old red Toyota pickup truck. It had holes in the bed and was really a crazy first impression to our customers. These days, we have built the business up to 15 trucks and moved to a larger building. We like to keep one totally beat up vehicle around at all times to remind us of our roots. Right now, it is an old Ford Explorer that in its prime was our family car, but now, we affectionally call it the "Exploder" as it is in its last days.

Member of Partnered Associations:

