



Call with A & B Mechanical Inc - Greg Byrkit

Henry Drake with A & B Mechanical Inc
Recorded on 10/30/23 via SalesLoft, 4 min.

Participants

SERVICETRADE

Henry Drake
SDR

A & B MECHANICAL INC

Greg Byrkit
President

Topics

<i>Wrap-up</i>	3:21
----------------------	------

Transcript

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

GREG

0:00 Hello?

HENRY

0:01 Hey, Greg. This is Henry, is this a better time?

GREG

0:04 Yep.

HENRY

0:06 Awesome. And awesome. I, before I talked to.

HENRY

0:12 Service trade is the software for commercial service. You know, people do a lot of preventative maintenance.

GREG

0:19 Huh.

HENRY

0:20 Now, he had mentioned BuildOps that you were looking at it.

GREG

0:23 So, hold on, first off, hold on a second. How did you get my cell phone number?

HENRY

0:26 Yeah.

HENRY

0:30 It was on the account here. I'm not sure where we got numbers and that's marketing job?

GREG

0:34 No... no, it's not, no, I disagree with that statement because this is an unlimited number and I don't give it out to people. So, wherever, however you got it, it's not okay. Anyway. Okay. First off, what is your company? And what do you do?

HENRY

0:48 Gotcha.

HENRY

0:55 So, it's called service trade. It does, you know, all the service and project operations. So at, for the text to, do, you know, work orders quoting on view for the office to do, you know, scheduling dispatching, quoting, invoicing, things like that?

GREG

1:13 I see. And.

HENRY

1:15 Yeah.

GREG

1:17 Daily, I talked to you people before, and I told you that I was not interested... and that's why I'm a little concerned at how you got my cell phone number?

HENRY

1:30 Yeah. Then I'm seeing here that we haven't talked to you since 2018.

HENRY

1:37 Yeah. So I'm not sure how that happened?

GREG

1:41 So, you have the same thing basically as Bill ops?

HENRY

1:47 It's similar. Yeah. So I know BuildOps is quite new. We've been around for around 11 years and actually, it looks like we had talked with you back in 2018. I'm not sure if you remember Lauren rice?

GREG

1:54 Yeah.

GREG

2:02 So, anyway.

GREG

2:06 And what's your claim to fame, that?

GREG

2:11 Why should I change from BuildOps or why should I change from ServiceFusion?

HENRY

2:16 Yeah. So ServiceFusion, I know is built more for the residential side. The difference there is gonna be, you know, service history, equipment history, you know, really capitalizing on this preventive maintenance contract.

GREG

2:27 Okay. And you have full dispatching, how do you track? So, if I have a guy... on a job site and...

GREG

2:46 All of a sudden there's two, then the customer calls me and says I wanted to look at a second piece equipment. How do you track the individual pieces of equipment?

HENRY

2:58 You know, that's a good question?

GREG

2:58 Because...

HENRY

3:02 Not something I'm super familiar in and I don't want to give you the wrong answer there. If you're open to it, I think we should set up some time over Zoom, give you a full demonstration of the software, you know, see if it would work for you guys business. You know, if not, we take our hands go separate ways. Is that something you'd be open for?

GREG

3:17 No.

--- *Wrap-up* ---

GREG

3:21 I might tell you right now, just the fact that you call me on my cell phone and I know for a fact, I never gave you in my cell phone. And if I talk to you in 2018 and you're calling now?

HENRY

3:22 Okay.

GREG

3:39 Bad timing all around.

GREG

3:43 You know, you need to remove that. I don't know how you got my cell phone number, but it wasn't for me and it wasn't from 2018 because I don't give it out.

HENRY

3:43 Got it.

GREG

3:55 And my staff and my office does not and will not give out my phone number without calling me first. So.

HENRY

4:04 Got it. Yeah, I'm not sure what to tell you. No, no, no, I don't know where we got it from, but yeah, it sounds good, man. I appreciate your time today Greg.

GREG

4:09 So...

GREG

4:12 Yeah, I'm just.

GREG

4:15 So, do me a favor. Just remove me, remove a and B mechanical my information and my cell phone from your system altogether. Okay?

HENRY

4:24 Got it. Sounds good. Greg.

GREG

4:25 Appreciate it. Thank you. Have a good day.

The End