Call with Vital Mechanical Service, Inc. - Nathan Isbell

Ben Bilhorn with Vital Mechanical Service, Inc.
Recorded on 9/23/22 via SalesLoft, 1 min.

Participants

SERVICETRADE

Ben Bilhorn
SDR

VITAL MECHANICAL SERVICE, INC.

Nathan Isbell
Plumbing Service Manager

Topics

--- Call Setup ---

NATHAN

0:01 Bottom cancels. Nathan?

BEN

0:03 Hi, Nathan. This is Benjamin with services. How you doing?

NATHAN

0:07 I'm doing good. Who is this?

BEN

0:10 Benjamin with service trade? I don't know. I don't we haven't had a chance to speak before, but I don't know if you're familiar with service trade at all. Yeah. Did I catch you at a good time?

NATHAN

0:21 Well, I'm actually right in the middle of something, service trade is an operations platform.

BEN

0:29 Yeah, we're field service management software that's correct?

NATHAN

0:32 Choppy that well, I can sell it, save you some time. I'm working towards moving over to BuildOps over the next couple of years from Sage SSO.

BEN

0:43 Gotcha. You guys have already made the purchase?

NATHAN

0:48 No, I've spent my due diligence trying to find the best platform, so that's at least the best platform for our needs.

BEN

0:57 Gotcha. Gotcha. Okay. I will say we're pretty close competitor with BuildOps if you haven't had a chance to take a look at, you know, other platforms in the market, we're a pretty strong fit for you guys as well, I would imagine.

NATHAN

1:13 Yeah, I can appreciate you saying that, but I'm not in the position. This is like a three year plan. So... we're good to go, buddy.

BEN

1:20 Gotcha.

BEN

1:23 Okay. Well, I appreciate your time, Nathan... you too. Bye bye.

NATHAN

1:26 All right. Have a good one.

The End