

# The Green Deal

## How your business could benefit



Department  
of Energy &  
Climate Change



*Tradespeople, manufacturers and others involved in the supply and installation of energy saving products are all able to participate in the Green Deal – a new scheme designed to improve the energy efficiency of Britain's properties.*

*With a variety of operating models available, small and medium sized businesses are well placed to join this new market.*

### Can my business get involved?

Green Deal customers have access to over 40 different types of improvements across the following sectors, including:

- Insulation
- Heating
- Glazing

- Lighting
- Microgeneration.

Businesses of any size that can install, manufacture or provide advice to customers about these types of products can get involved. To see a full list of improvements covered by the Green Deal, visit [www.gov.uk/greendeal](http://www.gov.uk/greendeal)



### What is the Green Deal?

The Green Deal helps residents and businesses make energy-saving improvements, like insulation, to make their property more comfortable.

They then pay for some or all of the improvements over time through their electricity bill. The repayments are no more than what a typical property should save in energy costs.



## Business models

There are a number of roles your business could play in the Green Deal:

- **Manufacturers:** Make and sell products that can be installed in customers' homes.
- **Assessors:** Visit customers' homes to assess their property and make recommendations for improvements.
- **Installers:** Install the improvements at a customer's property.
- **Providers:** Give customers a quote for improvements, then provide finance and arrange installation.

## Small and medium sized businesses could get involved by:

- subcontracting as an Assessor and/or Installer for large Providers like energy suppliers, retailers or local authorities
- providing one-stop services directly to your own customers, and accessing finance from Green Deal Providers
- providing the full Green Deal service, including finance, to your customers
- manufacturing and selling energy-saving products that can be installed at customers' properties.

## Get started

You must be authorised to act as a Green Deal Assessor, Provider or Installer. This shows you meet Green Deal standards and allows you to use the Green Deal Approved quality mark.

Many businesses can become authorised using their existing skills. Some may require top-up training on areas specific to the Green Deal. Training is available by contacting local colleges, trade bodies and sector skills councils.

## Manufacturers

Manufacturers don't need to be Green Deal Approved, but products must meet certain standards before they can be installed under the Green Deal.

For more information about the standards, visit [www.gov.uk/greendeal](http://www.gov.uk/greendeal)

