



DIAMOND QUALITY **PARTNER**

Be a cut
above
the rest

Partner with Mitsubishi Electric
at the highest level and reap the
rewards of being recognised
for excellence

Raising industry standards to create growth opportunity through our acclaimed Partner Programme

The name Mitsubishi Electric is synonymous with excellence. As leading manufacturers of advanced heating, ventilation, air conditioning and cooling (HVAC) solutions, our products are unsurpassed, but it is our drive to push the boundaries and raise industry standards that undeniably sets us apart.

As pioneers within the industry, Mitsubishi Electric is not content to stand still. We believe that to offer advanced products alone is not enough. The end customer increasingly demands a complete life cycle and a fully comprehensive service on which they can rely.

Working together with trusted partners, ensures our products meet tough energy demands, backed by a service level that exceeds all expectations.



Forging credible links between technically advanced products and project implementation

Since launching the Mitsubishi Electric Partner Programme in 2005, we have forged many mutually beneficial working relations with professional installers in the industry to deliver on the promise of excellence.

Working together, we succeed in raising industry standards to help maximise the opportunity for growth.

Diamond Quality Partner status takes partnering to the next level

For more than a decade, partners have aligned with us on one of two levels: Accredited Installer (AI) or a Business Solutions Partner (BSP). In the quest to raise industry standards and drive the opportunity for mutual growth, we are proud to launch our new, highest status - Diamond Quality Partner (DQP). In doing so, we take partnering to the next level to achieve unrivalled industry excellence. Designed to offer significant benefit to Diamond Quality Partners and their customers alike, this level requires serious commitment from those seeking the highest recognition and reward.

Recognition at the highest level creates major benefits for both the Diamond Quality Partner and their customers

Benefits for the DQP

Benefit for your CUSTOMER



Highest Level of Endorsement

The DQP status is recognition of a Partners alignment with Mitsubishi Electric's standards and commitment to excellence

DQPs are Endorsed by Mitsubishi Electric

Customers can be assured that Mitsubishi Electric will recommend DQPs for their expertise and commitment to excellence



Independent Audits Validate DQP Expertise

Every DQP will have their installations and systems checked and validated by independent experts

Audited Installations for Added Confidence

Whether design, installation or aftercare, customers can be assured that DQPs standards have been independently checked and validated by experts



Opportunity for Business Growth

As Mitsubishi Electric grows its UK operation, engaging with end-user customers of every size, DQPs will be recommended as a priority

Referrals to Professional, Recognised DQPs

As customers consider their supply chain, in line with corporate accountability, they can be assured of consistently high levels of service from endorsed DQPs



Privileged Access to Advanced Tools

DQPs have access to the range of advanced systems, including the Monitor Tool that Mitsubishi Electric use to optimise system design and performance

Expert Design, Installation and Maintenance

To meet the growing demand for energy efficiency, customers can rely on DQPs expertise to optimise lifelong system performance



Extended 7 Year Warranty

Mitsubishi Electric is a pioneer of extended system warranty. All DQPs will be supported by a 7 Year Warranty on all air conditioning systems

Long Term Assurance and Peace of Mind

Customers benefit from the extended warranties, and the assurance that DQPs will uphold the highest standards

Only those committed to excellence can achieve Diamond Quality Partner status

The focus of our Partner Programme is to ensure the highest possible standards in both the supply of equipment, design and installation workmanship across the heating, ventilation, air conditioning and cooling industry. The primary principle of the Diamond Quality Partner status is excellence.

The scheme is open to any company, regardless of size and whatever their spend. Only those companies keen to align themselves with a leading manufacturer and able to meet the exacting standards can apply for Diamond Quality Partner status.

Diamond Quality Partners must meet mandatory criteria and be available for a minimum of two audits per year

COMPANY QUALIFICATION & CERTIFICATION	COMPANY QUALIFICATION & CERTIFICATION <i>(preferred criteria)</i>	ENGINEERS SERVICE, MAINTENANCE & COMMISSIONING AND SITE LABOUR	ENGINEERS INSTALLATION ENGINEERS AND SITE LABOUR
<ul style="list-style-type: none"> ● Company F-Gas (Refcom Elite preferred) ● SSIP Affiliated Accreditation (ie. Construction Line, CHAS, Safe Contractor) ● Employers Liability (minimum cover £10m) ● Public Liability (minimum cover £5m) ● Professional Indemnity (minimum cover £1m) ● Company Health & Safety Policy Statement ● Financially stable with a minimum of 12 months trading history (£60k limit) with Mitsubishi Electric, Distributor, Wholesaler or VAR 	<ul style="list-style-type: none"> ● Asbestos Awareness (UKATA Approved) ● PASMA (Safe use of mobile access towers) ● Working at Height Certification (IPAF) ● Quality Policy Statement ● Environmental Policy Statement <p><i>Note: The above are preferable criteria for DQPs seeking the highest quality end user leads</i></p>	<ul style="list-style-type: none"> ● City & Guilds NVQ Level 2 RAC or equivalent ● CSCS Card (Skill cards) ● F-Gas Certification (City & Guilds 2079 / CITB J11) ● Brazing Certification CITB J05 ● Mitsubishi Electric Training - City Multi Parts 1 & 2 - M&P Series ● Bespoke DQP Monitor Tool Training 	<ul style="list-style-type: none"> ● CSCS Card (Skill cards) ● F-Gas Certification (City & Guilds 2079 / CITB J11) ● Brazing Certification CITB J05

Partnering with Mitsubishi Electric gives Diamond Quality Partners a distinct advantage

Those achieving Diamond Quality Partner status prove to be a cut above and stand to benefit from the highest level of endorsement and support that Mitsubishi Electric can offer. A recognised DQP can take full advantage of the many services and benefits that come with partnering with leading manufacturer, Mitsubishi Electric.

Through our acclaimed Partner Programme we focus on constantly raising standards to maximise mutual opportunity for growth. The fundamental ways we help strengthen our DQPs proposition, giving them a competitive edge, can be summed up in three words: Growth, Trust and Support.



* Denotes items funded via RDF.

A unique part of the DQP level is the distinct advantage gained through being audited

Independent audits are a mark of excellence for our Diamond Quality Partners. A good independent audit will validate professional design and installation and prove to be an excellent sales tool for Diamond Quality Partners to use to their advantage. DQPs can use copies of the audit to promote their credibility to prospective customers. Likewise, Mitsubishi Electric sales and marketing teams can refer every DQP with confidence.

In this respect an audit is an official inspection of a Diamond Quality Partners installation, which is carried out by an independent expert (a minimum of two audits per year will be carried out).



Mitsubishi Electric is proud to work with prestigious partners that share our core values and taste for excellence. As market leaders, our products are the embodiment of refined energy efficient solutions and technical capabilities. Combining the latest solutions with the professional expertise of endorsed DQPs ensures that together, we offer customers exciting and distinctive products, backed by a service that's second to none.

Those meeting the criteria, committed to excellence and keen to reap the rewards of being a recognised DQP, should contact the Mitsubishi Electric Partner Programme: partner@meuk.mee.com or call 01707 288757

Once audited, every DQP will have proof of their excellence to effectively promote themselves to prospective customers

With increasingly stringent legislation and a high focus on energy efficiency in buildings, today's forward-thinking businesses need absolute confidence that they are using the most advanced and energy efficient air conditioning systems possible.

Those becoming a DQP stand to significantly benefit from the endorsement of Mitsubishi Electric. Customers can be assured that DQPs adhere to the highest standards in the industry. The stringent audits will independently validate installation and commissioning, maintenance and servicing as well as health and safety along with a dedicated focus on corporate social responsibility. All DQP accreditations and certifications are independently audited by industry experts.

Our Diamond Quality partnerships are centred on technology, refinement and performance

Diamond
Quality
Partners
are truly
a cut above
the rest



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Effective as of June 2017



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to the environment



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