

Press release

Vaillant expands its sales support for the electrical trade

- **Support for the electrical trade**
- **Training and bonus programme**
- **Access to all services which support sales to the electrical trade**

Remscheid, 10 March 2020 – Vaillant is expanding its sales structures to provide improved support for the electrical trade. The focus is on products for electrical heating and water heating, photovoltaic systems to generate your own electricity, battery storage as well as control and communication systems. Customers will be supported by specialised Vaillant sales and system consultants.

In a similar way to its traditional business with plumbing, heating and air-conditioning companies, in future Vaillant will also be offering the electrical trade extensive services. These include a special training programme, online services and vouchers for service support. In a similar way to the Vaillant Excellence Partner Programme for the sanitation, heating and air-conditioning trades, Vaillant has launched its own bonus programme for the electrical trade. Amongst other things, skilled technicians will receive a new customer bonus for the first Vaillant heat pump sold.

In future, the electrical trade will also be able to use all of Vaillant's sales support services. This includes the free planSOFT design software as well as the planNET database, which provides access to hundreds of tested hydraulic examples. Other services include the network for the trade "FachpartnerNET" and the government grant service. In addition, Vaillant's factory customer service, which has around 300 employees, offers comprehensive support to the electrical trade in their daily work.

Working together with the electrical trade, Vaillant relies on the tried and tested three-tier distribution channel and has entered into corresponding agreements with electrical wholesalers.

Further information is available from Vaillant Germany, Berghauser Straße 40, 42859 Remscheid, Vaillant infoline: +49 2191 5767920, email: info@vaillant.de, web: www.vaillant.de.

About Vaillant

Vaillant offers its customers worldwide eco-friendly, energy-saving heating and ventilation systems that make increasing use of renewable energies. Its product portfolio encompasses solar-thermal and photovoltaic systems, heat pumps, ventilation systems for low-energy buildings, split air-conditioning units, high-efficiency heating systems using fossil fuels, and intelligent controls.

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