



Call with Bay City Boiler & Engineering Co. - Kevin South

Scott Bartholomew
Recorded on 11/4/22 via SalesLoft, 2 min.

Participants

SERVICETRADE

Scott Bartholomew
SDR

BAY CITY BOILER & ENGINEERING CO.

Kevin South
Service Department GM

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

KEVIN

0:00 Hey, Sydney ball, and this is why.

SCOTT

0:00 Basically.

SCOTT

0:02 I was calling for Kevin south please?

KEVIN

0:04 Sure. One second. Let me see if I can get him for you.

SCOTT

0:06 Thank you.

KEVIN

0:20 They say brothers, Kevin.

SCOTT

0:22 Hey, Kevin, this is Scott with follow-up me with service trade. Have you been pretty good. Glad to hear that? So, I know the service shared ring a bell for you. It looks like we spoke about a year ago. You might have spoke with Clinton.

KEVIN

0:26 I'm pretty good.

--- Call Setup ends ---

KEVIN

0:34 Yeah. And Lauren, so unfortunately, we, the whole corporate team is involved in this decision and we've also been looking at other softwares we didn't end up going with BuildOps. So we're in the middle of the implementation already, but I appreciate you following up.

SCOTT

0:38 Yeah.

SCOTT

0:48 Okay.

SCOTT

0:52 Gotcha. Yeah, Kevin, I just wanted to reach out and see, I know y'all had a demo or maybe we're trying to get on a demo with us. I think you'll end up looking at one correct? Or seats?

KEVIN

1:01 Yeah, yeah. Yeah. You have multiple times you guys came out. Even the owner came out. So, yeah, and Lauren came out, so.

SCOTT

1:04 Okay. Gotcha. Good deal. We all went with BuildOps. Gotcha. The audio on the implementation of that.

KEVIN

1:13 Yeah, Laurens, aware as well. She's to see it's a small industry. I'm sure she heard real quick and as soon as she, her, she's text and he, he's like, I see, I know that, you know, unfortunately, there's just some hurdles I think even from, you know, I know you guys have open API as well, but just between Sage and your platform and how things have to be done that BuildOps was a little ahead on and just did our timing and needs, it just worked out so.

SCOTT

1:14 Okay. Okay.

SCOTT

1:24 Okay.

SCOTT

1:41 Okay. Yeah. Well, I'm glad to hear the all.

KEVIN

1:43 I'm sure you guys, I'm sure you guys, I mean, honestly are right up there in the running and I'm sure you guys are going to have some strengths that BuildOps doesn't we're still gonna have to do some sort of a workaround but.

SCOTT

1:54 Yeah. Well, well, Kevin, I appreciate you talking to me today. Unfortunately, we can do anything about, you know, if you're already on fill it out, but if you all end up having any issues with that or if you start running smoothly, I hope that doesn't happen, but, you know, things do happen like that. So, I would, you know, keep us in mind. We're always.

KEVIN

1:55 You know?

KEVIN

2:09 Things happen and...

KEVIN

2:12 I'm sure we'll see you guys. It asked for it to you guys usually have a Booth, so?

SCOTT

2:15 Yeah, yeah, we're at all the, those kinds of things. So, yeah, so.

KEVIN

2:18 All the events. Yeah. Okay. Well, thank you. Have a good weekend. Bye bye.

SCOTT

2:22 Yeah, you too, Kevin.

The End