
2018 Steam Trap Express RFQ

Consumers Energy Business Energy Efficiency Programs offer rebates, training and energy information services to commercial and industrial customers to reduce energy use in new and existing buildings.

We are soliciting a request for qualification (RFQ) to participate in the Steam Trap Express offering which focuses on installation of steam traps in small commercial locations. (example: laundry facilities)

Steam Trap Express Program:

- Eligible for special incentive offering for select market segment (Small Commercial) for failed open trap replacement/repair.
- Utilization of Consumers Energy steam trap leak detection audit services.
- Added to list of steam trap service providers and eligible for Trade Ally benefits.
- Consumers Energy or 3rd party leak detection audits are required to identify failed open traps.

To become a Steam Trap Express Trade Ally, you'll need to do the following:

- Complete required information on Pg.2 and Pg.3 of RFQ Document.
- Attend a three-hour trade ally training session.
- Complete at least one paid incentive project within current program year.

To maintain your Trade Ally status, you'll need to do the following:

- Submit and complete at least one paid incentive project to the Steam Trap Express Program per year.
- Ensure that all company representatives are properly trained on the Business Energy Efficiency Programs and one representative attends a mandatory Trade Ally training event on an annual basis.
- Provide services in accordance with the Consumers Energy Business Energy Efficiency Programs Policies and Procedures.
- Maintain good customer service performance and represent the Business Energy Efficiency Programs appropriately.
- Complete Trade Ally Application annually, ensuring all company information is current for program year.

The Consumers Energy Business Energy Efficiency Programs 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. You will be notified via email upon application approval.

Consumers Energy makes no warranty of any kind whatsoever, including, without limitation, the warranty of merchantability or fitness for purpose. Under no circumstances will Consumers Energy be liable for indirect, special, consequential, punitive or exemplary damages.

Applicant agrees to hold Consumers Energy harmless from any claims or damages associated with its performance of services associated with this agreement. Applicant further agrees to indemnify Consumers Energy against any claims related to Applicant's performances of services pursuant to this agreement. Applicant's services provided hereunder are subject to the terms and conditions of Consumers Energy's Trade Ally program.

Restrictions:

- Applicant must be either an installer, or properly licensed contractor experienced in steam trap replacement.
- Use of the Consumers Energy logo is strictly prohibited without the express written approval of Consumers Energy Company, including but not limited to marketing materials, websites and business cards.
- Co-Branding is NOT allowed and will result in removal as a registered Trade Ally and potential suspension from the Consumers Energy Business Energy Efficiency Programs.
- The use of the term "partner" is not allowed under the Consumers Energy Business Energy Efficiency Programs.
- Any instances of individuals or companies representing themselves as a Consumers Energy employee will result in removal as a registered Trade Ally and not allowing direct participation in the Consumers Energy Business Energy Efficiency Programs.

Please submit Applications and Questions to:

Consumers Energy Business Energy Efficiency Programs
Attention: Steam Trap Express Program
3965 Okemos Rd. Suite A1
Okemos, MI 48864

Phone: 877-607-0737

Fax: 877-607-0738

Email: SteamTrapExpress@cmsenergy.com

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*** IMPORTANT:** The information completed in the "Company Information" section of the application will be the information included in the Trade Ally online directory and other customer-facing materials.

COMPANY INFORMATION

COMPANY NAME			PRIMARY CONTACT
ADDRESS			POSITION
CITY	STATE	ZIP	EMAIL
PHONE	FAX		COMPANY PRESIDENT/OWNER
EMAIL			YEARS IN BUSINESS
WEBSITE			FEDERAL TAX ID NUMBER

ADDITIONAL CONTACT INFORMATION

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

CONTACT NAME	POSITION	PHONE	EMAIL
CONTACT NAME	POSITION	PHONE	EMAIL
CONTACT NAME	POSITION	PHONE	EMAIL

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

LICENSES AND SERVICES

Services provided: (check all that apply)	<input type="checkbox"/> Agriculture	<input type="checkbox"/> Domestic Hot Water	<input type="checkbox"/> Lighting
	<input type="checkbox"/> Design/Build Services	<input type="checkbox"/> Energy Audit Services	<input type="checkbox"/> Lighting Controls
	<input type="checkbox"/> Building Envelope	<input type="checkbox"/> HVAC	<input type="checkbox"/> New Construction
	<input type="checkbox"/> Boiler	<input type="checkbox"/> HVAC Controls	<input type="checkbox"/> Industrial Pipe Insulation
	<input type="checkbox"/> Commissioning	<input type="checkbox"/> Information Technology	<input type="checkbox"/> Power Management
	<input type="checkbox"/> Compressed Air	<input type="checkbox"/> Motors and Drives	<input type="checkbox"/> Refrigeration

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

MARKET SEGMENTS

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

- | | | | |
|--|---------------------------------------|---|---------------------------------------|
| <input type="checkbox"/> Laundry/Dry Cleaner | <input type="checkbox"/> Restaurant | <input type="checkbox"/> K-12 Schools | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Offices | <input type="checkbox"/> Hotel/Resort | <input type="checkbox"/> Medical | <input type="checkbox"/> Warehouse |
| <input type="checkbox"/> House of Worship | <input type="checkbox"/> Grocery | <input type="checkbox"/> College/University | <input type="checkbox"/> Other: _____ |

SERVICE TERRITORY

Please indicate the service territory that you serve: (check one primary and multiple secondary territory)



Primary Service Territory

- ☐ Northern Michigan
- ☐ Bay Area
- ☐ Southeast Michigan
- ☐ Central Michigan
- ☐ Western Michigan

Secondary Service Territory

- ☐ Northern Michigan
- ☐ Bay Area
- ☐ Southeast Michigan
- ☐ Central Michigan
- ☐ Western Michigan

PROJECT REFERENCES/MARKET POTENTIAL

Please provide three (3) commercial project references and market potential for small business customers:

Steam Traps Installed Annually(required): _____

CONTACT NAME (required)	BUSINESS NAME (required)	PHONE (required)	
CONTACT NAME (required)	BUSINESS NAME (required)	PHONE (required)	
CONTACT NAME (required)	BUSINESS NAME (required)	PHONE (required)	

TRADE ALLY TRAINING

A Company representative ☐ has attended OR ☐ will attend a Consumers Energy Business Energy Efficiency Programs training.

ATTENDEE	DATE OF TRAINING	LOCATION
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REGISTRATION ACKNOWLEDGMENT

By signing below, the Company agrees to offer and provide services in accordance with the Consumers Energy Business Energy Efficiency Programs Policies and Procedures (electronic version available at consumersenergy.com/mybusiness), adheres to any and all state guidelines, rules and regulations, and certifies that the above information is correct and properly represents the Company.

SIGNATURE	DATE
NAME (PLEASE PRINT)	TITLE