



Call with TPC MECHANICAL - Aaron York

Jace Stephenson with TPC MECHANICAL
Recorded on 8/16/23 via SalesLoft, 5 min.

Participants

SERVICETRADE

Jace Stephenson
SDR

TPC MECHANICAL

Aaron York
no longer at co Director, Service

Topics

<i>Pricing</i>	2:12
<i>Wrap-up</i>	3:35

Transcript

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

AARON

0:00 PPC mechanical.

JACE

0:02 Hey, I was calling to see if the service manager is in.

AARON

0:07 For, did you play service call?

JACE

0:10 No, I have been in contact or rather an associate of might have been in contact with Chris in January. Is he still your service manager?

AARON

0:21 With Chris wild or waynscott?

JACE

0:24 She did not tell me his last name, but I am, I'm calling from my company service trade. We're a software platform for commercial mechanical contractors. And so that is kind of what they have been talking about if that... gives you an...

AARON

0:39 I think they've already got new software.

JACE

0:45 Do you know which one they're using?

AARON

0:47 I do not.

JACE

0:49 Okay. Yeah. I was just kind of hoping to connect with them and talk about that.

AARON

0:56 Well, if it was service, I know they've already got it.

AARON

1:03 They're operating it.

JACE

1:07 Okay. Yeah. I was calling because I had had in my notes that they were wanting us to follow back up more towards the full time to talk about our software.

AARON

1:20 Well, I know they just got it. So.

AARON

1:25 I can send you down there.

JACE

1:28 Okay.

AARON

1:29 Hold on.

JACE

1:30 Thank you.

AARON

1:36 Hello?

JACE

1:37 Hey, is this Chris?

AARON

1:39 Yes.

JACE

1:40 Hey, Chris, this is Jace over at service trade. I don't know if that rings any bells with you. You were talking with my associate, Emily at the beginning of the year?

AARON

1:52 Okay. I think I remember that.

JACE

1:54 Yeah, we're the software platform for commercial mechanical contractors, if that helps ring a couple more bells for you?

AARON

2:02 Yeah, huh.

JACE

2:03 Yeah. So, she had mentioned to me that when she last spoke with you guys, you had that you guys had recently switched over to BuildOps.

--- Pricing ---

JACE

2:12 And so, I was just kind of, you know, looking to follow up with you guys and connect and see, you know, how things are going and, you know, talk with you a little bit more about service trade.

AARON

2:22 Okay. Things are going pretty well right now. You know, we're kinda locked into a year agreement with them, but, you know, next month or the month after, I think if maybe we could chat and see how your platform may differ.

--- Pricing ends ---

AARON

2:41 I'm not sure what direction we're going if we're gonna stick with BuildOps or be changing up. I'd hate to change every year. It's quite an undertaking.

--- Pricing ---

JACE

2:26 Okay.

JACE

2:30 Okay.

JACE

2:37 Okay.

--- Pricing ends ---

JACE

2:43 Okay.

JACE

2:46 Okay. Yeah, no, yeah, no, I totally get that. And I know that, you know, it can be, it can be a lot to switch softwares. And I totally understand that. And I'll be more than happy to, you know, follow up with you in September or October and kinda see where things are sitting. But, you know, it's always a good idea to keep an eye on the software market, and see where things are going. So, you know, if you wanted to start looking right now, I could still set you up with a territory manager just to see, you know, I don't know if you guys have seen a demonstration of service trade so that you guys could just kind of check it out, you know, before it gets to that really like, you know, pivotal point like we gotta do something now and we can just kinda plan ahead for it.

AARON

3:33 Sure.

--- *Wrap-up* ---

AARON

3:35 Okay. Let me do a little research on the website and stuff. If that would work. I'll check out the demos on there and everything and let you all know if, what we're thinking?

JACE

3:39 Yeah, absolutely. Yeah.

JACE

3:48 Yeah, for sure. And I would be more than happy Chris to send you over an e-mail you know, with some direct links, if you would prefer that if.

AARON

3:57 Yeah. That'll work.

JACE

3:58 Yeah. Okay. Great. What's a good e-mail for you?

AARON

4:01 It is KW a in SC OTT.

AARON

4:08 At tpcmech dot.

JACE

4:14 All righty. I will send that over to you, Chris, and yeah, if you have any questions, anything like that and feel free to shoot me back an e-mail give me a call, you know,

whatever works with you, but I appreciate your time. I know it's limited.

AARON

4:29 Thank you very much for your call.

JACE

4:31 Absolutely. Have a great day. Bye bye.

AARON

4:32 You too.

The End