

Qualified Technology Installer (QTI)

Jason Dudley

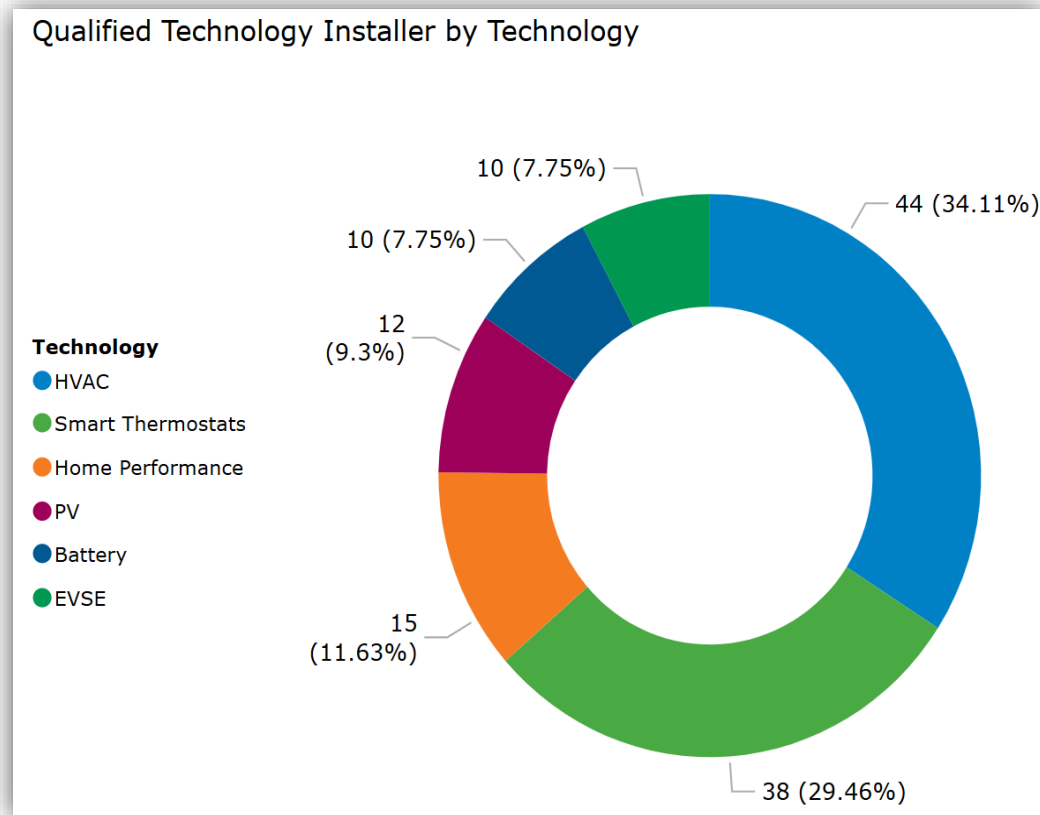


QTI Program Overview

- Bridging the gap between technology installers, residential customers and APS to provide clean-energy technologies, resources and optimal customer experiences
- Creating alignment to this customer-centric approach while offering substantial benefits to installers, setting you apart from competitors.
- Empowering installers in their role in the customer's journey
- Maintaining the most up-to-date information on clean-energy technologies and gaining marketplace distinction.



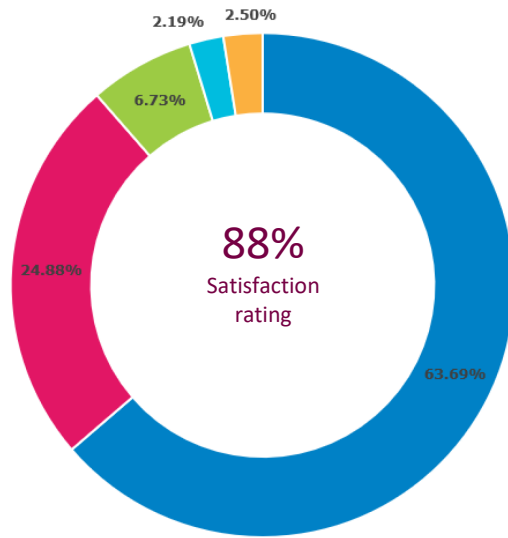
QTI Current Participants



- The customer website launched as of April 5, 2024
- 63 QTIs as of April 1, 2025
- Program applications actively reviewed
- Solar and battery customer surveys for all installations
- Approved QTIs have access to the online training via the Electric League of Arizona
- Installers have six weeks to complete this training to remain in compliance with the program.

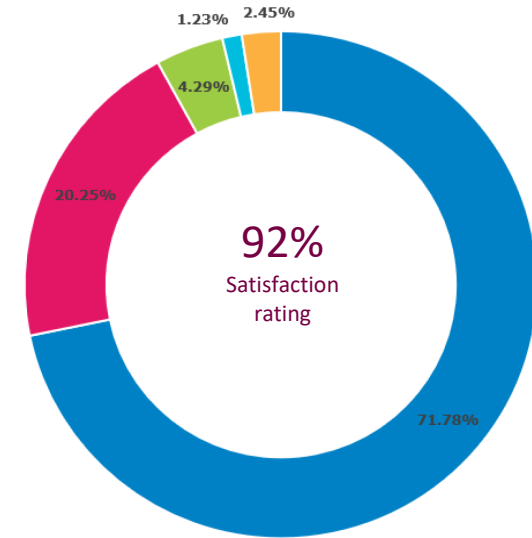
Sales Survey Insights

Sales Survey Results -Overall Satisfaction w/Non-QTI Installer
Through March - 2025



■ Very Satisfied ■ Somewhat Satisfied ■ Neither satisfied nor dissatisfied ■ Somewhat Dissatisfied ■ Very Dissatisfied

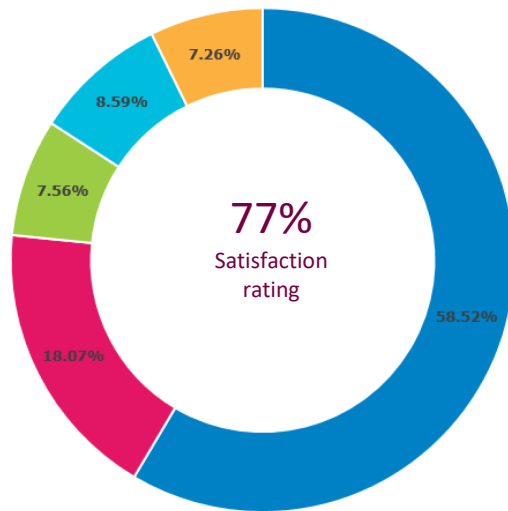
Sales Survey Results -Overall Satisfaction w/QTI Installer
Through March - 2025



■ Very satisfied ■ Somewhat satisfied ■ Neither satisfied nor dissatisfied ■ Somewhat dissatisfied ■ Very dissatisfied

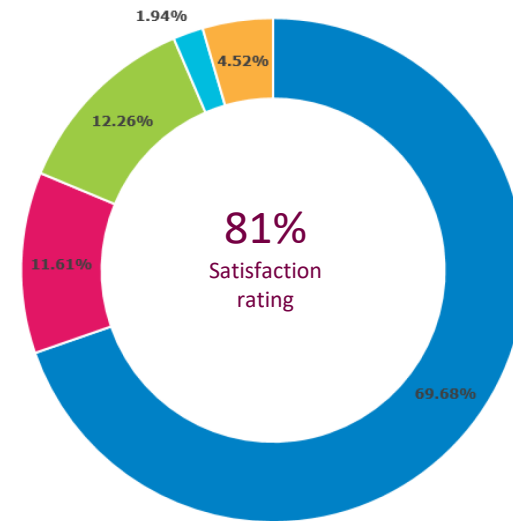
Installation Survey Insights

Installations Survey Results -Overall Satisfaction w/Non-QTI Installer
Through March - 2025



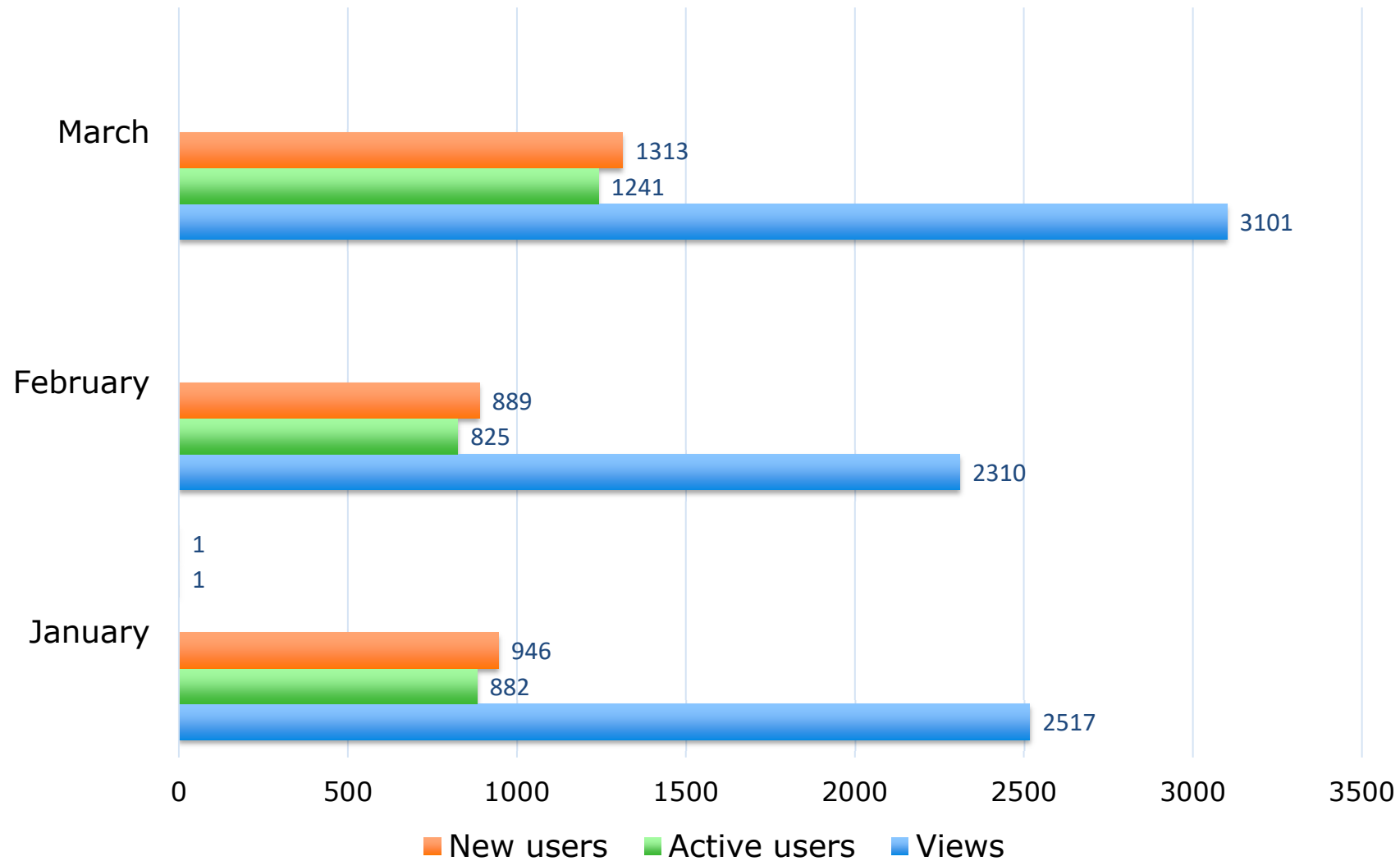
■ Very satisfied ■ Somewhat satisfied ■ Neither satisfied nor dissatisfied ■ Somewhat dissatisfied ■ Very dissatisfied

Installations Survey Results -Overall Satisfaction w/QTI Installer
Through March - 2025



■ Very satisfied ■ Somewhat satisfied ■ Neither satisfied nor dissatisfied ■ Somewhat dissatisfied ■ Very dissatisfied

QTI Web Metrics



QTI Contacts

- Feel free to contact us with any questions:
QTI@aps.com
- To apply email:
apsinfo@elaz.org
- Visit our website:
aps.com/qti

