

INDUSTRY BRIEF · FACILITIES AND PROPERTY SERVICES

What your work orders are worth

Pest control, security, cleaning, environmental and property management firms often run on the same field-service system for years. That job history, with the technician notes and customer threads around it, is the kind of record AI labs are licensing to train models that handle real work. This brief covers what buyers look for, where it lives, and what a deal involves.

What buyers look for

- ◆ **Work orders and job history with outcomes.** What was called in, what the technician found, what was done and whether it held.
- ◆ **Technician notes, inspection and incident reports,** including photos and follow-up visits.
- ◆ **Scheduling and dispatch:** routes, reschedules, emergency calls and how the team handled them.
- ◆ **Customer communication:** email, call logs, complaints and how each was resolved.
- ◆ **Estimates, contracts and renewals,** plus SOPs, safety procedures and training material.

Where it usually lives

Records	Typical systems
Work orders and field notes	Field-service software such as ServiceTitan, PestPac, FieldRoutes, Jobber or TrackTik
Properties, tenants, maintenance	Property systems such as AppFolio, Yardi or Buildium
Email, files and chat	Google Workspace or Microsoft 365, shared drives, Slack or Teams
Calls	Phone systems and call recordings, where you keep them

Field-service exports usually go through the software vendor. Check each tool's terms first: admin access doesn't by itself settle whether you may license what's in it.

What makes field records valuable

History

Years on the same work-order system, so a buyer sees seasons, repeat sites and how problems recurred.

Visible decisions

Why a technician chose a treatment, escalated a job or scheduled a return visit: the steps behind each outcome.

Volume and consistency

Enough usable jobs in a well-kept system. Statuses, job types and completion notes help.

The mix

Buyers price on which systems you've kept and for how long, not on revenue. Work orders plus email plus call logs are worth more than any one alone.

Clean rights

Your own records are the easy part. Commercial client contracts and property-owner agreements can limit some data, so those get checked first.

Exclusivity

Some buyers pay more to be the only one using your records for agreed purposes. That restriction should be priced.

What's removed before delivery

Field records are full of homeowner and tenant details, so this comes first. Names, street addresses, phone numbers, email addresses, gate and alarm codes, access notes, account numbers and payment details are removed or replaced with consistent placeholders before anything leaves your business. A separate firm checks the result, and you review a sample before you sign. Records you'd rather keep back can be left out.

What deals look like so far

No licensing deal with a facilities or property services firm has been published yet, so treat any number with care. The closest published deals involve similar records:

THIRD-PARTY LOGISTICS

\$500K

Dispatch, customer messages, SOPs, logistics workflows and operating conversations.

Reported by a licensing firm · Oct 2026

GENERAL CONTRACTOR

\$300K

Operational record, anonymized before delivery. Perpetual, exclusive license.

Reported by a licensing firm · Oct 2026

FLEET LOGISTICS · 15+ EMPLOYEES

Undisclosed

Four years of history across seven workplace tools. The smallest firm in any published deal.

Reported by a licensing firm · Oct 2026

These are the publishers' own statements, not independently verified. Results vary, and smaller firms often receive less.

How a deal works with Pewter

i. Get a range Headcount, years in business and where your records live. Nothing uploaded.	ii. Confidential call 30 minutes. We confirm what you have and give you a realistic range.	iii. Written offer Price, scope, permitted use and payment milestones in one agreement.	iv. Deliver, get paid We coordinate the agreed export with your software vendor and the de-identified copy. You keep your originals.
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Questions owners ask

- ◆ **What does it cost?** Nothing out of pocket. Pewter is paid from the deal when it closes. No deal, no fee.
- ◆ **How much of my time?** About an hour of yours. Nobody in the field has to change how they work.
- ◆ **Do I lose my data?** No. It's a license of an agreed, de-identified copy. Your originals and your ownership don't change.
- ◆ **Switching software soon?** Size the old system before it's retired. Old job history is easiest to export while the account is still active.

Before you call, have these to hand

- ◆ Which work-order system, and how many years of jobs are in it
- ◆ Whether the software account is in the company's name or the vendor's
- ◆ Whether you're the only person who needs to sign

Next step: get a first number

Put your headcount and years in business into the calculator at pewterdata.com for a first range in about a minute, or [book a confidential offer review](#).

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