

# Customer Directed Option (CDO)

Small Business Energy Efficiency Program

**Help your customers ENERGIZE their bottom line with energy-saving upgrades. And, we'll cover up to 70% of the cost!**

We value your business relationships with your customers. That's why we encourage small businesses to work with local contractors by offering generous incentives on a wide array of energy-efficiency solutions that can improve productivity, increase revenue and cut their utility bills.

## Customer Directed Option lets you tap into incentives.

Businesses are able to select their preferred contractor to perform energy-efficiency measures, while being able to take advantage of rebates up to 70% of the total cost.

## Save customers up to 70% on energy-efficiency measures.

Available energy efficiency equipment may include:

- ♦ Lighting upgrades
- ♦ Lighting occupancy sensors
- ♦ Refrigeration and cooling measures

## Help them manage their budget with repayment options.

For eligible customers, we provide on-bill repayment with a 12 month payment term. Or, they can choose to pay in full directly to their contractor. Customers that pay the complete balance upon project completion will receive an additional 10% discount.



## What type of business is eligible?

Customers must have an active National Grid electric account that meets the following criteria:

- ♦ annual peak demand < 250 kW
- ♦ pay System Benefits Charge
- ♦ SC2, SC2D, & SC3 electric rate code (SC1 rate code with Commercial Revenue Class may also be eligible)

This offer is only available to retrofit projects and may not be combined with other offers from National Grid or NYSEERDA without prior, written authorization.

## It's your customer relationship – we're just here to help.

You will continue to work closely with your customers throughout the entire process. Our goal is to make it simple to receive incentives and ensure that you receive prompt payment. All warranties will remain between you and your customer.

## Get your customers on the path to greater savings.

To learn more about how we can create a smart energy-efficiency business plan for your customers, call TRC Companies: **1-844-276-7898** or email [ngridsavings@trccompanies.com](mailto:ngridsavings@trccompanies.com)