

GAIN CONFERENCE

10th November 2011



GAIN THE PROFESSIONALS

Presented by:

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Chairman
GAIN Association



AGENDA



- GAIN a brief overview
- Reasons for Schemes (fuel poverty, carbon, fuel security)
- Replacement schemes (FIT, RHI, ECO, GREEN DEAL)
- Installers view of new schemes
- What GAIN have to offer

GAIN A BRIEF OVERVIEW



- GAIN has been in existence since 2002
- GAIN was established to act as a conduit between, scheme managers, Government and other professional bodies.
- It has now developed a strong and proactive membership board, which is strategically building its partner offering across a wide range of services.
- GAIN's Modus Operandi has now evolved from passive conduit to focus on main stream specialist contracts in partnership with key National players.*

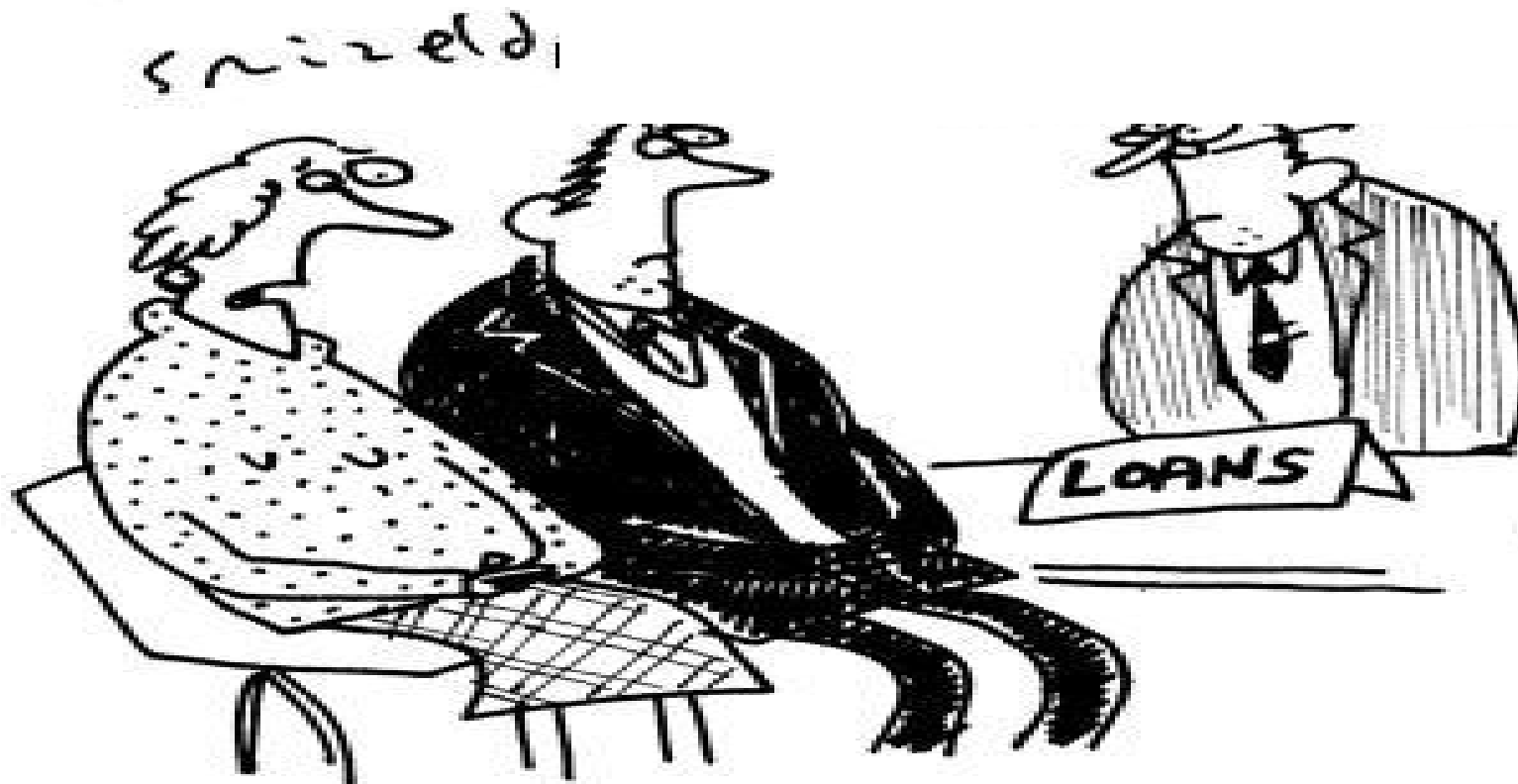
Government Funded Schemes



Terminating or historic Schemes

- Warm Front (Finishes March 2013)
- CESP (Finishes September 2012)
- CERT (Finishes March 2013)
- Boiler Scrapage scheme (Complete Q1 2011)*

Elderly couple in Fuel Poverty



“We were thinking of paying a gas bill.”

God the Builder

Can He fix it?
No, He can't...



JESUS! THEY'VE
WRECKED IT

New Government Schemes

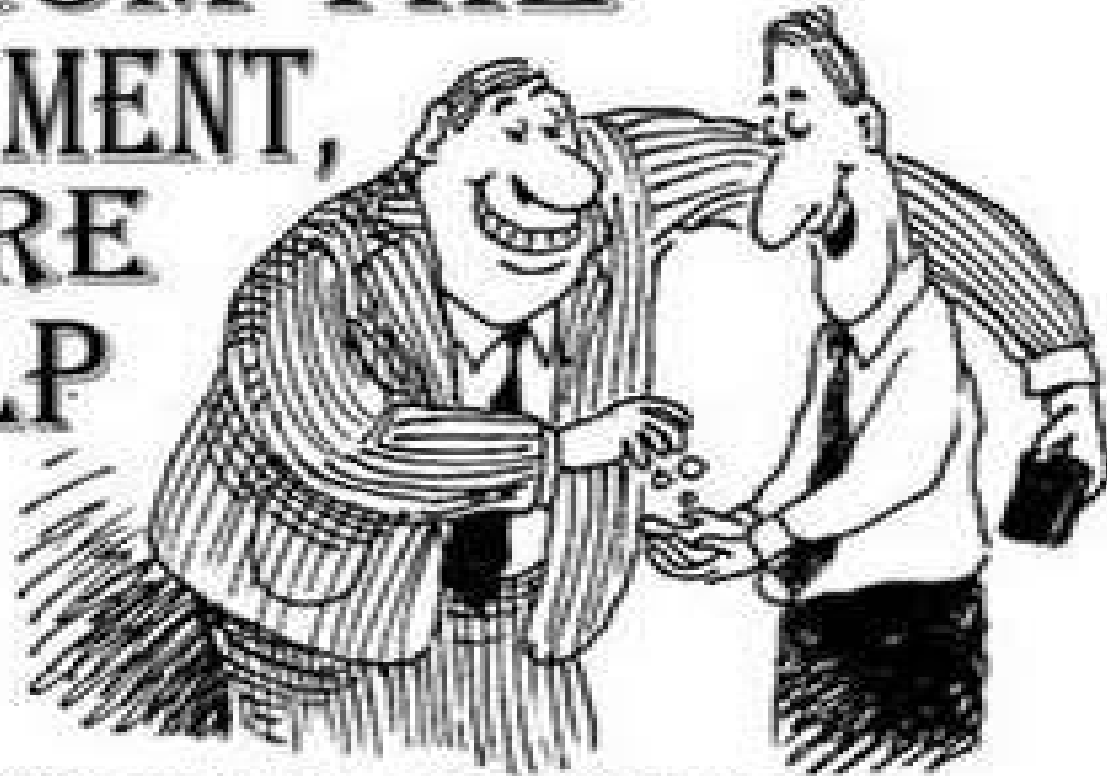


- Feed In Tariff (Photo Voltaic systems)
- Renewable Heating Incentive October 2012
- Energy Company Obligation October 2012
- Green Deal October 2012*

New FIT Tariff from Government

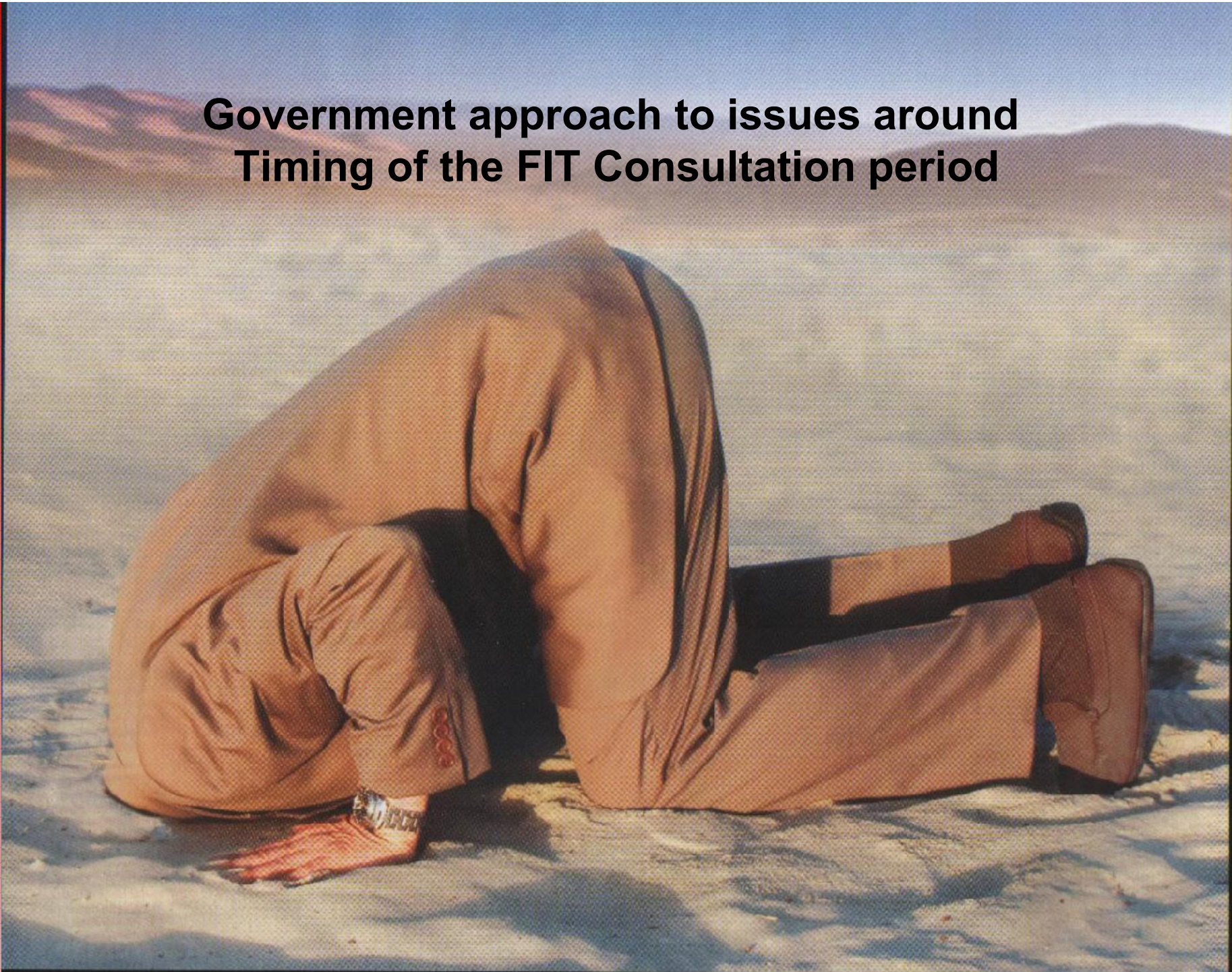


I'M FROM THE
GOVERNMENT,
I'M HERE
TO HELP



The most terrifying words in the English Language

**Government approach to issues around
Timing of the FIT Consultation period**



What are the challenges for Installers



Key challenges industry face in delivering schemes such as Green Deal:

- How much work is there going to be?
- Who is going to manage the process?
- What about pricing?
- What skill sets will we need to deliver the vast array of measures that are proposed.
- What degree of certainty is there that the Utilities wont just carve up the market*.

Industries view on Green Deal & Eco



There are two trains of thought from Industry.

The first is the positive one, which looks at:-

- Opportunity to develop own work load.
- Be part of exciting new initiative.
- Have a period of potential sustained growth
- Have the opportunity to offer apprenticeships to locally based engineers

Industries view on Green Deal & Eco



The alternative view.

- Will the scheme just be carved up by the big six?
- If they decide to deliver everything in house, where does that leave the local installers.
- Is the install cost labour only?
- If as expected the supermarket chains get involved, will it be “buy our heat pump and get £100 off your next shopping bill”
- What about payment terms? 30-60-90+ days*

Industries view of Green Deal & Eco



The industry understands there is going to be a gap between existing schemes closing and new schemes getting up to speed.

But industry is excitedly looking forward to delivering, whole house approach installations. “If their still with us to benefit”

Schemes must be operated at a fair and sustainable rate, which allows for adequate and appropriate growth.

That said the GAIN are 100% behind the concepts and are looking at the potential of becoming a Green Deal Provider*

Why choose GAIN



Gain and all its members have undergone vigorous vetting over many years and have been described by their clients as “BEST of BREED”.

Audit process with KPI's against:-

- Quality of Service delivery
- Customer Satisfaction
- Time lines for delivery
- Health & Safety
- Training and development of staff & engineers*

Why Choose GAIN.



- Whole House approach
- National Coverage
- Community based with excellent social Cohesion
- Long Standing & flexible approach
- Work well together for the benefit of all.
- Unique portal based software which allows real time reporting.
- National network of accredited training centres.
- Professionally qualified*

What's next for GAIN



- Potential Joint Venture with Multi-National, offering services such as:-
 - Preferred installation partner for National projects
 - Green Deal & RHI Provider
 - Survey & Design service
 - Installer of choice for all project delivery
 - Service provider for 3* home service type contracts
 - Insurance backed products and services.

Benefits for Clients

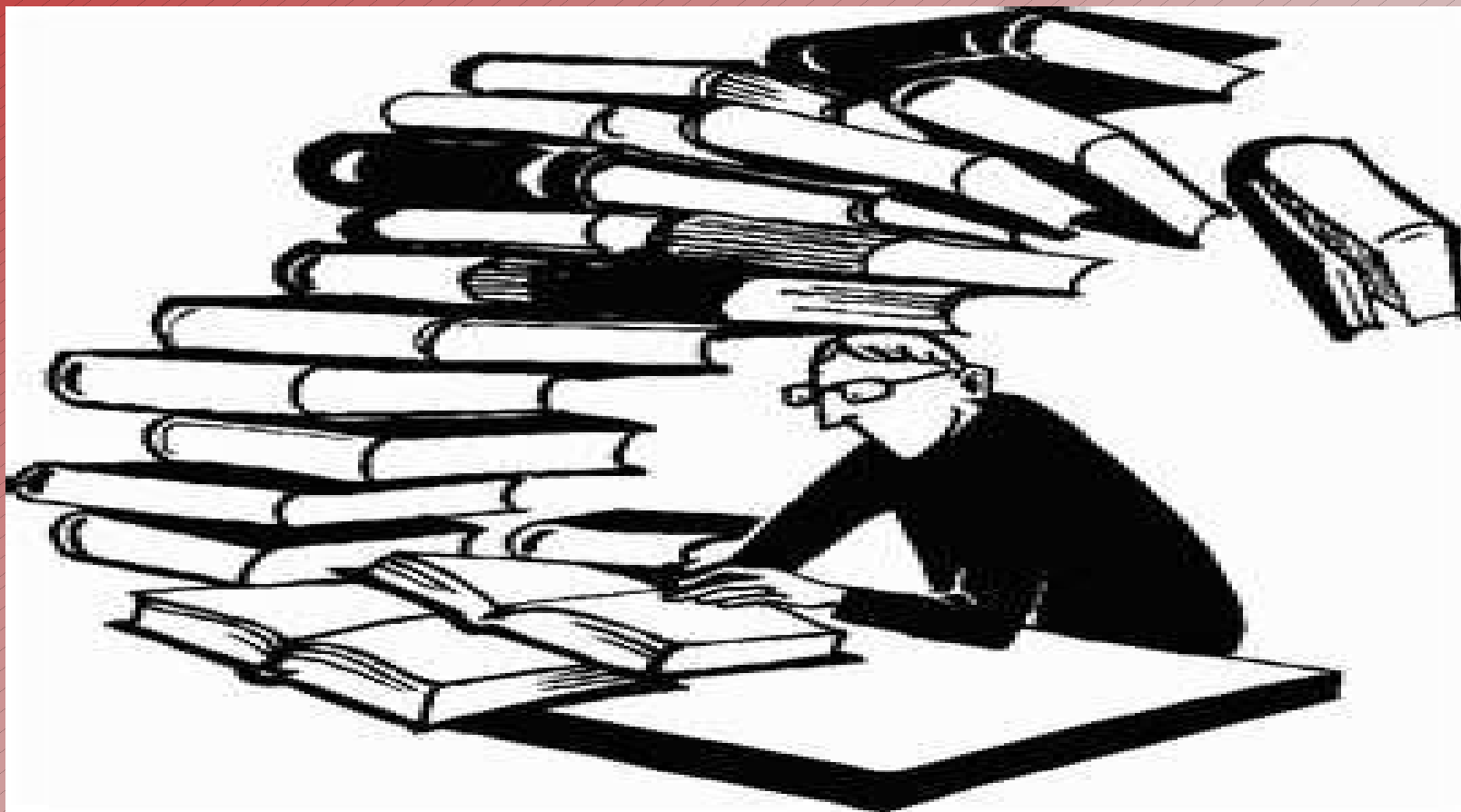


- Commission on leads generated
- Increased Turnover & profitability
- Opportunity to target more or larger customers
- Development of brand, excellent PR
- Up selling other products and services, such as:-
 1. Training
 2. Insurance
 3. Membership
 4. Increased client base at both corporate and domestic levels

GAIN don't accept Cowboys



**Is the Government struggling
to balance the books?**



What we have to offer potential partners



Listed below is a brief list of the main areas covered by the membership, which importantly covers Manufacture, supply & Installation of the following:-

- Renewable Energy Solutions:
- Main stream Heating Solutions:
- Insulation measures:
- Energy management:

GAIN are very proud to have members from many leading supply chain and manufacturing companies, who we see as key members of our organisation moving forward.

By working in partnership

GAIN can provide a unique:-



**END TO END SOLUTIONS FOR THE
CUSTOMER JOURNEY**



THANK YOU

ANY QUESTIONS