



# Call with Marty Gilliam

Brian Akom with Thermaserve Inc  
Recorded on 4/3/23 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Brian Akom  
*SDR*

### **THERMASERVE INC**

Marty Gilliam  
*Service Operations Manager*

# Topics

|                      |      |
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| <i>Pricing</i> ..... | 0:47 |
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# Transcript

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

BRIAN

0:01 Hello, this is Brian.

MARTY

0:04 Hello, is this Peter?

BRIAN

0:06 No, this is Brian from server strait. How are you doing Marty?

MARTY

0:11 I got the wrong number here.

MARTY

0:16 Did you call me or did I call you?

BRIAN

0:18 I called you earlier today and you just called me back?

MARTY

0:22 Okay.

MARTY

0:25 How can I help you? Sorry about that?

BRIAN

0:27 No, no, it's Monday, weird things happen. No, I work for ServiceTrade. We talked a couple of times.

MARTY

0:31 Yes.

BRIAN

0:35 I know you were, you know, talking meeting with your bosses towards the end of March and I was just kinda following up with you to see kind of how that went and...

see how things would build up or going or kind of what was going on.

--- Pricing ---

MARTY

0:47 Well, not much about our situation has changed and in terms of BuildOps and whatnot, the one thing that has changed is.

MARTY

0:57 Number serve has been sold and... this is like only a few weeks in the process that is taken place and...

BRIAN

0:59 Okay.

MARTY

1:11 I don't have the lead way to do anything right this minute, probably for the, they told me like for the first 90 days or so because they want to review... everything and, you know, just before they start making changes if any, you know, but so I'm not trying to put you off, you can check it out. We really did get purchased by exeigent as a uron company and, you know?

BRIAN

1:25 Okay.

BRIAN

1:34 No.

BRIAN

1:37 I wouldn't think you would tell me a false just to get me off the phone, Marty. I don't think that.

MARTY

1:42 Right.

MARTY

1:44 Okay. But anyway, so that's the deal and we're probably just like I said in a holding pattern for the next 90 days or so.

BRIAN

1:53 Okay. Well, that is perfectly fine with me. I will kinda reach out to you in a couple of months and kinda maybe beginning of next quarter and see what's going on.

--- Pricing ends ---

MARTY

2:01 Okay. Thanks, Brian.

BRIAN

2:03 All right, Marty. You have a great day.

MARTY

2:05 You too. See you, bye.

*The End*