



# Call with Nelson Electric - Bob Burnside

Will Moore with Nelson Electric  
Recorded on 11/5/21 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Will Moore  
*SDR*

### **NELSON ELECTRIC**

Bob Burnside  
*Service Manager*

# Topics

*Call Setup* ..... 0:00

# Transcript

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--- Call Setup ---

BOB

0:00 Hi, this is Bob.

WILL

0:01 Hey, Bob, this is will in service trade. Have you been?

BOB

0:06 Pretty good.

WILL

0:07 Good to hear. Do you have two minutes? I can be super brief.

BOB

0:13 Well, you might want to know our company went and purchased a subscription to BuildOps?

WILL

0:21 No.

BOB

0:23 Yeah, that's true.

WILL

0:26 Okay. That's cool. What... what are you guys, what inspired you guys to do that?

BOB

0:34 Well, the owners... the owners decision, and so they went ahead and made the subscription. So, I'm not sure I liked what you guys had to offer for sure.

WILL

0:49 That's good. That's good. And when did you guys make that move to BuildOps?

BOB

0:55 Is probably... in the springtime?

WILL

1:00 Okay. I see. And have you guys finished implementation yet?

BOB

1:07 We're working on that now, so we should be live by, I don't know another couple of weeks.

WILL

1:14 Okay, cool. And how is the?

WILL

1:18 How is the implementation process? Been? Has it gone according to plan?

BOB

1:24 Yeah, it's going really good.

WILL

1:26 Okay, good. Well, I guess I'm in essence, you guys recently did that and probably isn't a great time to... to revisit service trade.

BOB

1:39 No, probably not.

WILL

1:42 Gotcha. Well, what sounds like the best plan is to let you guys, you know?

WILL

1:50 Get your hands around BuildOps and then from there, it might be a good time to look at how service trade compares to what you guys got from them.

BOB

2:05 Yeah. Well, I'm sorry. Well, I'm busy. I gotta run.

WILL

2:09 Yeah, yeah, I'll let you, I'll let you go, Bob. I'll probably call you guys in a few months and see how the experiences then.

BOB

2:16 Okay. Alright. Thanks. Well.

WILL

2:18 Thank you. Bye.

BOB

2:19 Okay. Bye now.

*The End*