



# Call with Hvactech Systems Inc. - Darcy Larsen

Abdul Sesay with Hvactech Systems Inc.  
Recorded on 9/8/22 via SalesLoft, 3 min.

## Participants

### **SERVICETRADE**

Abdul Sesay  
*SDR*

### **HVACTECH SYSTEMS INC.**

Darcy Larsen  
*Finance Manager*

# Topics

<i>Wrap-up</i> .....	1:49
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# Transcript

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

DARCY

0:00 Welcome to H fact text systems. We are a commercial and mechanical contractors to the yukon and currently, don't provide residential services. If this is a service call, please dial 300 for Darcy accounting and administration. Dial 300 for Roy. Dial three zero.

ABDUL

0:00 Yeah.

DARCY

0:20 Hi, I'm sorry, extension. Please try again. Welcome to H fact text systems. We are a commercial and mechanical contractor for the yukon and currently, don't provide residential services. If this is a service call, please dial 300 for Darcy accounting and administration. Dial 300 for Roy. Dial three zero one for George project management, dial three zero three for Mike service manager, dial three zero four for gourd parts. Dial three zero.

ABDUL

0:54 Yeah.

DARCY

1:03 Hello. This is true.

ABDUL

1:05 Hey, how you doing, George? My name is Abdul C, say I'm calling over from a company called service trade. Do you have a quick minute?

DARCY

1:17 What is this? Are you ready?

ABDUL

1:19 Yeah. So, so service trade like work field service management tool, like we have companies in the mechanical industry with things like scheduling and dispatching, quote, unquote. Repairs. I was calling it like, I was calling to see how you guys keeping track of all those things. Are you guys using like paper or are you guys currently on a software?

DARCY

1:40 Yeah. Sorry. We're not interested at this time in the software. We are currently using software. It's the same for dispatching scheduling.

--- *Wrap-up* ---

ABDUL

1:49 Okay. What software you guys currently using?

DARCY

1:54 We use BuildOps?

ABDUL

1:57 What was that?

DARCY

1:59 It's called BuildOps.

ABDUL

2:00 Build ups. Okay. Perfect. So, do you guys run into any issue with BuildOps at all?

DARCY

2:07 Nope.

ABDUL

2:08 Perfect. Alright. And with the company, you guys are more, so focus like on the commercial side of things, correct?

DARCY

2:16 Okay. We don't we are solely commercial.

ABDUL

2:19 Yes, sir. I mean, and one thing like with service straight to our platform is more data. So like the commercial and industrial side of things, I'm like we're doing a service trade is just like a 30 minute demonstration of our platform. There's no sales pressure or anything like that. The reason for this call, I was just trying to see which days work best for you to get you in for 30 minute demo?

DARCY

2:44 Yeah, I understand. She said this time, sir?

ABDUL

2:47 Alright. I appreciate it.

DARCY

2:48 Bye bye.

*The End*