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Telkonet, Inc. Positions for Continued Growth Ramp with Expansion of Sales and Marketing Team

Action Taken Amid Increased Channel Sales Activity and Hospitality Sector Demand

MILWAUKEE, Oct. 21, 2014 /PRNewswire/ -- Telkonet, Inc. (OTCQB: TKOI), whose complementary business divisions include EcoSmart™, an energy management technology platform featuring Recovery Time™ technology, and EthoStream®, one of the largest hospitality High-Speed Internet Access providers in the world, today announced key additions to its sales and marketing teams. Three new appointments position the Company for increased development of its sales pipeline and to better leverage the increasing interest from channel sales partners.



"Our efforts in expanding our top line growth opportunities and accelerating channel activity are showing results," stated Jason Tienor, CEO of Telkonet. "The success we've been having reflects the strategy of broadening our channel partnerships and value added resellers, most notably with the progress we've been making in the Hospitality and Education sectors. While we're winning an increasing amount of business in our markets, we are taking action to strengthen our position at the forefront of our industry with our suite of products that offer a unique value proposition for efficient energy consumption, return on investment, and user comfort and convenience. To bolster our sales activities and extend the awareness of Telkonet and our EcoSmart platform, we're very pleased to announce three new additions to our sales and marketing team, which includes the appointment of our first channel account manager. With our expanded team and the collective experience we bring to the market, we intend to further capitalize on the momentum currently driving our business."

Jason Patnoudé, a highly accomplished revenue generator and channel manager with a track record of combining strong technical acumen with extensive sales and business development leadership spanning from enterprise customers to large market territories, has joined Telkonet as Channel Account Manager. Jason will be responsible for recruiting and developing reseller and distribution channel partnerships, with an emphasis on extending the Company's lead in the Hospitality market and enhancing sales relationships with HVAC industry contractors, distributors and supply chain partners.

Zachary A. Millis has joined Telkonet's direct sales team with responsibility for developing new and cultivating existing customer relationships within the Hospitality, Higher Education, Military and Government Housing markets. He brings significant experience having worked with some of the most prominent Hospitality Ownership organizations throughout North America.

Michelle A. Bansemer has joined the Company as a Marketing and Sales Specialist, drawing on her experience for the development and implementation of strategic branding and marketing campaigns, particularly with the use of technology, social media and web-based marketing automation applications.

ABOUT TELKONET

Telkonet is a leading energy management technology provider offering hardware, software and services to Commercial customers throughout the world. The Company's complementary business divisions include EcoSmart™, an energy management technology platform featuring Recovery Time™ technology, and EthoStream®, one of the largest hospitality High-Speed Internet Access networks in the world.

www.telkonet.com

ABOUT ECONCENTRAL AND ECOSMART

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.

<http://www.telkonet.com/products/ecosmart/>

ABOUT ETHOSTREAM

EthoStream is one of the largest public High-Speed Internet Access (HSIA) networks in the world providing services to more than 8 million users monthly across a network of greater than 2,400 locations. EthoStream's EGS line of public-access gateway servers provide real-time monitoring and management of guest-access networks while its 24/7 support center is known for the highest levels of quality and service. With a wide range of product and service offerings and one of the most comprehensive management platforms available for HSIA networks, EthoStream offers solutions for any public access location.

www.ethostream.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 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).

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