



Call with Rts Mechanical LLC - Brad Carlson

Alec Ashby with Rts Mechanical LLC
Recorded on 11/30/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Alec Ashby
Territory Manager

RTS MECHANICAL LLC

Brad Carlson
Service Sales Manager

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

BRAD

0:00 Hello, you've reached arts mechanical. If you know, your party's extension, you may dial it at any time to speak with our service desk. Press one to speak with Travis, press two, to speak with Ron, press three for all other inquiries, press four.

ALEC

0:03 Okay.

ALEC

0:09 Rewrote. It is what I've done is.

BRAD

0:36 Good afternoon articles Brad.

ALEC

0:42 Hey, Brad. This is Alec with service trade. How you been?

BRAD

0:45 Doing well and yourself?

ALEC

0:46 Doing great, man. I'm blessed coming up on Friday here, man. I'm pretty excited. But anyways, man, the reason I was reaching out to you, are you familiar with service trade at all? Have you ever spoke with us?

BRAD

0:52 There you go.

BRAD

0:58 To be honest, man, I don't know, I get several calls. I forget what's going on.

ALEC

1:05 Yeah, I'm sure. I'm not the only one calling, but anyways, basically service trade, we're like a commercial field management software. We help companies manage their PM agreements, increase their pull-through work, increase technician productivity. There's a lot more. We do as well. So, I was just calling to see if you guys were had a software in place to manage that kind of thing or if you guys were using a paper process or something along those lines?

BRAD

1:32 Yeah, no, I appreciate you reaching out. We do have, we do have a software platform that helps us with all of that, so.

ALEC

1:40 Yeah.

BRAD

1:40 Not your guys is, but I see the value in what you guys offer them. So that's awesome. Stop helping my competition. Okay?

ALEC

1:48 Man. Well, I mean, are you guys still using fusion? It seems like last time we spoke, you guys were using fusion.

BRAD

1:49 Just just getting, so, I think we're good here.

BRAD

1:58 No, we've never had fusion. We're we're with BuildOps now.

ALEC

2:04 Gotcha. Okay. What kind of sure do you guys to go in that direction?

BRAD

2:09 Their platform was set up to support both the projects and the service side.

ALEC

2:14 Okay. And, and, on the project side, is that like GC work or are you guys doing more like owner projects?

BRAD

2:24 Both. Yep, exactly though.

ALEC

2:27 That makes sense. Yeah, because we don't really deal too much in the GC land now, we can, you know, we did develop some like owner project stuff like managing a budget or tracking work and Progress or change out order stuff like that. But anytime there's a lot of subbing or a lot of Aia billing stuff like that, we don't really do that. So definitely think you guys probably made a good call there for sure.

BRAD

2:52 Cool, man. Well, I appreciate you reaching out.

ALEC

2:56 Yeah, appreciate you too, man. Yep, you too. Bye.

BRAD

2:56 Have a good one.

BRAD

2:59 Yeah. All right. Thanks, bye.

The End