

Real Talk with PG&E: Jody Machado

Season 2, Episode 5: Trade Professional Alliance

- Hey everyone. Welcome back to "Real Talk with PG&E." I'm your host, Tatiana Manning, and I support our Voice of a Customer team at PG&E. If your business is thinking about starting an energy efficiency project, you should think about connecting with a trade professional. Today we're gonna learn about what a Trade Professional Alliance is, chat about the services it offers, and learn more about how you can save big on your next project. I'm back in studio with Jody Machado, from PG&E's Small Business Engagement team, and Anthony Mitchell, president and managing director of EcoGreen Solutions. Thank you for being in studio today, guys.

- Thank you for having us, Tati. Always a pleasure.

- Thank you very much.

- So can you guys explain what a Trade Professional Alliance is for those who may not know?

- Yeah, so our Trade Pro Alliance is essentially a network of contractors who have gone through special qualifications to become a part of PG&E's Trade Pro Alliance that services our customers in a whole plethora of different industries such as HVAC, lighting, refrigeration, basically to cover a customer's energy efficiency needs from A to Z. Basically anything a customer needs to upgrade that is costing them a lot of money and that's old and outdated, they're there to help fix.

- That's pretty awesome, so we have a network of contractors that customers can pretty much reach out to and they can help them figure out what energy efficiency opportunities they may have at their business.

- Exactly.

- Anthony, can you explain EcoGreen Solutions and the work that it does with PG&E?

- Yeah, absolutely, so EcoGreen Solutions, we are an authorized agent representing a program. And so what we do is we come in with a comprehensive assessment on a property, whether it's a restaurant, a city building, a school district, as small as a UPS store. And so what we do is we come in, we do a site by site walkthrough, and then we provide a full turnkey service to where we can do the full installation start to finish, we service the warranty at the end after it's all said and done, so the customer doesn't feel abandoned, and we make sure that the utility program is successful for that business entity.

- Well now I'm curious about the benefits of the program. So Jody, can you explain the advantages of working with a Trade Pro professional for energy efficiency projects?

- Yeah, so absolutely. So like Anthony said, basically they go through, start to finish, what can they do to make the business more energy efficient, while adhering to PG&E's program? So typically that is our on-bill financing program.

- So a few things with the on-bill financing, we are trying to find where we can reduce as much as possible and basically unlock these funds that are available to the customer. So as you go through,

there's a ton of things that we go through and check the box to figure out what fits, what fits within the guidelines, how much money does it cost, and is it a decent return on investment for the customer?

- So EcoGreen provides a very comprehensive look to support our customers' needs. Are there other opportunities where customers can benefit with like rebates and other programs that PG&E may offer?

- Yeah, no, absolutely. So we offer, like our Net One program, we have various incentives and rebates for our agricultural customers, for their variable frequency drives or ag pumps.

- So Jody, if someone would like to take advantage of all of our programs and offerings, how would they get into contact with us?

- Yeah, absolutely, so if you are a business that doesn't have already a dedicated account manager, you would actually just pop over to our website, at www.pge.com. On the on-bill financing portion of our website, there's actually a web form, an interest form, that you can fill out and that goes directly to us, so then we can get you matched up with the best trade professional in your area.

- Awesome, well, thank you so much, Jody and Anthony, for coming into the studio today. It's been great having you both.

- Tati, it is always a pleasure. Thanks for having me back.

- Thank you so much for having me. This has been an honor.

- For the folks out there listening, be sure to visit pge.com/realtalk to listen to more episodes and find more resources. Talk to you all soon.