

October 30, 2007



## **Telkonet iWire System Solves Internet Access at Sunwing Resorts**

**Telkonet's system selected by Sunwing Resorts for its speed of installation and low Total Cost of Ownership, to deliver resort-wide, high-speed Internet access to guests.**

GERMANTOWN, Md.--

Telkonet, Inc. (AMEX:TKO), the leading technology solutions provider for broadband networking, end-to-end service support and energy management, reports that its Telkonet iWire System(TM) has been installed by Sunwing Resorts at their properties on the Greek islands of Crete and Rhodes, and in the Canary Islands. Part of Thomas Cook Northern Europe, and headquartered in Sweden, Sunwing Resorts selected Telkonet's technology as representing the simplest and most economical option for providing broadband Internet access throughout the resorts' 1,142 guest rooms. The systems were supplied by Aketoma AB, a Telkonet reseller based in Sundbyberg, Sweden, with further installations scheduled for other Sunwing Resorts sites in the Mediterranean.

The Telkonet iWire System harnesses a site's existing electrical infrastructure to form an IP network, turning power outlets into data ports, while leaving the electrical functionality unaffected, and making it one of the fastest, most economical and least disruptive methods of achieving high-speed Internet availability throughout a hotel or resort. Although some of Sunwing Resorts' buildings were over thirty years old, Telkonet's system was connected straight into their existing distribution boards, utilizing the buildings' electrical cabling without any new wiring.

Marco Schenk, IT Manager for Sunwing Resorts, commented: "It was essential for us to provide our guests with broadband facilities, in order to remain competitive. We had originally been considering WiFi, but our research showed that the Telkonet iWire System represented a far more economical solution, especially given the complexity of our resorts. The widely-spread multi-building layouts, and construction of some of our resort sites - such as the concrete walls of the Sunwing Resort Fanabe on Tenerife - would have made it extremely difficult to get adequate coverage from a WiFi solution within a feasible budget. Telkonet's solution offers quick and straightforward installation, and even our most complex site, on Rhodes, was up and running within a few days. The system's easy installation, which avoided disturbing our resorts' operation, combined with its low Total Cost of Ownership, makes it an ideal solution for any hotel complex without an existing CAT 5 infrastructure."

Resort guests connect their laptops to the Internet via Telkonet iBridge(TM) interface units, which can be plugged into power outlets throughout the resorts for convenient access. The ability of Telkonet's technology to cope with the geographic complexity of the resort installations, within the budget and timeframe, was key to its selection by Sunwing Resorts,

with the Telkonet iWire System being deployed at:

- Sunwing Resort Fanabe on Tenerife in the Canary Islands, serving 241 guest rooms;
- Sunwing Resort Makrigialos on Crete, serving 307 rooms spread across 6 separate blocks;
- Sunwing Resort Kallithea and SunGarden Rhodes on Rhodes, serving a total of 594 guest rooms in 6 separate blocks, comprising a 5-story main building plus up to 20 smaller buildings in each block.

About Sunwing Resort & Hotels

Sunwing Resorts is part of Thomas Cook Northern Europe, and currently operates twelve resort properties. These are located on the Canary Islands, and on the Mediterranean islands of Mallorca, Rhodes, Crete and Cyprus, as well as in Turkey and on Phuket in Thailand.

#### About Telkonet

Telkonet specializes in advanced integrated solutions for broadband data networking and energy management, including its highly successful in-building powerline communications (PLC) technology. Headquartered in Germantown, Maryland, USA, Telkonet has over 140 employees and serves thousands of customers worldwide.

The company's unique broadband networking solutions currently support more than a million network users per month, with its energy management systems optimizing energy consumption in over 60,000 rooms. Telkonet's technology innovation is underpinned by the highest level of end-to-end quality of service, with comprehensive technical customer support. Its systems deliver wide-ranging functionality, from wired and wireless high-speed Internet access to energy management, IP surveillance and local area networking. Telkonet's platforms are widely deployed on the global stage - in single buildings and ships, in multi-building complexes, hospitality venues and multi-dwelling units, and at government, education and defense locations.

Telkonet's innovations include the revolutionary Telkonet iWire System(TM), which converts a site's existing internal electrical infrastructure into an IP network backbone - quickly, cost-effectively and without disruption. The portfolio also includes the integrated EthoStream product suite, providing a comprehensive and advanced technology management platform for the hospitality industry, differentiated by outstanding remote management tools and a dedicated customer support facility. Telkonet SmartEnergy completes the line-up, delivering typical bottom line savings of 30% by controlling in-room energy consumption according to occupancy. For more information, please visit [www.telkonet.com](http://www.telkonet.com).

Statements included in this release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve a number of risks and uncertainties such as competitive factors, technological development, market demand and the Company's ability to obtain new contracts and accurately estimate net revenues due to variability in size, scope and duration of projects, and internal issues in the sponsoring client. Further information on potential factors that could affect the

Company's financial results, can be found in the Company's Registration Statement and in its Reports on Forms 8-K filed with the Securities and Exchange Commission (SEC).

Source: Telkonet, Inc.