



# Call with Oliver Mechanical Inc - Tim Foskitt

Susan Warren with Oliver Mechanical Inc  
Recorded on 2/15/23 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Susan Warren  
*Territory Manager*

### **OLIVER MECHANICAL INC**

Tim Foskitt  
*Service Manager*

# Transcript

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TIM

0:00 Thank you for calling Oliver mechanical in Manchester, New Hampshire. If you know, your party's extension, please dial it now. Please choose from the following manual options for the service department to include all new service tickets or any service related issue, press one.

TIM

0:26 Oliver mechanical.

SUSAN

0:28 Hi, is this Tim? Hi, Tim. My name is Susan Warren. I'm calling you from a company called service trade. I was reaching out because I was looking at my notes. It looks like my colleague Billy had spoken with you briefly back in the fall. Does that ring a bell to you at all service trade?

TIM

0:32 This is.

TIM

0:48 Vaguely, we do already have a system in place that were, you know, that we're pretty happy with.

SUSAN

0:54 Gotcha. What are you guys using?

TIM

0:56 We're using BuildOps right now.

SUSAN

0:58 Build up. How long have you all been... using that for like a jog recently?

TIM

1:02 Yeah, about two years, a little shy, two years.

SUSAN

1:07 Gotcha. And that's doing everything for, you know, you're able to grow, you know, PM agreements and get, you know, quotes out and keep up with all of that. Awesome.

TIM

1:16 Yep. Yep. Absolutely. Yeah. We're actually, we're like I said, we're pretty happy with it. They've been really great to work with and kind of building things out for us as we go.

SUSAN

1:25 Good. And how many folks roughly do you guys have using that out in the field these days? 10? Gotcha. Okay. Well, I appreciate the information. If you ever just wanna look at another option or if you run into any snags with them, I hope you'll reach out the company, name the service trade. All right. Have a good one. Thanks so much.

TIM

1:30 10.

TIM

1:41 Yeah, for sure.

TIM

1:44 Thank.

*The End*