



Call with SSM Industries - Ryan Benedek

Alec Ashby with SSM Industries
Recorded on 4/5/23 via SalesLoft, 4 min.

Participants

SERVICETRADE

Alec Ashby
Territory Manager

SSM INDUSTRIES

Ryan Benedek
Service Manager

Topics

<i>Call Setup</i>	0:00
<i>Wrap-up</i>	3:12

Transcript

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--- Call Setup ---

ALEC

0:00 Hey, Ryan. This is Alec. Do you got a quick sec?

RYAN

0:00 Hello?

RYAN

0:04 Sure.

ALEC

0:05 Yes. So, I know we spoke a couple of weeks back and seems like you guys are picking up and busy. I was wondering if you guys were still trying to... schedule a meeting or where you're kind of at with the whole service trade thing?

RYAN

0:19 I am, but last time we spoke, I told you I was gonna sit through a thing with...

RYAN

0:25 BuildOps, which is tomorrow. I think 10 30. I don't have my schedule sit in front of me but I think that's where it is tomorrow for certain.

ALEC

0:34 Okay. Okay. Yeah, no, I do remember you mentioning that.

--- Call Setup ends ---

ALEC

0:38 Okay, cool. So it seems like you guys are gonna look at them and then, because the only thing is, I know it's been a long time since you guys have looked at us. I think it was like February or something like that. I mean, would you guys need to look at it again or whatnot? If... you know what I mean? Because I know it's been a quite a long time.

RYAN

0:57 Yeah. I got some questions that they're going to answer for me. I have some questions for you... after I talked to them and then we're going to make a decision. We're putting something in play no later than June first. So something's going to happen soon. I would say probably within the next two weeks, maybe three weeks went up, sign with somebody. It just depends on who?

ALEC

1:21 All right.

ALEC

1:27 Okay. Yeah. And I definitely think you guys are looking at the right solutions because I know we work with exclusively commercial service contractors as well as BuildOps. Now BuildOps, they did kind of start out more in the project space that's they're kind of like more of a project first, platform service second. We're kind of the opposite where we're service first. And then we have some project management capabilities, but I definitely think that, you know, looking at other options is important. So if you have some questions for me, I mean, when would be a good time to follow up to kinda discuss those questions and, you know, give you some answers?

RYAN

1:56 Man, I can't tell you like.

ALEC

2:05 Okay.

RYAN

2:06 Yeah. I mean, I run a service department, what time I'm in the office in 10 seconds later, the phone blows up and I'm out the door, you know, right now, I'm measuring up a rooftop that we're gonna set next Wednesday? Like we're yeah, we're I mean, come on, man. You can deal with service guys all the time, right? I mean.

ALEC

2:18 Okay.

ALEC

2:24 Right. No, no, I get.

RYAN

2:24 Yeah, it's hard to pinpoint when anything's gonna happen. Once I talked to them, you know, I give you a call or shoot you an email and, you know, go from there. But yeah, until I talked to them, I really can't say what's going to happen right now, you know?

ALEC

2:39 Yeah, no, I wasn't you know, obviously, no, you know, I was actually under the impression it seems like you guys are looking to make a decision sooner than I even thought. I thought you told me last time that you were looking to make a decision in June, but it seems like you guys are looking to make a decision sooner so you can start implementing in June, is that correct?

RYAN

2:57 If, if, yeah, if it works out that way, yeah, that's I wanted to put a date on it that way, you know, we kinda put a little more of a hurry into it, I guess, but yeah, that, that's my plan, but we'll see how it goes.

ALEC

3:11 Okay. Okay.

--- *Wrap-up* ---

ALEC

3:12 No worries. Well, yeah, you know, have those discussions with them. I'll look out for an email from you or a call. If I don't answer, just no, I'm on, you know, probably talking to another company or something like that. I'll get back to you as soon as I can, but yeah, I understand that you guys are very busy. I just wanna make sure that you're getting your questions answered and you guys are making the best decision for what you need.

RYAN

3:32 Sure.

ALEC

3:34 Cool. Well, anyways, Ryan, I do appreciate your time. You know, I know you're on a rooftop right now, so I'll let you get back to it. But if you need anything from me, just don't be afraid to give me a call. Shoot me an email, okay?

RYAN

3:43 Well, thanks, you too.

ALEC

3:44 Cool. Thanks, Ryan.

The End