



# Call with Davis & Plomin Mechanical - Sam Plomin

Emily Whitehurst with Davis & Plomin Mechanical  
Recorded on 5/8/23 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Emily Whitehurst  
*Territory Manager*

### **DAVIS & PLOMIN MECHANICAL**

Sam Plomin  
*Office Manager*

# Transcript

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

EMILY

0:00 It's a.

SAM

0:00 Thank you for calling Davis employment mechanical. If you know the name of the person you are trying to reach, you may say their name at any time to hear a company directory. Please press three. To reach the operator. Please press zero to hear our company hours and location, please press four. To repeat this menu. Please press star.

EMILY

0:18 That's...

SAM

0:22 I think you said us, is that correct say yes or no or press one for? Yes. Okay. Did you say back, say yes or no or press one for? Yes. Okay. Did you say Jeff, per, say yes or no? The selection was not valid?

EMILY

0:37 Sam plumman?

SAM

0:43 Transferring your call to Jeff? Per?

EMILY

0:46 All right.

SAM

1:04 This is Jeff.

EMILY

1:07 Hi, Jeff. This is over at ServiceTrade. Did I catch you at a good time?

SAM

1:08 Hello?

SAM

1:12 This is, this is.

EMILY

1:13 Emily trade... with. Yeah. So, ServiceTrade, it's a field service management tool built for the commercial service industry. We have spoken with you guys a little bit in the past. I mean, it just wasn't the best time. So, I just wanted to follow back up with you and kinda see what your process is now when it comes to field management, like for tracking work order history, clothing, dispatching, stuff like that?

SAM

1:16 Okay. What's service in?

SAM

1:40 We, we actually use BuildOps.

EMILY

1:44 Okay. And how long did you guys go to?

SAM

1:48 Six months? I would say maybe a little more.

EMILY

1:54 Okay. You guys still like evaluating it?

SAM

1:59 I guess so, but, we like it so far.

EMILY

2:04 Okay. I got you. Is there maybe a better time for me to follow back up with you?

SAM

2:09 I don't know when that might be, but I'm making sure you can follow back up with me.

EMILY

2:16 Okay. Sounds good. Well, thanks for your time then.

SAM

2:19 All right. Thank you.

*The End*