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# Telkonet, Inc. Executes Master Purchase Agreement with Motel 6

## Motel 6 and Studio 6 Properties Prefer EcoSmart Energy Management

MILWAUKEE, Sept. 13, 2012 /PRNewswire/ -- Telkonet, Inc. (OTC BB: TKOI), developer of the revolutionary EcoSmart energy management platform featuring Recovery Time™ technology, announced that the company signed a Master Purchase Agreement approving EcoSmart for installation in corporate-owned Motel 6 and Studio 6 locations across the United States and Canada.

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

"After a series of trial installations and competitive product comparisons, we arrived at the decision to use EcoSmart to significantly reduce HVAC energy consumption without affecting the guest experience," said Renee Swoger, director of energy & capital administration, Motel 6/Studio 6.

The Master Agreement will initiate a multi-year rollout to approximately 600 Motel 6 & Studio 6 locations in North America. To date, Telkonet has installed its [EcoSmart technology](#) throughout seven Motel 6 and Studio 6 properties including Motel 6 locations in Hartford/Southington, Conn.; Hartford/Windsor Locks, Conn.; New London/Niantic, Conn.; Lewisville, Texas; Northlake/Speedway, Texas; and Studio 6 locations in Greensboro, N.C. and Kissimmee, Fla.

Telkonet will perform turnkey installations at the Motel 6 and Studio 6 properties, providing the [EcoWave](#) wireless thermostat package and necessary networking equipment as energy management upgrades are scheduled.

"EcoSmart will assist Motel 6/Studio 6 in meeting sustainability goals, in addition to making maintenance uncomplicated for our regional maintenance engineers. The components of the fully-networked EcoSmart solution at each property can be viewed from the EcoCentral management platform, allowing for remote troubleshooting and investigation," Swoger added.

While controlling the HVAC system to optimize operation and energy savings, the EcoWave thermostat records detailed occupancy and HVAC usage data. This provides hotel management with room occupancy patterns and percentages correlated with HVAC system efficiency and runtime hours saved, as well as HVAC unit health statistics.

"Our initial installations at the Motel 6 and Studio 6 properties signify the company's intent to redefine the brand as sustainable and innovative while still maintaining a reputation for guest convenience," said Jason Tienor, CEO of Telkonet. "By maximizing energy efficiency without compromising room comfort, EcoSmart provides a simple, yet advanced and proven

solution."

### **ABOUT MOTEL 6**

Motel 6 offers the lowest price of any national chain at more than 1,100 company-owned and franchised locations throughout the United States and Canada. For 26 years, Motel 6 has used the tagline, "We'll leave the light on for you<sup>®</sup>," earning the chain the highest brand recognition in the economy lodging segment. Motel 6 was the first national pet friendly chain, welcoming pets since 1962. Standard amenities include free local phone calls, no long distance access charges, free morning coffee and expanded cable channel line-up. Most locations offer Wi-Fi Internet access, swimming pools and guest laundry facilities. For more information, visit [www.motel6.com](http://www.motel6.com).

### **ABOUT TELKONET**

Telkonet, a leading United States-based energy management technology provider, offers hardware, software and services to commercial customers worldwide. The EcoSmart suite of products, along with the EcoCentral management platform, can reduce energy consumption, HVAC runtime and utility costs in most building environments. Telkonet's energy management products have the power to reduce energy consumption, minimize carbon footprints and help eliminate the need for the construction of new power plants. For more information, visit [www.telkonet.com](http://www.telkonet.com).

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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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