



## Choosing a D1 Business Partner

DAIKIN UK is a leading supplier of heating, cooling and refrigeration solutions for commercial, residential and industrial applications. Our product portfolio comprises a wide range of highly energy efficient climate control systems, which provides the public and private sectors with the right product for any application and requirement.

Daikin UK products and systems are marketed and sold through an extensive UK network of installers: D1 Business Partners are a recognised group of highly skilled independent companies who have a strong working relationship with Daikin UK and provide many advantages to the customers they serve.

### **WHY CHOOSE A D1 Business PARTNER FOR YOUR NEW CLIMATE CONTROL SYSTEM?**

- Established partners having the full support of Daikin UK and 'Approved Installer Status'
- Expert installers with full design and technical capability
- Detailed quotations explained to you in straightforward terms
- Committed to training and developing installation engineers to the highest standards
- Full service and maintenance available from many D1 Business Partners
- Professional and established businesses with diverse industry experience
- Recognised members of industry organisations and the leading trade associations – providing additional sources of information and expertise for the installer
- Access to tools and knowledge from Daikin UK for the most up to date solutions
- Sensitive to the needs of business, avoiding disruption for customers and their customers
- Extended warranties, offering fast, efficient and friendly service backed by a global leader and manufacturer

### **A PARTNERSHIP BUILT FOR SUCCESS**

Daikin UK's goal is to work in partnership to help our installer customers grow and develop their business. The D1 Partnership offers Approved Installers a vast range of benefits including project and technical assistance, marketing and communication support. D1 Business Partners benefit from being in a programme that rewards and promotes them, provides the business support they need and proactively strives to meet their future demands.

### **DESIGN AND INSTALLATION**

D1 Business Partners are selected by Daikin UK for their high standards of installation and expertise and are awarded 'Business Partner Status'. D1 Business Partner status provides the end user with peace of mind that the installer is publicly endorsed and supported by Daikin UK. On many cases the D1 Business Partner can offer full design and technical assistance and provide detailed support information relevant to the project. The D1 Business Partner acts as a valuable aid to the M & E consultant or architect, offering their expertise to the design process.



## **QUOTATIONS AND PROPOSALS**

D1 Business Partners are skilled professionals who will provide proposals based on many years' experience, technical know-how and product knowledge, so that you can be confident your new system is the best possible solution, combining operating and cost efficiencies. D1 Business Partners will explain the options available, provide detailed quotes and written recommendations to guide you through the complete process.

## **PRODUCT TRAINING AND DEVELOPMENT**

One of the key benefits of using a D1 Business Partner is their access to product training courses from Daikin UK, which enhance the skills of their engineers to maintain the highest of industry standards. Daikin UK operates the most comprehensive training facilities in the industry with dedicated centres in Glasgow, Manchester, Birmingham, Bristol and a state-of-the-art Technology Centre in Woking. Courses are run throughout the year by an expert training team and cover installation, commissioning, maintenance and controls of the full range of Daikin products and systems – from apprentice to senior engineer level. This significant investment is undertaken as part of Daikin UK's overall business strategy and its commitment to maintaining and improving industry standards.

## **PROFESSIONAL AND ESTABLISHED BUSINESSES**

A D1 Business Partner will have already developed a good working relationship with Daikin UK and have an established client portfolio, product knowledge and experience. By using a D1 Business Partner, you will know that they have a sense of permanence and reliability and can be confident you are dealing with a company that will serve you for many years. D1 Business Partners are innovative and dynamic, enthusiastic about building their relationship with Daikin UK in order to grow their business, and committed to the highest standards in customer service.

## **EXTENDED WARRANTY**

All Daikin products typically come with a three year manufacturer's warranty. However, because of Daikin UK's belief in the high standard of D1 Business Partner installations, D1 Business Partners are offered up to seven year warranty (subject to conditions). This benefit can be passed on to the customer, signalling confidence in the quality of both the product and the installation.

## **SERVICE AND MAINTENANCE**

Daikin products have an unrivalled reputation for quality and reliability and are manufactured to the highest standards. Continual investment in research and development has resulted in an unmatched product portfolio. D1 Business Partners can provide full service and maintenance for optimum efficiency in operation for Daikin systems, and provide reassurance in the unlikely event of equipment breakdown.

## **INDUSTRY STANDARDS AND RECOGNITION**

Daikin D1 Business Partners are, in many cases members of the leading trade associations, adding to their credentials as industry experts. Daikin UK positively encourages and supports D1 Business Partners to become part of independently recognised organisations that look to continually raise industry standards.

## **SPECIALIST AIR CONDITIONING TOOLS**

Daikin D1 Business Partners have access to specialist diagnostic tools and design software to enable them to provide the very best possible service to customers.

## **PREMIUM PARTNER STATUS**

This certification shows customers of the D1 Business Partner that they are committed to the Daikin brand and Daikin UK is committed to them in every respect.