

Residential Heating and Cooling Rebate Program

Contractor Training on Distributor Channel Rebates



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Goals of the Distributor Channel

- Market transformation – work toward changing what customers are asking for
- Promote very high efficiency equipment and emerging technologies
- Help contractors gain the technical skills needed to install these technologies
- Provide sales training for contractors so they can speak to the features and benefits of these equipment types



Equipment in the Distributor Channel

- Equipment Types:
 - 18+ SEER ASHP
 - 18+ SEER CAC
 - 19+ Ductless ACs and ASHPs
 - Eligible smart thermostats installed with these systems
- These equipment types will no longer be eligible for rebates in the traditional channel

SEER ratings are based on AHRI certificates of equipment combinations.



How Does a Dealer Participate?

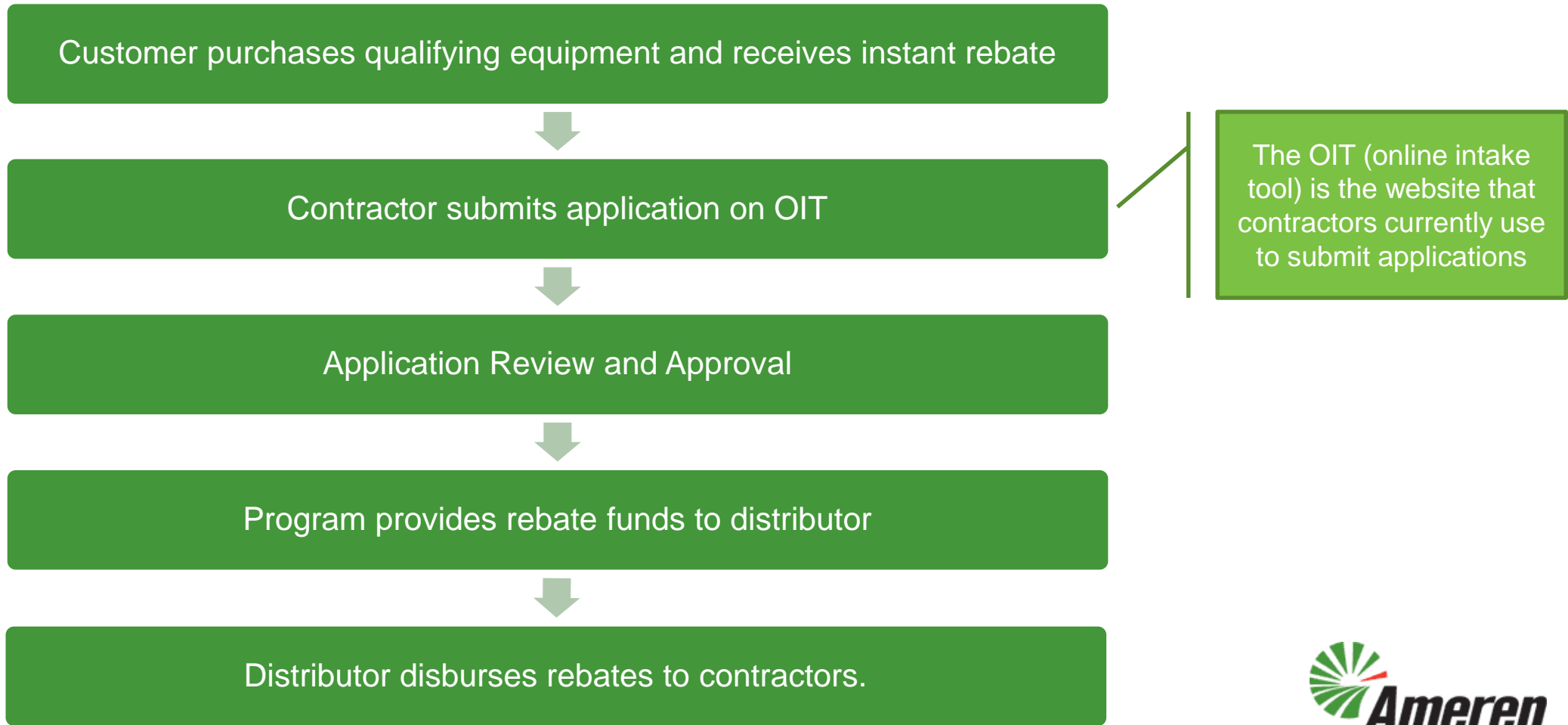
First, talk to your distributor to make sure they are participating and get the rebate chart. They may also have a list of their equipment combinations that qualify for the rebates.

Project Steps:

1. Install qualified equipment
2. Collect required data (see data collection form)
3. Submit project on the OIT with required documentation:
 - Customer Invoice
 - Acknowledgement Form signed by customer
4. Resolve flaws, if any, via the OIT
5. Receive rebate reimbursement from distributor



Application Flow in Distributor Channel



What Needs to be on the Invoice to the Customer?

- Ameren Missouri Customer Name – must match Ameren Missouri Account Holder (on utility bill)
- Installation address – must match associated Ameren Missouri Account
- Model and serial numbers of all rebated equipment, including eligible smart thermostats
- If a furnace or air handler is included in the AHRI, it must be listed on the invoice (including Existing Furnaces)
- A non-redacted rebate amount that is passed on to the customer and is identified as the “Ameren Missouri Instant Rebate”



Contractor Invoice to Customer

Customer Name: Joe Homeowner				
Customer Address: 1234 Main St.			Apt/Ste:	
City: Grand Rapids		State: MI	ZIP: 49505	
Phone: 616-555-1212		Fax:		
Project Name:		Project Address:		
Project City, State, ZIP:		Project Phone 1:	Project Phone 2:	
Mechanical License #:	Mechanical Permit #:	Issuing Municipality:	Project Start Date:	Installation Date:
Job Description:				
Installed one 95% (Brand) 80,000 BTU Furnace. M/D# G61MPV-36B-071 S/N# 5909J06020 AHRI# 140939				
Installed one 16 SEER (Brand) A/C Unit: M/D# G60001122 S/N# 59036080 AHRI# 12345				
Installed one Programmable Thermostat, (Brand Name), Model# TH6000D1003				
Summary:				
Notes/Additional Items:		Labor:	\$	
<p>Ameren Missouri instant rebate \$1000</p>		Material:	\$	
		Truck Charge:	\$	
		Other Charge(s):	\$	
		Sub-Total:	\$ (\$1000)	
		Other Charge/Discount:	\$	
		Applicable Sales Tax:	\$	
		Grand Total:	\$	
Company Name/Authorized Representative:		Date:		
Owner/Buyer Authorized Signature:		Date:		



Comparison	Traditional Channel	Distributor Channel
OIT Link (no change)	partner-oit.com (current username and password)	
Eligible Equipment	15-17 SEER CACs 15-17 SEER ASHP GSHP Smart TSTATs	18+ SEER CACs 18+ SEER ASHP 19+ SEER Ductless Smart TSTATs
Instant Rebate ("rebate reassignment")	Optional	Required
Customer Signature Needed?	Only for rebate reassignments	Yes
Rebate Chart	Comes from Program	Comes from Distributor

Accessing the OIT

- Visit the OIT website (partner-oit.com)
- There will be two options:
 - Traditional Channel
 - Distributor Channel
- You will use your existing username and password for both sites

Rebate Eligibility

- Distributor channel rebates are effective for installations on and after May 1, 2020.
- Customer and equipment eligibility are the same as for the traditional rebate channel. Key points include:
 - Customer Eligibility
 - Residential Ameren Missouri account
 - Single family and multi-family are eligible
 - Equipment Eligibility
 - AHRI rated and meet requirements on rebate chart
 - Rebate amounts are based on SEER and equipment replaced
 - Replacement/retrofit and new construction projects





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