



Call with G.E. Mechanical, Inc. - Gary Forosisky

Mike Thomas with G.E. Mechanical, Inc.
Recorded on 3/7/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Mike Thomas
SDR

G.E. MECHANICAL, INC.

Gary Forosisky
President

Topics

Wrap-up 0:00

Transcript

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--- Wrap-up ---

MIKE

0:00 Yeah. Hey, is this Gary? Hey, Gary, Mike Thomas from ServiceTrade? Did I catch you at an okay time? Awesome. Listen, I'm not sure if you're the person to talk to or if it would be Michael or somebody else there. I was just reaching out from ServiceTrade. We're a field management software. Is that something you would handle?

GARY

0:00 Hello?

GARY

0:03 Speaking.

GARY

0:07 Yeah, sure.

GARY

0:20 Yeah, we're going with BuildOps.

MIKE

0:24 Okay. You are going with BuildOps? Did you sign the dotted line yet? Or are you still in the, it is okay. I was just gonna say give us a punches chance with a demo to compare and see how we stack up but.

GARY

0:26 Yeah, it's a done deal.

GARY

0:39 Yep. That ships already sales.

MIKE

0:39 But... all right. Listen, Gary, any problems in the future? Not, I'm wishing them on you, but any problems in the future? Feel free to reach out to service, trade, love to just throw our hat in the ring and show you what we.

GARY

0:52 Yeah, yours.

GARY

0:55 Is yours totally integrated or are you bolt on for accounting?

MIKE

1:00 We are integrated with accounting. We don't have an accounting system. No, what do you guys use?

GARY

1:05 Right. Right. Yeah, that's the same thing with BuildOps.

MIKE

1:08 Yeah. What you guys got Quickbooks or something like that?

GARY

1:11 No, we have. Now, we have Jonas, so that's fully integrated.

MIKE

1:15 Okay. Fully integrate with Jonas.

GARY

1:17 No. Jonas is fully integrated. They have their own accounting and everything from, yeah, but it seems like the industry, I don't know there's very few fully integrated companies out there and the ones that are on older platforms.

MIKE

1:22 Yeah, yeah, yeah, I hear you with that.

MIKE

1:30 Yeah. Yeah, it's almost like a Jack of all trades master and non thing, you know, it seems like these days, if you're an accounting software, you wanna stick to accounting and do what you do best and we try to do the same as service software. We just stick to what we do best, you know, preventative maintenance agreements and stuff like that.

GARY

1:53 Right. Right. Yep.

GARY

1:58 Well, I appreciate you giving me a call.

MIKE

2:00 Yeah, no problem. Gary. Again, any problems in the future? Feel free to reach back out. All right.

GARY

2:05 I will take care, man. So.

MIKE

2:06 Have a good one. Gary.

The End