



POTOMAC EDISON'S INSTANT HVAC DISCOUNTS DISTRIBUTOR FAQs



- 1 How do Instant HVAC Discounts (midstream) work?**

Participating distributors are reimbursed for the incentive amount of the qualified equipment. The savings are then passed along to customers as a discount on their invoice. This allows your customers to purchase efficient HVAC equipment at approximately the same cost as standard equipment.

By making it easier and more affordable to install energy-efficient HVAC equipment, the Instant HVAC Discount helps businesses save energy and money, increase distributor sales, and conserve natural resources.
- 2 Who is eligible?** All Maryland Potomac Edison commercial and industrial customers are eligible.
- 3 Is new construction eligible for these incentives?**

New construction is not eligible for the Instant HVAC Discount, but is covered by the standard Energy Solutions for Business Program. Visit energysavemd-business.com for more information.
- 4 What types of equipment are eligible?**
 - Air source air conditioners and heat pumps
 - Packaged terminal air conditioners (PTAC)
 - Packaged terminal heat pumps (PTHP)
 - Ductless mini split heat pumps
- 5 Can equipment purchased with an Instant HVAC Discount be used for projects outside of the Potomac Edison service territory?** All discounted equipment acquired through the Instant HVAC Discount must be installed in facilities within Potomac Edison's service territory.
- 6 Can contractor or vendor information be provided in place of an installation address?** No, the end-user installation address and name are required for participation. Potomac Edison contractor or vendor information should not be entered in the installation address and ZIP fields.
- 7 Is the customer's account number needed to receive incentives?** Yes, the account number for the location where the equipment will be installed is needed to determine eligibility.
- 8 Can spare equipment be ordered with Instant HVAC Discounts?** Spares or inventory kept at the customer's location should not be delivered. All equipment sold must be installed within 90 days following the purchase to remain eligible.
- 9 Can customers purchase equipment with an Instant HVAC Discount and then submit an application through the Energy Solutions for Business Program portal?** Purchases that include an Instant HVAC Discount are not eligible for an additional incentive through the standard Energy Solutions for Business Program, as an instant discount was already applied at the point of purchase.
- 10 Will customers' installations and facilities be inspected?** Potomac Edison and/or its program administrators reserve the right to verify the installation of equipment that was purchased by the participant and rebated with an Instant HVAC Discount.
- 11 What marketing support is available for Instant HVAC Discounts?** As a qualified distributor, in addition to being listed on the Potomac Edison website, you have access to a library of marketing materials, including brochures, in-store displays, banners and more. We are also available for speaking engagements and can exhibit at your counter day or open house events.

Still have questions?

Contact us by visiting energysavemd-business.com or call 855-801-5803.

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to energy.maryland.gov/Pages/Facts/empower.aspx.

By participating in energy efficiency and peak demand reduction programs, customers agree to allow their utility to retain ownership of all Capacity Rights, which refers to the demand reduction associated with any energy efficiency or peak demand reduction measures for which incentives were provided by the Company. Your utility will aggregate these energy efficiency demand reduction attributes into the PJM capacity market with proceeds being used to offset the program.