



Call with DNA Air Conditioning - Addi Hayes

Will Moore with DNA Air Conditioning
Recorded on 8/11/21 via SalesLoft, 4 min.

Participants

SERVICETRADE

Will Moore
SDR

DNA AIR CONDITIONING

Addi Hayes
Vice President, Service & Construction

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

ADDI

0:00 Hello? Good morning.

WILL

0:02 Good morning, Addi. This is will at service trade. Have you been?

ADDI

0:07 Hey, well, how are you?

WILL

0:08 I'm doing well. Thank you. How are you?

ADDI

0:10 I'm good.

WILL

0:12 Good to here. Am I catching you with a quick minute?

ADDI

0:14 You know, I'm I am driving heading to the airport, but I've got a few minutes.

WILL

0:18 Okay. I appreciate it, Addi. So I spoke with Katie, and yesterday, have you had a chance to speak with her yet? Okay, no worries. I'll... I'll update you on our conversation. So she had asked to cancel the demonstration. She said that.

ADDI

0:25 No, I have not.

WILL

0:38 That service trade can fit into your budget. So it wasn't worth taking a look at. Does that sound accurate?

ADDI

0:43 Okay.

ADDI

0:46 You know, I don't remember. We... we, she's been look doing well, that ability. I don't remember exactly what the, your price point was. Forgive me, man, because I've talked to Simpro, I'll talk to BuildOps and you guys?

WILL

1:02 Okay. Gotcha. So we actually haven't done a demonstration. Yeah, just... just our initial conversation, but.

WILL

1:15 You know, I understand that you guys have a budget that you're trying to meet with. That said, it sounded like Katie and hadn't found anything that had really solved your... your problems in terms of tracking things in phases. So, so I understood and that... that we might be higher than you'd like to... to pay. But I would highly recommend just sitting down and seeing how it works so that you can understand if this is a fit. And so you're not ending up taking a software platform that you're eventually going to have to do an evaluation again. And, you know, rely on a whole new platform. Would it be a bad idea to sit in with us? You know, just to see how this works. And if it's still outside of... outside of budget, you know, we can part ways as friends.

ADDI

1:33 Yep.

ADDI

2:08 Yeah, that'll be fine. What, when... when are you considering the, up there doing it?

WILL

2:15 We have your demonstration scheduled for nine am this morning.

ADDI

2:19 For dynamic. Okay. I know why she's doing it because we have a new hire today. And then new hire was supposed to start in the system that works. And... and so we've got some existing systems we're going to intro her on. And so that's why I probably did nine o'clock didn't work for her.

WILL

2:41 Okay.

ADDI

2:43 Do you have a nine 30? Maybe something like that?

WILL

2:50 Let's see here.

WILL

2:54 Nine 30 should work.

ADDI

2:55 Okay. Yeah, that would probably be the orientation for the new hire. A dispatcher is at eight o'clock... and... and yes, we did that. Fall in love with anything yet because it's just not fitting what we need. You know, what though in the price range that we want to spend money it right now. So it's almost like where you could go into, decided to hold off.

WILL

3:03 Okay.

ADDI

3:21 We're going to decide to go with less and yes, with the idea that will have to approve later.

ADDI

3:27 So, so, so you wanna do nine 30 that's fine.

WILL

3:28 Okay. I see.

WILL

3:32 Okay. And will you be there as well?

ADDI

3:35 Yes, what I'll do is I'll be probably landing it at nine o'clock so I should be mobile by nine, so I should be able to jump in on the phone. I may not be a Zoom, but I'll be able to jump in and listen in.

WILL

3:40 Okay.

WILL

3:48 Okay. That sounds good.

WILL

3:52 Or, or we do have an opening in the afternoon. Now, if... if you'd rather do something then where you can be presence?

ADDI

3:57 Yeah. Yeah, that would be great. Yeah, afternoon would be fine.

WILL

4:01 Okay. How does one PM sound?

ADDI

4:04 Okay. Sounds good.

WILL

4:05 Alright. I appreciate your help bye.

ADDI

4:08 Alright. Thanks, man.

WILL

4:09 You're welcome. Bye.

The End