



APS Qualified Technology Installers

Agenda

- Why QTI
- Why Become a QTI: Installer Benefits
- Program Scope and Technologies
- Participation Requirements
- Customer Experience
- Timeline
- Q&A

Why QTI

- 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.





Why Become a QTI: Installer Benefits

- All QTIs are listed on the APS QTI page for customers to see and be referenced.
- QTIs are eligible to use the APS QTI logo and can apply to use it on a use by uses basis.
- Becoming a QTI adds to your business credibility – set yourself apart from your competitors.
- Utilize your participation in the program and access to the APS QTI training to become a better resource for your customers.
- Expand your business opportunities by providing customers with safe and reliable service.



Program Scope & Technologies



HVAC



Home Performance



Solar



EV Charging



Battery



Participation Requirements

All Installers

- Must be licensed, bonded and insured in AZ for at least one year.
- In good standing with AZROC and BBB (This includes any subcontractors used)
 - B rating or better for HVAC, HP, Battery, EV
 - A rating required for Solar
- Must take complete responsibility for services offered by subcontractors, or marketing partners.
- Must submit completed rebate forms within 30 days of completion (as applicable).
- Complete APS provided training.



Participation Requirements- Existing Programs



HVAC:

- Must be in good standing with the Heat Pump Council and complete all on-going training requirements
- 10 percent of technician/installer staff must maintain a Master Heat Pump Technician Certification
- Ensure customers understand the FSL inspection requirements

Home Performance:

- At least one staff member must be Building Performance Institute (BPI) Building Analyst Certified.
- Must provide the customer with a report providing savings estimates on any proposals that are generated through an approved modeling software.



Participation Requirements- New Technologies

Solar installers:

- An active solar installer license granted by the Arizona Registrar of Contractors (R-11 & CR-11)
- Maintain a physical location for APS customers to visit

EVSE installers:

- An active residential electric license (R-11 & CR-11)
- Experience installing at least 10 residential EVSE and at least 10 smart residential EVSE
- Experience installing EVSE at multiple amperages
- Experience installing EVSE via hardwire and NEMA 14-50 plug

Battery installers:

- An active residential electric license (R-11 & CR-11)
- Experience installing at least 10 residential battery systems



Customer Experience

QTI Training will cover:

- APS commitment to customers & clean energy
- QTI program expectations
- Resources for you and your customers
- Optimizing the customer energy ecosystem
- QTI logo use

Sort by Company name

Central Bucks Heating & Cooling  



 **Platinum Tier** 120 Program Projects (55 since May 2022)
3 regions served 12 services offered 5 facility types served


Contact: Matthew E. McClendon
Business address: 1342 Main Street, Stoneham, PA 12345 (2.5 mi) | 555-555-5555

Arrow Plumbing, Heating & Air  

 **Platinum Tier** 120 Program Projects (55 since May 2022)
3 regions served 12 services offered 5 facility types served

Contact: Matthew E. McClendon
Business address: 1342 Main Street, Stoneham, PA 12345 (2.5 mi) | 555-555-5555

Thomas Brothers Plumbing  

 **Platinum Tier** 120 Program Projects (55 since May 2022)
3 regions served 12 services offered 5 facility types served

Contact: Matthew E. McClendon
Business address: 1342 Main Street, Stoneham, PA 12345 (2.5 mi) | 555-555-5555

McClaren HVAC, LLC  

 **Platinum Tier** 120 Program Projects (55 since May 2022)
3 regions served 12 services offered 5 facility types served

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Business address: 1342 Main Street, Stoneham, PA 12345 (2.5 mi) | 555-555-5555

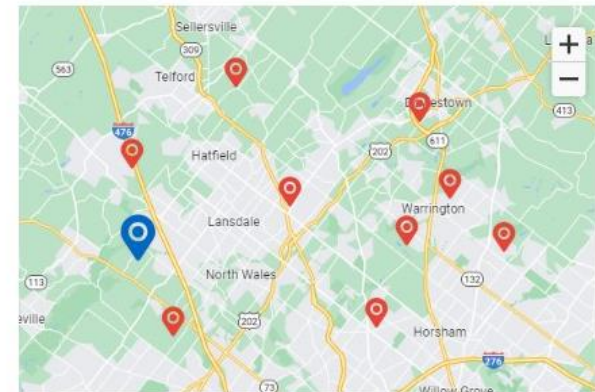
Filters

Region

Service type

123 N. Main Street Anytown, ST 12345 within 25 miles

Apply filters Showing 10 of 83



QTI Timeline

Program Launch

December 2023

- Begin accepting applications
- Communicate across various installer forums

Customer Rollout

Q1 2024

- Roll out customer facing website
- Begin offering Installer training
- Issue customer survey

Ongoing Program Implementation

Q2 2024 onward

- Continuous application acceptance
- Program evaluation and improvements

Next Steps & Applications



Applications opens on December 20, 2023

- Get the application and apply anytime after this date by emailing ELA at apsinfo@elaz.org
- Applications will be processed on a first come first serve basis and ELA will let you know if/when you are approved
- Apply to use our QTI logo on a use-by-use basis. Application for logo use included in the program application.
- The training is expected to be available in Q1 2024, QTIs will have 6 weeks to complete the training once they receive access.





Questions?

Contact

APS:

qti@aps.com

Electric League of Arizona:

apsinfo@elaz.org or (602)263-9391