



## COOL SMART QIV



COOL SMART offers Quality Installation Verification (QIV) to help contractors check for problems with air conditioner refrigerant charge and airflow for ENERGY STAR qualified central air conditioning equipment.

This service is intended to:

- Empower contractors to test and report on the installation quality for units they install and to help them differentiate themselves from the competition.
- Educate and assist customers in receiving quality installations.

Participating contractors are trained in the QIV process. The QIV service involves testing installed systems by using specialized tools and reporting results to customers and to COOL SMART. The Real Cool Analyzer™ platform provides this service.

### **COOL SMART 2010 Incentives and Assistance to Contractors Participating in QIV**

- Listing as a Participating Contractor on websites in Massachusetts and Rhode Island
- Inspection by COOL SMART of 10% of all installations
- Customer literature describing the need for and value of QIV
- QIV Incentive of \$175 (minus fees) for each existing system that is tested and passes charge tests and is properly reported to COOL SMART
- Packaged incentives of up to \$1000 to contractor (minus fees) for properly installed, properly sized, and properly QIV-tested units that qualify for a COOL SMART rebate
- Reimbursement for classroom and QIV field training after five QIV "passes" by technician
- Reimbursement of up to \$150 for purchase of a digital thermometer (flow grid), true flow plate, or hot wire anemometer that meets the program specifications, after five QIV "passes" by technician

### **QIV Benefits for Contractors:**

- Make jobs more profitable – consistent results and fewer callbacks
- Provides valuable feedback on technician performance
- Helps less experienced technicians become more valuable
- Can reduce diagnostic/troubleshooting time for experienced technicians
- Sales tool: grow both service and installation work
- Great market differentiation tool: COOL SMART contractors perform Quality Installations!