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NEWS RELEASE

## Telkonet Ramps Up Installation Program with Destination Hotels and Resorts

*EthoStream secures 10<sup>th</sup> luxury Destination Hotel Contract for Managed HSIA*

**Germantown, MD, Telkonet, Inc. (AMEX: TKO), the leading technology solutions provider for broadband networking, end-to-end service support and energy management,** has been awarded contracts with three more Destination Hotels, bringing the current total to ten. A preferred vendor for Destination Hotels & Resorts, EthoStream is contracted to provide wired and wireless HSIA solutions at each location, supported by its 24/7 managed guest support service, for a three-year period. The new contracts involve Santa Fe's luxury Inn at Loretto, the Tarrytown House Estate and Conference Center in Tarrytown, NY, and the Sheraton Universal Hotel in Universal City, CA.

As a preferred vendor, EthoStream provides Destination Hotels & Resorts with a unique combination of an advanced integrated HSIA system and unmatched, proactive customer support. A key factor in the selection was EthoStream's Remote Management Console (RMC), which provides a platform for monitoring and managing the HSIA system remotely in real time. It is this facility that delivers major benefits to Destination Hotels & Resorts, as Assistant VP of Technology Jeff Henschel explains, "This is an invaluable tool, enabling us to access and monitor all our properties and Internet users from a single location. It is exactly this sort of innovation that puts EthoStream on a different level to other vendors, and is behind our selection of its technology as our preferred option".

With more than 30 independent venues in the group, each hotel and resort is responsible for its own HSIA contracting, applying its individual selection criteria. In the case of Tarrytown House Estate and Conference Center, the key requirement was for proven stability, reliability, speed and customer service, as Walter Joyce, Manager IT & Communications Manager said, "As the nation's first executive conference center, wireless internet service is provided free in all guest rooms and conference areas, as well as public space. It must be reliable, fast and easy to use; this is why we chose EthoStream." For Sheraton Universal Hotel's IT Manager, Mort Heydari, the alternative infrastructure cost element was key, saying "Cost has always been an issue for us with regard to setting up an infrastructure for HSIA. With EthoStream, however, we were offered an extremely attractive pricing structure."

Operating one of the largest HSIA networks in the US, EthoStream is a preferred or endorsed provider for many of the world's largest and most prestigious hotel franchises. At the core of EthoStream's advanced solution is its turnkey, standards-compliant line of gateways. Designed to ensure ease of integration with any type of Wide Area Network (WAN) connection,

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EthoStream provides a high quality, flexible solution set that supports both wired and wireless access, underpinned by a comprehensive range of customer support services. In addition to the RMC monitoring and management platform, EthoStream also provides a 24/7 guest support service via its Hospitality Network, enabling each member establishment to provide guests with immediate, expert advice on any Internet-related issue.

#### **About Destination Hotels & Resorts**

Destination Hotels & Resorts is the country's 5<sup>th</sup> largest independent management company, with more than 6500 employees, over 7,000 guest rooms and more than \$1.7 billion assets under management. Owned by Los Angeles-based Lowe Enterprises, its lodging management enterprise spans incorporates more than 30 independent luxury, upscale hotels, resorts and golf clubs. These include the country's oldest conference hotel – The Tarrytown House Estate and Conference Center, built in 1840 and located just 24 miles from New York.; the luxurious 134-room Inn and Spa at Loretto in Santa Fe; and the Sheraton Universal Hotel, located adjacent to Universal Studios in Hollywood.

#### **About EthoStream**

EthoStream operates one of the largest hospitality HSIA networks in the US, servicing more than 2000 properties and 1 million network users per month. The company is a preferred or endorsed provider for some of the world's largest hotel franchises, developing and supplying the most comprehensive technology management platform currently available for the hospitality industry, differentiated by end-to-end service, reliability and quality. For more information, please visit <http://www.ethostream.com>

#### **About Telkonet**

Telkonet specializes in integrated solutions for broadband data networking and energy management, including in-building powerline communications (PLC) technology. Headquartered in Germantown, Maryland, USA, Telkonet serves thousands of customers worldwide. Telkonet's technology innovation is underpinned by end-to-end quality of service and comprehensive customer support. Its portfolio includes:

- The revolutionary Telkonet iWire System™, converting sites' existing internal electrical infrastructures into an IP network backbone.
- The integrated EthoStream platform for wired and wireless HSIA, differentiated by outstanding remote management tools and dedicated customer support facilities.
- Telkonet SmartEnergy, achieving 30% energy savings through intelligent in-room energy management.

For more information, visit [www.telkonet.com](http://www.telkonet.com).