



Call with Steadfast Electric - Jason Leboeuf

Alec Ashby

Recorded on 3/29/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Alec Ashby

Territory Manager

STEADFAST ELECTRIC

Jason Leboeuf

Owner

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

JASON

0:00 Jason.

ALEC

0:01 Hey, Jason, this is Alex. How are you?

JASON

0:04 I'm good. How are you doing?

ALEC

0:05 Doing good. Doing good. The reason I was reaching out to you, Jason, I know that we spoke, I believe last Friday and you said that you should have a little bit more clarity on kind of, I know you're looking at a ton of different things. So just wanted to touch base and just kinda see where you're at.

JASON

0:19 Yeah.

JASON

0:22 Yeah, I think we made the final decision to go with BuildOps.

ALEC

0:26 Okay. And to be totally honest with you, Jason, I think based on what you told me, it's probably a better fit because BuildOps is a project based software first and can do service where a service based software and we can do, you know, projects with low complexity now, if you ever really trying to scale your service department or you're like dead set on that, I think you should take a look at us again. But honestly, I don't think that's a, that idea based on what you've told me.

JASON

0:39 Yeah.

JASON

0:54 I will.

JASON

0:58 Yeah, I think that's what we came down to just our mix of business today and obviously, you know, we're not gonna give up, you know, successful Construction stuff in order to grow service. We're gonna do both. So it kinda makes sense for us there on the Construction side, like you said. So I appreciate you saying that and your, you know, definitely if, you know, if our mix of business begins to change.

JASON

1:23 You know, we'll certainly look at it, but I think for the foreseeable future, good or bad, we're Construction stuff too. So hopefully, that service business over the next several years grows a lot. But yeah, thank you for calling.

ALEC

1:39 Yeah, no worries. And what I'll say is, you know, I know we talked in the initial meeting about potentially growing into service agreements and stuff like that. I'd say once you really get the ball rolling on that, I think that's probably a good time to maybe take a look at us again because, you know, BuildOps isn't as robust to handle that kind of complexity. But as far as like, you know, day to day service calls, you should be fine with that. I would just, you know, make sure that you're getting onboarded correctly because it's the only thing I've kind of heard about them is sometimes the onboarding experience. I've heard different things to just ensure that. But if anything goes wrong or you want to reopen the discussion more than happy to talk with you, just reach out to me.

JASON

1:49 Yeah.

JASON

1:57 Sure.

JASON

2:06 Yeah.

JASON

2:23 Okay. I really appreciate that. All right?

ALEC

2:24 Yeah, no problem. Jason. Good luck with your new business man.

JASON

2:27 All right. Thank you. Bye.

ALEC

2:29 Alright. Bye.

The End