



Call with FRANK M BOOTH INC - Robert Kaufman

Sarah Bartkus with FRANK M BOOTH INC
Recorded on 8/21/23 via SalesLoft, 5 min.

Participants

SERVICETRADE

Sarah Bartkus
Account Manager

FRANK M. BOOTH

Robert Kaufman
Service Manager

Topics

<i>Call Setup</i>	0:00
<i>Wrap-up</i>	3:48
<i>Wrap-up</i>	4:10

Transcript

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

--- Call Setup ---

ROBERT

0:00 Good morning. Thank you for calling Frank Booth. This is Teresa.

SARAH

0:03 Hey, good morning, Theresa. This is Sarah calling from service trade. How are you doing?

ROBERT

0:07 Hi, good. How are you?

SARAH

0:09 Hey, I'm doing well. I am just following up with you. I just got back from vacation. So, I'm kind of, you know, following up with everybody from the times past and making sure everything's good to go. I have in my notes here that we were supposed to be setting up a follow up, see, let's follow up with a, Tonia?

ROBERT

0:31 Our...

ROBERT

0:34 Receptionist?

SARAH

0:36 Yeah, I'm not sure. I follow up time with Tony to discuss integration, but we haven't heard back so.

SARAH

0:45 I just wanted to see kind of where we were at as far as moving forward.

ROBERT

0:45 Okay.

ROBERT

0:50 Yeah, Tania, isn't involved in our group, so, I don't know why that would be a note.

SARAH

0:54 Okay. I'm not sure. I'm just reading my notes, from my, from meta. So I'm not sure if maybe the, there was a miscommunication and that, but we did have a demo with you and Robert, correct?

ROBERT

0:58 Yeah, okay.

ROBERT

1:07 Yes, yes. And we're yeah, we have not, had, we have not had any time to even think about it. I mean, if we were gonna do this, it wouldn't be until towards the end of year, December, when we are a lot slower. We just have too much going on. We wouldn't be able to do any kind of transition now anyway, even if we, but we haven't had a time to discuss any of the, you know, we have.

SARAH

1:08 Yep. And...

SARAH

1:25 Sure.

ROBERT

1:37 Contacted you guys and we were looking at, I think it was BuildOps or something like that. So we haven't had a time we haven't had the time to look at to really go through the numbers and what, you know what I mean? We just haven't had any time.

SARAH

1:55 Sure. No worries. Okay. Well, good. Just give me some good information. So we're we still got a leg in the race.

--- Call Setup ends ---

ROBERT

2:02 Yeah, yeah, exactly. Yeah, we just haven't like I said, we're, we just, we're hiring three new people and getting them on boarded and, you know, up and running and all of that. And then we've just said it's summer. This is our high season, so.

SARAH

2:04 Okay.

SARAH

2:11 Is that all right?

SARAH

2:21 Yeah, I understand. Okay. So as far as, you know, we don't wanna, we don't want to bother you and be all up in, your guys' hair if you guys are kind of busy right now, but we definitely would love to stay top of mind. So as far as implementation, usually... it takes about three months to go live on a software. So I do wanna just give you that heads up as far as like, you know, when, if you were to sign with us, it would take about three months to be live. And I'm not sure if you're wanting to not even start the process at the end of the year or if you kind of wanna start right right at fall. So that way by the end of the year, you guys are live, is that kind of what you're looking for?

ROBERT

2:43 Right.

ROBERT

3:02 Yeah. And then, so the new year again, last, I talked to Robert, I was, we were looking somewhere in November to December, maybe even January and then go live before the summer next year.

SARAH

3:17 Okay. So around the decision making process around fall that was that safe, to have a follow up and kinda see where you're at then?

ROBERT

3:18 So, yeah, it would be. Yeah.

ROBERT

3:23 Probably. Yeah.

SARAH

3:28 Perfect. Okay. Good. All right. Well, thank you so much. Is there anything as far as I know you said you guys haven't really completely discussed everything, but is there anything that you can recall that you would want to expand on or have any information sent over to you just so you have a more... an educated decision on anything?

--- *Wrap-up* ---

ROBERT

3:48 Not at the moment. But if I think of something, can I just e-mail?

SARAH

3:53 Absolutely. Yeah, please feel free to reach out. We would love to help with anything that we can. And then as, you know, as far as everything else goes, I've got this here in my notes with a follow up and I'll let me to know as well and we will just, you know, keep some open communication going and we look forward to hearing back from you soon.

ROBERT

4:10 Yeah, me to e-mail I'll respond to the e-mail and I'll put you on it. If you don't mind... I think I have your, I should have your e-mail don't. I...

SARAH

4:16 Yeah, absolutely. That'll be great. Thank you. I appreciate that.

SARAH

4:21 Yeah, you should still have mine. It's Sarah and yep, yep. That's me. Okay?

ROBERT

4:25 Yeah. Okay. I'm going to, yeah, I'll respond right now to the e-mail and let her know what we just discussed. Okay, thank you too. Thank you. Bye bye.

SARAH

4:33 Awesome. Okay. Well, thank you, Theresa. I hope you have a wonderful day. Thank you. Bye.

The End