



Call with Travers Mechanical Services - Michael Travers Jr.

Henry Drake with Travers Mechanical Services
Recorded on 3/14/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Henry Drake
SDR

TRAVERS MECHANICAL SERVICES

Michael Travers Jr.
Service Manager

Topics

<i>Call Setup</i>	0:51
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Transcript

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

MICHAEL

0:00 This is Hector with Travers. How may I be a service?

HENRY

0:02 Yeah. Good morning. I was looking to reach Michael.

MICHAEL

0:06 Which Michael, I'm sorry to ask. We have five Michaels.

HENRY

0:09 Michael Travers junior?

MICHAEL

0:11 Yes. May I ask what this pertains to?

HENRY

0:14 Yeah, I'm calling from service trade. We spoke with him last year. I just wanted to follow up.

MICHAEL

0:19 Okay. Let me place you on a brief hold. Let me see if he's available.

HENRY

0:23 All right. Thanks.

--- Call Setup ---

MICHAEL

0:51 Hello? Good morning. This is Hector. Again. I'm gonna pass you through to Mike. Now, more of this Mike?

HENRY

0:54 Okay. Thank you.

HENRY

1:04 Hey, good morning, Mike. This is Henry calling from service trade. Did I cut you at a good time?

MICHAEL

1:09 Well, just trying to get finished getting everybody out of the office. What can I do for you?

HENRY

1:13 Yeah. I'm not sure if a service trade rings a bell with that service management software both with the commercial service. I know we talked with you a little bit in the past. It's kinda check back in and see you guys were currently using for like your work orders, scheduling, dispatching, quoting side of things.

MICHAEL

1:31 So, we were acquired back in June and so we're with pueblo mechanical out of Phoenix and I believe they're transitioning to a system called BuildOps.

HENRY

1:34 Okay.

HENRY

1:43 Okay.

MICHAEL

1:44 And so we're yeah, we're in a transition right now. So we're not in a position to be looking for any, making any changes on our end?

HENRY

1:52 Okay. And are they kind of making the software decisions? Okay? They are.

MICHAEL

1:55 Yeah, yeah, yeah, they're basically our corporate office now, and it's yeah, the company was owned by me for 16 years, but since I've been acquired, I'm president of the office, but everything as far as the technology and all that is coming from the pueblo office in Phoenix.

HENRY

2:07 Yeah.

HENRY

2:17 I see. Okay. I got you. Would it make sense for me to contact them or what do you think they're...

MICHAEL

2:25 Well, I mean, you're welcome to reach out to them. I don't they have their whole it department. And like I said, I know that there were in a big transition to this software stuff called BuildOps that's already in the works between the Phoenix office, salt lake, Dallas, New Mexico... Denver. So, I'm assuming they're probably you've already made some of those decisions, but you're I mean, you're always welcome to reach out to them.

HENRY

2:28 Yeah.

HENRY

2:39 Yeah.

HENRY

2:45 Okay.

HENRY

2:52 Okay. I've got you. Well, well, sounds good, Mike. I appreciate your time today, man. Yeah, you too. Bye.

MICHAEL

2:56 All right. No problem. Have a good day. Bye.

The End