



Call with Spectrum Security Group - Chandler Potts

Jonathan Middlemas with Spectrum Security Group
Recorded on 11/14/23 via SalesLoft, 5 min.

Participants

SERVICETRADE

Jonathan Middlemas
Territory Manager

SPECTRUM SECURITY GROUP

Chandler Potts
Manager, Operations

Topics

<i>Call Setup</i>	0:00
<i>Pricing</i>	2:24

Transcript

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--- Call Setup ---

JONATHAN

0:00 Channeler. Please?

CHANDLER

0:00 Good afternoon spectrum.

CHANDLER

0:05 Mask. Who's calling?

JONATHAN

0:06 Yeah. Let him know that this is Jonathan with service trade.

CHANDLER

0:09 Just a moment.

JONATHAN

0:17 Yeah.

CHANDLER

0:49 Hey, Jonathan.

JONATHAN

0:51 Hey, Chanler, how's it going?

CHANDLER

0:52 It's going pretty well. How about you?

JONATHAN

0:54 Pretty good. Just following up on our meeting. I know you wanted, to meet with Pam and kinda go over some things. Didn't know if you all had had time to do that.

CHANDLER

1:03 Yeah, we've chatted about it. I still haven't made the final decision but I think we've got an inclination in which direction we're...

--- *Call Setup ends* ---

JONATHAN

1:11 Gotcha.

JONATHAN

1:13 Any, any insight on that, for my wellbeing?

CHANDLER

1:17 Well, I'm leaning towards, the BuildOps platform and I'll fill you in on why I'm doing that. Is they have the inventory functionality built into their pricing structure. So, with service trade, that being an add on feature... that kinda put them in favor, in, that.

JONATHAN

1:37 Gotcha. I'm not overly familiar with their inventory functionality. What's what's that look like on their end?

CHANDLER

1:45 Well, it's probably simpler than what all's offering is because at least from what I was looking at on a website about...

CHANDLER

1:55 Having to.

CHANDLER

1:58 Ya, does like some like manufacturer vendor management, that kind of thing. Is that right? Yeah. So there is probably a little simpler than that. It's more like you once you build, your item list, it'll manager minimum and maximum inventory levels and send you reminders when it's time to order stuff. So I don't know that it does anything automatically, but I was just wanting something kinda simple like that.

JONATHAN

2:04 Okay.

--- *Pricing* ---

JONATHAN

2:24 I gotcha. Yeah. And, I mean, I think ours, you know, has that functionality as well. What?

JONATHAN

2:32 What are they, what are they charge for their base package? That includes that by chance?

CHANDLER

2:37 Theirs is 150?

JONATHAN

2:40 150 a user. Okay?

JONATHAN

2:45 Let me, dig around on my end and see first of all, if we have that functionality because we do, what you mentioned? I mean, you can get pretty in depth with it, but there's some also just some, you know, the basic functionality surrounding it.

JONATHAN

3:01 So, I mean, would it be worth my time, to kinda see what, not only what our capabilities are for like inventory, but then, what the pricing would end up looking like?

CHANDLER

3:12 Yeah, I think if you were able to do that, and if we could at least get some basic inventory functionality built in for, around that price.

JONATHAN

3:23 Yeah, I'll take a look into that. Is there anything else aside from that inventory that, you know, had you lead in that direction or, was that? It?

CHANDLER

3:30 That was, that was really pretty much it like service trade was probably the closest to them in terms of functionality on the commercial side of the business because I know we had went over the like project management and that kind of thing. So also is pretty similar, in that front. That was really the biggest difference between those two platforms was that there?

JONATHAN

3:40 You...

JONATHAN

3:56 I gotcha. And that ends up being priced out at about 150 a month per technician. Gotcha. Okay. Do they, do they have onboarding fees and stuff like that over there?

CHANDLER

4:02 Right.

CHANDLER

4:09 They do. Yeah, I think that's pretty standard across everybody that I've talked to for.

--- *Pricing ends* ---

JONATHAN

4:14 Yeah, absolutely. Well, let me kinda see what we have that I could, you know, maybe send over to, you know, maybe be worth your time to review or just have a quick call about. But I know you guys were kind of working around like a little bit of an informal but expedite a timeline. So when were you thinking you would kinda make your final decision?

CHANDLER

4:38 Well, I'm hoping to, you know, make a decision this week, hopefully so we can go ahead and at least get the ball rolling on the implementation we.

JONATHAN

4:49 Yup. Okay. Understood. Well, that helps me out. So I can, you, know when to get it to you and know like if I have to have, some conversations with people above me, that we need to kinda get those done ASAP. So you all can, you know, make the decision?

CHANDLER

5:02 Okay. Sounds good. All right. Thanks, Jonathan. Have a good one.

JONATHAN

5:04 All right. Can I appreciate it?

The End