

# Contractor Guide: Downstream and Midstream Programs

Expanding your reach and increasing your sales start with understanding your customers' needs. That's why we've created this handy guide for DTE Energy and Consumers Energy contractors that outlines the key differences between the Downstream and Midstream programs.

	<u>Downstream</u>	<u>Midstream</u>
<b>Access</b>	<b>mydteprogram.com</b> or <b>myceprogram.com</b>  One portal for DTE and one for Consumers Energy applications	<b>michiganmidstream.com</b>  Single application portal for both DTE and Consumers Energy applications
<b>Product Categories</b>	Split system central air conditioners, heat pumps (air-source, ground-source, ductless mini-split), natural gas furnaces, thermostats, and furnace and AC tune-ups	Natural gas boilers; tank, tankless and heat pump water heaters; and boiler ECM circulator pumps
<b>Customer Eligibility</b>	Contractor must validate customer eligibility or collect the customer's account information	Eligibility lookup is built into portal
<b>Application Submissions</b>	Contractor submits on behalf of customer	Contractor submits to distributor
<b>Homeowner Equipment Purchase</b>	Homeowner pays full price at time of equipment purchase and receives rebate check later	Homeowner receives discount, noted on invoice at point of purchase from contractor
<b>Rebate Distribution</b>	Homeowner receives rebate in 6–8 weeks	Distributor receives rebate and credits contractor

**Questions? Please contact your Account Manager or an HVAC Account Advocate at 855-539-1906 (DTE) or 855-263-5390 (Consumers Energy).**

