



# Call with Ace Fire - Steve Azevedo

Matthew Palmer with Ace Fire  
Recorded on 8/18/22 via SalesLoft, 3 min.

## Participants

### **SERVICETRADE**

Matthew Palmer  
*SDR*

### **ACE FIRE**

Steve Azevedo  
*Fire & Life Safety Inspector*

# Topics

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

# Transcript

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

--- Call Setup ---

STEVE

0:00 Hi, this is Steve.

MATTHEW

0:01 Hey, Steve. This is Matt and I catch you at a good time.

STEVE

0:04 Yes, Matt.

MATTHEW

0:06 Yeah, I'll just reach back out over from a service trade. It's the field management software for... just spinning back over. I just wanted to know if now's a better time for you guys to check us out now?

STEVE

0:08 Matt?

STEVE

0:12 Yeah. Yeah. Yeah. Okay. Yeah. Sorry.

STEVE

0:20 I'm sorry, tell me the name of your company. So I don't have my own company. I worked for certified and I've been talking to a couple of companies lately because I don't own my own company and my leadership, my management well, ownership of the credit. Jeremy is checking out our checking out a couple of different things and I think they're going with BuildOps. So, so anything that I say, do you would be truthful they would probably be a waste of both of our times because I think they have already made their mind.

MATTHEW

0:25 Huh.

MATTHEW

0:37 Yeah.

MATTHEW

0:51 Yeah. Do you happen to know what they liked about BuildOps or kind of what's pulling them over there?

STEVE

0:57 I don't know exactly, but I know one of the guys just talking about how it is inclusive of like reports in the field.

STEVE

1:08 It's a seamless transition with whatever their accounting software is. I know it's not clicking on southern. I've never heard of. And then I mean, click and I mean, Quickbooks, not clicking and accounting, which is almost the same thing. And then work order management. It's like all in one. And I don't know if it does that, but I know that they're going. What does that?

MATTHEW

1:28 Yeah.

MATTHEW

1:32 Yeah, that's exactly why I'm actually really familiar with BuildOps.

STEVE

1:37 Okay.

MATTHEW

1:38 So we do that. We do similar. We do the exact same thing. So such as like the accounting such as like the accounting software, being able to track recurring services, deficiency tracking. And we also do have the ability to like take photos out there in the field as well. And as far as like inspects reporting goes, we have various ways that can do that to make everything easy especially for the front office as well. The reason for my call is just because a lot of people since a lot of people are checking us out, we got recommending to give you guys a call. So I just wants to know when you guys wanted to check it out. I do have an availability that popped open. So that's the reason for my call was to reach out to you to see if you'd be available next Wednesday.

STEVE

1:55 Yeah.

STEVE

2:23 Nope. All young cruise brother.

MATTHEW

2:26 Okay. That's good news for you. Are you going to be, you know, a week?

STEVE

2:28 Yeah, yup.

STEVE

2:31 Yeah, Eileen this Saturday, and I'll be back Saturday, seven day cruise.

MATTHEW

2:35 Okay. That's really good. You have a nice week vacation.

STEVE

2:40 Yeah.

MATTHEW

2:41 Do you happen to be by your calendar by chance?

STEVE

2:44 I am. But like I told you, Bill is going to be a waste your time and mine and get that I made the decision?

MATTHEW

2:49 Right, or with the, would you be willing to check out the demo? And if you think that it's worth it just to pass it off, it's recorded so you can always pass it on and see what they thought about it and they could take it at their own convenience.

STEVE

3:04 No, because I think they were in their mind man.

MATTHEW

3:08 For sure. Well, thanks, Steve, man. I was just giving you a call just spending back just to see if you guys are available.

STEVE

3:16 I appreciate the call, man. I do. I just don't want to waste your time.

MATTHEW

3:19 No, definitely not wasting my time.

*--- Call Setup ends ---*

STEVE

3:21 Okay. Well, thank you, man. Have a great day.

MATTHEW

3:23 No, of course, man. Have a good trip. Bye.

STEVE

3:25 I will. Thank you, sir.

*The End*