



Call with Keyes Refrigeration Inc - Kevin Keech

Charlie Riddle with Keyes Refrigeration Inc
Recorded on 12/13/22 via SalesLoft, 3 min.

Participants

SERVICETRADE

Charlie Riddle
SDR

OTHER

Kevin Keech

Transcript

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KEVIN

0:00 Thank you for calling Keyes, refrigeration, if you know your party's extension, you may dial it at any time. For service, press two, for parts, press three, for sales, press four or remain on the line for the operator. Thank you.

KEVIN

0:42 Steve.

CHARLIE

0:44 Hi, Tyler. Please.

KEVIN

0:47 Alright.

KEVIN

0:50 Hey, Tyler.

KEVIN

1:06 And I'm not sure how it trees.

KEVIN

1:18 Hello, this is Tyler.

CHARLIE

1:20 Hi, Charlie. My name is Charlie rental with a company called service trade. You got a quick minute.

KEVIN

1:27 I do.

CHARLIE

1:29 Thank you. Thank you again. I'm with service trade. We are a software company that work with commercial mechanical providers doing service management software.

KEVIN

1:37 Okay.

CHARLIE

1:38 Yeah. Our platform helps out with PMS and jobs in the field, scheduling and dispatch quoting and all that good stuff. What do you guys currently using the management processes now?

KEVIN

1:50 Currently using field ops, we are switching over to build apps here and the next two months.

CHARLIE

1:59 Okay.

KEVIN

1:59 So, we have gone through the vetting process. No, we're owned by smart care and that is their software choice and they've kind of transition probably four or five companies into that. And I know we're next in line. So, no, I do appreciate you given us a call, but they're pretty well made that decision for us.

CHARLIE

2:26 Okay. Yeah. I mean, is there any hope? Is there any value in and taking a look at service trade or is it kind of the writings on the wall here?

KEVIN

2:33 Writings on the wall. I was seeing how much they've invested in BuildOps or are they? And... I think they're well committed?

CHARLIE

2:43 Gotcha. Gotcha. Okay. Well, Tyler, appreciate your time. You know, if we'll show the best of luck, if, you know, six months from now, it's not working out. Give us a shout. I know we can do some cool things for you.

KEVIN

2:54 All right. Very good. Well, I appreciate the call and have a good holiday.

CHARLIE

2:58 Yeah, you too. Thanks.

KEVIN

2:59 Alright.

The End