

# Diamond Commercial Contractor®

2023 Program Guide





Joining this elite group provides access to exclusive VRF resources and benefits that help you capitalize on the rapidly growing Zoned Comfort Solutions® and Variable Refrigerant Flow markets.

## Welcome Contractors

Mitsubishi Electric Trane HVAC US (METUS) has established the Diamond Commercial Contractor Program as a means of acknowledging the professionalism, loyalty, and sales efforts of METUS's highest performing mechanical contractors, as well as to incentivize continued growth, expertise, and sales initiatives for METUS's commercial HVAC systems.

Diamond Commercial Contractors gain access to exclusive resources and benefits, which enhance the contractors' success and strengthen their ability to represent METUS's VRF products against competing brands and technologies. METUS customers also gain access to industry-best guidance and expertise through the services of Diamond Commercial Contractors. All of these benefits combine to drive new and exciting opportunities for METUS's commercial products and services, including breakthrough opportunities for design-build, retrofit, and build-to-suit installations. METUS, Diamond Commercial Contractors, and our customers all benefit from the Diamond Commercial Contractor Program—truly a “win-win-win” opportunity.

# Membership

The Diamond Commercial Contractor Program consists of an elite network of professional, knowledgeable, and forward-thinking business owners in the commercial HVAC industry. Diamond Commercial Contractors have demonstrated their deep product knowledge, expertise, and experience through a series of eligibility requirements and qualifications. As a result, Diamond Commercial Contractors are particularly well-suited to represent CITY MULTI® products in design-build, retrofit, and build-to-suit applications. They have also earned the right to be designated as among METUS's top-performing mechanical contractors.

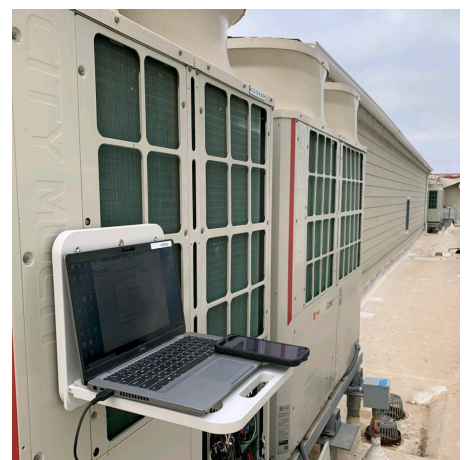
**The Diamond Commercial Contractor (DCC) program operates on a 3-year eligibility cycle so new Program Applications are only required every three years.**

## Eligibility

- Be nominated by a Trane CSO or METUS Legacy Distributor
- Adhere to the DCC Code of Conduct
- Maintain proper Licensing, registration, and insurance
- Maintain proper EPA Section 608 refrigerant certification
- Purchase a minimum of (10) three phase ODU's – can average over multiple years
- Submit all CITY MULTI® units through the METUS 10/10 warranty system within 45 days
- Hold an annual Review Meeting with your local METUS team – Can be virtual
- For new DCC's only – Complete the CITY MULTI® Essentials Bundle & Diamond Designer Seminar
- Further Training requirements will be required as new products are introduced

## Benefits

- 2 Year Labor Extended Warranty on projects elected by the DCC
- Technical Service Group line priority access
- Listing as a DCC on mitsubishicomfort.com based on zip code coverage
- Use of the DCC trademarked Logo and Branding
- Equipment Leasing and Financing opportunities through METUS approved partners
- Luxury incentive trip for the top DCCs. Previous trips included Scotland, Italy, Key West and Portugal
- Business meeting with access to the METUS Leadership Team
- Free or reduced cost Training Classes
- Access to the VRF Comparison Tool software





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