



# **Turnkey Air Source Heat Pump Platform: Integrated Hardware, Labor, & Management Solution**

Tuesday, March 25<sup>th</sup>

# The Platform Elements

HVAC

## HEAT PUMP HARDWARE



Goodman

Heating & Air Conditioning  
**Amana**

**DAIKIN**

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HVAC

## HEAT PUMP HARDWARE



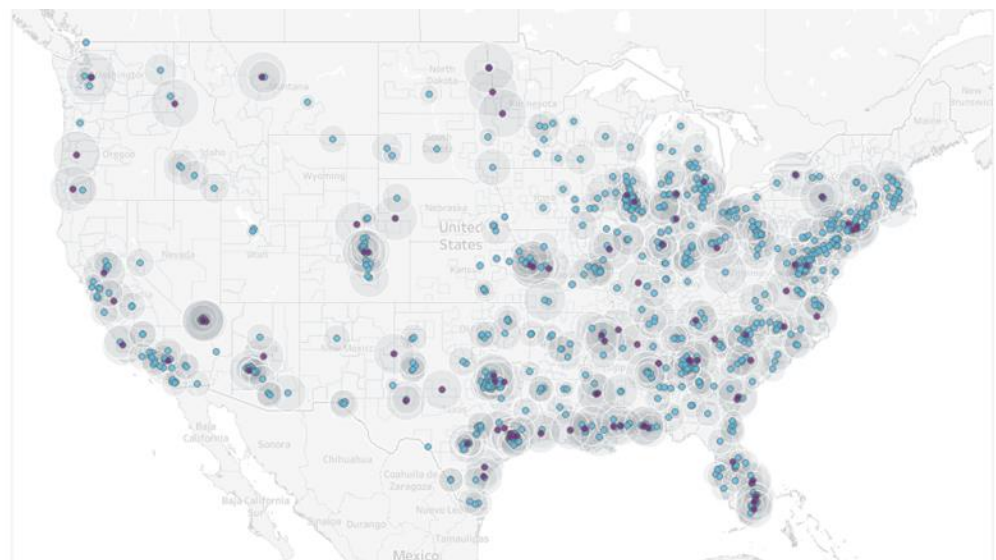
**Goodman**

Heating & Air Conditioning  
**Amana**

**DAIKIN**



## BASE INSTALLER NETWORK



OEM qualified, trained,  
warrantied & insured

# The Platform Elements

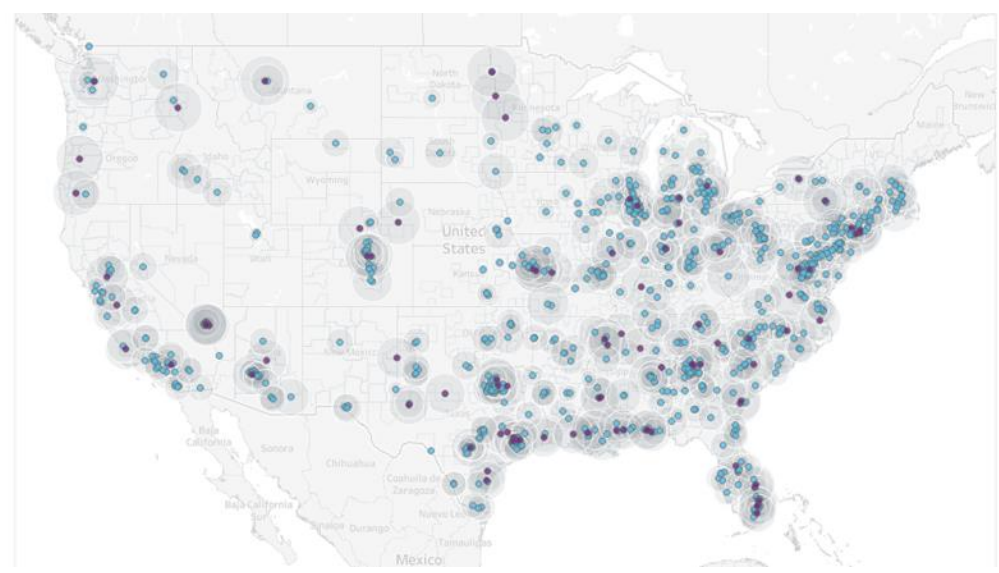
TRADE ALLY  
EXPANDABLE

HVAC

## HEAT PUMP HARDWARE



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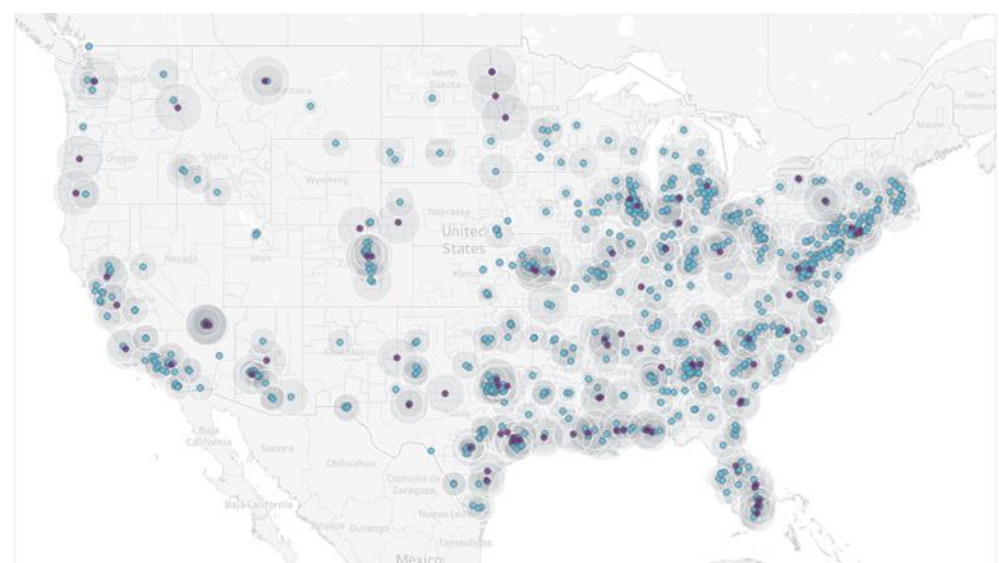
Goodman

Heating & Air Conditioning  
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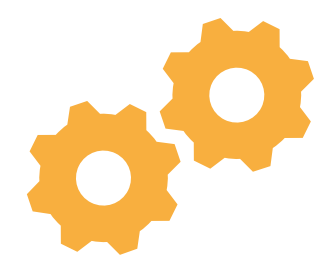
**DAIKIN**



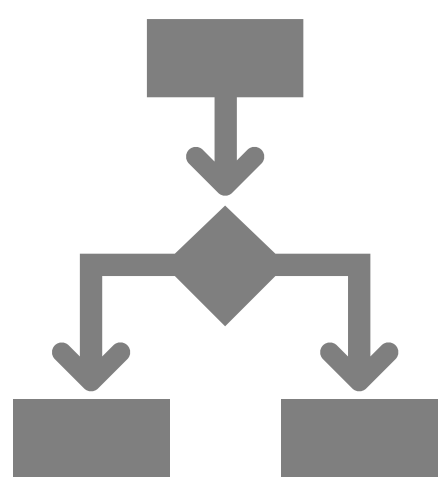
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## MANAGEMENT & ADMINISTRATION



Program Mgmt, Paperwork,  
Workflows, Rebates ...



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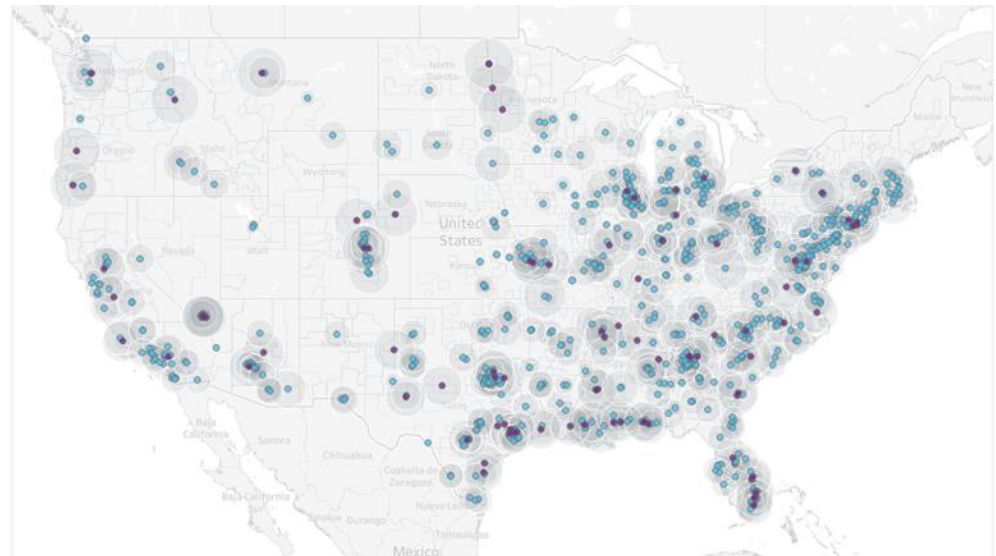
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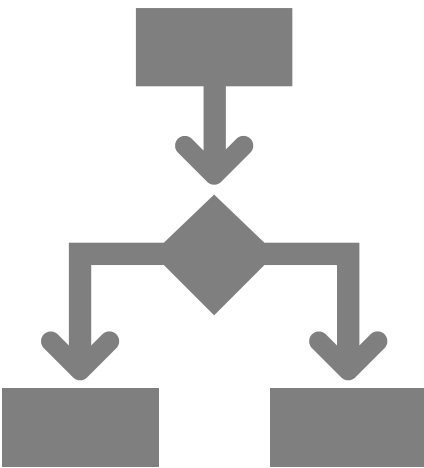
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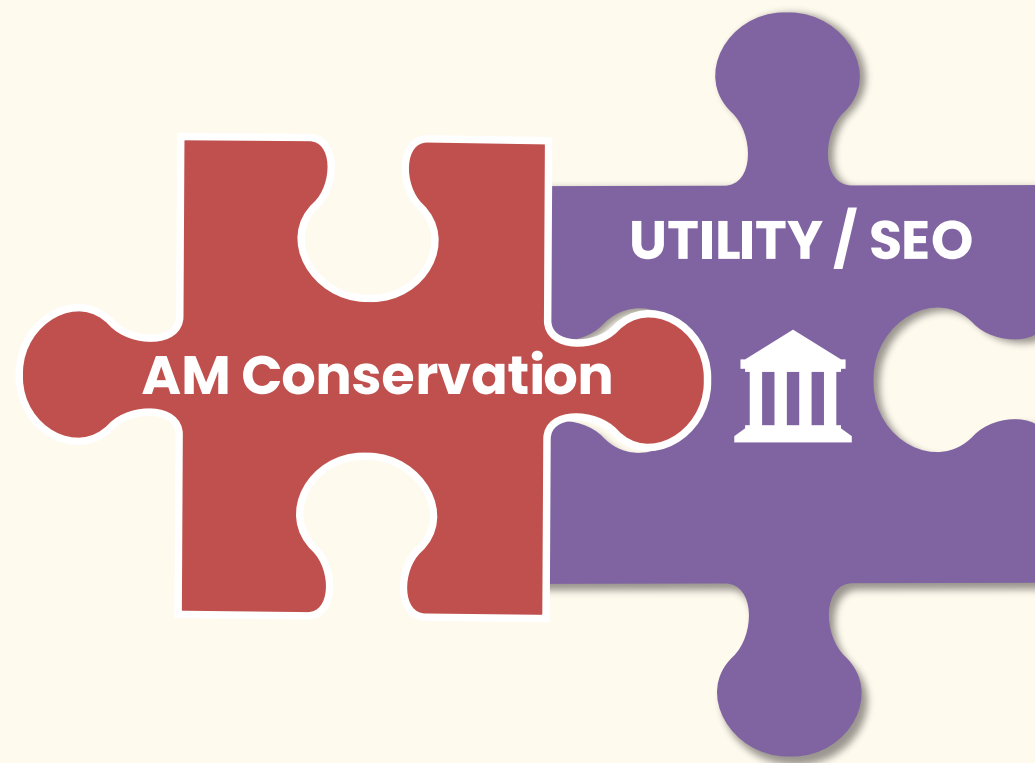
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Standardized Installed System Pricing For All Program Participants – AMC Sells To End User

# Benefits For All Stakeholders



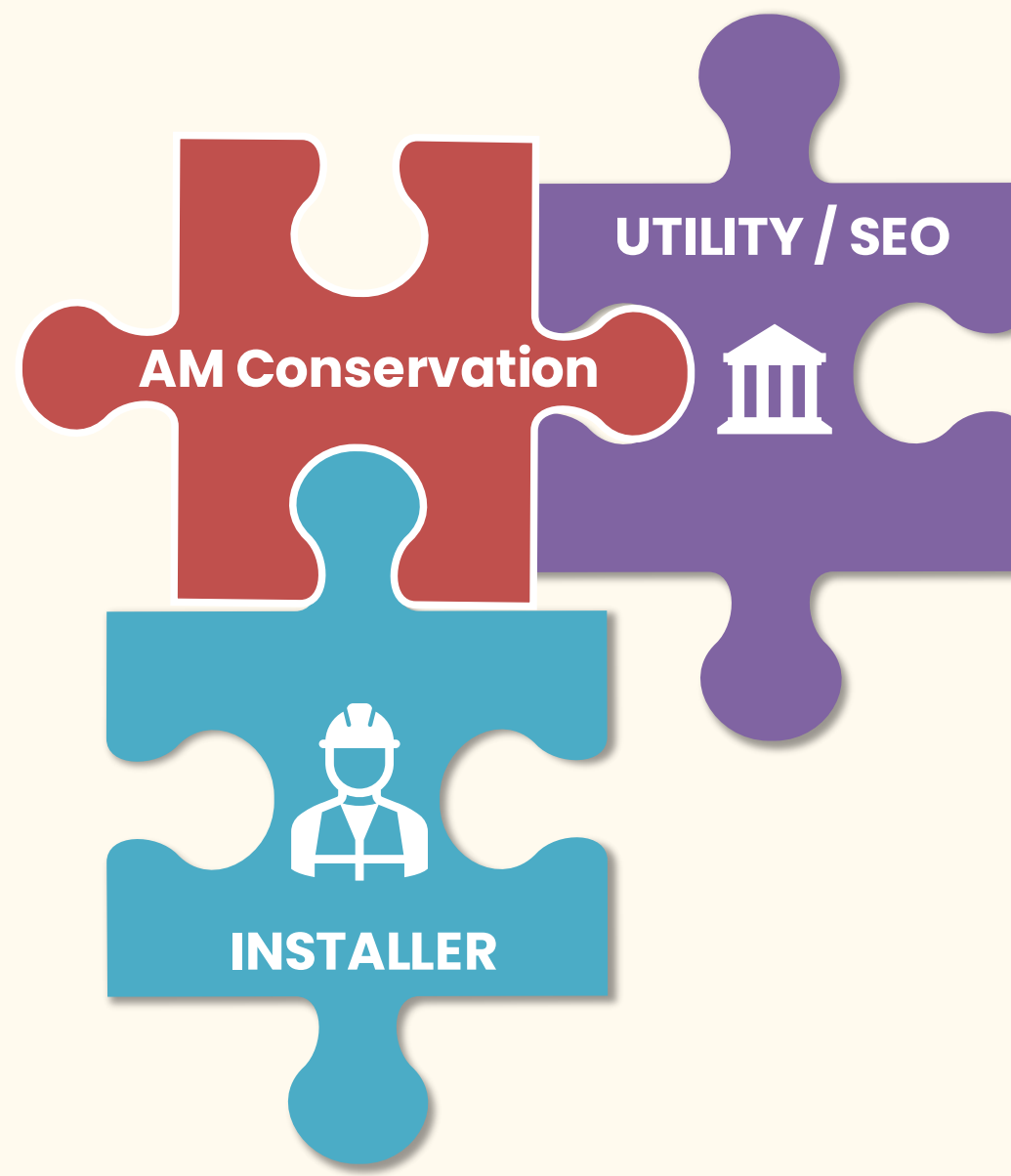
# Benefits For All Stakeholders



- Flattens ASHP cost structure to **improve cost-effectiveness** and **installation rates**
- **Pricing equity** & **standardized installed price** for all participants
- **Dovetails** with program **workflows** and **processes**
- **Single point of contact** for program needs and issue resolution
- **Diversifies** installation **workforce**



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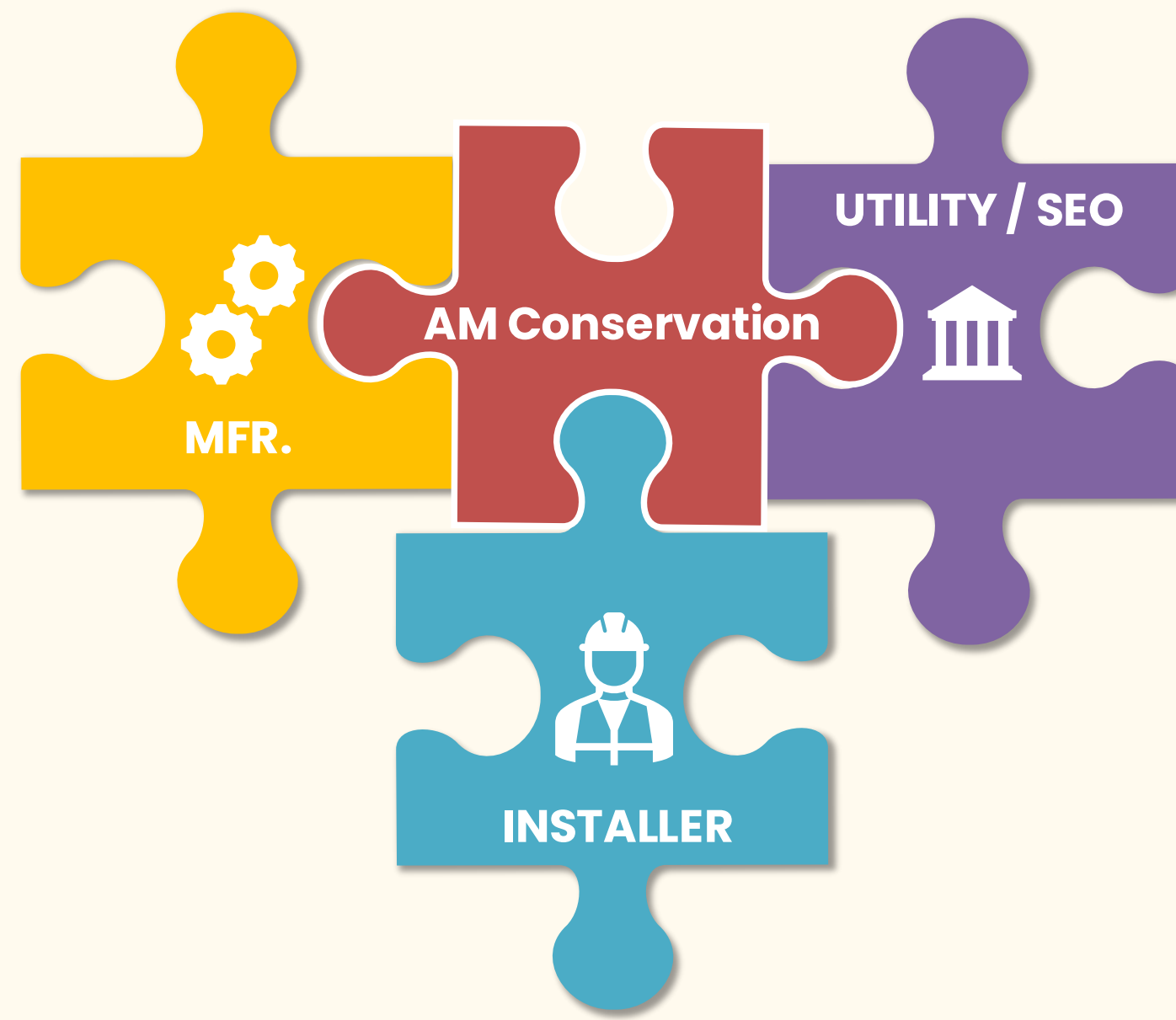


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- **Grows installer** base
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- Concentrates and **grows sales** volumes to **reduce costs**
- **Grows installer** base
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- **Lowers** installed system **cost** and out of pocket **expenses**

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**Surf's Up:  
Let The Conversation Begin!**

# THANK YOU

