



# Call with Ventilation Solutions - Chris Hare

Owen Grimme with Ventilation Solutions  
Recorded on 8/1/22 via SalesLoft, 3 min.

## Participants

### **SERVICE**TRADE

Owen Grimme  
*SDR*

### **VENTILATION SOLUTIONS**

Chris Hare  
*President*

# Transcript

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CHRIS

0:00 Ventilation solutions.

OWEN

0:02 Hey, I was looking to speak with Chris if he's available.

CHRIS

0:05 He is currently out of the office. Can I take a message or could somebody else I'll be?

OWEN

0:10 Yes, sir. I'm calling, I'm with a company called service trade where a service management platform for commercial companies. I'm trying to touch base with Chris just to kinda see what you guys are doing as far as like how you're managing your work orders, you know, tracking recurring services, that type of stuff currently, but I...

CHRIS

0:28 We, we currently use the BuildOps platform.

OWEN

0:32 Got you. Okay. I'm pretty familiar with them or are you guys have been with them for a minute?

CHRIS

0:36 We actually just implemented it about three months ago.

OWEN

0:40 Okay. Okay. Yeah, it's probably been a process for you guys in.

CHRIS

0:46 Yeah, we're just really getting into full swing with it. So.

OWEN

0:50 Yeah, that's awesome. What made you guys go with them?

CHRIS

0:54 We had a, you know, web meetings with several different platforms and it's just the one that kinda fit best with the way that our service department runs.

OWEN

1:03 Okay. Cool. And are you guys just doing Ventilation over there? Can you kind of run me through what you were doing?

CHRIS

1:09 We are, we are a full mechanical in general contractor and we have a service department as part of that, but we also do design build projects all over the country.

OWEN

1:20 Okay. Gotcha. Alright. Yeah. And that's probably a bad time to give you guys a call them. But service trade, we're a commercial platform specifically designed for, you know, companies doing preventative maintenance, recurring service that's kind of what our whole platform is made, you know, made towards catered to. So our workflows are a little different than a lot of other platforms out there, but.

OWEN

1:45 Yeah, maybe I'll give a call and Chris is back in the office but.

OWEN

1:49 But yeah, I hope everything goes well for you guys since he just rolled that out though.

CHRIS

1:54 Yep. That's what we're hoping we still see, you know, every new things are growing pain to a certain amount.

OWEN

1:58 Avenue...

OWEN

2:01 Right. How was the onboarding process? If you don't mind me asking?

CHRIS

2:04 I believe it was pretty good. I wasn't involved in 100 percent of it, but I mean, we've like I said, we are just really getting rolled out, so.

OWEN

2:14 Yeah. Okay. Yeah. Well, maybe we'll touch base like end of the year and see, you know, how well you guys are using the platform or if there's anything that, you know,

could be better.

CHRIS

2:25 Alright. Sounds good.

OWEN

2:26 Alright, cool, man. Have a good week. Okay? All right. Bye.

CHRIS

2:28 Thanks. You too. Bye bye.

*The End*