



Call with AMPRITE ELECTRIC COMPANY - Vaughn Pickney

Susan Warren with AMPRITE ELECTRIC COMPANY
Recorded on 6/15/23 via SalesLoft, 4 min.

Participants

SERVICETRADE

Susan Warren
Territory Manager

AMPRITE ELECTRIC COMPANY

Vaughn Pickney
Owner

Topics

<i>Pricing</i>	2:48
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Transcript

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

SUSAN

0:00 I've never.

VAUGHN

0:00 Welcome to ae electric service. Please select from the following options for service and maintenance. Dial one one for estimating, dial one two for Brook herb, or one three for Daniel thownson for accounting, dial one zero four for Taylor Bolton, for office administration, dial one zero five for Melissa pickney, dial one zero six for Vaughn picky?

SUSAN

0:33 I wouldn't yeah.

SUSAN

0:44 Hi, is this fan?

VAUGHN

0:45 Sure. It's our software company?

SUSAN

0:50 Hi, Vaughn. My name's Susan Warren. I'm calling you from a company called service trade. Does that ring a bell from like a few months back?

SUSAN

1:01 Yes, sir. Well, I just one to reach out and see how things were going over there. See if, you know, it looks like it's been about a year is since we last taught on to find out if you guys had found a system that you really love to handle things like, you know, work orders, quote, tracking schedule, et cetera.

VAUGHN

1:18 We have, we pull the trigger on BuildOps.

VAUGHN

1:23 But feel free to call me back or maybe shoot me an email with be best. The software is pretty solid, on most of what it does, but we're having a heck of a time

with the accounting integration. Yeah. I mean, so, you know, we're not 100 percent sure what's going to happen yet. So might be nice. Have you in my back box?

SUSAN

1:30 Implementing. Yeah.

SUSAN

1:42 What?

SUSAN

1:45 Absolutely. Let me ask you what accounting platform are you going integrate with it?

VAUGHN

1:51 We use Foundation?

SUSAN

1:53 Foundation. Gotcha. Okay. Yeah, to their credit, that is a really tricky platform to integrate with. You know, we certainly can do it, but, you know, I do understand the challenges with that. So, what I'll do is, are you... yeah. Yeah. How many folks are you all up to out in the field these days?

VAUGHN

2:04 Sure.

VAUGHN

2:08 Yeah, it's fairly manual, but yeah.

VAUGHN

2:16 23 probably should be like close to 30 right now. We've got some gyms that we do care.

SUSAN

2:22 Yeah, yeah.

SUSAN

2:26 I've been growing that's awesome to hear.

VAUGHN

2:29 Yeah, we kinda go through sparks, you know?

SUSAN

2:29 Yeah.

SUSAN

2:34 No, definitely. Well, what I'll do I'll send you an email.

SUSAN

2:38 Just so you'll have our contact information. I'll go ahead and get that on over to vpickney.

VAUGHN

2:45 Perfect.

SUSAN

2:45 Got that. So, you'll have my contact, you know, wish you the best as you go through that.

--- Pricing ---

SUSAN

2:48 And, and, you know... I know that can be tricky, but like also generally with implementation, I've definitely talked to folks that, you know, regardless of the accounting platform, sometimes just general implementation can take a lot longer. When did you all officially get started with them?

VAUGHN

3:02 Sure.

VAUGHN

3:04 April the eleventh. Well, we went live on April the eleventh.

SUSAN

3:06 Gotcha. Yes.

VAUGHN

3:12 So, we've been kind of preparing for that since maybe, you know, February.

SUSAN

3:18 Gotcha. Okay. Well, we are here for you if you need us and just wish you the best moving forward.

VAUGHN

3:19 So, yes.

VAUGHN

3:27 Much appreciate it. Thank you. And I will reach out to, we have you need to talk to.

--- *Pricing ends* ---

SUSAN

3:31 They're going to.

VAUGHN

3:33 Thank you too.

The End