



Call with Jarrell Contracting - Derek Briesacher

Brian Akom with Murphy Company
Recorded on 10/25/22 via SalesLoft, 9 min.

Participants

SERVICETRADE

Brian Akom
SDR

MURPHY COMPANY

Derek Briesacher
Service Account Manager

Topics

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Transcript

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

DEREK

0:00 There.

BRIAN

0:01 Hey, Derek, my name is Brian from service trade. You got a minute.

DEREK

0:05 Yeah, Brian was gonna.

BRIAN

0:07 No much. But are you doing, Derek? Long time? No talk?

DEREK

0:09 Yeah, no, I think I've missed some of your calls. The I've been, I had been on medical leave. So I added an ETL repaired and haven't been working as much but.

BRIAN

0:20 You said an ETL repair?

--- Small Talk ---

BRIAN

0:24 I?

DEREK

0:22 Yeah. Yeah. I pour it. Yeah, back to the beginning of the year and then finally get surgery.

BRIAN

0:27 I did that. I did that twice. So, yeah.

DEREK

0:32 Jeez thing. They want a different one.

BRIAN

0:35 Same me twice there's a two and a half inch pin holding my right knee together.

DEREK

0:39 Jesus, what happens? You don't mind me asking?

BRIAN

0:41 Yeah. The first time I played college soccer.

DEREK

0:45 There you go. Well, that's what that's how my started is, I would point but just pick up soccer and.

BRIAN

0:46 Yeah. So the, yes.

BRIAN

0:51 Yeah. Yeah. So my, yeah, my first one was my acl. The second one was everything.

DEREK

0:56 Jesus.

BRIAN

0:59 So, I understand what you're going through.

DEREK

1:01 Yeah. Well, you sound like you understand the, yours would probably a lot worse than my, I'm feel pretty lucky. Mine's been pretty easy so far after my nerve block or off on... Friday. Yeah, I was just me and I was, it was pretty rough.

--- Call Setup ---

DEREK

1:19 I had to take payments. Is that good? And then next morning, I woke up and I felt mostly fine and it's just been getting better and better so.

--- Small Talk ---

BRIAN

1:14 Yeah.

BRIAN

1:25 Yeah. Do they give you? They still give you that sleeve that you put over your knee with like the water tank to ice it?

DEREK

1:32 No. So we, are they my insurance and cover anything like that, but we end up buying one because I get my, so when I tore it when I think I, so I had a bucket terror my miss gets too. And whenever I think whenever I did that was back, this is back in may, I was at my cousins and they had an old one that was like 10, 15 years old, and they let me use it while I was down there and it was amazing. And so, like we were kicking her, I didn't buy one before the surgery and we are sitting there like Friday morning and I was like starting to get some pain and my wife, what questions by one? We'll use it for 10, 15 years, you know, as long as it keeps working, I'm using, well, I've got it on right now me and it is, I love it.

BRIAN

1:38 Okay.

BRIAN

1:47 Yep. I did that too.

BRIAN

2:21 Wreck recommendation to recommendations when it comes to this, don't ever go to sleep with it on?

DEREK

2:29 Yeah, yeah. No, I know. I thought about doing it the other night and my wife's like, I don't think that's a good idea.

BRIAN

2:34 I made one. I mean, that first let's make the first night I was home for my first surgery after I went to sleep with it on and I ended up having screen bloody murder from my father to come in during it because they just had, he did it. He did up because it was, and then it's well, it's more and then, yeah, and then do they tell you to sleep with like your leg super extended.

DEREK

2:50 Shit.

DEREK

2:57 They told me that they tell me to sleep with elevated if I can, but I, I've been kinda getting away from that just because it's been feeling better and it kind of been noise me after a while having an elevated.

BRIAN

3:02 Okay.

BRIAN

3:09 Yeah. See. I was told I had to sleep with like it elevated so that my knee was locked out to that. They knew aco would sit down in the groove. It, it's folks to sit down into. So just another tidbit of multiple surgery.

DEREK

3:17 Gotcha.

DEREK

3:24 Shit.

BRIAN

3:24 But no, yeah, no man. It's actually, I will say this. I have more problems with my non repair D than I do with my prepared to, you know?

DEREK

3:32 Really? That's good to hear. I, that, that's the only thing. So I got donation tissue.

BRIAN

3:37 Okay.

DEREK

3:38 Because I've just older, I'm not as active in these like you'll have a quicker recovery et cetera. You think there's a small risk good? I won't take or whatever. But he said, I think you just a prime candidate for it since I'm not like trying to go back and play professional or, you know, on that area soccer player or anything like that. So, but yeah, it's called car.

BRIAN

3:49 Yup.

BRIAN

3:58 Yeah.

BRIAN

4:03 Yeah. See. I had my Patel it, but tell him the first time and then ahead of, yeah, well, good. Well, I was just calling. I know I hadn't started reaching back out to you when that was actually in your neck of the woods to see if maybe you had some time for you to, for him to stop by that time? That kinda.

DEREK

4:09 Yeah.

DEREK

4:19 Depends on when he's gonna be back. When is he going to be around here?

--- Call Setup ends ---

BRIAN

4:25 And I mean, if he's I can make can be around there.

DEREK

4:30 Gotcha. So the only, so we're kinda still in the process. We are, we, we're kinda getting close to, I wouldn't say taking one but we were kind of moving down the road with build up a little bit.

BRIAN

4:44 Okay.

DEREK

4:45 Just because I, you know, just being Frank, the accounting integrations, the biggest thing and build up has a automatic integration with spectrum. But once we kinda got down to like the last few meetings with the accounting stuff, they had some errors and this was like three or four weeks ago and I've been, I was saying I'm out of the process but it's kinda gone past my head because they like BuildOps and it was checking all the boxes and then they have this meeting or like, hey, can build do this with spectrum this and they're like, no. And so it's kinda gone back to the drawing board a little bit, but I haven't followed up with the people who I kinda painted the time too. So... yeah, let me if he's going to be in town, just say if there's a date in mind, just let me know. Maybe I can grab lunch with them or me. It's only can grab lunch with them because I really did like every service street checked, every box is just the accounting. There seems to be like we're kind of looking for something. Not that it's an all in one, but we don't want to have to be doing double work with the accounting. And that's the sense that we really got with everything. So.

BRIAN

4:55 Okay.

BRIAN

5:20 Yeah, that's kind of been.

BRIAN

5:30 Okay. Yeah, that's kind of what I've heard from.

BRIAN

5:41 Okay.

--- *Small Talk* ---

BRIAN

5:59 Okay. Yeah, no. So I will talk to Matt here shortly and see if he's going out your neck of the woods soon. And I'm just F, why I just BuildOps has been doing that. I talked to a bunch of people every day and that's kind of been there Emo, is that they promise you the world and then when you actually get down to the nuts and bolts of things, they can't do what they say they can do.

DEREK

6:05 Yeah.

DEREK

6:13 Yeah.

DEREK

6:20 Yeah. And it to me honestly, your guys, his programs are pretty similar.

DEREK

6:27 As far as at least from what I could see, at least all that, I mean, I haven't actually physically gone through and use them yet. Both of yours yet. But at least the demo seem to be pretty similar. It's just, they had that promise of an accounting tied in and I forget, does it to some degree but.

DEREK

6:47 To me there needs to be some element of customizability that because company's gonna have a different process. And I just don't think they really in the sense that I got is that they needed some work to be done and they were supposed to get back to us. That was like three, four weeks ago and I haven't heard anything since.

--- *Small Talk ends* ---

DEREK

7:04 So my guess is not gone well, but we'll I'll follow back up, see where that, but just have Matt just, are you, when are you guys just contact me when you're going to be out here? And they, I'll try to get some sort of meeting setup so that we can talk about it.

BRIAN

7:05 That's yeah, that sounds about right.

BRIAN

7:14 Hello?

BRIAN

7:20 Okay.

--- *Wrap-up* ---

BRIAN

7:23 Yeah, no. Okay. But I'll reach out to Matt. I know he was traveling all last week, so I think he's taken this week off, but I will reach out to them as soon as we hang up and see what we can do and see if I can get them out there. So, yeah, but I was, it was good talking to you man. I hope the recovery goes well and if you need any advice on what should hurt, what shouldn't hurt? Just give me a call. I know what's going on.

DEREK

7:33 Okay. Alright.

DEREK

7:45 I appreciate that. I appreciate that. Yeah, it's just Leary like because it feels I literally can walk without crutches but I'm still using it just because I want to be safe. I don't wanna fuck this thing up and have to start from square one. So.

BRIAN

7:59 100 percent. I remember when I did it the second time I was getting my pet and I went to go play golf on it like a month after I had surgery and you would have to look on the face that might be physical therapy person with what you're doing? What on? Who... actually never been to play golf on it, but I did anyway.

BRIAN

8:19 So, but no.

DEREK

8:20 Yeah, I know. All right, man. I'll let, just let me know when that says the system touch base if he's going to be out here. Okay? Alright. Thanks, man. Alright, too.

BRIAN

8:27 Okay. I will work on that. Thanks. Bye bye.

The End