



## NY-Sun MONTHLY INSTALLER CONFERENCE CALL SUMMARY June 09, 2016

*The next conference call will be on July 14, 2016 at 9:00 am.*

David Sandbank - Director of NY-Sun addressed the contractors on the NY-Sun of three major Program changes coming this summer. This was done in the form of a webinar. You can view the Power Point slides [here](#).

### **1.1 Transition from PowerClerk to Salesforce**

The Transition will occur this summer and NY-Sun will provide advance notice of the changes along with training opportunities for the contractors with additional details will follow. The switch to Salesforce is an authority wide change. The process will be similar to that of PowerClerk but will result in a more efficient process for both the applicant and NYSERDA. The existing data currently stored in PowerClerk will migrate over to Sales Force and still be available.

### **1.2. Contractor/Installer model change to Contractor/Builder model:**

#### **CURRENT STRUCTURE:**

- Each 4-digit Installer ID# identifies a relationship between an Installer AND Contractor
- An individual Installer can be approved under multiple Contractors
- A Contractor can be approved with multiple Installers
- Quality Assurance scores are attached to the installer ID

#### **CONTRACTOR ROLE**

- Receives Incentive Payments
- Responsible for quality of project
- Agrees to terms of Participation Agreement together with Installer

#### INSTALLER ROLE

- Installer is a qualified individual who must hold 1 of the 3 required credentials (NABCEP, IBEW, UL)
- Responsible for installation of project
- Responsible for quality of project
- Agrees to terms of Participation Agreement together with Contractor

#### NEW STRUCTURE:

- A company can be approved as:
  - Contractor only
  - Builder only
  - Contractor/Builder
- Contractor and Builder must partner in Salesforce and approve the relationship between each other prior to project application submittal
- Participation statuses are Provisional, Full, Probation, Suspension, Termination and apply to a company, no matter if they are approved as Contractor, Builder or both
- Each Project must identify Contractor and Builder (can be the same company)
- Quality Assurance scores are attached to the Builder and rolled up to the Contractor

#### CONTRACTOR ROLE:

- Responsible for quality of builder
- Receives Incentive Payments
- Agrees to terms of Participation Agreement

#### BUILDER ROLE:

- Responsible for installation of project
- Responsible for maintaining a credentialed person on-staff
- Agrees to terms of Builder / Contractor Relationship Agreement

#### **1.3. Required Construction Photos**

Effective immediately, all Contractors will be required to take construction photos for each project

- NY-Sun transitioning away from field inspections towards photo inspections
- NYSERDA may request construction photos at any time. A photo documentation sample is available [here](#).
- We will provide a template and method for photo submission.
- Contractors with persistent QA issues will be sampled at a higher rate
- Photo inspection scores will be combined with field inspection scores to determine an average QA score
- We encourage all Contractors to perform in-house quality control of their projects

### About NY-Sun

NY-Sun, a dynamic public-private partnership, will drive growth in the solar industry and make solar technology more affordable for all New Yorkers. NY-Sun brings together and expands existing programs administered by the New York State Energy Research and Development Authority (NYSERDA), Long Island Power Authority (LIPA), PSEG Long Island, and the New York Power Authority (NYPA), to ensure a coordinated, well-supported solar energy expansion plan and a transition to a sustainable, self-sufficient solar industry. To learn more about NY-Sun, visit [ny-sun.ny.gov](http://ny-sun.ny.gov)

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