



Call with Paragon Electric Corp - Unknown Unknown

Alex Richardson with Paragon Electric Corp
Recorded on 12/5/22 via SalesLoft, 2 min.

Participants

SERVICETRADE

Alex Richardson
SDR

OTHER

Phone Caller #1

Topics

Small Talk 0:51

Transcript

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PHONE CALLER #1

0:00 I got electric.

ALEX

0:01 Hey, do you all do any commercial service?

PHONE CALLER #1

0:04 Yes, we do.

ALEX

0:06 Right. My name's Alex. I'm calling from service trade. Did I catch you at a good time sir?

PHONE CALLER #1

0:12 Yeah, I can talk for a minute.

ALEX

0:14 Alright. So we're a field management tool. We help companies in the electrical industry with things like work order management, schedule, dispatch, quotes for repairs work history at the history and I was kinda just reaching out to see if you guys have implemented any kind of software yet?

PHONE CALLER #1

0:29 Yeah, no, we have all kinds of fancy software. I appreciate the call and that, though, but we have, we use what's called BuildOps?

ALEX

0:36 Yeah, I am familiar with them. They're a competitor of ours. They're tailored a lot for commercial as well. Is there any downfalls to look to their process?

--- Small Talk ---

PHONE CALLER #1

0:51 I haven't run into anything. I don't I'm not the guy who runs the program. My son does it, but I, you know, I use it and I have no problem with it and I'm 68 years old and it's easy to use.

ALEX

1:06 Yeah. Yeah. That's a... good deal. I can't just be that. I don't know what to say to that.

PHONE CALLER #1

1:12 I know that's what I was gonna say because what am, I wonder if we went to my friends, they run refrigeration company and he said something to me. I go, it's even I can use it's just, it's all I did the dog, he said that Judy, yes, man. I do that too, but I'm an old one.

ALEX

1:31 Right.

PHONE CALLER #1

1:33 But yeah. So right now, there's no, no problem with it and it's a young platform and, you know, and the people that run it, they're all young and you got any issues, you call them, they fix it like instantly and then they'll work on a problem, make sure it doesn't happen again. They are constantly upgrade and it's actually pretty good. So.

ALEX

1:41 Huh.

ALEX

1:47 Okay.

ALEX

1:58 I gotcha. Well, glad everything's going go with that. I'll press circle back like a year or something and then I'll hope that something is not going to go with it.

PHONE CALLER #1

1:58 Yeah.

PHONE CALLER #1

2:07 Were pissed off.

ALEX

2:11 I rather you have yourself a good day man.

PHONE CALLER #1

2:14 I appreciate it. Thank you. Alright, bye.

ALEX

2:16 Yep. I appreciate you. Bye.

The End