



# Call with Clauger USA LLC - Josh Kelley

Brian Akom with American Refrigeration  
Recorded on 9/26/23 via SalesLoft, 3 min.

## Participants

### **SERVICETRADE**

Brian Akom  
*SDR*

### **AMERICAN REFRIGERATION**

Josh Kelley  
*Branch Manager*

# Transcript

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BRIAN

0:00 Hey, is this Josh? Hey, Josh, this is Brian from ServiceTrade at you at a good time?

JOSH

0:02 Hello?

JOSH

0:05 Yes, sir.

JOSH

0:10 Yeah.

BRIAN

0:12 So, Josh, I was just kinda reaching out. I worked for service trade where the field management platform built specifically for the commercial industry.

JOSH

0:20 Huh.

BRIAN

0:21 We had talked with Ben. Looks like last in cli last year sometime. I was just reaching out to you to see if maybe you all had found a solution for your software, if you all were kinda still looking or kind of, what the deal was?

JOSH

0:34 I'm no longer with clause.

BRIAN

0:37 Okay. All right.

JOSH

0:38 But they do have, they do have, they utilize Simpro?

BRIAN

0:44 Okay. So they're still on Simpro? Okay. All right. Yeah. No, that's like I said, so, do you move on in the same industry or you kinda change fields? What?

JOSH

0:46 Yes, yes.

JOSH

0:56 Now, same industry, different company?

BRIAN

0:59 Okay. Are you all currently using anything right now?

JOSH

1:03 They're looking at implementing build offs?

BRIAN

1:08 BuildOps. Okay. Would you be interested in, you know, kind of taking a look? You know, sorry, I apologize for my dogs.

JOSH

1:16 No problem.

BRIAN

1:17 They have a mind of their own and there is people doing Google fiber is getting put in my neighborhood. So they are losing.

JOSH

1:25 Gotcha.

BRIAN

1:26 So...

BRIAN

1:28 Yeah. I BuildOps is one of our main competition. Do you think you'd be interested in, you know, kinda taking a look to explore all avenues.

JOSH

1:32 Huh.

JOSH

1:37 I'm not really part of it. So I know that they're reaching out. I think right now BuildOps is number one.

JOSH

1:50 Field. What field connect. I think it's another one. And then I don't know they've got a couple they're looking at.

BRIAN

1:53 Okay.

BRIAN

1:58 Okay. Well, who would I need to reach out, to maybe see if we could get our had thrown in the ring?

JOSH

2:06 I'm not even sure. Right off, I'd have to, I'd have to ask some questions.

BRIAN

2:12 Okay.

BRIAN

2:16 All right. And just so I can update our records, what company did you move onto? Just so I can get you out of, the clugger list.

JOSH

2:23 I'm with American refrigeration out of Jacksonville, Florida.

BRIAN

2:28 Okay.

BRIAN

2:33 Okay. Cool. Well.

BRIAN

2:37 Yeah, no, that's fine. If you think of anything, I might shoot you over an e-mail or would not. I mean, I'd love to throw our name in the hat. I know BuildOps has... had a reputation of over promising and under performing. So, I just kinda wanted to, you know, just wanted to throw our name in there, see if it's a possibility.

JOSH

2:49 Got...

JOSH

2:55 Gotcha. Yeah, definitely.

BRIAN

2:59 All right. Well, that's cool. I'll do some research and see what I can find out.

JOSH

3:02 All right. Sounds good, man. Thanks.

BRIAN

3:04 Thanks, Josh. Have a good day. Bye.

JOSH

3:05 You too.

*The End*