



Call with Austin Hamlin

Scott Bartholomew with Certified Fire and Security
Recorded on 3/20/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Scott Bartholomew
SDR

CERTIFIED FIRE AND SECURITY

Austin Hamlin
CFO

Transcript

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AUSTIN

0:00 Hey, Scott. This is Austin certified fire. How are you?

SCOTT

0:00 Hey, good morning. This is Scott Bartholomew.

SCOTT

0:07 Hey, good. How are you doing? Thanks for returning my call.

AUSTIN

0:10 Good.

SCOTT

0:13 Yeah. So, yep, do you have a quick minute? I'm sure you do, if you could call me back.

AUSTIN

0:19 Yeah, yeah, sorry.

SCOTT

0:22 You there? Hello, right. Yeah. Yeah. So, yeah. Like I was reaching out to you from service trade. Don't know if you're familiar with us, where that field service software specifically for commercial fire industry. Are you familiar with us? Does that ring a bell for you at all?

AUSTIN

0:30 Yeah, I've actually, we've I've worked with a handful of people from over there?

SCOTT

0:44 Yeah.

AUSTIN

0:46 And we're actually using BuildOps right now, so.

SCOTT

0:49 Okay.

AUSTIN

0:52 Yeah.

SCOTT

0:54 Gotcha. Have you all already onboarded with them?

AUSTIN

0:59 Yep.

SCOTT

1:00 Okay. Have you, how long have you all been working with them right now? Have you all been on the like over a year?

AUSTIN

1:07 We've been with them since November.

SCOTT

1:10 Okay. It's running pretty smoothly right now.

AUSTIN

1:15 You know, I mean, we're still, they're still small things that we're just working out, but it's been really smooth.

SCOTT

1:21 Okay.

SCOTT

1:24 Gotcha. Okay. I know that they are, they're trying to focus more on like the mechanical side, what attracted you guys to them as a fire company?

AUSTIN

1:31 I mean, services, service, mechanical services nearly identical to fire service. So, the big thing that set them apart was the way they handle projects time when I was working with service trade, your guys as large contract project side wouldn't have worked well for us that's why we went some direction.

SCOTT

1:38 Right.

SCOTT

1:42 Yeah, I agree.

SCOTT

1:53 Okay.

SCOTT

1:58 Gotcha. Yeah. So we've actually, I don't know when you guys last talked with us, but we've kind of upgraded. Our project side. Is we're still heavily focused on service, but our project side is it expanded the capabilities of about six month projects. Is that kind of the, what you all projects can tell or is it, are they longer like your term, your long projects?

AUSTIN

2:19 It's longer your kind a term or longer?

SCOTT

2:22 Okay. Gotcha.

SCOTT

2:26 Gotcha. Okay. Yeah. So I just wanted to reach out and see kind of where you were at as far as that. And I know it's been a while since we've you know, spoke with a company. So I was seeing if, you know, it makes sense to take a look at a demonstration. I don't know if that would make sense for you right now since you all kind of just started with Bill it ops, but would you mind just maybe following up with you guys maybe in a year or, you know, later this year just to tell you if it makes sense to take another crack at server trade?

AUSTIN

2:29 So...

AUSTIN

2:54 I'll tell you what if it's not working out with BuildOps? I'll give you a call.

SCOTT

2:58 Okay. Yeah, that's fair enough. Austin. Well, I appreciate your return on my call and, you know, we look forward to hearing back from you, hope things run smoothly with BuildOps, but, you know, you never know, so I do appreciate the return to my call today though, Austin.

AUSTIN

3:11 Absolutely. Thanks Scott.

SCOTT

3:13 Thanks. Have a good.

The End