

Fujitsu Toolbox - Independent Contractor Rankings

- Fujitsu Elite Contractor
 - Contractor has access to online Fujitsu Toolbox.
 - Contractor qualifies for sales leads.
 - Contractor qualifies for “Loyalty Rewards” at a rate of \$1.50/1,000 BTUs installed.
 - A 9,000 BTU condenser would earn $9 \times \$1.50 = \13.50 in Loyalty Rewards dollars to be spent on the Fujitsu Brand Store site.
 - Membership available by application and subject to approval.
 - Agrees and complies with Fujitsu Elite Contractor Code of Conduct.
 - Experienced with Fujitsu products and trained on proper installation and service.
 - Priority in contractor search list(s) based on ranking points and/or distance.
 - Extra two years parts and compressor warranty for select HALCYON products (see warranty for details)
 - Achieved accumulative total of 50 points.
 - Minimum 18 training points required.
 - Minimum 20 condenser installation points. (1 point Halcyon condenser and 4 points Airstage condenser).
 - Have met one or both “Airstage Trained” and/or “Halcyon Trained” recognition.
 - Priority access to Fujitsu technical support.
- Airstage Trained
 - Contractor has access to online Fujitsu Toolbox.
 - Contractor qualifies for sales leads.
 - Basic training on Airstage sales, application, installation and service.
 - Minimum 9 training points.
 - Minimum course completion to include RAIT -Regional Airstage Installation Training (1-5 points) and 2 Day Airstage Facility Training (2-10 points).
- Halcyon Trained
 - Contractor has access to online Fujitsu Toolbox.
 - Contractor qualifies for sales leads.
 - Basic training on Halcyon sales, application, installation and service.
 - Minimum 6 training points.
 - Minimum course completion to include one of the following FAST, FIT, HFIT
- Registered Contractors
 - Contractor has access to online Fujitsu Toolbox.
 - Contractor does not qualify for sales leads.
 - Contractor has not completed the minimum training point’s requirements (5 points).
 - Can access online tools and training and is qualified to register online for regional trainings when available.
 - Participants may have installed Fujitsu systems before and had higher ranking previously but may have lost status due to points dropping off over time.

Contractor Points Value



Training is available nationally through our Distributors as well as Fujitsu Training Academy centers and online training. 1-5 points per training for Halcyon Training- must pass test. Keeps up-to-date with regular Fujitsu qualified trainings as points expire after 24 months.



Registration of equipment by you or your customer. 1 Point per Halcyon condenser and 4 points per Airstage condenser. Units that are registered by either contractor or consumer may count as 1 registration. Registration points expire after 12 months.



Lifetime points of all installations.

Customer Lookup Logo	Status	Training Point Minimum	Registered/Commissioned Unit Point Minimum	Required Point Minimum	Application Required	Contractor Toolbox Access Approval Required	Agreed to Code of Conduct	Website Search
Fujitsu Elite		18^	20*	50	Yes	Yes	Yes	Yes**
Airstage Trained	Fujitsu Trained	9	0	9	No	Yes	No	Yes
Halcyon Trained	Fujitsu Trained	6	0	6	No	Yes	No	Yes
not listed on website	Registered Contractors	0-5	0	0-5	No	Yes	No	No

**Priority listing on the website

How Points are Earned and Removed

Points are earned based on completed trainings and systems installed.

- Training^
 - 8 hour classes are worth up to 5 points, based on test score.
 - Grade 95-100 = 5 points
 - Grade 90-94 = 4 points
 - Grade 85-89 = 3 points
 - Grade 80-84 = 2 points
 - Grade 75-79 = 1 point
- Training points drop off your current Active Contractor points after 24 months.
- Online classes are worth 1 point each and are graded on a pass/fail basis.
- Training points are valid for a period of 24 months after completion.
- Registration*
 - Registered points are 1 point for each Halcyon condenser, and 4 points for three phase condenser.
 - Registration Points drop off your current Active Contractor points after 12 months.

Additional Items

Training Material: There's a wide variety of training courses from Fujitsu, from beginner to advanced. 8 hour classes are worth up to 5 points, based on test score. Online classes are worth 1 point each and are graded on a pass/fail basis.

Other icons, logos and symbols: May be earned or provided based on current status special training or

qualifications. Example: identifies the contractor as having taken a special in-depth training on HFI product and is qualified to purchase the system from one of our distributors.

Up-To-Date-Status: When training programs are made available in your area or online it is expected that contractors will have their technicians attend updated classes. In addition, other training programs will be made available that will offer more information on existing and new products.

Loss of Contractor Status: Failure to maintain good customer relations, failure to resolve problems or cover warranty obligations will prompt a review of your Status. Loss of training, Quality and registration points may cause you to drop below the minimum level required for your Status.

Terms of Use

Fujitsu has the right to change the program, its operation, guidelines, accessibility and a user's access level to the Fujitsu Toolbox at any time without notice. There is no guarantee of accuracy on maps, zip codes and or postal codes which can change without notice. There is no guarantee of uptime, operation, availability or ranking on the Fujitsu Toolbox in any way. Users are subject to the Fujitsu's website copyrights, terms and conditions. Use of this site requires the user to agree to honor the Fujitsu non-internet sales policy. Failure to follow the terms and conditions will subject user to a review of status and may cause removal of access to the Fujitsu Toolbox and Portal websites.