



Call with Classic Electric and Consulting - Toby Unknown

Scott Bartholomew with Classic Electric and Consulting
Recorded on 12/12/22 via SalesLoft, 2 min.

Participants

SERVICETRADE

Scott Bartholomew
SDR

CLASSIC ELECTRIC AND CONSULTING

Toby
Service Manager

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

TOBY

0:00 Good morning, Classic. Electric. This is demo.

SCOTT

0:02 Hey, I'm I was calling to speak with Toby.

TOBY

0:05 Yeah. Who am I speaking with?

SCOTT

0:06 Yeah, this is Scott Bartholomew and I was calling to speak with Toby about commercial service.

TOBY

0:12 I'm sorry, I can't hear you very well. What was that?

SCOTT

0:14 Yeah, I was calling for Toby. I had some questions for me about commercial services calling from service trade.

TOBY

0:21 And what was your name again?

SCOTT

0:23 Scott?

TOBY

0:24 Scott? Okay. Let me put you on hold and see if he's in his office really quick.

SCOTT

0:27 Okay. Thank you.

TOBY

0:47 Hello, Toby?

SCOTT

0:48 Hey, Toby. This is Scott resolve them, you calling from service trade. Do you have a quick minute? Perfect. Like I said to him, I'm calling from service trade. We're field service management, software fields industry specifically focused on like commercial. Okay. Gotcha.

TOBY

0:53 Yeah.

TOBY

1:00 Yeah, no, I know exactly what you guys are, but we use BuildOps and we're yeah, we're not gonna move from them, but you guys do have a great product. I'm like that was the conference speaking with you guys?

SCOTT

1:08 Okay.

TOBY

1:13 And, yeah, you guys got a really good product. So, but what we're in BuildOps, we've been with BuildOps and say, pretty much came out. So, yeah, we're not gonna change for them. We're not gonna change from them. Yeah.

SCOTT

1:22 Okay. Gotcha. I appreciate you saying that, Toby, and let me know that well, the reason for my call today wasn't to switch or anything. We just offer these quick demos. Would it make sense for you all to take a quick look at one of our demos on a, and what you all our, as far as with BuildOps probably doesn't hurt just to take a look at what else is out in the market right now?

TOBY

1:43 No, no. I did your guys a demo. We're pretty top of all this, all the, especially the service software stuff out there. So, because we get calls and ask a lot of like, hey, what software should we use? Because everyone knows that we've been in software for a really long time. So, and stuff like that? So, yeah, I, I've already been through your guys, his demo before and stuff like that, so.

SCOTT

1:46 Okay.

SCOTT

1:51 Yeah.

SCOTT

1:59 Gotcha.

SCOTT

2:07 Okay. Good deal. Alright. Sounds good. Toby. That's what I wanted to just check and see. I'm sure you are running on BuildOps and if you all ever look into switching as probably running pretty well for you guys. So that keeps going but, you know, we're always here if you ever want to have any questions or take another look.

TOBY

2:20 Yeah.

TOBY

2:22 Yeah, definitely. Thank you. Yep.

SCOTT

2:24 Alright. Thanks, Toby. Take care.

The End