



# Call with Ars Mechanical Llc - Al Shepherd

Brooke Caskey with Ars Mechanical Llc  
Recorded on 11/16/23 via SalesLoft, 3 min.

## Participants

### **SERVICE**TRADE

Brooke Caskey  
*Territory Manager*

### **OTHER**

Al Shepherd

# Topics

*Call Setup* ..... 0:00

# Transcript

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--- Call Setup ---

AL

0:00 Hey...

BROOKE

0:01 Hey, all this is Brook with service trade. How are you?

AL

0:05 Hey, how's it doing?

BROOKE

0:06 I'm doing well. Just wanted to make sure that you saw that contract that we shot out a little over an hour ago now?

BROOKE

0:14 Did you see that come to your inbox?

AL

0:17 Yes, I got it.

BROOKE

0:18 Perfect. Okay. And any initial questions there?

AL

0:22 I haven't having a time haven't reviewed it again, but right now, I'm good.

AL

0:28 I think Jason he'll call me tomorrow or something, but I think I had a conversation with him last week, so I think we're I think we're where I want to be in.

BROOKE

0:33 Okay.

BROOKE

0:40 Perfect. Cool. Yeah. And the plan is still to have that back to us tomorrow after you talk to Jay, right?

AL

0:46 Yeah.

BROOKE

0:48 Perfect. Cool. Well, have you here or go ahead?

AL

0:54 Now, go ahead. I got a minute.

BROOKE

0:58 Gotcha. Yeah, I was just curious while I have you here. I know that you guys went through a pretty lengthy software evaluation between us and build up and maybe a few other vendors and I was just curious from your perspective, I guess why service trade ended up being the choice for you among the things that you looked at?

AL

0:59 Cool.

AL

1:17 Well... that's a better question for Dean?

BROOKE

1:24 Huh.

AL

1:26 I mean, we narrowed it down. You know, we did look at a lot. We looked at a lot of them. Okay? And then we did narrow it down to Bill and ServiceTrade but.

BROOKE

1:37 Yeah.

AL

1:39 I think that he liked some of the stuff that job does that they don't do or do better be, I kinda wanted to go, Bill, but I kinda let him take the lead because he got to deal with it every day and not me. So that would probably be a better question for him.

BROOKE

1:48 Hi.

BROOKE

1:58 Gotcha. So you said that there were specific workflows that he felt worked better in service trade?

AL

2:05 Right. For what he was trying to accomplish and what he wanted out of the application, and...

BROOKE

2:07 Gotcha. Yeah.

AL

2:15 I don't know if I told you this, but, you know, we, you're never gonna find a perfect system. So, you find one that will meet most of your needs and work around it. So, is that saying you guys was closer than BuildOps and?

BROOKE

2:19 Right.

AL

2:33 All right. Yeah, yeah. Close our needs then, Bill, if I guess if I could speak to him, but I guess it would probably a better question placebut. I am sitting in a meeting. So kinda got a run.

BROOKE

2:36 Gotcha.

BROOKE

2:42 Yeah, no worries.

BROOKE

2:51 Yeah, that's okay. Cool. Yeah, we're just always looking for feedback from customers and we're definitely excited to earn your business, and have you as partners. And so, yeah, no worries there. I'll let you run and then I will make sure Jay gets to you tomorrow, and then I'll crime in where I need to, if anyone needs any help, okay?

--- Call Setup ends ---

AL

3:09 All right. Thank you.

BROOKE

3:12 I think so bye.

*The End*