



# Call with Gerke Electric Inc - Nathan Gerke

Alec Ashby with Gerke Electric Inc  
Recorded on 6/15/23 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Alec Ashby  
*Territory Manager*

### **GERKE ELECTRIC INC**

Nathan Gerke  
*President & Owner*

# Transcript

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

ALEC

0:00 Hey, Nathan. This is a service trade. How are you?

NATHAN

0:01 Hello, Nathan. Gee speaking.

NATHAN

0:07 I'm doing all right. What can I do for?

ALEC

0:10 Yeah. The reason I was reaching out to you, Nathan is I was calling my company service trade. We're a commercial service, work order management system. We help companies get their quote approval rate up, streamline operations, improve the customer experience. Just wanted to reach out to see if you guys were on a platform currently or if you guys were on a pin and paper system on the field.

NATHAN

0:29 All right. So, are you guys like a service kind a, like a, an operation software or are you guys like a lead kind of thing? Like a?

ALEC

0:39 Yeah, no, yeah, we don't sell no leads. We're we are more of a work order management system that's why I was reaching out. I saw here that you guys did some electrical service, fire alarm Installation, didn't know if you guys were doing a lot of preventative maintenance or inspections by chance? Yeah.

NATHAN

0:49 Okay.

NATHAN

1:00 No, I mean, yeah, we basically do all that for whatever customers, you know, usable run, but now we're on a, we use a platform called BuildOps. We're actually just kinda rolling into it too. So, you know, I can't even tell you how much we like it or so... if you wanna check in with me in about a year, thing is annual, then, you know, maybe, you know, if it doesn't work out, I might be in the market again, but right now, we got somewhere get starting getting ready to start using.

ALEC

1:10 Okay.

ALEC

1:18 Right.

ALEC

1:31 Right. Yeah, that makes sense. I know that there's a lot that goes into evaluating softwares and buying them and all that stuff. So I might reach out in a couple of months just to make sure you're live and up and running with them. I'll send you an email just so you kinda have my point of contact, but regardless, I hope it works out for you because I know it's a lot of work to, you know, look at all these things. So, yeah.

NATHAN

1:50 All right, great. Thanks for the call.

ALEC

1:57 Yeah, yeah, no problem.

*The End*