



Call with Green Air Inc - Bryant Dopp

Brenton Ballard with Green Air Inc
Recorded on 10/6/23 via SalesLoft, 6 min.

Participants

SERVICETRADE

Brenton Ballard
Territory Manager

GREEN AIR INC

Bryant Dopp
CFO

Topics

<i>Purchase decision</i>	2:38
<i>Purchase decision</i>	4:17

Transcript

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

BRYANT

0:00 You for calling green hair serving the central Virginia area since 2007. Please note our menu options have changed. Please press one for service or two for general inquiries. Thank you.

BRYANT

0:21 Thank you for calling green. Air. This is Katelen, how may I help you?

BRENTON

0:24 Hey, Calan, this is Brenton. I was looking to speak with Scott, you know?

BRYANT

0:30 God. Okay. And what's your name again? I'm sorry?

BRENTON

0:33 Yeah, it's Brenton.

BRENTON

0:36 Brenton, I'm calling from service trade.

BRYANT

0:37 All right.

BRYANT

0:40 Well, server, straight.

BRENTON

0:41 Yeah.

BRYANT

0:44 Give me one moment to see if he's available for you?

BRENTON

0:46 No problem.

BRYANT

2:25 Hello, this is Scott.

BRENTON

2:27 Hey, Scott. This is Brenton from ServiceTrade. How's it going this morning?

BRYANT

2:32 Good. How are you, Brian?

BRENTON

2:33 Pretty good, man. Pretty good. It's another day. So, another dollar, they say, yeah, man.

--- Purchase decision ---

BRENTON

2:40 I wanted to see how things are going since we last spoke. I know you guys well, since we left off, I felt like service trade and partsledger and Northboundary was making sense. I just wanted to reach out and see if you felt if you felt the same way. I know we've been speaking with Brian as well too, and it sounds like he did too. So, just wanted to get your thoughts.

BRYANT

2:38 Right.

BRYANT

3:02 Yeah, no, we're definitely on board. Everything that you guys have offered seems to align with, what our needs and wants are. Currently, we have Brian has scheduled.

BRYANT

3:15 Some, a couple of calls with some references that you all provided.

BRYANT

3:21 And I think we're doing those calls early part of next week and then we'll be at a point that right then I would imagine we'd be at a point early part of middle part of next week to be able to make a final decision.

--- Purchase decision ends ---

BRENTON

3:32 Yeah, sure. Yeah, yeah, definitely. I've been working with him on getting those scheduled. He, he actually told me he wanted to put a pause on it. I think he said there was something that came up in the Construction side of the business.

BRYANT

3:34 Yep. So.

BRYANT

3:48 Okay.

BRENTON

3:49 So, so, he wanted to, that's what he actually emailed me about a few days ago, and I asked him if he wanted me to, you know, reach out to you and see if you potentially want to maybe here some references for yourself. I know, you and Felicia as part was really important in the, you know, the service trade the partsledger in the Northboundary piece. And I had a reference who is ready to speak with you. So I want to see if you actually wanted to take that call and obviously we have a few more.

--- Purchase decision ---

BRENTON

4:17 So, you know, we can also give Brian the references he needs to hear too, but how would you feel about that?

BRYANT

4:24 Yeah, yeah. Just give him the references. We're we're all going to, when we have those calls with the references, Felicia and Brian and I are gonna sit in on those calls. Yep.

BRENTON

4:37 Okay. Perfect. Well, that makes sense. Man. Well, and I just want to ask, so you, have you guys looked at anything else since us or had any other potential front runners?

BRYANT

4:46 No.

BRYANT

4:49 No, not up to this point, we were fully transparent. We were, we were considering BuildOps prior, to meeting with you all, and you've taken the, you've taken the lead here. So, and then, we're not looking at anybody else that I'm aware of.

BRENTON

4:57 Huh.

--- Purchase decision ends ---

BRENTON

5:04 Okay. Perfect. Well, that's good. I know Brian express that too. I just wanted to see if you guys had had anything else that you're potentially looking at, but it sounds good. Well, I will circle back with Brian next week and try to get those references scheduled. That way you guys can talk to some customers for us.

BRYANT

5:23 Okay. Sounds good.

BRENTON

5:25 Okay. Sounds good, man. You have a good one. Thanks for the call.

BRYANT

5:28 Yep. Yeah, absolutely. Have a great weekend.

BRENTON

5:30 You too. Man. All right. Bye bye.

BRYANT

5:32 All right. Bye.

The End