



Call with Rocky Mountain Mechanical - Nick Flink

Ben Bilhorn with Rocky Mountain Mechanical
Recorded on 7/20/22 via SalesLoft, 3 min.

Participants

SERVICETRADE

Ben Bilhorn
SDR

ROCKY MOUNTAIN MECHANICAL

Nick Flink
Service Manager

Transcript

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NICK

0:00 Thank you for calling Rocky Mountain Mechanical our office hours or seven 30 am to four 30 PM Mountain Standard Time, Monday through Friday if you know, your party's three digit extension, please dial it now.

NICK

0:13 Please stay on the line while your call is transferred to the operator.

NICK

0:25 This is Nick.

BEN

0:26 Hey, Nick, this is Benjamin with service trade. How are you doing?

NICK

0:30 Good. How about yourself?

BEN

0:31 Good. I'm good. Did I catch you at a decent time? You have a quick moment?

NICK

0:38 Yeah, I can answer your question really fast for you.

BEN

0:42 Cool. Yeah, go for it.

NICK

0:44 Are, are we had a, being bought and partnered with another big group and they, yes, and they have decided to go with BuildOps.

BEN

0:53 Mechanical...

BEN

0:58 Yep. Okay. Gotcha. That is, I was actually just calling to confirm that because I know that we had been in talks with them ended up going with BuildOps.

NICK

1:07 I kept telling him that I like your guys, this stuff. I've never seen the BuildOps. You know, I would rather than I sat through several of those presentations and whatnot, and I was like, well, and then I know that during the original discussion, the, they said you guys were one of the potential candidates are going to go with, but I think.

NICK

1:33 The other accounting stuff, which I don't want to even deal with that bullshit. I guess what's the best... integration with that? We actually do our initial introduction meeting today at three o'clock...

BEN

1:40 Right, right, right.

BEN

1:47 Wow. Okay. Gotcha. Well.

NICK

1:50 So, they've signed up with it. I guess we're going to be the biggest Guinea pigs first on the BuildOps and then they'll expanded the other branches.

BEN

1:58 Gotcha. Gotcha. Well, I hope everything goes well. And the good news is if it doesn't go well, we're still going to be here and yeah, so cool. Well, I appreciate you putting in a good word for us either way with them. I know it was kind of out of your control. It sounds like, but yeah, either way, you know, I'll probably be keeping up with y'all, just kind have as things Progress with build up, see how things are going. And I guess probably get up with the pueblo at that point.

NICK

2:08 Yep.

NICK

2:18 Yeah.

NICK

2:29 Okay.

NICK

2:32 This is the thing is I know really no difference because we're still old school key card folders, paper. So, the whole fucking thing's gonna freak me out, but it's needed or we're never going to grow.

BEN

2:41 Right, right.

BEN

2:48 Right, right. Understood. Well, yeah, I guess like I said, you know, best of luck in that transition and yeah, I, you know, look forward to talking with you guys down the line.

NICK

3:04 Alright, thank you.

BEN

3:06 Thank you. Have a great rest of your day.

NICK

3:09 You too. Bye.

BEN

3:10 Bye bye.

The End