



# Call with Thermaserve Inc - Scott Royer

Tommy Polcari with Thermaserve Inc  
Recorded on 1/18/24 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Tommy Polcari  
*Associate NorthBoundary Account Executive*

### **THERMASERVE INC**

Scott Royer  
*Owner*

# Transcript

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

SCOTT

0:00 Hello?

TOMMY

0:01 Hey, is this Scott?

SCOTT

0:04 It is.

TOMMY

0:06 Hey, Scott, it's Tommy pull carry with ServiceTrade. Do you have a minute?

SCOTT

0:11 Not really. We, we already use BuildOps.

TOMMY

0:17 Gotcha. Okay. Yeah, I was calling, yeah, I was calling in regards to the HR conference coming up next week is curious if you guys would be attending that?

SCOTT

0:17 Tommy?

SCOTT

0:26 No, I'm not well. All all our HR done out of our corporate office.

SCOTT

0:32 We're not a small business anymore. I don't know what your information is on us. So, we were bought last March and we're owned by a private equity group now?

TOMMY

0:44 Okay. Gotcha. So, do you guys no longer make decisions on like software and things like that? Is that all come from the corporate?

SCOTT

0:50 Well, as what I'm saying, it's all decided. We're building a new platform and, we got to BuildOps, and all kind of stuff. It's all done. It's all done. So, not really any opportunity for you. Okay?

TOMMY

1:05 Gotcha. Okay. And then just to clarify, are you guys going to be attending the a HR expo in Chicago next week?

SCOTT

1:13 No, I'm not planning. I'm I don't want to go to Chicago right now.

TOMMY

1:18 Gotcha. No, I totally understand that. All right. Well, appreciate you filling me in. Let me know.

SCOTT

1:19 Yeah.

SCOTT

1:27 All right, Tommy. Thank you.

TOMMY

1:28 All right. Yep. Have a good one.

*The End*