



Call with Eckardt Electrical - Danny Jenkins

Stephen Copeland with <Unknown> and Eckardt Electrical
Recorded on 4/14/21 via SalesLoft, 5 min.

Participants

SERVICETRADE

Stephen Copeland
Account Manager

ECKARDT ELECTRICAL

Danny Jenkins
Vice President

Topics

<i>Wrap-up</i>	4:38
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Transcript

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DANNY

0:00 Thank you for calling the Eckardt group for accounts payable, press two. For accounts receivable, press three. For electrical service requests. Press four. If you know the name of the party you are trying to reach, you may say it at any time to speak to the attendant press zero.

STEPHEN

0:19 Danny Jenkins?

DANNY

0:22 I think you said Danny Jenkins, is that correct say yes or no or press one for yes or two for now? Transferring your call to Danny Jenkins?

STEPHEN

0:58 Hey, Danny, this is Stephen Copeland. I'm calling with a company called service trade. I head up the MVP virtual conference. Would you have a quick two minutes to chat?

DANNY

1:08 Yeah.

STEPHEN

1:10 Okay. I appreciate it. And I'll be pretty brief here. Familiar with a company called service trade. We work with other cannibal and the electrical contractors to help with things like work order management and scheduling and dispatching, and just wanted to see which I'll reach out today to see what your current processes. And I'm sure you all are using the software to help manage your workload architects and just see what's how y'all, currently run thing.

DANNY

1:35 Yeah. We actually just...

DANNY

1:38 Purchased build apps and we're currently using BuildOps is our service management software.

STEPHEN

1:43 Okay.

STEPHEN

1:46 Alright. Gotcha. Okay. I'm not terribly familiar with BuildOps doesn't mean much. I'm... I'm relatively new to the industry, but what I'll do they help you with?

DANNY

1:56 Everything that you had mentioned scheduling.

DANNY

2:00 Dispatching pretty much document control time keeping.

STEPHEN

2:06 Okay.

DANNY

2:09 Billing those, you know, just pretty much the whole gamut.

STEPHEN

2:13 Gotcha. Okay?

STEPHEN

2:15 Gotcha. Well, hey, that's awesome. How often you said you just got them, how long have you been with them?

DANNY

2:20 Well, we've been... we've been checking them out for about a year and then we just probably a month ago went live. So, it's been a process of getting set up, but I mean, just... just have web loud when we had checked out a couple of different software packages and ended up deciding to go with this one.

STEPHEN

2:31 Sure.

STEPHEN

2:41 Yeah.

STEPHEN

2:44 Okay. I got you. It sounds like my mountain just a little bit too late. Maybe, I know you said you've been looking at it for a while. That little bit, let's just the story of my life, man. Okay?

DANNY

2:49 Yeah, little bit late there, but like if anything changes, yeah, anything changes and we've said go different direction. I'll definitely keep you in mind.

STEPHEN

3:01 Okay. I appreciate that. Yeah, we're... we're specifically setup for that... that commercial service work, that recurring preventative maintenance stuff. And I know there's a lot of softwares out there, but our... our owner came from the fire industry, but very similar kind of how that recurring work has to go down, you know, go through and all the documentation and that... that history. So, yeah. Hey, have you heard of service trade or?

DANNY

3:28 I think I have, I may have actually check them out at one time. I don't know if it was through.

STEPHEN

3:32 Okay.

DANNY

3:36 The...

DANNY

3:38 Eco magazine or what, but I do recall that I was looking at several of them at one time.

STEPHEN

3:42 Gotcha.

STEPHEN

3:46 Right.

STEPHEN

3:48 So, and I'm also calling ahead of the... the MVP innovation conference that's coming up towards the end of the month. I don't know if y'all, are that's on your radar or not? But we're... we're we got three people from our company. There's several demonstrations from other people as well. And, but as the innovation conferences virtual this year, I didn't know if y'all were aware of that or if you'd be interested in understanding?

DANNY

4:13 When is it?

STEPHEN

4:14 It starts April 20 fifth and it goes through April 28.

STEPHEN

4:23 I think, yeah, yeah. So I can, I'd be glad to send you a link or something, but it's this is through the mta, but I think it's like one of the first time that, you know, mechanical electrical and plumbing are all kind of combining into one conference.

--- *Wrap-up* ---

STEPHEN

4:38 This year.

DANNY

4:40 Okay. Yeah.

STEPHEN

4:41 Anyway, I just wanna make sure you have on your radar.

DANNY

4:44 So, yeah, if you can send me a link.

STEPHEN

4:47 Okay. What's a good email to send it to me?

DANNY

4:48 Do you have?

DANNY

4:51 Is the E dot Jenkins?

DANNY

4:56 At Eckardt? Group, dotcom?

STEPHEN

4:59 Thank God.

STEPHEN

5:02 I can type everything good. Okay. At Eckardt group. Dot. Com. Okay. Yeah, I'll send that over right now.

DANNY

5:07 Alright.

STEPHEN

5:08 Okay. Well, do you have any questions about anything on the conference or, you know, curious about service trade? Feel free to give me a call but this is Danny. I do appreciate your time today.

DANNY

5:16 Alright. Thank you very much. Bye bye.

STEPHEN

5:18 Yes, sir. Bye.

The End