



Call with Davis & Plomin Mechanical - Sam Plomin

Mike Thomas with Davis & Plomin Mechanical
Recorded on 1/13/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Mike Thomas
SDR

DAVIS & PLOMIN MECHANICAL

Sam Plomin
Office Manager

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

SAM

0:00 Thank you for calling Davis on Lowman, mechanical. If you know the name of the person you are trying to reach, you may say their name at any time to hear a company directory, please press.

MIKE

0:00 Thank you.

MIKE

0:07 Not a...

SAM

0:14 Sorry, I didn't find anyone with this name to hear a company directory. I think you said Matt, is that correct say yes or no? Transferring your call to Matt, right?

MIKE

0:18 Okay.

MIKE

0:23 Yes.

SAM

0:47 Hello?

MIKE

0:48 Hey, is this Matt?

SAM

0:51 It...

MIKE

0:51 Hey, Matt. This is Mike Thomas from service trade. I don't know if that rings the bell for you?

SAM

0:57 I mean, it does. I don't remember you, but I do know who service trade is you're up early for la?

MIKE

1:03 Yeah, no problem. It was actually.

MIKE

1:06 Dude. You guys are in la, right? No, never mind. I'm sorry?

SAM

1:09 No. Your phone comes from your phone numbers?

MIKE

1:13 Yeah, yeah. My bad man. I thought I called you early. I was about to feel super bad. Now, I'm actually in Connecticut. I don't know why my phone number says la.

SAM

1:20 No.

SAM

1:24 Yeah.

MIKE

1:25 Yeah. Go ahead.

SAM

1:26 Yeah. What's going on?

MIKE

1:28 So, I was just reaching out. I know like you said, it wasn't me, you were actually talking to a coworker of mine, Gino and had set up a demo with us. I think it was you and was it Kyle and Jeff that we're going to be there? And, you know, I know it.

SAM

1:42 Yeah, we're actually using BuildOps right the second, and we're actually pretty happy with it.

MIKE

1:51 Okay. Is that something you guys went with like recently? Is that like a, you know, something you were?

SAM

1:56 About six months ago, it seems to be working well with pro core and then we're gonna, yeah, I mean, it just, it seemed to be a little bit better fit for us and they're working real well with us as far as getting?

MIKE

1:59 Okay.

SAM

2:12 Things updated and helping build the software and stuff like that. So, it's actually kind of working pretty well for us right now, so, I thought we'll be looking to change anything any time, so.

MIKE

2:17 Okay.

MIKE

2:23 All right. No problem. Matt. I appreciate, you know, you being honest and I'm glad everything's working for, you know, I don't want to wish bad on anybody, but, you know, you didn't have a chance to check us out. And if they have any hang ups or stuff that you're not happy about, feel free to reach out and just check us out and let us know what's going on and see if we could, you know, be a better fit in the future.

SAM

2:44 Yep, that'll be fine. I appreciate it. I'll talk to you man.

MIKE

2:46 Take it easy, Matt.

SAM

2:49 Yep. Bye.

The End