



# Call with Lemberg Electric Company Inc - Trevor McLaughlin

Tommy Polcari with Lemberg Electric Company Inc  
Recorded on 11/20/23 via SalesLoft, 4 min.

## Participants

### **SERVICETRADE**

Tommy Polcari

*Associate NorthBoundary Account Executive*

### **LEMBERG ELECTRIC COMPANY INC**

Trevor McLaughlin

*Master Electrician, Service Division*

# Transcript

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

TREVOR

0:00 Good morning, leemberk. How can I help you?

TOMMY

0:08 For Trevor please?

TREVOR

0:11 One moment, please?

TOMMY

0:12 Thank you.

TREVOR

0:22 This is Trevor.

TOMMY

0:30 Hey, Trevor. It's Tommy, pull care with service trade. Do you have a quick minute?

TREVOR

0:35 I do. Yes.

TOMMY

0:38 Yeah, I appreciate it. So, I was looking to follow up with you regarding meeting that we had a while back, you know, I'm not sure if I ring the bell.

TREVOR

0:49 Sure. Yeah, I remember currently, the company is exploring a different option with BuildOps and I don't have, I don't have a lot of.

TREVOR

1:01 Agency to move that otherwise, the, I guess BuildOps has some options for our Construction department that can.

TREVOR

1:10 Help with project management a little bit more than service trade had. So, for the time being, I think we're going to have to put a pin in it. If... if something falls through, it's not finalized yet. But if something falls through with BuildOps, then I think we'll be looking into probably into service trade next, but... I don't have, I don't have information on how far that's going. I'm sorry.

TOMMY

1:29 Gotcha. Okay. Yeah. Well, you know, when we last spoke with you guys, I believe, you know, how we left is that, you know, your CFO wanted to, you know, work on spectrum and see if we can get things right? And you guys wanted us to follow up, you know, towards the end of the year, beginning of the new year, but, you know, if you guys are looking at that, if you guys are looking at BuildOps, I definitely think, you know, I'd be worth your time just to, you know, meet with Michael and, you know, sort of review service trade and, you know, see kind of how we compare to BuildOps because I know they're very similar softwares. You know, would that be, you know, something that you think would be worth your time?

TREVOR

1:48 Sure. Yeah, I remember that.

TREVOR

2:07 I can't currently, we're kind of all instructed to wait and see how things flush out with BuildOps. And but if that falls through for any reason, then I can reach back out to you.

TOMMY

2:21 Gotcha. Okay. And do you mind me just asking who's kind of, you know, spearheading this, the whole, you know, search for software or would that be, you know, you specifically or is there somebody else that, you know, handling that?

TREVOR

2:34 I'm helping for service, but it's kind of a joint effort between about eight of us, I would say. So it's the current decision from everybody is to pursue that direction right now. And then, if that option falls apart, then we'll look into, the next option, but that's where we're at currently.

TOMMY

2:56 Gotcha. Okay. Well, would it be right if I followed up with you guys, you know, in a few weeks just to check in, you know, see how that's going?

TREVOR

3:04 I would make it. I would make it sometime next year. Currently, there's meetings going on for it, but nothing has decided yet. I'm sure it'll be several months before there's...

TREVOR

3:20 Verification one way or another, which direction it's going?

TOMMY

3:24 Gotcha. Okay. Yeah, I can definitely do that, but, you know, I appreciate you taking the time to speak with me.

TREVOR

3:30 Sure. No problem at all. Thanks.

TOMMY

3:32 All right. Have a good one.

TREVOR

3:35 You too. Bye bye.

TOMMY

3:36 Thanks bye.

*The End*