



Call with West Coast Mechanical Solutions - Ross McIsaac

Kendrick Wiggins with West Coast Mechanical Solutions
Recorded on 9/21/22 via SalesLoft, 2 min.

Participants

SERVICETRADE

Kendrick Wiggins
SDR

WEST COAST MECHANICAL SOLUTIONS

Ross McIsaac
Maintenance Sales / Owner-Partner

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

ROSS

0:00 It's Ross?

KENDRICK

0:01 Hey, Ross, is Kendrick Ross. I'm sorry about that earlier. I guess my phone cut out. I was trying to see if I could speak with someone I'm in regards to like commercial service that you guys may. Do you like to work with the process?

ROSS

0:12 Okay. I can maybe help you out.

KENDRICK

0:15 Okay. And I'll call with my company and service rate and we just a service management platform this off with a mechanical industry. So, the reason for my call today just to see how you guys are managing your workload is in the field. Are you using like a software to currently track those? Okay? Is that an in house software always somewhere outside?

ROSS

0:22 Okay.

ROSS

0:28 Yes, sir. Yup.

ROSS

0:34 We're we're actually switching over right now to build off.

KENDRICK

0:39 Okay. Is it the decision final on that one? Or are you guys kinda skim?

ROSS

0:43 Yeah, we've already. Yeah, we're implementing it here, probably next couple of weeks.

KENDRICK

0:48 Okay. I got to, because what we hear service training, we pretty much have a commercial based software. So what we don't it's just called around just trying to see if anyone would be willing to, you know, sit down and just, we can introduce the platform to kind of have a formal meeting with. So, yeah, okay.

ROSS

1:03 Gotcha. Yeah. Yeah. Alright. Yeah, I think, yeah, we'd definitely be enough and we just kinda went through that with BuildOps and where we kind of move forward with them and we're getting ready to go with that one.

KENDRICK

1:15 Okay. Would you want me to follow up with you down the road or is it still a possibility somewhere else? Or because that's like.

ROSS

1:20 You could maybe.

ROSS

1:25 What? You, we gotta get this one up and going and, you know, it's a big process to do it. So, yeah, I mean, you can follow up in six months going to see how everything's going if you want?

KENDRICK

1:28 Okay.

KENDRICK

1:30 Right, right. I understand. Definitely.

KENDRICK

1:36 Okay. And you said your name was Ross, correct? Okay, Ross, and you did say BuildOps? Okay?

ROSS

1:39 Yep, yes, sir.

ROSS

1:45 Yep.

KENDRICK

1:49 Gotcha. Alright, man. I appreciate your time. I'll follow with you later on down the road that you have the day and be safe, alright?

ROSS

1:52 Alright. Alright.

ROSS

1:55 Thank you, sir. Have a good day. Bye bye now.

The End