



Call with Dane & Assoc Electric Co - Robin Ryel

Logan Engel
Recorded on 10/4/22 via SalesLoft, 4 min.

Participants

SERVICETRADE

Logan Engel
Account Manager

DANE & ASSOC ELECTRIC CO

Robin Ryel

Topics

<i>Call Setup</i>	0:01
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Transcript

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

--- Call Setup ---

ROBIN

0:01 Good morning. Thank you for calling Dane. Electric. How can I direct your call?

LOGAN

0:04 Hey, good morning. I was calling for Jason, please.

ROBIN

0:08 He's currently not here. Would you like to leave a message or voicemail for him?

LOGAN

0:12 Gotcha. No, that's okay. I was talking with Logan. We're all gonna set up a meeting. I just wanted to get his availability first. Well, he'd be in later today.

ROBIN

0:23 He won't be in today at all.

LOGAN

0:25 Shoot. Okay.

LOGAN

0:28 Okay. Well, we'll dug, be in later by any chance.

ROBIN

0:33 Yeah, Doug's actual here if you wanna talk to him.

LOGAN

0:36 Okay. Yeah, yeah. Let me talk to him if that's okay, Logan?

ROBIN

0:39 What is your name?

ROBIN

0:42 And who are you with?

LOGAN

0:43 Service trade?

ROBIN

0:52 One of the many services that we provide is an infrared scan to detect hot spots to prevent equipment failure, outages damage or even fire, to schedule your end for red scan call, four or five, six, eight, six, two, nine, no, or visit our website at WW, W dot Dane & Assoc Electric, dotcom and click on the service tab to submit a service call request.

ROBIN

1:21 What is the tree? Favorite month? Him? We'll be with you in just a moment. So, please stay on the line.

ROBIN

1:36 If money grow on trees, what would be everyone's favorite season? Of course. Thanks.

ROBIN

1:46 Logan.

LOGAN

1:48 Hey, the I'm sorry for blowing your phone up. Basically. I actually asked for Jason, but she told me you were in, so I figured I'd just check in.

ROBIN

1:58 Jason was out today. No, no. You gotta drop it into. Hey, listen, we actually just made a decision on the software that we're going with last week. We revisited the same company. You know, we kept coming back around to.

ROBIN

2:17 That second time that we zoomed up with them, we made a decision Friday, what software we're going to go with. So we basically rolled it now. Do you got involved late in the game because we had already.

LOGAN

2:26 Okay.

ROBIN

2:34 You know, tried several of them out just or just, you know, given us their spiel and talking about the details and the money and everything. I mean, it's been like a

three month process for us and we just now narrowed it down. So, yeah, we went with BuildOps.

LOGAN

2:47 Gotcha. Who did John blown with?

LOGAN

2:53 Okay. I'm familiar with BuildOps. Okay. I believe we have a partnership with them, so I'm very familiar. Okay. Alright. Well, keep my contact info handy if that doesn't end up working out for you all.

ROBIN

2:59 Hello?

ROBIN

3:06 Sure. Well.

LOGAN

3:07 Yeah. Yeah. Alright. Well, I'm glad you off down something.

ROBIN

3:10 No.

ROBIN

3:12 Well, I'm glad, you know, I appreciate you call in and check it on us.

ROBIN

3:18 And yeah, if it doesn't work out, you know, maybe they wouldn't give you a call but.

ROBIN

3:24 You know, how it works. It comes down to three people in our office and we all agree, we all agree on this one, so.

LOGAN

3:33 Okay. Yeah. No, no worries there. Like I said, just keep my contact info and service trade info handy. And just in case that doesn't work out for you, I haven't spoke to a lot of companies that are electric that use BuildOps. So I'm not sure on that side of things how well, you know, it is, but my understanding is it's pretty good company, so.

ROBIN

3:41 Okay.

ROBIN

3:52 Yeah.

ROBIN

3:54 Yeah.

ROBIN

3:57 Yeah, that's what it seemed like to us and what we're needing. They offered everything we remaining at the most.

LOGAN

4:05 Sweet. Okay. Well, good. Awesome. Well, thanks, man. I appreciate the transparency and everything.

ROBIN

4:13 Hi, no problem. Logan and good luck on. Good luck out there, alright. Thanks... you too. Bye.

LOGAN

4:18 Thank you. Thank you. Have a good one. Bye.

The End