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# Telkonet, Inc.'s EcoSmart Platform Integrates with Somfy Systems Technology to Deliver In-Room "Sunbeam Management"

MILWAUKEE, March 7, 2013 /PRNewswire/ -- Telkonet, Inc. (OTC BB: TKOI), developer of the EcoSmart energy management platform featuring Recovery Time™ technology, announced today the ability to seamlessly integrate wirelessly with Somfy Systems' product line of motors for automatically operating a hospitality property's in-room draperies, blinds and shades. Based in Dayton, New Jersey, Somfy Systems is the world's largest manufacturer of motors for interior and exterior window coverings.

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

When Somfy's motor technology is combined with Telkonet's EcoInsight intelligent thermostats and EcoView sensors, a hotel owner can use room occupancy information and light-level data from the in-room sensors to close curtains in sunny, unoccupied rooms, thereby reducing the solar load and the need for unnecessary cooling functions. In addition, managing shade position can also extend the useful life of in-room fabrics and furniture which fade as a result of exposure to the ultra-violet rays of the sun.

"Curtains do more than just hang on the wall; they protect room furnishings from sun damage and contribute considerably to maximizing energy efficiency efforts," said Ana Maria Huertas Iragorri, Hospitality Business Development Manager for Somfy North America.

"Heating, cooling and internal lighting represent the three largest expenses for many hotels. Somfy's bioclimatic facades control sunlight to minimize the costs associated with HVAC runtime and artificial lighting. Having the EcoSmart technology intelligently supervise unoccupied rooms certainly enhances our ability to meet energy management objectives," added Huertas Iragorri.

Jeff Sobieski, Telkonet's Chief Technology Officer, believes Somfy can assist Telkonet in continuing to provide a positive guest experience. "Telkonet can promise several benefits to the building owners utilizing the EcoSmart energy management system, an increase in energy efficiency, a reduction in energy expenses and consistent, comfortable room temperatures for their occupants. In tandem with our EcoSmart tools, Somfy products will help prevent the heat gain in an unoccupied room associated with solar load, thereby reducing the runtimes and extending the life of a hotel's heating and cooling system."

Both the Somfy technology and Telkonet's EcoSmart solution communicate across a ZigBee® mesh network to provide real-time motor position status updates and precise control over curtain functions. ZigBee® is a wireless technology developed as an open global standard to address the unique needs of low-cost, low-power wireless networks.

As upscale hotel brands continue to unveil rigorous energy reduction goals, Telkonet's ability to communicate across a ZigBee® mesh network with technologies such as Somfy's, as well as being able to manage its in-room lighting, cooling, heating, plug load components and select appliances and amenities will result in significant savings for hospitality properties.

### **ABOUT SOMFY SYSTEMS**

Somfy Systems, whose North American headquarters are located in Dayton, New Jersey, is the world's leading manufacturer of specialized motors and control systems for interior shades, blinds, projection screens, retractable awnings, rolling shutters, and other lift-up applications for commercial buildings and residences. For Somfy assistance please call (800) 64-SOMFY.

Somfy's Commercial Building Solutions offer intelligent, integrated network solutions for any commercial workspace. Somfy offers both low and line voltage intelligent motors to meet any commercial needs. Their scalable network can create green solutions for single spaces, an entire floor, or total buildings by following the same easy steps leading to the creation of a bioclimatic facade which reacts to outside climate changes and the sun's path to provide optimal comfort and energy savings.

From a distribution perspective, Somfy Systems has earned a reputation for being the most reliable, professional, and responsive service-oriented company. It's no surprise that Somfy has sold over 100 million motors to a broad base of highly qualified customers throughout the world who integrate Somfy motors and controls into their product lines. For more information, visit [www.somfysystems.com](http://www.somfysystems.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, which includes EcoInsight and EcoWave intelligent thermostats, the EcoView occupancy sensor and the EcoGuard energy management outlet, can be deployed in most building environments to cut utility costs and enable remote monitoring and control using the EcoCentral management platform. 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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To receive updates on all of Telkonet's developments, sign up for our email alerts [HERE](#).

*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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