



Call with U.S. Lawns of Hot Springs Arkansas - Jason Blakenship

Brian Akom with U.S. Lawns of Sacramento
Recorded on 2/8/22 via SalesLoft, 3 min.

Participants

SERVICETRADE

Brian Akom
SDR

U.S. LAWNS OF SACRAMENTO

Jason Blakenship
Owner

Transcript

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

JASON

0:00 US Lawrence?

BRIAN

0:01 Wonder if I could speak with Jason please?

JASON

0:03 Speaking?

BRIAN

0:04 Hey, Jason, my name is Brian I'm calling from service trade. Do you have a quick minute?

JASON

0:08 Sure.

BRIAN

0:10 Sure. Jason, my name is Brian. I work for... for recreate, where the fuel management platform. It looks like it's been a couple of years since we've kinda reached out to you. Do you remember any of the conversation you had with our service trade in the past?

JASON

0:24 I do not, I'm sorry?

BRIAN

0:26 No, no no... no, no worries. So, where the fuel management platform? So we help with the scheduling, dispatching, the recurring work orders to connected with your technicians in the field for the commercial side. Does that ring a bell?

JASON

0:36 Okay.

JASON

0:38 Yes.

BRIAN

0:39 Yeah, no. And I was just gonna flip with some... some context around my day to day and wanted to reach out to you. And if I'm interested in taking a look at a little 20 to 30 minute demonstrate that we have to tell you what we have to offer you.

JASON

0:52 We're a franchise company right now. We're running everything through home office has a platform that we're using.

BRIAN

0:58 Just out of curiosity with one is, what is it? I'm just curious.

JASON

1:04 Hang up like.

JASON

1:16 BuildOps. I'm sorry, Brian fart there. Yes.

BRIAN

1:18 No worries. No. Trust me. I, it's it feels like a Monday. Give me. I haven't happen all the time.

JASON

1:24 So, I hadn't I was saying next check because that's the GPS tracking is on our trucks, but BuildOps is the one that does our scheduling and technicians, everything off of it?

BRIAN

1:35 Okay. Are you all using anything for like the service side or anything? Or is it just build ups?

JASON

1:42 As far as service side own?

BRIAN

1:45 Well, just like, how are, you... you know, I'm... I'm... I'm not 100 percent familiar with BuildOps. How... how does that like your connection with your... your, you know, your texan new, your offices that integrate, does that work? Or how... how does that whole process go?

JASON

1:57 Yes, yes, it's integrated. It's all up smart devices as far as tickets in the field, work orders, any of the reports that needs to be done on the job site and then downtime

material. What's that, what does what they're doing on job geofence stand where they know what's going on?

BRIAN

2:09 Okay.

BRIAN

2:17 Okay. Well, I mean, I know every software is not perfect. Including ours. Is there anything that, you know, you would like to have it do differently?

JASON

2:26 Not currently, like say it was fairly newer program I'm going through right now from offices plan. I love it. So, it's been pretty good on that side of it right now.

BRIAN

2:38 Okay. And he said the home offices out of...

JASON

2:42 Orlando, Florida?

BRIAN

2:43 Florida. Okay. Well, well, Jason, I'll just kinda maybe keep touching base and see if maybe there's some, something maybe in the future that we could talk about.

JASON

2:53 Thanks. Have a good day.

BRIAN

2:54 Alright, Jason. Have a good one.

The End