



Call with Electric Supply Company Inc - Scott Unknown

Brooke Caskey with Electric Supply Company Inc
Recorded on 3/22/21 via SalesLoft, 2 min.

Participants

SERVICETRADE

Brooke Caskey
Territory Manager

ELECTRIC SUPPLY COMPANY INC

Scott O'Neil
Service Manager

Transcript

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SCOTT

0:00 Good afternoon. Thank you for calling Electric supply.

BROOKE

0:00 Hello?

BROOKE

0:03 Hi, I'm calling in for Scott O'Neill...

SCOTT

0:06 Okay. Just a moment.

BROOKE

0:08 Thank you.

SCOTT

0:17 This is Scott.

BROOKE

0:19 Hi, Scott. It's Brooke task you over at service trade. I was wondering if you just had a minute or two?

SCOTT

0:24 Yeah.

BROOKE

0:26 So, service trade, I think we spoke to you back probably before COVID even, but as a refresher, we're a field management platform built specifically for electrical contractors on, you know, the... the commercial and industrial side of things. So, we help other companies with work orders, inspections, quoting scheduling, and I was curious how you guys are handling that for your service side?

SCOTT

0:47 Right now, we've... we've actually just recently implemented BuildOps.

BROOKE

0:53 Build ups for service.

SCOTT

0:56 Yeah, yup.

BROOKE

0:58 Okay.

SCOTT

0:59 Yup. For managing work orders, stuff like that scheduling.

BROOKE

1:02 Okay. And do they cover everything or, right? I'm vaguely familiar with them?

SCOTT

1:03 Yeah.

SCOTT

1:10 Yeah, we... we actually looked at a number of different platforms and what the solution that we're able to provide really suited us best.

SCOTT

1:21 So, so, yeah, just within the last two or three months now.

BROOKE

1:26 Okay. And are you guys already like rolling with them? Are you guys still open minded to other softwares?

SCOTT

1:32 No, we're actually, we've actually gone live with them and implemented it. Yep.

BROOKE

1:36 Okay.

BROOKE

1:38 Okay. Why don't I can, I give it like six months, see how it goes for you guys and check back in.

SCOTT

1:44 Yeah, I mean, yeah, you certainly can't there's nothing wrong with that.

SCOTT

1:49 Initial initially, I guess initial feedback from BuildOps as it's working pretty well for us. It's tailored specifically for us. So, so, no, as of right now, it's going really well. But yeah, I guess I can't speak for, you know, three, four, six months down the road?

BROOKE

2:00 Yeah.

BROOKE

2:09 Yeah, no, I want to give you guys an opportunity to get it going and see if it... if it works for you guys. And then if not, we can go from there.

SCOTT

2:13 Sure.

SCOTT

2:16 Yeah, I understand.

BROOKE

2:18 Okay. Sounds good. I'll call you maybe September October.

SCOTT

2:19 Alright. Okay. Alright, great. Thanks bye.

BROOKE

2:22 Okay. Thanks. Have a good day. Bye.

The End