



# **Call with Hvac Technologies, Inc. - Dean Lankford**

Mike Thomas with Hvac Technologies, Inc.  
Recorded on 11/17/22 via SalesLoft, 2 min.

## **Participants**

### **SERVICETRADE**

Mike Thomas  
*SDR*

### **HVAC TECHNOLOGIES, INC.**

Dean Lankford  
*President*

# Topics

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

# Transcript

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--- Call Setup ---

DEAN

0:00 Good afternoon, H. Yeah, the spurs.

MIKE

0:02 Hey, Bruce. This is my Thomas is Dean.

DEAN

0:05 Dean has not been here since 2013.

MIKE

0:11 No worries. Then. Maybe you can help me out. I'm not sure who my colleagues have spoken to. I was calling from a company called service trade. I don't know if that rings a bell. Maybe you, have you spoke with them?

DEAN

0:22 Yeah, I have. Yeah. So I spoke with them before you.

MIKE

0:25 I got you. I got you. So are you familiar? We're a field management software. I was just calling to see you guys are mostly commercial.

DEAN

0:32 Yes.

MIKE

0:33 I gotcha and are you using the platform currently? Are you kinda, you know, on Google spreadsheets, that kind of thing?

DEAN

0:39 Yeah... we're using coins right now is what we use and we're actually going to BuildOps. We're in the process of switching over right now?

MIKE

0:52 Okay. So you already, do, I sign the dotted line with them and stuff? Okay. I gotcha. Yeah, I was just reaching out. I wasn't trying to get you guys to sign up with us right now or anything. We were just doing the, you know, 25 30 minute demos for people to compare, you know, there's tons of software out there. So, I was just trying to see if, you know, you're interested in checking out the Zoom demo, you know, 25 30 minutes, but if you had already started?

DEAN

0:55 Yep.

DEAN

1:00 No worries.

DEAN

1:05 Right.

DEAN

1:13 No, we did. We did one of those with your company back when we were looking at them. Yeah.

MIKE

1:19 Okay. Maybe I have a duplicate account here, and that's why it wasn't loud. So I do apologize and I hope everything goes well with BuildOps and if not, you know, feel free to call us back and see what we've updated. Thanks about, Bruce. You too. Bye.

DEAN

1:24 No worries.

DEAN

1:30 Sounds good. Have a good day. Bye.

*The End*