

## Call with Airtech Mechanical, Inc -Shane Davis

Chris McCabe Recorded on 10/31/22 via SalesLoft, 4 min.

## **Participants**

**SERVICETRADE** 

Chris McCabe

AIRTECH MECHANICAL, INC

Shane Davis Service Manager

## **Topics**

Call Setup	 	 	 	 	 			 		 		 		 			 			0:01
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## **Transcript**

"This English transcript was generated using Gong's speechto-text technology"

Call Setup
SHANE
o:01 Thank you for calling prime. Can I help you?
CHRIS
0:03 Hey, can I speak with Shane please?
SHANE
o:o6 He's on the phone right now. Can I tell him who's calling?
CHRIS
O:09 Yeah, this is Chris with service trade. Is that a couple of questions for him?
SHANE
Okay. I don't know how long he'll be, hold on please.
CHRIS
o:17 Okay.
SHANE
Paste on the phone. Do you want to leave a message?
CHRIS
Yeah, I can just leave a message, no problem.
SHANE
2:28 Okay.
CHRIS

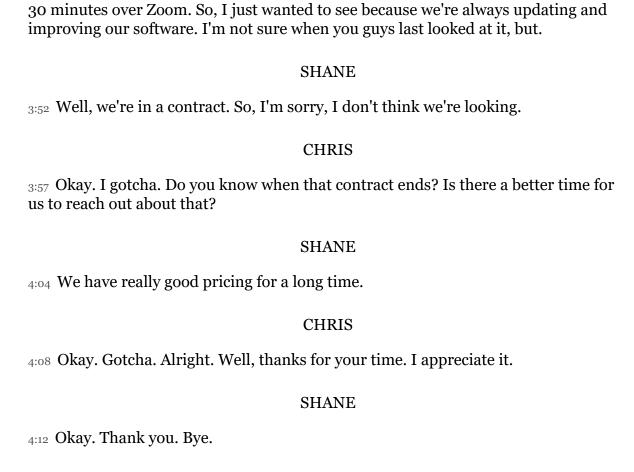
2:30 Yeah. My name's Chris. Again. I mean, you're young, my phone number for you?

Okay. It's six one, seven, nine, zero... six six, eight to nine?

SHANE
2:35 <b>Sure.</b>
SHANE
2:45 Okay.
CHRIS
<sup>2:46</sup> Yeah. I just had a couple of questions about like commercial service, so.
Call Setup ends
SHANE
$_{2:5^1}$ Okay. Are you aware that we're with BuildOps and we've been with them for like a year, so, I don't know what other questions you might have.
CHRIS
3:04 Yeah. Well, do you guys do service?
SHANE
3:07 Yes, we are service only.
CHRIS
3:09 Okay. Gotcha. Yeah, I was just calling like, so you guys are using BuildOps at the moment. I'm not too familiar with them on. Have you guys looked at service trade before?
SHANE
3:19 Yeah. Before we made our decision, yes, we looked at several, and then we were going into about a year and a half with build up, so.
CHRIS
3:28 Okay. Gotcha. How you guys ever looked at service trade or have you had any issues with BuildOps at the moment?
SHANE
3:34 We're not, we're happy with them.
CHRIS

2:32 Okay.

 $_{3:36}$  Okay. I gotcha. Yeah, I'm just, I'm not trying to switch you guys over night. We're just doing quick demonstrations of our product or have our platform. It's about 20 to



**CHRIS** 

4:13 **Yep. Bye.** 

The End