



Open Partner
Network

Growing impact. Growing together.

Rebates, Customers & Support.

What we'd like to talk about.

- **Introduction** – Open Partner Network
- **Incentive Eligibility** – What/Who Qualifies?
- **Vendor Rebate Tool**-How to use/Guidance
- **Program Process** – How does it work?
- **Next Steps** – How to get started?



Our Team

Channel Support:

Shane Price- Channel Specialist
(831) 234-1508

AJ Marquez- Channel Specialist
(831) 227-0792

Project Management:

Melanie Stutler-Managing Supervisor
(408) 644-3850

Michael Delgado-Project Manager
(916) 471-9645

Mischa Diaz-Duval-Project Manager
(559) 284-9826

Christopher Moutin-Project Manager
(831) 515-1380



Submit projects to:
channelpartner@ecoact.org



Why Partner With Us?

Better Margins.

Lower cost of sales coupled with bigger rebates means additional revenue.

Faster Payment.

Rebate payments that arrive in days,
not months.

More Customers.

Easy, low to no-cost, on-bill financing means more jobs sold.

No-Cost Support

Technical and administrative support delivers distinct business advantages.

Most importantly – YOU drive.



Who Do We Serve?

- ✓ Must be a commercial customer receiving power from PG&E
- ✓ Must not have received incentives for the *same measures* within the last 5 years
- ✓ Must be able to document program and/or rebate influenced customer decision to move forward with project



Product Eligibility Requirements

- ✓ Must be LEDs
- ✓ No Exterior TLEDs
- ✓ Must be DLC Premium (Type C TLED OK)
- ✓ 1:1 replacement



The Vendor Rebate Tool (VRT)-PG&E

- ✓ Uses modified lighting calculator
- ✓ Fixture finder for existing equipment
 - ✓ Maximize efficiency
- ✓ Allows you to calculate the rebate



Submit projects to:
channelpartner@ecoact.org



DEER Building Type Guidance

DEER Building Type Assignment			
This worksheet assigns the DEER building type to the survey/audit building descriptions.			
		DEER Building Type	
Audit/Survey Building Description	Code	Description	DEER Version
Administration and management	OfL	Office - Large	2016
Ag Packing Plant	SUn	Storage Unconditioned	2016
Ag Sales	RtS	Retail - Small	2016
Art Studio	OfS	Office - Small	2016
Assembly/Light Manufacturing	MLI	Manuf. Light Industrial	2016
Assisted Living	Nrs	Nursing Home	2016
Auto Parts	RtS	Retail - Small	2016
Auto Repair	MLI	Manuf. Light Industrial	2016
Auto Sales	RtS	Retail - Small	2016
Bagel Shop	RFF	Restaurant - Fast Food	2016
Bakery/Catering	RSD	Restaurant - Sit Down	2016
Bar/Tavern/Nightclub/Other	RSD	Restaurant - Sit Down	2016



Submit projects to:
channelpartner@ecoact.org



Accelerated Replacement Project Submission

- Forms - SAA + ARQ
- Email(s) proving: Outreach, Program influence and viability.
- Maintenance Statement. (If < 20K, Maintenance records/Invoices)
- Vendor Rebate Tool
- Proposal/Audit with pricing, areas, and additional costs
- Cut Sheets and DLC Screen Shots
- Area Photos of fixtures in good working order
- Physical Copy of PG&E Bill and onsite contact (i.e., Maintenance/Manager)



Submit projects to:
channelpartner@ecoact.org



Accelerated Replacement Questionnaire

Question	Questionnaire	Option 1	Option 2	Option 3
1	Does your current lighting system provide sufficient light to meet your needs?	Yes	No, but repairing existing light fixtures is a viable option	No - replacing existing light fixtures is the only viable option
2	Do you expect your lighting needs to materially change in the near future? (e.g., building use is changing in a way that affects how much light is needed)	No, my lighting needs will stay the same	Yes, but I'm not certain specifically when or how	Yes, and I know when and how
3	Was a space renovation or lighting upgrade already planned prior to contact with the Program?	Yes	No	(this space intentionally left blank)
4	Have you previously undertaken a similar lighting upgrade without assistance from this Service Provider?	No	Yes, in another facility (with or without rebates)	Yes, at this facility without rebates

Initial

Without the rebates and services offered through this PG&E Program, I would not have considered replacing my lighting at this time.



Submit projects to:
channelpartner@ecoact.org



DLC Screen Shot

Model# E2-RTST230D(4000K)

Manufacturer: E2 Lighting International inc.
Brand: E2 LIGHTING
Technical Requirements Version: 4.4
Date Qualified: 06/23/2017
Product ID: PVWN8XAY

Categorization

Main: Indoor Retrofit Kit
General Application: Troffer
Primary Use: Linear Retrofit Kits for 2x4 Luminaires
System Type: AC

Classification: Premium
Is Parent Product: Yes
DLC Family Code: YYYCAE
Listing Status: Listed

Tested Data	Reported Data	Zonal Lumens	Spacing Criteria	Product Features
-------------	---------------	--------------	------------------	------------------

Light Output: 3518.3 lm
Wattage: 27.42 W



Submit projects to:
channelpartner@ecoact.org



Accelerated Replacement Photo Requirements

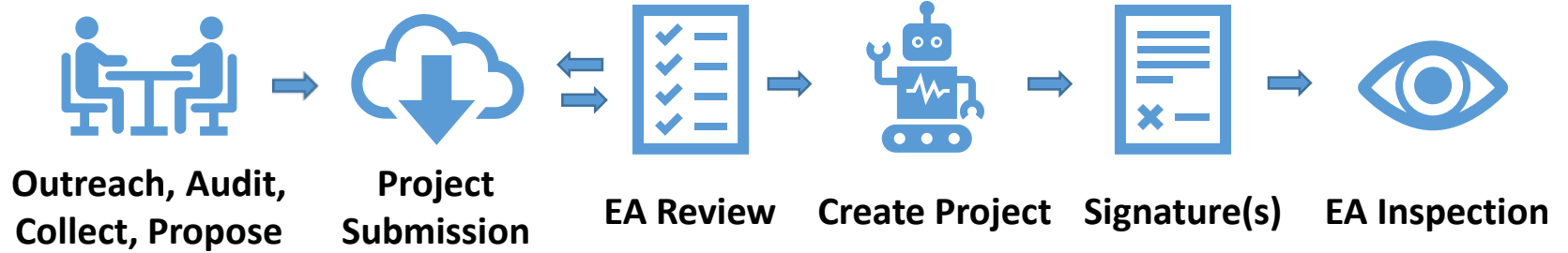
- Area Photos of fixtures in good working order (must have pre-install)
- Wattage photos of each retrofit, must complete before new retrofits are installed
- Photos showing number of lamps and type of lamps in each fixture
- Photos of High Bays showing fixture height use over or under 15'
- Photos showing ballast if HBF is claimed



Submit projects to:
channelpartner@ecoact.org



Timeline Pre-Install



Timeline Post-Install

