



# Call with Scientific Refrigeration - Kimberly Robinson

Sean Jenkins with Scientific Refrigeration  
Recorded on 9/28/22 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Sean Jenkins  
*SDR*

### **SCIENTIFIC REFRIGERATION**

Kimberly Robinson  
*Service Manager*

# Transcript

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

KIMBERLY

0:01 Scientific refrigeration, this is Brittany.

SEAN

0:03 Hi, Brittany is came in.

KIMBERLY

0:06 She is, she's actually in a meeting right now. There's something I can help you live.

SEAN

0:10 Maybe my name's Sean Jenkins. I'm calling with a company called service trade. We're a service management platform, both commercial service industry. We had been in touch with Kim a couple of years back about taking a look at our platform, but the sounds of it, y'all, went with ServiceFusion not too long ago. So just kinda wanted to follow up, see everything was going and if it would make sense to take another look at our platform.

KIMBERLY

0:34 We're actually, we're in the process of switching over to a different system next week. We go live next week. Yeah, ServiceFusion wasn't really working for us.

SEAN

0:44 Gotcha. What, what's...

SEAN

0:49 Yeah, not incredibly surprise. To be honest with you. I'm curious. What did you decided to go with?

KIMBERLY

0:51 Yeah.

KIMBERLY

0:56 BuildOps?

SEAN

0:58 Gotcha. Okay. Yeah, definitely. No, that there. Yeah, another competitor in the space. Did you already sign on the dotted line? Everything all finalized?

KIMBERLY

1:09 Yeah. Yeah. We've been going through all the setup and everything. We go live next week. We have training here and everything Monday, Tuesday and everything's going next week.

SEAN

1:21 Gotcha. Well, if there are any hiccups in that process, I know a lot of times things are, you know, over promised and under delivered. So, if anything does happen in that process, definitely reach out, we were built specifically for the commercial service industry, and we've been doing it for a long time. BuildOps is definitely the new kit on the block. So, if anything happens, feel free to reach out. We'd love to show you around our platform.

KIMBERLY

1:39 Yeah.

KIMBERLY

1:44 Okay. Sounds good.

SEAN

1:46 Great. Well, thank you so much.

KIMBERLY

1:47 Okay. Thank you.

SEAN

1:49 Thanks bye.

*The End*