



Call with Dormatech Mechanical Systems Inc - Mark Mulholland

Henry Drake with Dormatech Mechanical Systems Inc
Recorded on 6/16/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Henry Drake
SDR

DORMATECH MECHANICAL SYSTEMS INC

Mark Mulholland
Chief Executive Officer

Transcript

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MARK

0:00 Good morning armies, this is Mark.

HENRY

0:03 Yeah, good morning, Mark. This is Henry from service trade. Did you have a quick minute?

MARK

0:07 Yeah. What's going on?

HENRY

0:09 I don't know if you're familiar with service trade with that software program for commercial service. I just want to reach out and see what you guys currently have set up for like your work orders, scheduling, dispatching, quoting side of things over there.

MARK

0:22 Yeah, we're using BuildOps?

HENRY

0:24 BuildOps. Okay. Yeah, I'm familiar with them. When did you guys go on to them?

MARK

0:29 Been about two years.

HENRY

0:30 Two years. Okay. Yeah, no, they're fairly new. Has everything been going all right with them?

MARK

0:35 Yeah, it's been going really well.

HENRY

0:37 Okay. Gotcha. And as far as your workload over there, do you guys do all commercial service? Are you guys doing any residential?

MARK

0:43 Residential...

HENRY

0:45 No, residential. Okay. Gotcha. Yeah, I mean, it sounds like you're happy with BuildOps? I'm not sure if you've ever looked at service trade before, but I wanna see if I should be worth 30 minutes to just take a look at service trade and see if there be a fit there.

HENRY

1:00 And see if I can do work a little smoother than BuildOps.

MARK

1:03 Yeah. Our, our CFO actually looked at service trade and a bunch of other softwares before she implemented built up.

HENRY

1:12 Okay. I've got you. I'm just curious why do you guys end up going with them rather, than something else?

MARK

1:19 Yeah.

MARK

1:23 She, she built a whole matrix of like pros and cons and determined that build up the best fit for our commercial industrial customer base.

HENRY

1:28 Okay.

HENRY

1:33 Okay. Gotcha. Yeah, that's understandable. Well, no worries. Mark. I appreciate your time today, man. Yep. Thank you. Bye.

MARK

1:38 All right. They.

The End