



Call with Mid-Atlantic Co Inc - Michael Old

Lucas Meinken with Mid-Atlantic Co Inc
Recorded on 3/23/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Lucas Meinken
SDR

OTHER

Michael Old

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

MICHAEL

0:00 Atlanta companies. This is Ashley.

LUCAS

0:02 Hey, Ashley, it's Lucas muncin calling back from this morning.

MICHAEL

0:06 Hi, good afternoon. How are you?

LUCAS

0:08 I'm good. How are you doing?

MICHAEL

0:10 Good. Hey, so we did end up going with another... dispatching software, but I appreciate you calling back.

LUCAS

0:18 Okay. What software are you guys? The one you guys demoed yesterday? I'm assuming maybe?

MICHAEL

0:23 Yes.

LUCAS

0:24 Okay. Which platform was that you guys decided to go with?

MICHAEL

0:28 BuildOps?

LUCAS

0:29 BuildOps gotcha. When does, have you guys taken a look at service trade? I mean, have you guys even evaluated?

MICHAEL

0:38 No, I didn't there was, with the whole mix up with the scheduling and everything. We never ended up scheduling anything.

LUCAS

0:46 Okay. Got you. Well, I'll be fully transparent with you, Ashley speaking, spoken to a lot of people on BuildOps. I know it's a great platform out there. They are running into a lot of issues with onboarding, kind of delaying the promises they make with onboarding. I know some people that are six months out from the actual onboard date and stuff. I would at least like to set up some time and just show you guys service trade with my territory manager, at least take a look and, you know, if, after you guys do take a look, you still decide, you know, BuildOps is gonna be what works best for mid atlantic, then of course, that works fine. But at least once you guys have the chance to take a look...

MICHAEL

1:22 Okay. I can speak to them. I think they were in the decision, but I can speak to them about it at this time. I wouldn't be able to set anything up.

LUCAS

1:30 Okay. All right. Got you. Then. No worries. Then. Ashley. Thank you for your help.

MICHAEL

1:32 All right. Thank you. Bye.

The End