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Telkonet, Inc. Begins Strategic Alliance with Green Lodging Energy for Implementation of EcoSmart Energy Management in Hospitality Properties

Three Florida Properties Latest to Utilize EcoSmart Energy Management System

MILWAUKEE, Oct. 11, 2011 /PRNewswire/ -- Telkonet, Inc. (OTCBB: TKOI), developer of the revolutionary energy management platform which provides comprehensive savings, management and reporting of a building's energy consumption, announced today that it has begun a strategic alliance with Green Lodging Energy ("GLE"), located in Treasure Island, FL, providing GLE with the ability to market and install Telkonet's portfolio of EcoSmart energy management products.

(Logo: https://photos.prnewswire.com/prnh/20111011/NY83909LOGO)

Utilizing Telkonet's suite of EcoSmart products, which are designed specifically to minimize energy consumption while ensuring optimal guest comfort, GLE recently completed installations at three individual Florida properties: the TradeWinds Sandpiper Resort, an 800-room facility in St. Petersburg Beach, where 342 thermostats were installed in Phase 1; the Holiday Inn & Suites Gulfview in Clearwater, and the Holiday Inn Harbourside inIndian Rocks Beach, where products were installed in over 500 hotel and conference rooms.

After exhaustive comparisons to other hospitality energy management systems available, Green Lodging Energy concluded that Telkonet's patented Recovery Time™ technology, with more than 200,000 units installed throughout the world, allows their hospitality clients to provide guests with consistent and comfortable indoor environmental conditions regardless of which room or floor they occupy, or what side of the building they're on.

Mark Mortellaro, GLE President, was clear in his decision to select the Telkonet solution for these properties: "I've served the hospitality marketplace for many years, and although I still have access to several manufacturers, I now find myself recommending Telkonet and the EcoSmart energy management system for several reasons. First, the EcoSmart products work right out of the box, first time, all the time. The products come pre-configured shortening the time of installation and rarely, if ever, are site visits required after the staff is acclimated and trained post installation. Second, my hospitality clients like the ease of use, and aesthetics of the EcoSmart product suite, especially when the systems are networked with EcoCentral. And third, I've found the staff at Telkonet to be knowledgeable and supportive of not only their Strategic Partners, but the end users themselves. Even in humid Florida, we're typically delivering turnkey systems that pay for themselves in three years or less, and that always makes sense."

GLE installed Telkonet's wired and wireless EcoSmart products with all components subsequently networked wirelessly to the cloud-based EcoCentral management platform via a Zigbee wireless network infrastructure. The energy management system is expected to reduce in-room energy consumption and equipment run-time by 25% by automatically adjusting the heating, ventilation and air conditioning systems when rooms are unoccupied. EcoCentral, the powerful web-based user interface, enables remote monitoring of room temperatures and proactive troubleshooting of HVAC equipment from any computer with a web-connection, even including smart-phones.

Mortellaro added: "EcoSmart is the most flexible, scalable and cost effective web-based energy management solution and it's the only system we found that could not only deliver significant energy reductions, but do so without ever compromising guest satisfaction, which is a paramount consideration for our hospitality clients."

ABOUT GREEN LODGING ENERGY

Green Lodging Energy provides energy conservation and management products and strategies targeted at the hospitality marketplace, by embracing cutting edge technology with proven practices and principles and best in breed installation practices, resources and staff. www.GreenLodgingEnergy.com

ABOUT TELKONET

Telkonet is leading energy management technology provider offering hardware, software and services to Commercial customers throughout the world. The EcoCentral Platform, in conjunction with the EcoSmart Suite of products, provides comprehensive savings, management and reporting of a building's energy consumption. Telkonet's energy management products are installed in properties within the Hospitality, Military, Educational, Healthcare and Residential markets reducing energy consumption, Carbon footprints and eliminating the need for new energy generation. www.telkonet.com

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FORWARD LOOKING STATEMENTS

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 revenue 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.