



# Quality Application Bonus

## PROGRAM OVERVIEW

With the 2021 Quality Application Bonus Program, the DTE Energy Efficiency Program for Business seeks to reward Designated Trade Allies who demonstrate superior customer service by completing and submitting application paperwork for their customers.

Between July 7, 2021 and Nov. 30, 2021, eligible Designated Trade Allies can accrue cash rewards for preparing and submitting complete paid final applications, on behalf of their customers, for projects that result in a paid incentive of at least \$1,000 prior to applying eligible bonuses. All final applications must be submitted by Nov. 30, 2021 to be eligible for the bonus. The amount of the reward will be determined by the amount of the final, paid incentive for each eligible final application, as shown in the table on back. Quality Application Bonuses are calculated according to paid incentives and whether a reservation and final, or final-only, application is submitted. Final-only applications will receive 50% of the available bonus. See table on back.

Bonus dollars will be paid monthly, with a check payable to each Designated Trade Ally. The check amount will reflect the sum of a Trade Ally's accrued Monthly rewards for all qualifying reservation and final applications reviewed between July. 7, 2021 and Nov. 30, 2021. Any final application submitted by a Trade Ally prior to July. 7, 2021 or after Nov. 30, 2021 will not qualify for a reward. Any projects previously applied for and cancelled will not qualify for a reward.

## ELIGIBILITY

Eligible participants in the 2021 Trade Ally Quality Application Bonus Program must:

- Be a Designated Trade Ally in good standing and remain in good standing throughout the 2021 program year
- Submit a Quality Application Bonus Review Form (see back) to: [dtesaveenergy@dnv.com](mailto:dtesaveenergy@dnv.com)

## REWARD REQUIREMENTS

The following requirements must be met before a reservation application (when applicable) and final application can qualify for a DTE Trade Ally Quality Application Bonus:

- The reservation application (when applicable) and final application must include all required documentation, information and signatures at the time of submittal (see backside)
- The reservation application (when applicable) and final application must be filled out and submitted by the Designated Trade Ally, on behalf of the customer, from the Designated Trade Ally's email address, fax number or return address
- The Designated Trade Ally's information must be listed in the "Primary Contractor/Distributor Information" field on the final application
- The final application must result in a paid project
- Reservation applications, when applicable must be submitted and reserved before final applications are submitted
- Applications are ineligible if submitted for the same location within 60 days
- Applications that meet all pre- and final-review requirements, but do not meet forecast accuracy criteria will be eligible for 50% of the available bonus
- Any additional information requested by the DTE Energy Efficiency Program for Business team must be provided within two (2) business days of the request

Incomplete applications and applications submitted directly by customers or subcontractors will not qualify for a DTE Trade Ally Quality Application Bonus.

The 2021 DTE Trade Ally Quality Application Bonus Program may be combined with other DTE Energy Efficiency Program for Business bonus programs. However, Quality Application Bonus Program incentives are calculated from the paid base incentive total, which does not include eligible bonuses.

## Contact us

phone: **866.796.0512** (option 3)  
email: **[dtesaveenergy@dnv.com](mailto:dtesaveenergy@dnv.com)**

web: **[dtetradeally.com](http://dtetradeally.com)**  
fax: **313.664.1950**

# QUALITY APPLICATION BONUS PROGRAM REVIEW FORM

Project Number \_\_\_\_\_ Project Name \_\_\_\_\_

Customer Name \_\_\_\_\_ Trade Ally Name \_\_\_\_\_ Incentive Requested: \_\_\_\_\_

<input type="checkbox"/> <b>PASS Pre- Review</b> Customer Info (phone, contact, email, Tax ID #) Estimated Completion Date Measure Worksheets Complete (see catalog) Account Number and Address Verified App Submitted by Designated Trade Ally	<input type="checkbox"/> <b>FAIL Notes:</b> 1. _____ 2. _____ 3. _____ 4. _____ 5. _____
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<input type="checkbox"/> <b>PASS Technical Review</b> Product Spec Sheets for Every Measure* Quote (if applicable) Custom Only Existing Quantity (count & incentive) Totals +/- 10% No Duplicate Applications/Work Completed	<input type="checkbox"/> <b>FAIL Notes:</b> 6. _____ 7. _____ 8. _____ 9. _____
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### Forecast Accuracy

<input type="checkbox"/> <b>PASS Admin Review</b> Completed Application Received +/- 30 Days of Estimated Completion Date	<input type="checkbox"/> <b>FAIL Notes:</b> 10. _____
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### Final-Review

<input type="checkbox"/> <b>PASS Admin Review</b> Accurate W-9 for all Payees All Customer Signatures Account Number and Address Verified App Submitted by Trade Ally Total Project Cost Actual Project Completion Date	<input type="checkbox"/> <b>FAIL Notes:</b> 11. _____ 12. _____ 13. _____ 14. _____ 15. _____ 16. _____
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<input type="checkbox"/> <b>PASS Technical Review</b> Incentive over \$1,000 Product Spec Sheets for Every Measure* Invoices Existing Quantity (count & incentive) Totals +/- 10% Quantity Equals Reserved and/or Installed Measures	<input type="checkbox"/> <b>FAIL Notes:</b> 17. _____ 18. _____ 19. _____ 20. _____ 21. _____
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TRADE ALLY QUALITY APPLICATION BONUS		
Total Incentive Paid	Reservation and Final	Final Only
\$1,000 – 4,999	\$100	\$50
\$5,000 – 9,999	\$500	\$250
\$10,000 – 19,999	\$1,000	\$500
\$20,000 and up	\$2,000	\$1,000

### IMPORTANT NOTES:

\*Submit additional documentation per measure as required in the catalog.

No previous applications may be submitted for this project.

All applications, including online applications must include all of the above to be eligible for the Quality Application Bonus.