



BRYANT **FLEX** FALL 2019

Providing **WHATEVER IT TAKES** to give flexibility for you to decide what it takes to be successful.

2019 Fall Program Dates

Sales Period: August 1, 2019 – November 15, 2019

Installation & Claiming: August 1, 2019 – December 15, 2019

DEALER REBATES *Complete system not required for Outdoor and Indoor Models. Rebate amounts are per individual unit and can be combined.*

OUTDOOR MODEL FAMILY		MODEL NUMBER	SEER	FEATURE	REBATE AMOUNT (PER UNIT)
EVOLUTION EXTREME	AC	180CNV	Up to 20.5	Variable Speed	\$350
	HP	280ANV	Up to 20.5		
EVOLUTION	AC	180B	Up to 19	2 Stage	\$200
		189BNV	Up to 19	5 Stage	
		186	Up to 17	Single Stage	
		187	Up to 17	2 Stage	
	HP	288	Up to 19	5 Stage	
		286	Up to 17	2 Stage	
PREFERRED	AC	127A	Up to 17	2 Stage	\$50
		126B	Up to 17	Single Stage	
		126C	Up to 17		
		123	Up to 15		
		124ANS	Up to 16	Horizontal Discharge	
	HP	226A	Up to 17	2 Stage	
		225	Up to 16	Single Stage	
		226C	Up to 17		
		224ANS	Up to 16	Horizontal Discharge	

INDOOR MODEL FAMILY	92+ AFUE PRE FER	92+ AFUE POST FER	80 AFUE PRE FER	80 AFUE POST FER	OIL FURNACE	FAN COIL	REBATE AMOUNT (PER UNIT)
EVOLUTION	*987MA *986TB	987MB 986TC	*315	880TA 881TA 830CA		FE	\$200
PREFERRED	*926TA	926TB	*314	820TA 821TA			\$75
PREFERRED	*925SA *922SA		*313	820SA 821SA	OVL OVM	FV FZ	\$50

DUCTLESS MODEL FAMILY (Must be sold as a Ductless System)	MODEL NUMBER	SEER	FEATURE	REBATE AMOUNT (PER UNIT)
EVOLUTION	38MPRA	Up to 42.0	Single Zone	\$150
	38VMH	Up to 18.6	Multi-zone	
PREFERRED	38MA*R	Up to 25.0	Single Zone	\$75
	38MGR	Up to 23.8	Multi-zone	
	38MBR	Up to 18.0	Single Zone – Light Commercial	



**Discontinued models, while supplies last.*



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ADDITIONAL UNIT **REBATES** *Rebate amounts are per individual unit and can be combined.*

SPP MODEL FAMILY	MODEL NUMBER	SEER	FEATURE	REBATE AMOUNT
PREFERRED	577E	Up to 16.0	Packaged Air Conditioner and Gas Furnace	\$500
	707E		Packaged Air Conditioner	
	677E	Up to 15.5	Hybrid Heat Dual Fuel	
	607E		Heat Pump	

CONTROLS

Purchase of a system or unit is not required.

Evolution® Connex Wi-Fi (SYSTXBBECC01, SYSTXBBWEC01).....\$75

IAQ PRODUCTS

Air Purifier: DGAPA.....\$50

Ventilator: ERV, HRV Dehumidifier: DEH Humidifier: STM\$35

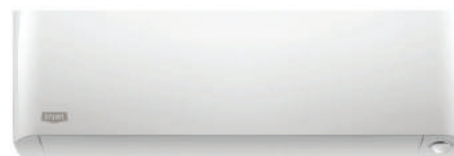
Humidifier: LFP, LBP, SBP, WBP UV Light: UVL\$15

Carbon Monoxide Detector: COAL.....\$5

GEOTHERMAL PRODUCTS

Evolution® Series System: GC.....\$750

Evolution® Series Unit Only: GZ (when not sold with a furnace or fan coil)\$300



PROGRAM RULES

Program Overview

Bryant Flex promotions are designed to promote sales of Bryant systems in the residential add-on and replacement market. Refer to the promotion documents and grid for the list of qualifying products and associated reimbursements.

Terms and Definitions

Equipment Names – Bryant equipment models are referred to by series: Evolution® System, Preferred™ Series, or Legacy™ Line. (Legacy line not eligible for Bryant Flex).

MyHVACpin – *MyHVACpin number* is a four- or five-digit identification number that uniquely identifies a person - in this case, the dealer salesperson. For a dealer salesperson to receive sales credit, each dealer salesperson must have his or her own MyHVACpin number. When a person becomes a registered user of HVACpartners (meaning they have their own user name and password), they also are assigned a unique personal identification number, referred to as a MyHVACpin number. Salespeople/dealers must enter this number when filing claims in order to receive credit for the sale.

Sales Associates can learn their MyHVACpin number in one of the following ways:

- Log onto HVACpartners, click on My Profile, and scroll to the field labeled MyHVACpin
- Contact the distributor's HVACpartners' Administrator (who can look up the Sales Associate's profile listed in HVACpartners.com)
- Call the Bryant Solution Center at (888) 994-7237

Important: The *HVACpartners ID* number is not the same as the *MyHVACpin* number

- *HVACpartners ID* – identifies a company/dealer location
- *MyHVACpin number* – identifies a person - in this case, the dealer salesperson

Key Dates

Bryant Flex

Sales Period: August 1, 2019 – November 15, 2019

Installation & Claiming: August 1, 2019 – December 15, 2019 by 6pm CST

Dealer Enrollment: August 1, 2019 – November 15, 2019

Promotion terms subject to (1) product availability and (2) change or cancellation without prior notice. Contact your distributor or program admin if you have questions.

Only Bryant systems or units purchased from participating dealers during the sales period and installed by the end of the installation period are eligible for the Bryant Flex promotions. These promotions are not retroactive for homeowners who purchased qualifying equipment prior to the program start date. Bryant systems or units purchased after the sales period do not qualify for Bryant's Bryant Flex promotions.

Any dealer enrolled in the previous period's promotion will automatically be enrolled in the current promotion unless their distributor has designated otherwise.

Bryant Promotion Website

All reimbursement claims must be filed at www.BryantPromotions.com.

Contacts for Promotional Support

Dealer Resources

- General questions about Bryant Flex: Bryant Solution Center 1-888-994-7237
- Bryant Flex inquiries or other Bryant program questions: Bryant Distributor Territory Manager

Distributor Resources

- General questions about Bryant Flex: Bryant Solution Center 1-888-994-7237
- General questions about Bryant Flex, other factory-sponsored sales and marketing programs, or dealer promotion enrollment: Bryant Regional Sales Manager

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Eligibility

Dealers in the U.S. and Canada are eligible for the Bryant Flex promotions. Only Bryant systems sold as a replacement for the homeowner's existing system or as an add-on to an existing home qualify.

Not eligible for the promotions:

- Commercial or institutional applications
- Residential new construction applications or upgrades
- Multi-family applications
- Investors/investment properties

Qualifying Products

Please refer to the current program documentation for eligible products. Promotion terms subject to (1) product availability and (2) change or cancellation without prior notice.

Individual Unit Rebates: Definition

Reimbursements exist for non-system unit sales as specified in this guide. No matching outdoor or indoor unit is required to qualify for the unit rebate.

Multiple Unit Rebates

Dealers are eligible to receive multiple unit rebates for multiple purchases of the same product.

For example, if a homeowner purchases two Evolution® furnaces. Two separate claims should be filed online via Bryantpromotions.com.

Bryant Flex

Bryant Flex gives Bryant dealers a flexible reimbursement option to off-set the cost of lead generation activities that result in the sale of a qualifying Preferred™ or Evolution® equipment. This option may also be used as a salesperson spiff or additional consumer rebate to add incentive for the sale of Preferred™ or Evolution® System equipment.

Bryant Flex Rebate Process:

1. Bryant dealer sells qualifying Preferred™ or Evolution® System meeting the eligibility requirements in this guide during eligible Bryant Flex dates.
2. To claim back dealer reimbursement, the dealer goes to www.Bryantpromotions.com and enters sale date and selects the Bryant Flex promotion.
 - a. Dealer enters eligible Bryant Flex promotion products, purchase date, installation date and includes salesperson's MyHVACpin #.
3. Dealer selects what lead generation activity they are claiming for.
4. Dealer submits claim, documenting the claim confirmation number.
5. Bryant Flex Administrator audits claim, confirms accuracy of homeowner / dealer information.
6. Bryant Flex Administrator calculates dealer Bryant Flex reimbursement and processes transaction.
7. Bryant Flex Administrator processes funding file to the distributor for Bryant Flex promotion reimbursement on a weekly basis.
8. Distributor reimburses dealer per distributor's standard reimbursement practices.

Rebates & Financing on the Same Sale

Bryant dealers may still offer Full Year FAD financing on the same sale that a rebate is provided to the dealer. In these cases, dealers must choose which of the two reimbursements they want to claim for. *Dealers may not claim for more than one qualifying reimbursement per sale.* The dealer is responsible for fully-funding (100%) whichever option they choose to not claim for.

Illegal Activity: *Dealers and distributors **may not** charge the homeowner for any portion of a rebate / reimbursement, as this activity is considered fraud and is illegal.*

Promotion Deadlines

Accounting guidelines and regulations will not permit claim exceptions to be funded from the factory beyond the published deadline. Missed deadlines due to rebate claim system errors will be addressed on a case-by-case basis.

Payment for a claim submitted beyond the published deadline is the responsibility of the distributor and dealer and at their discretion for reimbursement. In this event, Bryant will not be responsible or liable to share in the cost of the rebate.

Adjustments to a Filed Claim

In the event a filed and accepted claim from the current promotion needs to be adjusted, please note and follow these important dates and stipulations:

- Current promotion reimbursements may be adjusted up to 7 days prior to the end of the applicable promotion period. Adjustments may only account for increases in the rebate value due to errors or additions in the initial processing. Contact Rebate Headquarters at 1-800-236-4603 for more information.
- Rebates from previous Bryant Flex promotions will not be re-issued.

Bryant Flex Rebate Participation/Cost

The cost of the Bryant Flex rebate is shared by the distributor and Bryant.

- Bryant and distribution each underwrite ½ or 50% of the cost of the Bryant Flex rebate.
- Distributors are billed for ½ or 50% of the cost of the rebate
- Distributors may not charge dealers for the cost of the rebate
- Bryant will invoice the distributor on a weekly basis throughout the duration of the program for all related rebates that were paid the prior two weeks.

Any deviation from the above is in violation of the program rules.

Rebate Activity Reports

Dealers and distributors can use the “Reports” feature at www.BryantPromotions.com to view rebate activity reports. The report updates are provided on a daily basis indicating the previous day’s activity. This data is subject to website availability and may change any time during the promotion due to adjustment requests, product returns, etc.

Dealer Program Enrollment

To participate in the Bryant Flex program, dealers should notify the distributor. In turn, the distributor will use HVACpartners.com to enroll the dealer in the promotion. Only registered dealers are eligible to participate in the Bryant Flex promotion.

Distributors must enroll dealers in the program by November 15th, 2019.

Distributors may un-enroll a dealer from further participating in the program. If a dealer attempts to claim a reimbursement after the dealer un-enrollment date became effective, the Bryant Flex Claim Center will reject the reimbursement claim.

DISCLAIMERS

This document contains confidential, proprietary or trade secret information of Bryant Heating & Cooling Systems. It may not be disclosed to any third party without prior written consent from Bryant Heating & Cooling Systems.

Amendments, Modifications, or Exceptions

This promotion is subject to termination at any time, upon notice by Bryant. Bryant reserves the right to amend or modify any portion of the promotion at any time with reasonable communication. All amendments are effective when published by Bryant. Any exceptions to the program guidelines must be approved in writing by the promotion manager or authorized Bryant personnel.

Claims Auditing

All reimbursements under the program are subject to audit. If reimbursement is received on any claim that is later determined to be ineligible, the Distributors/Dealers account will be debited in the amount of the ineligible claim. It is the Distributor’s/Dealer’s responsibility to maintain copies of supporting documentation and claim reimbursement paperwork for a minimum of 12 months after reimbursement.

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90% GAS FURNACE ROADMAP

bryant
Heating & Cooling Systems

**WHATEVER
IT TAKES.®**

Pre-FER

Post-FER

EVOLUTION[®] SYSTEM



987MA

Up to 98.3% AFUE
Modulating operation
VCA ECM motor

986TB

Up to 96.7% AFUE
Two-stage operation
VCA ECM motor



987MB

Up to 98.3% AFUE
Modulating operation
VCA ECM motor

986TC

Up to 96.7% AFUE
Two-stage operation
VCA ECM motor

Preferred[™] SERIES



926TA

Up to 96.5% AFUE
Two-stage operation
VCT ECM motor

925SA - Obsolete

Up to 96.5% AFUE

922SA - Obsolete

Up to 92.1% AFUE



926TB

Up to 96.5% AFUE
Two-stage operation
VCT ECM motor

LEGACY[™] LINE



915SA

Up to 96.0% AFUE
Single-stage operation
PSC motor

912SC

Up to 92.1% AFUE
Single-stage operation
PSC motor



915SB

Up to 96.2% AFUE
Single-stage operation
FCT ECM motor

912SD

Up to 92.1% AFUE
Single-stage operation
FCT ECM motor

2019 Nomenclature

90% Gas Furnaces	1	2	3	4	5	6-7	8-10	11	12-13	14	15	16
Title	Gas Furnace	Tier	Min. AFUE /Low NOx	Stages	Major Series	Cooling Capacity	Heating Capacity	Motor	Width	Voltage	Unused	Minor Series
Product #/Letter	9	8	7	M	A	48	060	C	17	A	—	A
Descriptions	90%+	8 = Evolution [®] 3 = Ultra-Low NOx 2 = Preferred [™] 1 = Legacy [™] 0 = Base	2 = 92% 5 = 95% 6 = 96% 7 = 97%	M = Modulation T = Two-Stage S = Single-Stage C = Single-Stage Communicating	A B C D	24 = 800 CFM 30 = 1000 CFM 36 = 1200 CFM 42 = 1400 CFM 48 = 1600 CFM 60 = 2000 CFM 66 = 2200 CFM	026 = 26,000 BTU 040 = 40,000 BTU 060 = 60,000 BTU	C = Comm. VS Constant Airflow (VCA) ECM E = Fixed-Speed Constant Torque (FCT) ECM V = VS Constant Torque (VCT) ECM	14 = 14.2" 17 = 17.5" 21 = 21.5" 24 = 24.5"	A = 110v/60Hz B = 230v/50Hz		A B C

80% GAS FURNACE ROADMAP

bryant
Heating & Cooling Systems

**WHATEVER
IT TAKES.®**

Pre-FER

Post-FER

EVOLUTION[®] SYSTEM



315AAV
80% AFUE
Two-stage operation
VCA ECM motor

315JAV
80% AFUE
Two-stage operation
VCA ECM motor



880TA
80% AFUE
Two-stage operation
VCA ECM motor

881TA
80% AFUE
Two-stage operation
VCA ECM motor

Preferred[™] SERIES



314AAV / 314JAV
80% AFUE
Two-stage operation
VCT ECM motor

313ABV / 313JBV
80% AFUE
Single-stage operation
FCT ECM motor



820TA / 821TA
80% AFUE
Two-stage operation
VCT ECM motor

820SA / 821SA
80% AFUE
Single-stage operation
VCT ECM motor

LEGACY[™] LINE



311AAV / 311JAV
80% AFUE
Single-stage operation
PSC motor

310AAV / 310JAV
80% AFUE
Single-stage operation
PSC motor



810SA / 811SA
80% AFUE
Single-stage operation
FCT ECM motor

800SA / 801SA
80% AFUE
Single-stage operation
FCT ECM motor

2019 Nomenclature

80% Gas Furnaces	1	2	3	4	5	6-7	8-10	11	12-13	14	15	16
Title	Gas Furnace	Tier	Min. AFUE /Low NOx	Stages	Major Series	Cooling Capacity	Heating Capacity	Motor	Width	Voltage	Unused	Minor Series
Product #/Letter	8	8	0	T	A	36	045	C	14	A	—	A
Descriptions	80%	8 = Evolution [®] 3 = Ultra-Low NOx 2 = Preferred [™] 1 = Legacy [™] 0 = Base	0 = 80% 1 = 80% Low NOx	M = Modulation T = Two-Stage S = Single-Stage C = Single-Stage Communicating	A B C D	24 = 800 CFM 30 = 1000 CFM 36 = 1200 CFM 42 = 1400 CFM 48 = 1600 CFM 60 = 2000 CFM 66 = 2200 CFM	026 = 26,000 BTU 040 = 40,000 BTU 060 = 60,000 BTU	C = Comm. VS Constant Airflow (VCA) ECM E = Fixed-Speed Constant Torque (FCT) ECM V = VS Constant Torque (VCT) ECM	14 = 14.2" 17 = 17.5" 21 = 21.5" 24 = 24.5"	A = 110v/60Hz B = 230v/50Hz		A B C