

## 2019 WECC Residential Lighting Promotion

### Appendix B—Proposal Cover Sheet, Checklist, and Signature Form

The following information must be submitted to participate in the 2019 WECC Residential Lighting Program (please complete this bid packet for **each** retail partner):

**Retailer Contact:** \_\_\_\_\_

**Printed Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Manufacturer Name:** \_\_\_\_\_

POS and Invoice Examples. (Please check required documents are enclosed)

- Samples of store level POS
- Sample of invoice

2018 POS Sales Data Reporting Scoring Options, please check what option you are including.  
(January – August)

- 2018 POS Category Sales-Total medium screw-base lamp (MSBL) sales (in number of lamps) at retail locations by month and by technology (e.g., incandescent, halogen, CFL, LED solid-state lighting) (up to 20 points) **or**
- 2018 LED POS Category Sales for 8-month (this option up to 15 points)

Please identify how products will be shipped to retailer partners. (Check one)

- Product will be shipped by manufacturer directly to the each retail location
- Product will be shipped to the retailer’s central distribution center for delivery to each retail location.
- Product is in stock and already available in retail stores

POS Sales data to be provided by: (Check one)

- Manufacturer
- Retailer

Invoice to be provided by: (Check one)

- Manufacturer
- Retailer

Sponsor Incentive Reimbursement to be paid to: (Check one)

- Manufacturer
- Retailer

Tier 2 Diversified Supplier (Check one)

- Yes (if yes, Name of Retailer or Manufacturer \_\_\_\_\_)
- No

By submitting this form, I acknowledge I have completed a *WECC 2019 Residential ENERGY STAR Lighting Program Request* for a Manufacturer and Retailer Negotiated Cooperative Promotion Proposal and approval of a Proposal is contingent upon my complying with the RFP requirements. **I understand incentive funding is available only upon written confirmation from WECC.** An incentive paid on a proposed product cannot exceed the wholesale purchase price. WECC may renegotiate any selected proposal through subsequent discussions and negotiation with the proposing party/parties. I agree to implement the promotion as described in the agreement with WECC upon receipt of written confirmation. I understand ACTUAL incentive amounts paid will be contingent on compliance with the agreement. WECC reserves the right to reallocate or deny funding of promotions which are deemed by WECC as non-performing. WECC also retains the right to reject any and all submitted proposals.

**Authorized Information and Signatures**

<b>Retailer:</b> _____	<b>Manufacturer:</b> _____
<b>Printed Name:</b> _____	<b>Printed Name:</b> _____
<b>Signature:</b> _____	<b>Signature:</b> _____
<b>Email:</b> _____	<b>Email:</b> _____
<b>Phone:</b> _____	<b>Phone:</b> _____