



Call with Airtech Mechanical, Inc - Shane Davis

Chris McCabe

Recorded on 10/31/22 via SalesLoft, 4 min.

Participants

SERVICETRADE

Chris McCabe

SDR

AIRTECH MECHANICAL, INC

Shane Davis

Service Manager

Topics

<i>Call Setup</i>	0:01
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Transcript

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

--- Call Setup ---

SHANE

0:01 Thank you for calling prime. Can I help you?

CHRIS

0:03 Hey, can I speak with Shane please?

SHANE

0:06 He's on the phone right now. Can I tell him who's calling?

CHRIS

0:09 Yeah, this is Chris with service trade. Is that a couple of questions for him?

SHANE

0:14 Okay. I don't know how long he'll be, hold on please.

CHRIS

0:17 Okay.

SHANE

2:22 Paste on the phone. Do you want to leave a message?

CHRIS

2:25 Yeah, I can just leave a message, no problem.

SHANE

2:28 Okay.

CHRIS

2:30 Yeah. My name's Chris. Again. I mean, you're young, my phone number for you? Okay. It's six one, seven, nine, zero... six six, eight to nine?

SHANE

2:32 Okay.

SHANE

2:35 Sure.

SHANE

2:45 Okay.

CHRIS

2:46 Yeah. I just had a couple of questions about like commercial service, so.

--- Call Setup ends ---

SHANE

2:51 Okay. Are you aware that we're with BuildOps and we've been with them for like a year, so, I don't know what other questions you might have.

CHRIS

3:04 Yeah. Well, do you guys do service?

SHANE

3:07 Yes, we are service only.

CHRIS

3:09 Okay. Gotcha. Yeah, I was just calling like, so you guys are using BuildOps at the moment. I'm not too familiar with them on. Have you guys looked at service trade before?

SHANE

3:19 Yeah. Before we made our decision, yes, we looked at several, and then we were going into about a year and a half with build up, so.

CHRIS

3:28 Okay. Gotcha. How you guys ever looked at service trade or have you had any issues with BuildOps at the moment?

SHANE

3:34 We're not, we're happy with them.

CHRIS

3:36 Okay. I gotcha. Yeah, I'm just, I'm not trying to switch you guys over night. We're just doing quick demonstrations of our product or have our platform. It's about 20 to

30 minutes over Zoom. So, I just wanted to see because we're always updating and improving our software. I'm not sure when you guys last looked at it, but.

SHANE

3:52 Well, we're in a contract. So, I'm sorry, I don't think we're looking.

CHRIS

3:57 Okay. I gotcha. Do you know when that contract ends? Is there a better time for us to reach out about that?

SHANE

4:04 We have really good pricing for a long time.

CHRIS

4:08 Okay. Gotcha. Alright. Well, thanks for your time. I appreciate it.

SHANE

4:12 Okay. Thank you. Bye.

CHRIS

4:13 Yep. Bye.

The End