



# **Call with Grunwald Mechanical Contractors & Engineers - Joe Reynolds**

Brett Griffith with Grunwald Mechanical Contractors & Engineers  
Recorded on 3/14/22 via SalesLoft, 2 min.

## **Participants**

### **SERVICETRADE**

Brett Griffith  
*Territory Manager*

### **GRUNWALD MECHANICAL CONTRACTORS & ENGINEERS**

Joe Reynolds  
*Service Director*

# Topics

*Call Setup* ..... 0:00

# Transcript

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--- Call Setup ---

JOE

0:00 Good lord, mechanical, this is Betty.

BRETT

0:02 Hey, Betty, this is Brett again with service trade. I was not able to connect with Nate. Is there any chance Joe? Is there?

JOE

0:08 Yeah, Joe here. Hold on who's calling?

BRETT

0:11 This is Brett from service trade.

JOE

0:13 Hold on.

JOE

0:18 Me to transfer. You, give me just a second here.

BRETT

0:21 Thank.

JOE

0:38 This is Joe with Grunwald mechanical.

BRETT

0:40 Hey, good morning, Joe. This is Brett with service trade. How you doing this morning? I'm doing well. Thanks for asking. I wanted to reach out to you because I haven't been able to connect with either better, Nate to schedule a time for that scoping call with Tonya from my side, our date in the office, do you know?

JOE

0:44 Good yourself?

JOE

0:55 Okay.

JOE

0:58 You know, they are, but they chose a different route as far as software goes. And so, at the current moment, I don't believe they're interested anymore.

BRETT

1:11 What route did they choose?

JOE

1:13 They chose BuildOps?

BRETT

1:15 Why, what was the deciding factor there?

JOE

1:19 You know, once again, that was a decision among the uppers and wasn't necessarily on me.

BRETT

1:27 Gotcha. So, was it more along the lines of like, hey, you guys just had the evaluation or is that something you don't... you don't know?

JOE

1:34 Yeah, they... they just took a vote effort, you know, both meetings and they chose BuildOps.

BRETT

1:40 Gotcha. Okay. Well, Joe, thank you for updating me on that one. I will let Mary best in town, you know, from my side, but if anything changes for you guys, how, feel free to reach back out to us. I know. Cool, Joe. Thanks so much for your time. Take care.

JOE

1:48 Okay.

JOE

1:52 We'll do, definitely... thank you. Bye-bye...

*The End*

