



# 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

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

# Transcript

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

DEREK

0:00 Saint john's this is Carol.

DEREK

0:09 Hold on just a minute, and you said Brandon or Brett?

BRENTON

0:13 This is Brenton. He spoke to me about a week ago, so you should remember me.

DEREK

0:19 Okay. I'm just not catching your first name.

BRENTON

0:22 It's Brenton. Yes.

DEREK

0:24 Brenton, whole place.

BRENTON

0:32 Yes.

DEREK

0:54 Hold on. I'm going to transfer the call.

BRENTON

0:57 Perfect.

BRENTON

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

1:21 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

1:46 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.

DEREK

2:21 I'm casually looking, but I'm not ready to make any decisions yet. I'm probably a year or so out because perfect ware was purchased by BuildOps, so.

BRENTON

2:38 Yes.

DEREK

2:39 There's you know, so our perfect ware platform is being upgraded all along the way. And then it's also gonna be, you know, integrated with BuildOps. And then, you know, so I'm it's all in flux right now.

BRENTON

2:51 Just...

DEREK

2:52 So, you know, I mean, happy to use the Northboundary platform and I think I'm actually probably going to go to the cloud version. So, you know, when we get to that point if, and if it makes sense, I'll probably look at both to be honest, so.

BRENTON

3:01 Yeah.

BRENTON

3:08 Did you have a time of year when you were planning on that or that's just something out there that you?

DEREK

3:12 I mean, it's out there. It's it's at least another year because IU, I wouldn't do. I wouldn't do anything like this in the busy season. So, it'd be a year out from now, the minimum, yeah.

BRENTON

3:22 Perfect.

--- Pricing ends ---

BRENTON

3:24 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.

DEREK

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

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*