



Call with G.E. Mechanical, Inc. - Gary Forosisky

Mike Thomas with G.E. Mechanical, Inc.
Recorded on 7/13/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Mike Thomas
SDR

G.E. MECHANICAL, INC.

Gary Forosisky
President

Topics

<i>Wrap-up</i>	2:35
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Transcript

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

MIKE

0:00 Yeah. Hey, Gary. This is Mike from ServiceTrade. Did I catch you out an okay time?

GARY

0:00 Hello?

GARY

0:04 Yeah, sure.

MIKE

0:06 Great. I know I spoke to you last month. You guys had a lot going on. So I wanted to catch up now. If that was cool with you. I wanted to see. I thought a while back, you guys had ended up going with BuildOps. Are you guys still signed on with them, or what are you guys up to?

GARY

0:22 Yep. That's still going on with the BuildOps. We're not on yet, but we will be eventually.

MIKE

0:27 Okay. Are you, is there an onboarding type of thing being a little bit of a pain in the ass?

GARY

0:33 No, well, I mean, you know, we're waiting for, the timing and getting all the, you know, all our files cleaned up and, you know, it's a big process of, you know, wanna make sure you're not bringing over junk.

MIKE

0:45 Yeah, 100 percent, 100 percent. So, yeah, I mean, obviously, it's not a great time to have a conversation with service trade again, but, you know, I'll follow up in a, you know, maybe in the winter or something like that and see how the onboarding process went. If you guys are, you know, happy and satisfied and where you guys are at that's all right?

GARY

1:02 Yeah. Well, and I hear you guys are going, you're trying to do more commercial now that I see something article or something?

MIKE

1:10 Yeah, we've there's a, it's a little bit of a misconception with stuff that's on the internet. We only work with commercial companies. We don't we don't work with any residential companies.

GARY

1:20 Well, let me tell you something that's a big misconception.

MIKE

1:24 Yeah, I know. I've seen BuildOps website.

MIKE

1:29 It couldn't be further from the truth. If, if a company is not doing at least 70 percent residence, I mean, excuse me, if a company is not doing at least 70 percent commercial stuff, we won't even do a demo with them because we're not a great fit. We are built specifically for commercial only, and that's the only people, that we work with.

GARY

1:48 Is maybe, am I getting you mixed up? Is it service tighten? Then maybe?

MIKE

1:53 You know, what? It could be them. It could be them, I know on BuildOps website, it says something about service trade being residential, that's why I brought it up.

GARY

2:00 I didn't even, I didn't even look at that to be honest with you so that I just get it from what I see, you know, coming across the emails and advertising. And now I'm thinking maybe you guys are, so, you know, you both service this service trade service.

MIKE

2:03 Yeah.

MIKE

2:16 I know.

GARY

2:19 That, maybe that's there's some confusion, but in my mind, I don't like when you just called, I'm not distinguishing the two.

MIKE

2:26 Yeah, there's so many of them. I don't blame you at all service trade service site and ServiceFusion. It's there. It's a big market. I'll say that, yeah, we are built for specifically commercial stuff.

--- Wrap-up ---

MIKE

2:38 So, you know, if you're unsatisfied or something, feel free to check out service trade, but I'll give you a ring in the winter, see how everything went for you guys. I obviously don't you know, wish you any bad luck, with BuildOps. I hope you guys, you know, take off, and go running, but, you know, I'll just call and see how onboarding went and see how satisfied you guys are if that's okay with you Gary?

GARY

2:35 Yeah.

GARY

2:47 Yeah.

GARY

3:00 Right. Yeah. And, you know, you guys probably should maybe put a commercial service in front of your name there, and maybe that might even be better marketing approach.

MIKE

3:11 I appreciate the feedback. It said that once you get to our website, but yeah, definitely not in the name. So a commercial service trade would be better, right?

GARY

3:18 Yeah, yeah.

MIKE

3:20 I appreciate it. Gary, I appreciate it. Have a great rest of your summer and we'll catch up in the winter. Alright, you have a good one bye.

GARY

3:25 All right. Take care.

The End