



Call with Dynamic Systems, Inc. - Alex Calisto

Brian Akom with Dynamic Systems, Inc.
Recorded on 1/18/23 via SalesLoft, 4 min.

Participants

SERVICETRADE

Brian Akom
SDR

DYNAMIC SYSTEMS, INC.

Alex Calisto
Manager of services and special projects

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

BRIAN

0:00 Hey, I was wondering if I could speak with Alex calisto please?

ALEX

0:00 System...

ALEX

0:05 Alex, Cristo.

BRIAN

0:06 Yes, please.

ALEX

0:07 Okay. One moment.

ALEX

0:20 Hey, Brian, there you go.

BRIAN

0:21 Hey, Alex, his, Brian from service to catch you at a better time, you know, live in the dream for a Wednesday.

BRIAN

0:31 So, how about you? Doing? All right today?

ALEX

0:34 Hello, is shave?

BRIAN

0:36 Good, good. I actually were you at the conference with?

BRIAN

0:42 Gosh. What was his name?

BRIAN

0:45 Greg?

ALEX

0:48 Yes, I bad.

BRIAN

0:51 Yeah. So, Greg, yeah. So, Matt reached out to me. I guess he passed along your two names and I know you all were kinda interested. You know, you all were kinda working through with BuildOps now, but you all have shown some interest in maybe sitting down with Matt and kinda walking through the ServiceTrade platform and he asked me to follow up with you and see if we could get something on the calendar.

ALEX

1:13 That's probably a better question for Greg.

BRIAN

1:16 Okay.

ALEX

1:18 Have you reached out to him?

BRIAN

1:20 I called him earlier today, but I think I have the wrong number because it kept telling me the number was invalid. So, when that didn't work, I reached out to.

ALEX

1:29 Okay. Let me see if I can pull up his number here for you.

ALEX

1:47 Glenn man, it's not Greg.

BRIAN

1:50 Sorry?

ALEX

1:52 His name's Glen, not Greg.

BRIAN

1:54 I'm sorry, it is Glenn. I'm sorry, beat.

ALEX

1:57 Sorry, so, I'm gonna give you a number here is five one two.

BRIAN

2:00 Okay.

ALEX

2:03 Four, eight, six.

BRIAN

2:05 Eight six, okay.

ALEX

2:07 37 66.

BRIAN

2:09 37 66. So, five one, two four, eight, six, 37 66.

ALEX

2:15 Yeah. So, Glen is our director of enterprise systems for our it department.

BRIAN

2:19 Okay.

ALEX

2:21 So, software stuff kinda goes through them. I'm more of like the user type guy.

BRIAN

2:26 Gotcha. Cool.

ALEX

2:27 So, those decisions are not so much in my court?

BRIAN

2:32 Okay. Yeah. Okay. No.

ALEX

2:33 So, he's a good place to start and it's you know, it's gonna be a long talk. You know, we're pretty far down the road with BuildOps.

BRIAN

2:41 Okay. Well, I mean, yeah, no, I get it. I just was, you know, Matt had asked me to reach out to you and kinda touch base and see what was happening and...

BRIAN

2:51 Yeah, I know. I'm happy to talk with Glenn and kinda see what we can figure out and see if maybe we could just, you know, it's an hour just to kinda see what else is out there, you know?

ALEX

2:59 Yeah, yeah, yeah, I got it. Yeah, let me know.

ALEX

3:02 If he ends up setting up something with all, I'll sit in on it and kinda just get an idea.

BRIAN

3:07 Okay. Yeah, usually. So, yeah, I mean, that's kind of my job is to kinda get the meetings on tab. So if I can't you know, that's why I was saying, if I could get him, I was like I can book a meeting and add Glen to it with you or would you think it'd be better to go through Glen to start off the process?

ALEX

3:13 That's what?

ALEX

3:23 It'd be better for sure to go through Glen?

BRIAN

3:26 Okay. Not a problem. 100 percent. I understand that. And I will. Now, like I said, I think I had the wrong number on file. So I'll see if this one works and see if I can get a hold of them and see if we can get something on the books.

ALEX

3:37 Okay. Sounds good. You too. Thank you.

BRIAN

3:38 All right, Alex. Well, you have a great day and I appreciate your time.

BRIAN

3:42 Thank you. Bye.

The End

