



Call with Thermaserve Inc - Marty Gilliam

Brian Akom with Thermaserve Inc
Recorded on 1/10/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Brian Akom
SDR

THERMASERVE INC

Marty Gilliam
Service Operations Manager

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

MARTY

0:00 This is Marty. Can I help you?

BRIAN

0:02 Hey, Marty, this is Brian from ServiceTrade. Do you, I catch it a good time?

MARTY

0:06 Yeah, go ahead Brad.

BRIAN

0:07 Hey, Brian. So, did you have a good holiday by the way?

MARTY

0:10 I did, how about you?

BRIAN

0:12 It was good. It was good. We took a little trip to New York for the kids and got to, you know, and see the big apple for a little bit.

MARTY

0:20 Sounds cold.

BRIAN

0:22 Actually, it was like 55 60 the whole time we were there.

MARTY

0:25 It's not too bad then.

BRIAN

0:27 No, no, it wasn't bad at all. No. The reason I was calling is because I know when we talked late last year, you all had moved on to build up, but you all weren't 100 percent sure with it and super happy with it. And I know you had mentioned March

was kinda the possibility of looking at something new that still kinda on the table or kinda what, what's going on?

MARTY

0:48 Yeah, March is still about the end of the window that I was.

MARTY

0:54 Given so to speak to see if BuildOps would, you know, have everything worked out for us by then or not? And if we're still struggling then I've got the latitude to make a move at that point.

BRIAN

0:55 Okay.

BRIAN

1:07 Okay. No. I mean, part of the reason why I was calling today was because I was looking at some of our service windows and just kind of how we do and get people up and running. And they're already booking into February. So I just wanted to give you the option if you wanted to maybe start the process again with Jay just in case you all were interested. So you don't have too much of a lag between, you know, we're moving off the BuildOps on the service trade. You know, we have added some, a couple of things since the last time you talked to us. I know it was last year, but we added Northboundary, and not that. And then a bird dog. I don't know if you're familiar with those two companies. We acquired them in the middle of last year.

MARTY

1:15 Okay.

MARTY

1:46 No, I'm not familiar with them, but to your point, so I just, I don't have the, I don't have the lead to make it make any kind of moment.

BRIAN

1:55 Okay. Okay. No, that's fine. Like I said, I just was beginning of the year, just wanted to touch base and just make sure, you know, all the cards were on the table of what was going on. But no, I just wanted to kinda, you know, put a bug in your ear and see if that was something you wanted to talk about. But if not, then I'll make a note to give you a call back around, you know, end of February, beginning of March.

MARTY

2:02 Okay.

MARTY

2:15 Sounds good. I'll look forward to talking to you then.

BRIAN

2:17 All right, Marty. Well, I appreciate it and you have a great day... bye.

MARTY

2:20 Thanks, you too. Bye.

The End