



Call with Thermosystems, Llc. - Tracy Dorman

Emily Whitehurst with Thermosystems, Llc.
Recorded on 1/22/24 via SalesLoft, 2 min.

Participants

SERVICETRADE

Emily Whitehurst
Territory Manager

THERMOSYSTEMS, LLC.

Tracy Dorman
Owner

Topics

<i>Small Talk</i>	1:31
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Transcript

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TRACY

0:00 Ms. Tracy.

EMILY

0:01 Hi, Tracy. My name is Emily. I was calling you over from service trade. Did I catch you at a good time?

TRACY

0:08 Sure.

EMILY

0:09 Awesome. Yeah, ServiceTrade. I'm not sure if it rings a bell. We're the platform for commercial mechanical contractors. Okay, awesome. So, I just wanted to reach out today. See, I know we've spoken with you a little bit in the past. It was the best time. So, I just wanted to see if now might be a good time for us to circle back around on that conversation regarding field management?

TRACY

0:12 Yes. Yeah.

TRACY

0:15 Huh.

TRACY

0:25 So, we actually went through a whole software change this year and you guys were a finalist.

EMILY

0:37 MM. HMM.

TRACY

0:39 And we ended up going with BuildOps. So we literally just switched platforms in June. So, but yeah, we, it was down to actually, you guys BuildOps and then a custom solution from Salesforce and we ended up home with BuildOps. So, yeah, so I think we are good right now.

EMILY

0:41 Okay.

EMILY

0:46 Okay.

EMILY

0:55 Okay.

EMILY

0:57 Okay. Yeah. Well, how has that been like onboarding with tops? You guys are already up and running?

TRACY

1:04 Yeah, we were up and running. We started integration in January of last year and, we went live in June. So, I extended the onboarding another three months just because I felt like we weren't ready from an accounting integration standpoint. So, yeah, I just extended in another three months, but, yeah, we're fully on boarded and chugging along.

EMILY

1:13 Okay.

EMILY

1:22 MM. HMM.

--- *Small Talk* ---

EMILY

1:31 Okay. I got you. Well, if anything changes, I'm definitely keep us in mind and reach back out, you know, and I'm not sure if anyone from your office, I know what's happening right now, but the HR conference, I'm not sure if you were going to be heading down maybe later if anyone from your office is going to be going.

TRACY

1:48 Yeah, I was gonna head down there today, so.

EMILY

1:51 Okay. Awesome. Well, service trade. If you have a little extra time, we'll be there. So if you wanted to pop over and say, hey, we'd love to see us.

TRACY

1:58 Perfect. Awesome. Thank you.

EMILY

1:59 Okay. Awesome. Well, I'll let them know to keep an eye out for you and you have a good rest of your day.

--- *Small Talk ends* ---

TRACY

2:03 Hey, you too. Bye bye.

EMILY

2:04 Bye.

The End