

DAIKIN DESIGN PRO VRV

2025 Daikin *VRV Design Pro* Contractor Program

Set Yourself Apart from the Competition

IND

The **2025 Daikin *VRV Design Pro* Contractor Program** is designed to provide select HVAC contractors in the design-build market segment with comprehensive support to help them maintain and build their business around *VRV* and Light Commercial, as well as ductless products offered by Daikin. As a part of this program you will have a resource for Technical, Sales, and Business training, as well as marketing tools which have been specifically designed to help accelerate growth and profits.

Through a focused training and support plan, a Daikin *VRV Design Pro* Contractor will have access to specific product training, vertical market training, and local marketing support. The plan is designed to enhance the relationship between the Daikin *VRV Design Pro* Contractor and their local distributors. The primary focus of the Daikin *VRV Design Pro* Contractor Program is to provide participating contractors with the world-class training and support they need to expand their business opportunities and help them maintain the profitability of their business.

WHY BECOME A *VRV DESIGN PRO*?

Daikin is looking for design-build contractors who want to grow their business, have a desire to grow their business through Daikin *VRV,* light commercial, and ductless products. Daikin is making long term investments in giving design-build contractors the tools and the ability to grow their businesses with a broad portfolio of Daikin branded products. Building better working relationships within the design-build HVAC community to empower contractors to be the best they can be with the Daikin product line-up is the backbone of the Daikin *VRV Design Pro* contractor program.

REQUIREMENTS

To participate in the Daikin *VRV Design Pro* Contractor Program, you must agree to:

- Meet the training requirements for the Daikin *VRV Design Pro* Contractor Program
- Commit to conducting your business in a professional manner
- Meet all the licensing and compliance requirements required at your local and state levels
- Demonstrate professionalism in handling all field service related issues
- Use your best efforts to quickly resolve all customer issues and complaints
- Consider Daikin on all opportunities
- Commit to a Daikin Sales and Service Champion on staff
- Develop a business plan centered around utilizing Daikin
- All design-build opportunities must be registered on Daikin City (www.daikincity.com) to be eligible for accrual funds
- Execute the Daikin *VRV Design Pro* Contractor Agreement

LEAD GENERATION AND STRATEGIC MARKETING

Daikin is teaming up with industry leading firms and organizations to build relationships with building owners and developers around the country. By participating with industry-specific HVAC organizations and appropriate trade-shows, Daikin continues to develop our leadership role in North America to help drive sales leads. A couple of the strategic marketing opportunities are:

- DBIA - Design-Build Institute of America (dbia.org)
- NITC - brazing certification program (nationalitc.com)

TOOLS AND SUPPORT

Daikin will be working with you to provide tools to help you in your quest to be the best resource to your customers and support projects designed with Daikin ductless, *VRV,* and light commercial systems.

DUCTLESS AND *VRV* WORKSHOPS

We are constantly updating and expanding our training library to benefit our Daikin *VRV Design Pro* Contractors. Items will be developed covering positioning, cost of construction, energy analysis, and cost of ownership to give you the tools to better position your company.

FINANCING AND LEASING

Financing and leasing programs are available to help close the sale to your customers. These programs offer the flexibility to help you gain additional market share and increased profits.

TRAINING

Learn the latest information in the HVAC industry with our state-of-the-art training for HVAC Distributors and Dealers. You select the training course path right for you.

www.hvaclearningcampus.com



DAIKIN ACCRUAL PROGRAM

Daikin is committed to product innovation and technology, and with the Daikin brand of HVAC equipment, the Daikin *VRV Design Pro* Contractor can offer their customers a full range of high-efficiency commercial air conditioners, heat pumps, as well as a full line of Indoor Air Quality (IAQ) equipment and solutions. Our product offering also includes our Daikin light commercial package unit line and Daikin ductless products.

With the Daikin brand, we believe you'll find the best products, backed by outstanding limited warranties.* 100% of accrued funds are available to Daikin *VRV Design Pro* Contractors. No "co-op" matching funds or contractor contributions required. The Daikin *VRV Design Pro* Contractor Accrual Program provides the flexibility for you to maximize your business efforts and provide funds for marketing tools, diagnostic tools, training and trade show attendance/participation. It's all accomplished through an easy and straightforward program. And since it's an accrual fund, and not a "co-op", 100% of the accrued funds are available to help Daikin *VRV Design Pro* Contractors with their business efforts and promotional activities.

* Complete warranty details available from your local distributor or at www.daikincomfort.com or www.daikinac.com

DAIKIN *VRV DESIGN PRO* PLAN ACCRUAL RATES†

- 1.25% of list price on all *VRV* products
- Standard 1.25% from *VRV Design Pro, Ductless Design Pro,* and *Comfort Pro*, or other approved residential programs, plus
  - .25% on 20 Series + Single zone (LV, *VISTA, AURORA*)
  - .50% on Multi-Zone
  - .75% on *SkyAir*

† Standard Accrual Rates. Promotional priced equipment, parts, supplies and accessories and plan spec jobs do not qualify for accruals. Full Daikin *VRV Design Pro* accrual terms and conditions are available from your Daikin Sales Representative.

OUTSTANDING BENEFITS FOR DAIKIN *VRV DESIGN PRO* CONTRACTORS

- Daikin online contractor locator placement
- Discounts on Daikin D-NET for personal use and special promotional discounts on Daikin D-NET for project use[1]
- Priority access to distributor for manufacturer support
- Online technical support available
- Incentives and benefits with many Daikin P.R.O. vendors[2]
- Technical training opportunities through the HVAC Learning Campus
- Access to Daikin resources/tools, such as the Life Cycle Cost (LCC) tool, design software, pricing tools, energy calculator, D-NET, and more
- ASHRAE, PHCC, DBIA, ACCA, and NITC membership reimbursement[3]
- GM vehicle discounts
- Eligible for membership in the Daikin Elite Development Program through EGIA
- NATE testing discounts

1 Available for a limited time. Please speak with your Daikin representative for more details.

2 Please contact Daikin P.R.O. vendors for more details on specific discounts available.

3 Up to $1,000 in ASHRAE or PHCC dues can be claimed annually by Daikin *VRV Design Pro* Contractors with available accrual funds.

ACCRUAL PROGRAM GUIDELINES*

- A Daikin *VRV Design Pro* Contractor must have signed the Daikin Contractor agreement to become eligible for accrual funds.
- Daikin *VRV Design Pro* Contractors must be registered in the Loyalty Program by their distributor.
- A Daikin *VRV Design Pro* Contractor must purchase a minimum of $75,000 ($125,000 list) in Daikin ductless, *VRV*, and light commercial products annually.
- Accrual will be calculated from purchases beginning January 1, 2025 through December 31, 2025. Funds accrued during the 2025 Daikin *VRV Design Pro* Program may be used until March 31, 2026.

* We reserve the right to exclude special quoted products and change the program as necessary. Complete Daikin *VRV Design Pro* accrual terms and conditions are available from your Daikin Sales Representative.



2025 Daikin *VRV Design Pro* Contractor Program

SALES, PRODUCT, AND TECHNICAL TRAINING

As a Daikin *VRV Design Pro* Contractor, you'll enjoy access to high-quality, targeted, and robust training to support your business needs! Through the HVAC Learning Campus, Daikin *VRV Design Pro* Contractors enjoy industry leading technical training courses designed to keep their technical workforce at peak performance. Your sales and management teams will also have access to 'Daikin specific' and general HVAC sales and business training classes that can help increase revenue, and can help grow your business profitably.

These courses will have offerings such as financial management courses, service maintenance agreements, sales positioning, tech training, vertical market training, energy evaluation comparisons and much more!

Our continuing commitment to quality products may mean a change in the Daikin *VRV Design Pro* Contractor Program without advance notice.



2025 Daikin *VRV Design Pro* Training

Daikin *VRV Design Pro* contractors qualify for free training in Daikin facilities and are also eligible for participation in the Daikin Elite Development program (training partnership with EGIA). Contractors must complete the required training for each product category they intend to sell within the year to renew program membership.

REQUIRED TRAINING FOR DUCTLESS & *VRV-S*:

» RA/QA Install & Commissioning
» RA/QA Service & Troubleshooting
» *VRV* Single Phase Install & Commissioning (*VRV-S*)
» *VRV* Single Phase Service & Troubleshooting
» Applications & Design

ADDITIONAL TRAINING FOR 3-PHASE:

» *VRV* 3-Phase Install & Commissioning
» *VRV* 3-Phase Service & Troubleshooting
» *VRV* Controls
» Applications & Design

ADDITIONAL REQUIREMENTS FOR DAIKIN *VRV PRO* DESIGNATION:

» 3-Phase Daikin *VRV Design Pros*
» Must complete all required 3-Phase training
» Daikin Certified *VRV* Jobs
» $75,000+ of *VRV* equipment purchased

Technical and Business training through the HVAC Learning Campus [for Daikin Elite members]*

HVAC LEARNING CAMPUS

*The Daikin Elite Development Program is a robust training tool and resource for Daikin *VRV Design Pros*. It provides a wide range of comprehensive business-building tools and training. See full details at www.daikinelite.com.

DAIKIN ELITE DEVELOPMENT PROGRAM

DAIKIN

Our continuing commitment to quality products may mean a change in specifications without notice.
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