



Call with Dynamic Systems, Inc. - Dwayne Morris

Chris Resta with Dynamic Systems, Inc.
Recorded on 10/3/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Chris Resta

Associate NorthBoundary Account Executive

DYNAMIC SYSTEMS, INC.

Dwayne Morris

Service Manager

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

CHRIS

0:00 Hey, good morning, Dwayne. It's Chris service trade. I was hoping to speak with you about the msa annual conference coming up in a few weeks. If you have a minute this morning?

DWAYNE

0:00 DS, I services doing?

DWAYNE

0:13 Okay.

CHRIS

0:14 First, I wanted to ask, are you guys planning on attending the conference? You are okay. I was curious, how many of you guys are planning on sending?

DWAYNE

0:18 Yes, we are.

DWAYNE

0:25 Three.

CHRIS

0:27 Three, three people. Okay. So just to give you an idea, you know, I'm with a company called ServiceTrade and we're going to be like the level one sponsor for the program, we've got a few attendees ourselves. We'll be at Booth, you know, during those hours. I think it's 10 to 12 on the 20 third. I wanted to ask if you guys kinda have anything in place currently for like service operations?

DWAYNE

0:51 Yeah, we just are implementing BuildOps, which, yeah.

CHRIS

0:55 Implementing BuildOps. Okay. How's it going for you guys currently?

DWAYNE

1:01 Slowly but surely.

CHRIS

1:02 Slowly but surely, yeah, I hear that a lot, which is why I wanted to reach out to you and, you know, I know implementation and kinda getting up and running could be a pain, you know, especially with BuildOps from what I've heard other, you know, companies I speak with and just wanted to see if it would be relevant just to set you up on a demo just to kinda show, you know, more along the lines of, you know, how we operate on the server side. But one.

DWAYNE

1:23 I'm pretty sure that we are well down this road financially to turn back now. So, I don't think that would be beneficial for you honestly.

CHRIS

1:30 Okay.

CHRIS

1:34 All right. No worries, man. Well, I was gonna say, you know, I can shoot you an e-mail would love to chat with you guys at the conference just to kinda give you like, the specifics, you know, when we're going to be there in the booths and, you know, who's all going to be attending, but wanted to see if there's a good e-mail you want me to send that to Dwayne?

DWAYNE

1:45 Sure.

DWAYNE

1:51 D Morris.

DWAYNE

1:55 DS, I dot us.

CHRIS

1:57 Awesome. I'll go ahead and do that. Dwayne and, you know, appreciate the time this morning and looking forward to chatting with you guys at the conference man? All right. Have a good.

DWAYNE

2:08 Yes, sir. See you there. Bye bye.

The End