
Trade Ally Program Application

APS Solutions for Business program offers cash rebates, training, and energy information services to non-residential customers to reduce energy consumption in new and existing buildings.

If you're in the business of helping other businesses, schools, industrial and public agency customers save energy, you should consider becoming an APS Solutions for Business Trade Ally.

APS Solutions for Business Trade Allies have been trained on the processes and procedures of the APS Solutions for Business energy efficiency programs and are committed to assisting customers with energy efficiency improvements and incentive application preparation. Trade Allies are important outreach partners and APS customers know that Trade Allies are informed and experienced participants in the Solutions for Business program – giving you the competitive edge.

Other benefits include:

- Your company listed on the APS.com online list of program Trade Allies.
- Access to free program training exclusively for Trade Allies.
- Discounts to APS Technical Training workshops and other approved education programs (limits apply).
- Able to order program literature for marketing purposes.
- Technical support available for project assessment and customer relations.

To maintain your Trade Ally status, you'll need to do the following, as may be changed by APS Solutions for Business from time to time:

- Submit and complete at least one project in the Solutions for Business program within six (6) months of application approval.
- Submit and complete at least one project in the Solutions for Business program per program year.
- Maintain good customer service performance and represent the Solutions for Business program appropriately.
- Ensure that all company representatives are properly trained on the Solutions for Business program and one representative attends a mandatory Trade Ally training event on an annual basis.
- Provide services in accordance with the APS Solutions for Business Policies and Procedures.

Interested? To become an APS Solutions for Business Trade Ally, simply complete the application and send it to the address below and have a company representative attend an upcoming Trade Ally Orientation – register by visiting aps.com/s4btradeallies.

APS provides the list of energy efficient equipment and service providers for informational purposes only. APS makes no warranty of any kind whatsoever, including, without limitation, the warranty of merchantability or fitness for purpose. Under no circumstances will APS be liable for indirect, special, consequential, punitive or exemplary damages.

To Apply:

Return completed application (pages 2 and 3) to:

APS Solutions for Business
Attn: Trade Ally Program
2020 N. Central Avenue, Suite 900
Phoenix, AZ 85004

Email: aps.solutionsforbusiness@kema.com
Phone: 866 277 5605 or 602 385 0900
Fax: 866 277 5604
Website: aps.com/businessrebates

The APS Solutions for Business team will review all applications, verify the information provided and contact the references listed. If any information is missing or inadequate, we will contact you to request an update. Upon approval, you will be notified via email and your information will be posted on the APS Solutions for Business Trade Ally Reference Listing web page and included in other program resources.

IMPORTANT:

The information completed in the "Company Information" of the application will be the information included in the Trade Ally online directory. We will use all additional contact information listed to notify you about rebate updates, special offers, upcoming Trade Ally events and other program updates.

Questions?

Please contact us with any questions via phone, fax or email.

Phone: 866 277 5605
Fax: 866 277 5604
Email: APS.solutionsforbusiness@kema.com (include "Trade Ally Question" in the subject line)

Trade Ally Application

COMPANY INFORMATION

| | | | |
|----------------------|-------|--------------------|--------------------------|
| DBA (if applicable): | | | PRIMARY CONTACT: |
| COMPANY NAME | | | POSITION: |
| ADDRESS: | | | EMAIL: |
| CITY | STATE | ZIP | COMPANY PRESIDENT/OWNER: |
| PHONE | FAX | YEARS IN BUSINESS: | |
| WEBSITE: | | | FEDERAL TAX ID NUMBER: |

ADDITIONAL CONTACT INFORMATION

Additional Contact(s) will be added to Trade Ally communications regarding program changes, training, newsletters, etc.

| | | | |
|--------------|----------|---------------------------------|-------|
| Contact Name | Position | Phone (if different than above) | Email |
| Contact Name | Position | Phone (if different than above) | Email |
| Contact Name | Position | Phone (if different than above) | Email |

If more space is needed, please attach a second sheet.

LICENSES AND SERVICES

| | | | |
|---|--|---|--|
| Services provided: (check all that apply) | <input type="checkbox"/> Lighting Consulting | <input type="checkbox"/> Refrigeration Consulting | <input type="checkbox"/> Equipment Sales |
| | <input type="checkbox"/> Lighting Installation | <input type="checkbox"/> Refrigeration Installation | <input type="checkbox"/> Energy Studies |
| | <input type="checkbox"/> HVAC Consulting | <input type="checkbox"/> Architectural Services | <input type="checkbox"/> IT Solutions |
| | <input type="checkbox"/> HVAC Installation | <input type="checkbox"/> Engineering Services | <input type="checkbox"/> Pumps |

Valid AZ ROC license is required to be listed for commercial installation services.

| License # | Issued To (must be same as company listed above) | Class | Description | Expiration Date |
|-----------|---|-------|-------------|-----------------|
| | | | | |
| | | | | |

MARKET SEGMENT & SERVICE TERRITORY

Please indicate the market segments you primarily serve: (check all that apply)

- | | | | |
|---|---------------------------------------|--|---------------------------------------|
| <input type="checkbox"/> College/University | <input type="checkbox"/> Grocery | <input type="checkbox"/> K-12 Schools | <input type="checkbox"/> Restaurant |
| <input type="checkbox"/> Data Centers | <input type="checkbox"/> Hotel/Resort | <input type="checkbox"/> Medical | <input type="checkbox"/> Warehouse |
| <input type="checkbox"/> Government | <input type="checkbox"/> Industrial | <input type="checkbox"/> Office Retail | <input type="checkbox"/> Other: _____ |

MARKET SEGMENT & SERVICE TERRITORY (cont.)

Please indicate the APS service territory that you serve: (check all that apply)

- | | |
|---|---|
| <input type="checkbox"/> Central Phoenix <input type="checkbox"/> SE Maricopa County (Chandler, Gilbert, Tempe) <input type="checkbox"/> NE Maricopa County (Scottsdale, Paradise Valley, Cave Creek, Carefree, Anthem, New River) <input type="checkbox"/> NW Maricopa County (El Mirage, Youngtown, Surprise, Sun City, Wickenburg) <input type="checkbox"/> SW Maricopa County (Buckeye, Litchfield Park, Tolleson, Tonopah, Youngtown) <input type="checkbox"/> Pinal County (Florence, Superior, Kearney, Casa Grande, Eloy, Arizona City, Red Rock, Mammoth, San Manuel) <input type="checkbox"/> Coconino County (Munds Park, Flagstaff, Williams, Grand Canyon Village, Tuba City, Mormon Lake, Happy Jack, Forest Lakes) | <input type="checkbox"/> La Paz County (Parker, Quartzite, Ehrenberg, Cibola) <input type="checkbox"/> Yuma County (Dateland, Yuma, Somerton, San Luis) <input type="checkbox"/> W Pima County (Ajo, Childs, Why) <input type="checkbox"/> E Pima County (Redington) <input type="checkbox"/> Cochise County (Bisbee, Hereford, Tombstone, Douglas) <input type="checkbox"/> Yavapai County (Black Canyon City, Camp Verde, Prescott, Chino Valley, Paulden) <input type="checkbox"/> Navajo County (Winslow, Holbrook, Snowflake, Taylor) <input type="checkbox"/> Gila County (Globe, Miami, Payson, Young, Christopher Creek) |
|---|---|

PROFESSIONAL REFERENCES

Please provide three (3) commercial project (or professional) references. Projects with energy efficiency measures preferred, but not required. References will be requested in writing via email, therefore email addresses are required in order to successfully process your application.

| | | | |
|--------------|---------------|-------|------------------|
| CONTACT NAME | BUSINESS NAME | PHONE | EMAIL (required) |
| | | | |
| CONTACT NAME | BUSINESS NAME | PHONE | EMAIL (required) |
| | | | |
| CONTACT NAME | BUSINESS NAME | PHONE | EMAIL (required) |
| | | | |

A Company representative [] has attended OR [] will attend the mandatory APS Solutions for Business Trade Ally Orientation:

| | | |
|-----------|----------------|-----------|
| ATTENDEE: | DATE ATTENDED: | LOCATION: |
| | | |

By signing below, the Company agrees to offer and provide services in accordance with the APS Solutions for Business Policies and Procedures (electronic version available at www.aps.com/businessrebates) and certifies that the above information is correct and properly represents the Company.

| | |
|-----------|---------------------|
| SIGNATURE | NAME (PLEASE PRINT) |
| | |
| TITLE | DATE |
| | |

Please complete Pages 2 and 3 of this form and submit it to:

APS Solutions for Business
 Attn: Trade Ally Program
 2020 N. Central Avenue, Suite 900
 Phoenix, AZ 85004

Email: aps.solutionsforbusiness@kema.com
 Fax: 866 277 5604
 Phone: 866 277 5605