



Consumers Energy for Distributors

September 2022

Extra \$1 on all LED Tubes



We are **offering a \$1 bonus paid directly to our distributors on any size LED tube** sold to qualifying customers.

This offer is valid for transactions with a **date of sale between June 15, 2022 through Oct. 15, 2022**. All other program rules apply. All products must be installed within 90 days or no later than Dec. 15, 2022.

Buy USA 15% Bonus

We launched a Buy USA 15% Bonus. Business Instant Discount distributors are invited to offer an extra 15% instant discount on USA made products sold by distributors (bonus will not be applied if the current discount exceeds the measure MSRP).

An affidavit must be filled out, submitted, and approved **BEFORE** the transaction occurs, to ensure the distributor's reimbursement.

[Click here for Official Rules and Affidavit.](#)

New Product: Flat Panels

Since this is a new measure, we'll need to build the APL and we can only do that with you product lists.

Please [fill out this form](#) with your flat panel products and [email to our team](#).

Help us start building our list now so you can start offering the instant discount sooner.



Installation Address, Timeframe and Backstock

The address provided on your transaction form must be the address where the products receiving the discount are installed. Failure to provide the installation address could lead to a failed inspection and bonus removal.

All products receiving the rebate must be **installed within 90 days of purchase date**. It is important to verify with the customer that products will be installed within this timeframe prior to offering the instant discount. **Products going into backstock are not eligible to receive the rebate.**

We understand there are delays with supply chain and labor shortages. If there is a delay, please notify your advisor to prevent failed inspections and possible repayment of the rebate.

Multifamily

In Multifamily properties (more than three units), the Business Instant Discount Program can offer rebates for common areas (employee office(s), gym, hallways, etc.), but not for residential living quarters with the exceptions listed to the right.

Consumers Energy has a Multifamily program to assist with incentives that do not qualify for BIDP.

Contact the Multifamily program at 877-813-9617 or [email them here](#).

Learn more: [Multifamily Property Energy Efficiency | Consumers Energy](#)

Properties that Qualify as Multifamily:

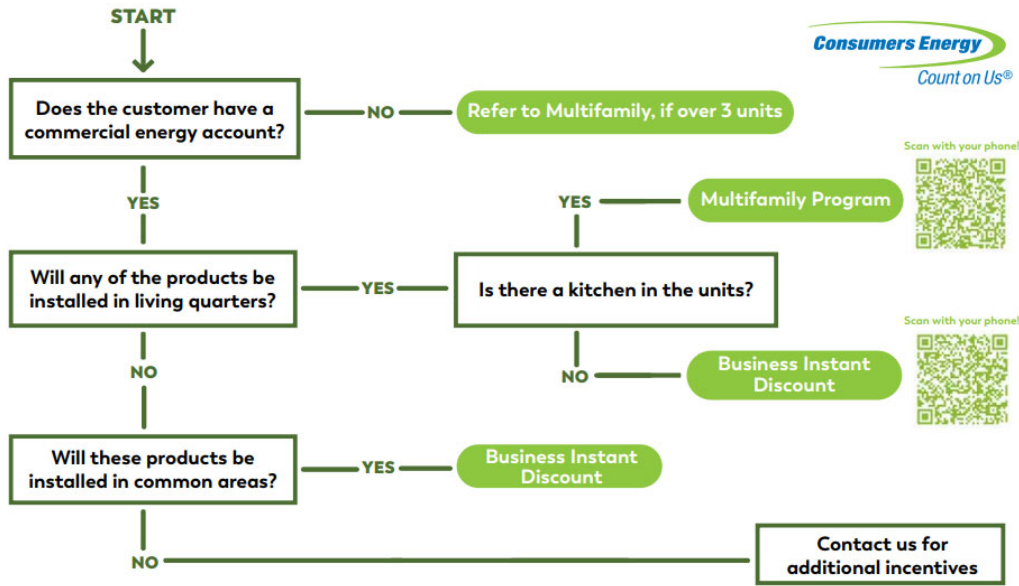
- Apartment Communities
- Condominiums
- Dormitories
- Senior Apartments

- Assisted Living Centers (**with** kitchens in living quarters)
- Fraternity/Sorority Houses

Properties that do not qualify for Multifamily but qualify for Business Instant Discount:

Prisons, Jails, Correctional Facilities, Hospitals, Assisted Living Centers (**without** kitchens in living quarters), Mental Health Institutions

See our flowchart below to help make the decision even easier:



Contact one of our program experts for more information:

Business Instant Discount
BusinessInstantDiscount@cmsenergy.com

Consumers Energy Multifamily
877-813-9617

Requirement for Transactions over \$15,000



Pre-inspections, performed by our staff, are **required** for transactions over \$15,000 by a single end user, before we can process the rebate payment. Contact your energy advisor **prior to submitting** this transaction for reimbursement.

Submitting the transaction for reimbursement before completing and passing a pre-inspection may result in a delayed or denied payment.

Rebate only available for EE Upgrades

Customers cannot be offered the discount if they are installing a direct replacement of the existing energy efficient product. The new product being purchased must be an enhancement from the original existing product. For example, the program will not reimburse LEDs replaced by lower wattage LEDs or cogged v-belts replacing worn cogged v-belts.

The discount also cannot exceed the MSRP. For example, we offer up to \$75 for a cogged v-belt, if the belt costs \$50 the discount is limited to \$50.

QA/QC Issues

Please make sure you are double checking your transactions before pushing that submit button.

Common issues we are finding:

- Catalog number is not matching the invoice. No product substitutions, please submit a New Product Suggestion form if your product is not an option.
- Address errors in the end user information (e.g. **3357** Main St. vs. **3537** Main St.).
- Customer contact information is not accurate. This is required for us to schedule post-inspections.



If a requested invoice does not match the information submitted, you will be asked to resubmit that invoice and/or the transaction will be removed from the quarterly bonus calculations.

Notes Section in Tool

There is a "Notes for Reviewer" section in the Business Instant Discount platform. Use it to explain inconsistencies or provide any information that will be helpful in completing the review. Examples include: if the product quantity differs from the invoice because the end user is not installing all the products at a Consumers Energy serviced location or if you capped an incentive.

Adding this information will reduce the time our QA/QC team takes to review your transaction. By providing more information we can make our initial decision quicker and it will reduce frustrations while speeding up processing.

Our QA/QC team will use the "Reviewer Comments" field to communicate any changes that may have been made to your submission.

Reviewer Comments (2000 character limit)

Notes for Reviewer (2000 character limit)

Save Note

New Features!

We added an Announcement Blurb to the platform so you can stay up to date on program changes and a quarterly graph that compares your paid rebates and rebates in review. Note: the graph pulls data based on invoice date.

Your quarterly bonus is calculated based on submittal date (the date in which your transaction was submitted). With the different data pulls, there will be difference between totals. Q3 bonuses will include all transactions submitted between July 1st-September 30th, 2022.

As always, please connect with us if you have any questions regarding the new features.

Consumers Energy Business Instant Discount Program

Logged in as jennifer.matthewson@dnv.com, Jenny Matthewson, DNV
Log off

Home
Start New ▾
Track ▾
Verify Eligibility ▾
Support
Admin ▾

Welcome, ABC Distribution!

Start a New Transaction Report

File Import

Manual Entry

Track

Reports

All Transactions

Verify Eligibility

Customer

Product

Support

Resources

Newsletter Signup

Announcement
✎

TLED 4-pack by Setco added to Qualified Products List in February 2022. Available now!

ABC Distribution 2022 ▾

Total Rebates by Quarter

■ Paid Rebates
■ Rebates in Review

Business Instant Discount Team

Business Instant Discount West MI - Doug Sandberg.....517-247-1260

Business Instant Discount East MI - Hiring!

https://460149.hubspotpreview-na1.com/_hcms/preview/content/85508020880?portalId=460149&_preview=true&cacheBust=0&preview_key=DTdNck... 5/6

Your small changes can have a big impact on Michigan –
and this program is just one example.

BECOME A **FORCE OF CHANGE**

Learn More



Online



Email



877-607-0737

Consumers Energy, 3965 Okemos Rd. Suite A1, Okemos, MI 48864, 877-607-0737

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