



# **Call with Electric Supply Company Inc - Scott O'Neil**

Kevin Ascencio with Electric Supply Company Inc  
Recorded on 10/5/22 via SalesLoft, 4 min.

## **Participants**

### **SERVICETRADE**

Kevin Ascencio  
*Account Manager*

### **ELECTRIC SUPPLY COMPANY INC**

Scott O'Neil  
*Service Manager*

# Topics

*Call Setup* ..... 0:00

# Transcript

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--- Call Setup ---

SCOTT

0:00 Afternoon, Electric supply owns, he's speaking. How can I help you?

KEVIN

0:03 Hey, good afternoon, Lindsay. How are you doing today? My name is Kevin trying to get in contact with Scott please?

SCOTT

0:07 Scott Smith, Scott on, you know?

KEVIN

0:10 Scott O'Neill...

SCOTT

0:11 Okay. Let me see if he's free. Hold on one moment. Okay?

KEVIN

0:15 Good. Thank you.

SCOTT

0:39 Electric supply. This is Eric. Good.

KEVIN

0:42 Hey, Scott, how you doing today?

SCOTT

0:44 Good. This is Eric.

KEVIN

0:46 Eric. Okay. I'm sorry about that. I had asked for Scott on you and I guess I got transferred over to you. That's all right. I'm calling from service trade. Eric and I'm calling out of the Nika conference going on in a few weeks in Austin, Texas, and I was wondering if yourself or anybody within Electric supply, we're going to be attending?

SCOTT

0:48 Hello?

SCOTT

0:52 Hello?

SCOTT

1:05 Yeah, we've got a couple of guys. Banner Larson is going to be there, Jordan Smith back. I'll be there.

KEVIN

1:11 That is awesome. Yes, sir. We're gonna also be over there. Going to be in Booth. 1,313 can be a pretty big Booth, can't miss it. But what I'd like to do with like the call ahead before the conference just because I know how hectic and busy the conference itself, it could be and, you know, just introduce service straight to you.

*--- Call Setup ends ---*

KEVIN

1:28 We're a software platform that works with the fire life safety industry as well as electrical. And, you know, any mechanical industrial companies, and we work with companies like guardian, all American century. And our platform helps with everything from reporting deficiency that repairs from the field, track, a recurring services and management work orders. And I was wondering if you guys have anything in the process right now that you guys use, you know, as a current software, you guys using pen and paper still?

SCOTT

1:51 No, we're running the BuildOps program.

KEVIN

1:55 You guys are using BuildOps?

SCOTT

1:57 Yeah.

KEVIN

1:58 You guys use BuildOps for the whole company. So, like for every single division you'll have.

SCOTT

2:04 Right now, it's just service.

KEVIN

2:07 Okay. You guys are using BuildOps for service?

KEVIN

2:10 And do you do?

KEVIN

2:14 Service for, you know, do you guys have billing service for only electrical or like what are you guys running service on? Mainly because you guys do a lot of different things on our website?

SCOTT

2:23 Yeah, we do all kinds of service. So, I, I'd be happy to let the guys know to swing by 1,313 and visit with you?

KEVIN

2:26 Okay.

KEVIN

2:33 Yeah. The reason for my call today those, you know, I was trying to get you in our calendar to get you a, you know, personalized demonstration before the conference just so that whenever you do approach the Booth, we can have, you know, a bit of more of a connection when you're there with BuildOps. So we have a few customers that have actually come from BuildOps from electrical and from flyer, you know, a big thing that they notices that were more, you know, impact for industrial commercial and for electrical being that BuildOps was mostly created for, you know, specifically for H back companies.

KEVIN

3:06 You know, so, so with that being said, I'd highly recommend you take a look at service trade and seeing what we can offer for you, which has some time, you know, towards the end of the week.

SCOTT

3:16 I can run it to the tech department and they can give you a shout if they want to what's your number.

KEVIN

3:22 Yes, it is two zero nine.

KEVIN

3:27 Five, five, four.

KEVIN

3:30 Two, three, four, one. And so when you say the tech department, would they kind of be, you know, the people deciding?

SCOTT

3:36 No, we've got a, we've got a committee tech community here. We've got a committee that kind of reviews all that stuff. And... as of...

KEVIN

3:46 Okay. So, so, okay. So, and so as far as for like a web demonstration, who do you know who would be the best point of contact to kinda talk to and get that scheduled with?

SCOTT

3:46 Screens it.

SCOTT

3:56 Yeah.

SCOTT

3:58 I will forward your information to them and they will call you if they need, they're interested.

KEVIN

4:03 Okay. So, it'd B with them. Okay, gotcha.

SCOTT

4:05 So, okay, very good. I appreciate your time.

KEVIN

4:09 Alright, saying, sounds good. Thank you.

*The End*