



Call with Western Allied Corporation - Todd Buchanan

Ben Bilhorn with Western Allied Corporation
Recorded on 10/3/22 via SalesLoft, 7 min.

Participants

SERVICETRADE

Ben Bilhorn
SDR

WESTERN ALLIED CORPORATION

Todd Buchanan
Vice President

Topics

<i>Call Setup</i>	0:00
<i>Call Setup</i>	4:26

Transcript

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--- Call Setup ---

TODD

0:00 Hello, this is Todd.

BEN

0:01 Hey, Todd. This is Benjamin with service trade. How are you doing?

TODD

0:05 I'm doing all right, man. How are you?

BEN

0:06 I'm good. Did I catch you at a decent time?

TODD

0:09 Yeah, yeah. I'm actually now, this is a good timing.

BEN

0:12 Cool. Yeah. So I am, I was reaching out because I spoke with my colleague Lauren rice and she was telling me that she thought it was probably a good idea for us to get back in touch.

--- Call Setup ends ---

BEN

0:25 I don't know if you remember, but actually spoke with you guys about a year ago, and we said on time to look at service trade. And yeah, so I wanted to kinda get the update on, you know, where you guys have been. I know you guys are things kind of slowed down last time just because of timing. But yeah, you know, where are you guys at in terms of kind of your software evaluation process right now?

TODD

0:33 Sure.

TODD

0:53 So we, there was the kind have a hold on everything that we're doing because we're merging with another contractor, very good mechanical. I'm not sure if you heard of those guys. So we actually are growing the business and they are currently on BuildOps for their platform, which coincidentally, he's one of the other guys that we were looking at. So we're probably, I mean, just for the sake of ease of operations and merging and we're probably going to expand their platform to incorporate our guys. So that's we really haven't pulled the trigger on anything yet but discussions that we're having right now?

BEN

1:02 Yep.

BEN

1:24 Yep.

BEN

1:29 Gotcha. I guess, would, it sounds like it would be kinda prune at this time then to do kind of have a compare and contrast of the two platforms cause I know.

BEN

1:44 I, at least from our end, you know, we would like, we would definitely given like our background with Western allied mechanical. Yeah, we would definitely really like to, you know, get you guys on service trade and I'm sure that, you know, they can attest that they've had pretty good chat with us in the.

TODD

1:52 Yeah, northern California.

TODD

2:05 Yeah, no, I've spoken with those guys as well. I mean, I don't see a reason why not? Let me check with because it's ultimately, not even my call. They kind of put me in charge of managing at once. We do go that direction, but I gotta get with the management guy here on the other side of the service department and see if they want to even entertain it because it, I mean, at this point, it, I mean, just from ease of integration, that sounds like it's going to be seamless stepping into the BuildOps only because they're already working on that platform and have it figured out. But I'm not against trying to look at other options. Does that there's something out there? It's better that would fit that fit the role better. I don't wanna pass on a given where do you mean dialing into this thing? Fulfil? I want to step into the deep end without learning how to swim first.

BEN

2:38 Right.

BEN

2:46 Right.

BEN

2:53 Yeah, definitely. And you know, I will say.

BEN

2:59 Given that we know given that we have worked with which now and mechanical, I imagine the invitation process of service trade for you guys is not going to be too difficult... either. I know that you guys do run separately, but I...

BEN

3:17 Yeah, I do believe that it should be pretty easy from our end as well. Well. Let's do this because dependent on the best way to kind of have set up a path going forward would be to just get you some time with my territory manager, Dan, or user guide who oversees California, and then kinda help you coordinate, getting a full meeting of like everyone on your, to look at service trade again. But I would say he would kind of start off with like asking the same kinds of questions that I'm asking, right? In terms of what you guys looking at. But yes, you getting just you and him together to start off would be... probably the easiest route to go. Do you?

TODD

3:42 Okay.

TODD

3:58 Sure.

TODD

4:10 Okay. I'd probably want to get, well, yeah, I mean, him and I started, yeah, it's Ben because of the individuals with very green that we're merging with. I want to have them there as well because they have the capabilities of what they're doing and making sure that we don't take anything away from them by doing something different.

--- Call Setup ---

BEN

4:26 Right. Right. Understood. Okay. Well, in that case, if we want to get them on, do you know? So I know that Dan had decent develop any later this week or next week, what time would work for you?

TODD

4:45 He wants it?

TODD

4:51 And I'd have to check with James also to make sure he's free. We're going to do this as well. The guy from.

BEN

4:55 Okay. Yeah, no, I like to, I like to always get something down on paper and we can kind of have adjusters needed, right?

TODD

5:04 Sure.

TODD

5:07 Okay. Looks like I can do to window later. Do you said later this week or next week? What do you say?

BEN

5:13 Either one, probably the sooner the better, but.

TODD

5:19 Fridays are usually do for us is we have all of our weekend stuff and then service calls before the weekend contend to be a little bit of a nightmare. So let's plan on a Thursday. The only thing I've got it on the calendar is between nine and the morning. So anytime after 10 am open.

BEN

5:29 Okay.

BEN

5:37 Anytime after 10 and we just...

BEN

5:41 Double check here. That would be, yeah, let's do.

BEN

5:50 Let's see. How would you be, would you even be able to do and like an 11 or like 11 30 possibly?

TODD

5:59 Yeah, I could, I gotta again against the other gentleman. He's actually not in the office right now, but I can shoot him a quick check.

BEN

6:00 Let's do.

BEN

6:05 Yeah, let's let me do that. And what I'll do is I'll shoot you. I'll shoot you the meeting invitation and you kind of you can just forward that to him as well. And then that, and then I'll also I'll shoot you an email and if for whatever reason things change, well, we can always do is you can just shoot me an email and I'll send you guys some alternative times that we can look at, but let's plan on that for right now. And that's like that's not a full like demonstration of the platform or anything like that. It's really more of a, we call it a discovery call, which is just, hey, where are you guys at? What are the options that we're looking at right now? What kind have in, but we need to provide you guys type of thing, but cool. Yeah... let's do Thursday at 11 30. And yeah, go from there.

TODD

6:14 Okay.

TODD

6:30 Yeah.

TODD

6:44 Okay.

TODD

6:56 Yeah, just shoot me a calendar invite and then I'll bounce it over to James and we'll let you know.

BEN

7:01 Perfect. Perfect. And just so I'm asking my teasing dot in my eyes, I want to double check the email TV Cannon at W a, so Cal, dotcom. Is that right? Okay. Perfect. Alright. Well, yeah, that'll be over to you shortly and yeah, we'll go from there.

TODD

7:02 But...

TODD

7:15 You got it. Yup. That's it.

TODD

7:23 Okay, cool, man. I appreciate it. Thanks.

BEN

7:25 Yeah, likewise. Have a great rest of your day Todd.

TODD

7:26 Thanks you too.

BEN

7:28 Bye bye.

The End