

TRADE ALLY TIMES

A newsletter for our valued contractors and designated trade allies



DTE

Save the date:

We look forward to seeing you at our annual Trade Ally Golf Outing on September 21 at the Great Oaks Country Club in Rochester Hills. Stay tuned for more details, and contact your outreach representative with any questions.



Thank you and let's keep it up!

Despite a challenging environment and statewide lockdowns, the DTE Energy Efficiency Program for Business has continued to see investments in new projects, and we are encouraged to see these moving forward.

Our recent “spring bonus” and “exterior lighting bonus” were, by all accounts, a success and evidence of the great work that our trade allies are continuing to do in spite of recent obstacles. As the 2nd quarter of 2020 comes to a close we are here to let you know that we will continue to offer the incentives, bonuses and other perks necessary to keep you in the field and completing projects.

Over the last several months our team has adapted to work virtually, completing inspections, processing files and paying checks all while working remote and adapting on the fly. We appreciate your understanding through this transition and look forward to carrying our momentum through the rest of the year.

Trade Ally Q&A

Q: “There needs to be an ability to add additional lines for larger problems rather than needing to fill out an additional application.”

A: As always the program teams appreciates any feedback from our trade allies about how we can continue to improve all aspects of our program. We will be gathering our own ideas as well as your ideas for improvements on the upcoming 2021 application. Thanks so much for your providing suggestions, so that we can continue to enhance the program!

For more information or questions you may have contact us at 866. 796.0512 (option 3) or by email at dtesaveenergy@dnvgl.com.

Events, bonuses, and more...

Going forward we will continue to seek your input on how we can better serve you through the end of the year. While we may not be able to host the same events and attend conferences together, we hope that our recently introduced promotions points program rewards you and your team to continue to submit projects.

We are continuing to evaluate our incentive funds to offer bonuses and special offers that encourage your customers to take advantage of special incentive rates. Please feel free to reach out to your outreach representative with any suggestions or ideas of what we can do to make your jobs easier.

Thank you once again for your continued engagement and support of our program. We hope that you too are finding ways to reach your customers and wish you all the best.

Drawing winners

Congratulations to Michael Bush from Future Energy and TJ Brown from Keen Technical Solutions! Your names were chosen in our monthly satisfaction survey drawing. We conduct this drawing as a way to say thank you for providing valuable feedback to our program. By completing the survey and entering your name, you may be eligible for prizes including gift cards, sporting event tickets and more.