



# Call with Certified Fire and Security - Derik Rich

Ben Bilhorn with Certified Fire and Security  
Recorded on 8/2/22 via SalesLoft, 1 min.

## Participants

### **SERVICETRADE**

Ben Bilhorn  
*SDR*

### **CERTIFIED FIRE AND SECURITY**

Derik Rich  
*General Manager - SLC*

# Transcript

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

BEN

0:00 Hello?

DERIK

0:01 Benjamin.

BEN

0:03 Yeah.

DERIK

0:03 Yes, this is Derik Certified far.

BEN

0:07 Hey, Derik, how you doing?

DERIK

0:09 Good. How are you?

BEN

0:11 I'm good. I'm reaching out. I'm with service trade.

BEN

0:18 Field service management software.

BEN

0:23 Eric, total revenues you want to test company and?

BEN

0:30 Last year?

DERIK

0:30 Yeah, yeah, that vendor and that's out of my hands now, but I know that they'd want to with BuildOps, W, ops, BuildOps, yeah, BuildOps.

BEN

0:42 Hello?

BEN

0:45 Gotcha. Use it. They went to Bill, you know, without.

DERIK

0:49 Yeah.

DERIK

0:52 I don't really out of my data mining and now I don't really deal with that.

BEN

0:59 Gotcha. Gotcha. Understood. Okay. Cool. Well, I appreciate the update.

DERIK

1:06 Sure.

BEN

1:06 And yeah, rest of your day.

DERIK

1:10 Alright. I appreciate it. Thank you. Bye.

*The End*