



Call with Rocky Mountain Mechanical - Nick Flink

Sean Jenkins
Recorded on 2/24/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Sean Jenkins
SDR

ROCKY MOUNTAIN MECHANICAL

Nick Flink
Service Manager

Transcript

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NICK

0:00 Hello?

SEAN

0:01 Hey, Nick. Hey, man. It's Sean Jenkins giving you a call with service trade. Did I catch you at a good time?

NICK

0:02 Yes.

NICK

0:08 I'm sure.

SEAN

0:09 Cool. Appreciate it. I don't know if service trade rings any bells. We were in touch with you all last year. We're a service manager platform. Yeah.

NICK

0:15 Yeah. Our corporate office went with BuildOps.

SEAN

0:19 Yep. Yeah, that's kind of what I just wanted to follow up with you on. I've heard a few stories from other people implementing on a BuildOps. So I just wanted to kinda hear what your experience has been so far?

NICK

0:29 It's been all right.

SEAN

0:32 Okay. So, are you?

NICK

0:34 So, it was definitely a learning curve because we were old school on paper, but...

NICK

0:41 I mean, it's definitely an upgrade for sure.

SEAN

0:41 Okay.

SEAN

0:47 Yeah. Well, glad to hear that. It's been working. I definitely don't want you all to, yeah, not be up and running on something. So you're fully up and running at this point. I know that the decision was made back in like July.

NICK

0:57 Yeah.

NICK

0:59 Yep. We went live in December.

SEAN

1:00 Okay.

SEAN

1:05 Gotcha. And then is all of that mandated by pueblo you?

NICK

1:11 Yep.

SEAN

1:12 Okay. So there's no decisions made at the office level?

NICK

1:14 Well, we were the first ones to implement.

SEAN

1:17 Okay.

NICK

1:18 Which was kinda nice because then we got to help with the development side of things, you know? Okay, this is the way we want it to work. This is how we're gonna do it.

NICK

1:31 They changed all of our software, Construction side, our accounting, our payroll software all got implemented at the same time. We were the first ones... to do that.

And the process is started now that they're that it's going to be across the board every branch, every state.

SEAN

1:52 Gotcha. Okay. I hear you. Well, definitely sounds like nothing's going to be changing regarding that kind of thing. So, I'll probably just let you get back to it this Friday and hope you enjoy your weekend, man.

NICK

2:05 Yep. Thank you.

SEAN

2:07 Yeah, appreciate it. Bye.

The End