

## Call with Ventilation Solutions - Gary Mayfield

Brian Corridore with Ventilation Solutions Recorded on 10/10/23 via SalesLoft, 3 min.

## **Participants**

**SERVICETRADE** 

Brian Corridore SDR

**VENTILATION SOLUTIONS** 

Gary Mayfield

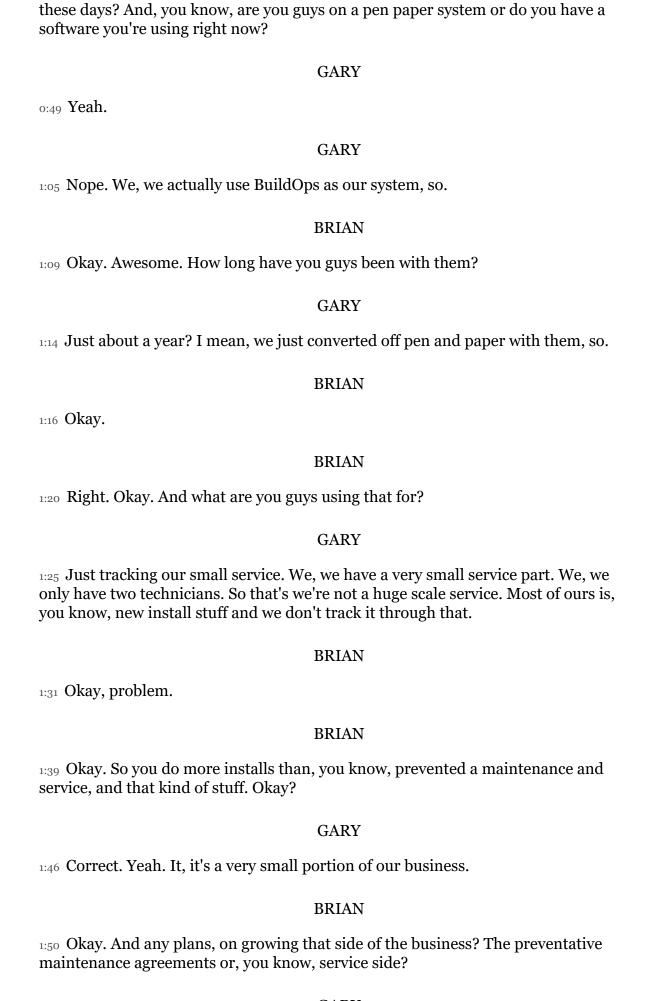
IT Executive

## **Transcript**

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GARY
0:00 Ventilation solutions.
BRIAN
0:02 Hey, good morning. Sorry. Is this Gary?
GARY
o:o5 This is Tim.
BRIAN
0:07 Hey, Tim. My name is Brian. I was hoping to reach Gary if he was around today
GARY
0:12 Okay. One second, please?
BRIAN
0:13 <b>Okay.</b>
GARY
0:18 This scary.
BRIAN
o:29 Hey, Gary. Good morning. This is Brian over with service trade. Do you, do you got a quick minute?
GARY
o:36 Sure. What's up?
BRIAN

o:38 Awesome. I'll be super brief for you. I do appreciate it. So, not sure if ServiceTrade rings a bell. We, we spoke with you about six months ago, but we're a software specifically designed for commercial service contractors just to help simplify workflows for scheduling, managing work orders and helping drive some more sales. So the last we spoke, I know you guys were with somebody else but just kinda wanted to see what, your process was for. You know, what, what's going on



1:55 Not at the moment because they're again with only two technicians, we can only do so much and, you know, the
BRIAN
1:58 Okay. Gotcha.
BRIAN
<sup>2:03</sup> Yeah. No, I totally understand that. Okay. So, would you say you guys, are more commercial service, or do you do more residential?
GARY
2:13 It's actually more commercial industrial.
BRIAN
<sup>2:17</sup> Okay. Any of that include like multi family homes or duplex apartment complexes, things like that?
GARY
No, no. It's it's just like commercial industrial plans and things of that nature?
BRIAN
Okay. Yeah. No, that makes sense. All right. Well, might not be the best fit for you, but I do appreciate, you know, you at least hear me out and, you know, take my call today.
GARY
<sup>2:35</sup> Yeah, we do. Yeah, we don't do any residential at all. So that we actually got out of the residential about a year and a half ago, so.
BRIAN
2:39 Okay. Yes. So, I mean, we're
BRIAN
Okay. No, that's awesome. So, we're 100 percent geared for the commercial service industry. But if you guys are, you know, more heavy on the installs rather

<sup>2:45</sup> Okay. No, that's awesome. So, we're 100 percent geared for the commercial service industry. But if you guys are, you know, more heavy on the installs rather than like prevented a maintenance agreements or, you know, that service department, you know, probably wouldn't be, you know, the best fit for you then?

## **GARY**

<sup>2:59</sup> Yeah. And like I said, we've only been on this system about a year, so we're not looking to swap before we've even got this one, you know, figured out all the way. So.

3:03 Yeah, yeah, totally. I get it. Totally get it. Okay. Well, maybe I'll check in with, you know, down the road just kinda see where things are at. But, but now, I really do appreciate, you know, having a conversation with me today.

**GARY** 

3:18 All right. No problem.

BRIAN

3:19 Awesome. Well, have a great week. Thanks bye.

**GARY** 

3:21 Thanks.

The End