

Call with St Johns Air - Derek Krzywonski

Brenton Ballard with St Johns Air Recorded on 1/9/24 via SalesLoft, 4 min.

Participants

SERVICETRADE

Brenton Ballard
Territory Manager

ST JOHNS AIR

Derek Krzywonski

President

Topics

| Call Setup | 0:00 |
|----------------|------|
| <i>Pricing</i> | 2:10 |

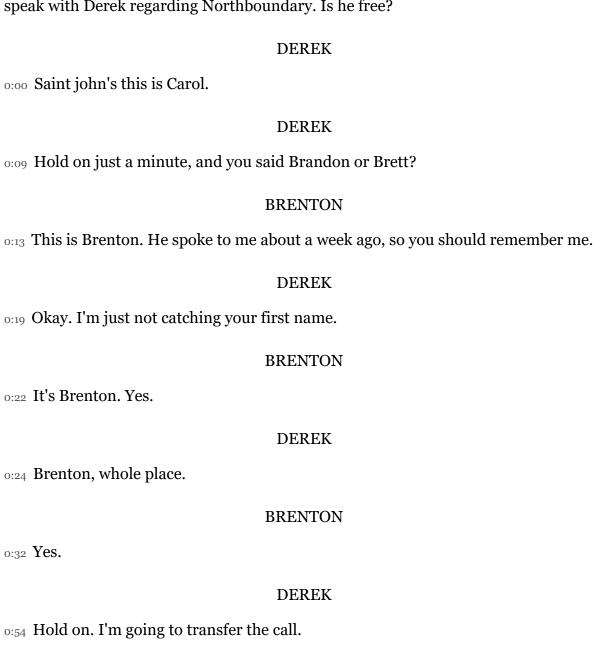
Transcript

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

--- Call Setup ---

BRENTON

_{0:00} Hey, Carol. This is Brenton reaching out from a ServiceTrade. I was going to speak with Derek regarding Northboundary. Is he free?



BRENTON

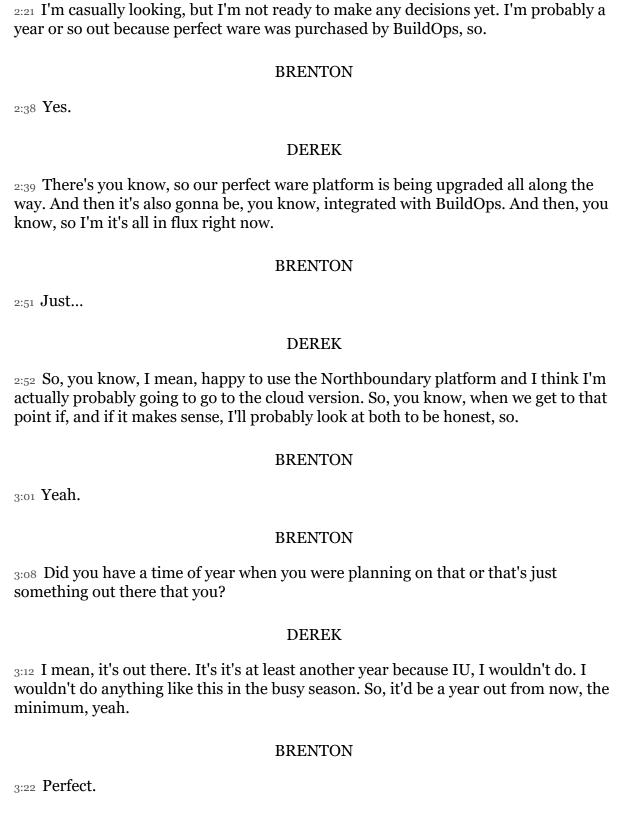
BRENTON

o:57 Perfect.

| 1:04 Perfect. |
|--|
| DEREK |
| 1:14 Is there? |
| BRENTON |
| 1:17 Hey, Derek, this? Hey, Derek, how are you doing this morning, man? |
| DEREK |
| 1:20 Good. |
| BRENTON |
| Perfect. Yeah, sorry to call you out the blue. I was just checking back in. I know, I had a pass you over to, I believe Sarah, I wanted to see if you were able to get Northboundary and everything taken care of. |
| Call Setup ends |
| DEREK |
| 1:33 Yes. |
| BRENTON |
| 1:34 Okay. Perfect. Well, in addition to that, I was gonna ask what are you guys using outside of Northboundary, as far as software over there at saint john's |
| DEREK |
| 1:44 We're using an appropriate wear. |
| BRENTON |
| Okay. Perfect. Well, well, I definitely wanted to just reach out and see if you had any free time on the calendar. I know if you have an Northboundary implemented, it's integrated with ServiceTrade. So, you know, once you guys, if you guys are, you know, using it to sell maintenance agreements and projects, you'd be able to push that over in a ServiceTrade. And execute on that work, you know, very easily. |
| Pricing |
| BRENTON |
| 2:10 Once you sell maintenance agreements, and also, you know, if you guys have like |

rate increases with your clients over time, you'd be able to automatically have that done from Northboundary to ServiceTrade. So, I just want to see if that was of

interest to you or, you know, maybe perfect. Where it wasn't in your.



--- Pricing ends ---

BRENTON

Well, I'll keep in touch with you. I'm the one who'd actually present that to you and just show you what, you know, ServiceTrade could do. So, I'll just keep in touch with, you, see how things are going. And then if anything changes, you know, we can put some time on the calendar. And like I said, it's only 45 minutes of me just walking through, and showing everything. So. All right.

3:37 Yeah, that's base being, in like I said next and end of this year, honestly because I won't be looking before then.

BRENTON

 $_{\rm 3:47}$ Okay. Perfect. Well, I appreciate that. You have a good one Derek. Thank you for your time.

DEREK

3:50 Yep.

The End