

Extensive Ongoing Energy Savings Demonstrated 4 Years Later by Telkonet Customer

Beautiful boutique property demonstrates sustainability leadership

WAUKESHA, WI / ACCESSWIRE / August 31, 2020 /Telkonet, Inc. (OTCQB:TKOI), (the "Company", "Telkonet"), developer of the EcoSmart platform of intelligent automation designed to optimize occupancy comfort and guest experience, energy management and operational efficiencies for commercial properties has recognized sustainability and energy efficiency to be two of the leading trends in the Hospitality industry. While <http://www.energystar.gov> states that hotels spend about 6% of their operating budget on energy costs each year, it also shares that lighting retrofits can save as much as 50% of the lighting costs and energy management of HVAC can be used as much as 12 hours a day in unoccupied rooms. Telkonet works extensively with Hospitality customers to identify areas of potential savings and assist in taking advantage of those efficiencies generating additional cash flow to be used in more profitable endeavors. A true success story for these initiatives has been Gild Hall, a beautiful boutique property located in Manhattan.

Gild Hall has been a Telkonet customer since 2016 and recently participated in a case study to examine the value of the EcoSmart platform since the time of inception. The property has reported savings of \$46,000 annually since the Telkonet EcoSmart system was installed for a total of \$184,000.00. What Danny Chan has discovered since the initial installation date was how powerful the system would be for other areas of concern such as increasing the lifespan of the HVAC equipment in the guest rooms.

"In most cases, we have a conversation with prospective customers regarding what they can expect in terms of hard cost savings. It's interesting to hear our customers talk about the EcoSmart platform after 4 years of working with it. How are we performing with actual savings? How well are we supporting you? Where else are you leveraging the technology for additional value? It's very gratifying to hear Danny talk about other areas of performance outside of just energy cost reductions like preventing freezing coils. It's one thing to tell a prospective customer what we know we can deliver, and quite another when we hear and see what our technology actually delivered after 4 years of service." shares Jason Tienor, CEO of Telkonet.

One of the most compelling features of the EcoSmart platform is the cloud-based software and analytics. Danny Chan stated, "Even when I'm not in the building, I can receive an alert and I can let my staff know, for example, that a particular room has lost communication. My staff can resolve the problem when the guests are not in the room, and when the guests return, they don't even realize there was ever a house call."

Gild Hall and its staff are a prime example of a success story for efficiency and sustainability.

Ongoing support and training continue to drive additional savings while ensuring the property is maximizing the benefit provided by a smart automation solution. To learn more about Gild Hall's success, you can review their' Case Study at <http://www.telkonet.com> or by contacting a Telkonet Account Executive at sales@telkonet.com.

ABOUT TELKONET

Telkonet, Inc. (OTCQB:TKOI) provides innovative intelligent automation platforms at the forefront of the Internet of Things (IoT) space. Helping commercial audiences better manage operational costs, the Company's EcoSmart intelligent automation platform is supported by a full-suite of IoT-connected devices that provide in-depth energy usage information and analysis, allowing building operators to reduce energy expenses. Vertical markets that benefit from EcoSmart products include hospitality, education, military, government, healthcare and multiple dwelling housing. Telkonet was founded in 1977 and is based in Waukesha, WI. For more information, visit www.telkonet.com.

For news updates as they happen, follow [@Telkonet](https://twitter.com/Telkonet) on Twitter.

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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 Annual Report on Form 10-K for the year ended December 31, 2017, as may be amended or supplemented in the Company's subsequently filed Quarterly Reports on Form 10-Q, and in its Reports on Form 8-K filed with the Securities and Exchange Commission.

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