



Call with Zien Mechanical - Tom Sinjakovic

Brandon Beam with Zien Service, Inc.
Recorded on 12/8/22 via SalesLoft, 2 min.

Participants

SERVICETRADE

Brandon Beam
SDR

OTHER

Tom Sinjakovic

Topics

<i>Wrap-up</i>	1:45
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Transcript

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

BRANDON

0:00 Hello?

TOM

0:01 Hello? Is this Brandon?

BRANDON

0:03 Yeah.

TOM

0:04 Yeah, Josh calling from design mechanical.

BRANDON

0:07 Hey, John. How you doing?

TOM

0:09 Doing good. How are you?

BRANDON

0:10 Good on the reason I was calling is I'm a service trade. I was whereas you had a quick minute for me.

TOM

0:17 You're in the service trade?

BRANDON

0:19 So, I'm with service trade where a service management platform.

TOM

0:23 Okay. Okay. Sure.

BRANDON

0:25 Yeah. So, so what we do is we help with work orders, scheduling, dispatching, and we're able to like track live field history on the field or sorry, work history. That

was one, if you guys are already on a platform or was it more pen and paper as far as that goes?

TOM

0:41 Now, where we have a platform for that?

BRANDON

0:43 Okay. Do you mind me asking what kind of platform?

TOM

0:45 Yep. Yeah, we use BuildOps, which is a, both, it's a service and project management portal. So, I mean, there's two different platforms there's project management and for Construction. And then there's a service portal as well. All this like chronically.

BRANDON

0:50 Okay. Gotcha.

BRANDON

0:54 Okay.

BRANDON

1:01 Okay. So you guys do more? Yeah. Do you guys do more commercial?

TOM

1:07 At all commercial?

BRANDON

1:08 All commercial. Okay. All right. Are you guys happy with that software? I'm assuming.

TOM

1:17 It's relatively new. So likely not gonna change it to just do that this year. So, and I wouldn't have any control over changes whether I'm happy with it or not. It's a whole different story that my not my decision.

BRANDON

1:26 Yeah. Hey, yeah. So if you, if I could send over like an email towards you to you just a rundown of what we are. We're just doing free 30 minute demos to see if we're a fit for companies and vice versa. There's no strings attached if that would be okay with you?

--- Wrap-up ---

TOM

1:45 You, can, you can send me that information, I can't guarantee anything.

BRANDON

1:49 What's no, you're fine. It doesn't hurt to shoot you a shot.

TOM

1:55 Sure. John Jay JOHNS... Z, IE and mechanical dotcom?

BRANDON

1:57 What's a good email.

BRANDON

2:06 Okay. Alright. And then I'll send that over and feel free to reach back out if you have questions, I know you just said you guys signed with and it's fair, fairly new, but just in case I'm using, they're always give me a call back. Do you have any questions? Alright. Thank you. Have a good one.

TOM

2:19 That's good. Very good. Thank you. Bye.

The End