



# Call with Peninsular Mechanical Contractors Inc - Jason Spears

JennyKay McSweeney with Peninsular Mechanical Contractors Inc  
Recorded on 2/17/22 via SalesLoft, 3 min.

## Participants

### **SERVICETRADE**

JennyKay McSweeney  
*SDR*

### **PENINSULAR MECHANICAL CONTRACTORS INC**

Jason Spears  
*Vice President*

# Transcript

*"This English transcript was generated using Gong's speech-to-text technology"*

JASON

0:01 Thank you for calling Peninsular mechanical. If you know, your party's extension, you may dial it at any time. For the service department. Press one for estimating, press two, for accounting, press three, for a dial by name, directory, press four or to reach the operator, press zero.

JASON

0:24 You have reached our service department, please select from the following options to speak to the dispatcher, press one to speak with the service manager, press two for our address.

JASON

0:42 Furniture organic, which Greg.

JENNYKAY

0:44 Hey, Greg, my name is Jay him service trade. You have a quick minute. Okay, awesome. I'm worth field management software company. And we're designed specifically for companies that do commercial services and I was calling to find out what you guys are currently using to keep track of your work order management, your scheduling, your dispatching, things like that.

JASON

0:48 Sure, right.

JASON

0:51 Okay.

JASON

0:56 Okay.

JASON

1:02 We just implemented BuildOps this year.

JENNYKAY

1:06 Okay. Yeah. How was filled up going? Because I heard they were kind of a new startup.

JASON

1:11 I... I couldn't tell you, I mean, it works. We're still kind of have, yeah, we, I mean, I... I wouldn't be able to give you like a good or bad review yet. I'm still, we're still kind of messing with it.

JENNYKAY

1:15 Yeah.

JENNYKAY

1:22 Figuring it out. Yeah. Yeah. Yeah. I'm... I'm curious about that one. But, yeah, if you're new at it, it's kinda like you can't Canada getting him information. Yeah. But thank you for sharing anywhere. I hope you have a blessed day. Alright. Yup.

JASON

1:31 Yeah, I have no idea what?

JASON

1:36 You're welcome... you to just keep in touch if, I mean, I'm we're... we're growing constantly, so, I'm gonna need some type of CRM software at some point whenever I... I develop a sales staff that's going to be a year or two before I do that.

JENNYKAY

1:48 Yeah.

JENNYKAY

1:51 Does it does... it does BuildOps, not have a CRM?

JASON

1:55 No, not for sale semi, it's all... it's all, it's accounting and dispatch?

JENNYKAY

2:01 Okay. So, today, like keep track of like... like, are you guys doing preventative maintenance agreements and things like that? Did it?

JASON

2:06 Yeah. Yeah, it... it... it, keep, it does recurring stuff like that, but it's... it's very, it for that module of this, the software, it's kind of rudimentary, just it'll just, it... it does a lot, but it just doesn't for commercial side. It's like it's okay. Residential side to be a lot better, but we don't do a lot of residential.

JENNYKAY

2:28 Okay. So maybe, yeah, maybe then it's something we should look at. We are doing 30 minute demos if you're interested in sort of looking at us because we are

100 percent commercial.

JASON

2:29 That's just my opinion.

JENNYKAY

2:43 But then again, you guys are new at it, but I mean, I don't think looking at a demo with her. Yeah, I agree.

JASON

2:45 Yeah. Just as I said, just check it, check in with me in the next couple of months. And then what I'll do is I'll we'll... we'll sit down. You can send me some information. I could take a look at it and see if it's something that we can... we can definitely use.

JENNYKAY

2:59 I agree. Let's do it. I will call you in like April Ish, may, okay. Sounds like a plan to have a blessed day. Bye bye.

JASON

3:03 Okay. Thanks. Bye-bye...

*The End*