

INTEGRATED solutions

EthoStream Provides Upscale Cambria Suites Brand with HSIA and Support Services



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EthoStream, as the exclusive Choice Hotels Cambria Suites HSIA supplier, is providing every hotel guest room with both wired and wireless Internet access, wireless access in the public areas, as well as customer support, system management and monitoring.

“We choose to align ourselves with quality partners that can provide the level of service that our guests expect, our franchisees expect and we expect,” said Phil Beilke, senior director, brand management, Cambria Suites. “Selecting EthoStream made

the most sense both financially, as well as from a service provider standpoint. By using one service provider, we can provide the consistency and control that we need as we develop a new brand. With EthoStream, we can centrally manage content on the hotels’ Internet welcome page, log-in page, and subsequent pages, to deliver a consistent branded experience. We can also remotely monitor our guests’ Internet experience, so we can ensure our properties are delivering the service that our hotel guests expect.

Telkonet’s Integrated Technology Evolution

Telkonet’s technology solutions are based on innovation, as we continuously evolve our product offerings to anticipate new trends and requirements. So far this year, we have advanced both our powerline communications (PLC) products and our energy management products, by introducing our next generation 200 Mbps system – Telkonet Series 5, and significant enhancements to our energy management thermostat and controller.

The main drivers behind our ongoing development program are finding new ways of delivering cost-efficiencies and improved network management facilities to our customers. We believe that key to this is the adoption of a common single platform and genuine product integration, which is where we have concentrated our efforts. With our Software-as-a-Service (SaaS) platform approach, we are integrating our product lines to offer a single, centralized platform for high-speed Internet access and in-room energy management, using our networked Telkonet SmartEnergy system for increased efficiency.

By providing our hospitality customers with a single technology source to manage various applications within their property, we can enable a full range of coordinated networked services, including remote end-to-end monitoring, management, support and reporting. Our SaaS model makes it easier for hotel management to control and manage their technology, and reduces costs by reducing the requirement for highly-skilled technical staff to manage guest support calls.

With Telkonet’s Support Center providing the monitoring, management and support, matched by Telkonet Field Services providing truck-roll maintenance capabilities, we are going the extra mile to provide a truly differentiated service – integrating our product and service capabilities to help our customers achieve a fast ROI and a streamlined technology strategy.



Jason Tienor
CEO, Telkonet, Inc.



DESTINATION HOTELS & RESORTS

Destination Hotels and Resorts Turn to EthoStream for Exceptional HSIA and Customer Support

A preferred vendor for Destination Hotels & Resorts, EthoStream is providing wired and wireless HSIA solutions at ten Destination Hotel locations, supported by its 24/7 managed guest support service, for a three-year period, including the latest properties at Santa Fe, New Mexico’s luxury Inn at Loretto, the Tarrytown House Estate and Conference Center in Tarrytown, NY, and the Sheraton Universal Hotel in Universal City, CA.

EthoStream is supplying Destination Hotels & Resorts with a unique combination of an advanced integrated HSIA system and unmatched, proactive

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Also featured in this May 2008 issue:

[Going Green – The Latest Advances in In-Room Energy Management](#)

[InTown Suites Rolls-Out Energy Management Solution](#)

[Motel 6 Cuts Energy Consumption](#)

[Telkonet’s New 200 Mbps Solution](#)

Going Green – The Latest Advances in Intelligent In-Room Energy Management

With current gas prices at all-time highs and the energy markets following suit, the enthusiasm for energy conservation and green initiatives is obvious. Telkonet is making it simple for properties to join the going green theme with Telkonet SmartEnergy (TSE), an occupancy-driven energy management system that reduces heating and cooling systems' runtimes in unoccupied rooms, lowering utility bills by decreasing KWh consumption.

TSE's core intelligent products: the SS5000 Energy Management Thermostat (EMT) or the SS1107 Energy Management Controller (EMC), work with the SS2000 Energy Management Occupancy Sensor, which detects occupancy in a room. Built into TSE is Telkonet's patented Recovery Time (RT) technology that calculates exactly how far the temperature can change, or drift, when a room is unoccupied, based on a many factors, such as the weather and the condition/age of the HVAC system. RT ensures the

room temperature will recover to the guest's preferred temperature setting within a pre-determined amount of time. Other systems simply set back the room temperature to a fixed amount without considering any other factors.

Recent advancements to the EMT and EMC have elevated Telkonet's energy management products to a higher level, delivering more features and benefits to hoteliers.

- **Field upgradeable** – Instantly customized thermostat to match customers' requirements; the controller's firmware can be kept up-to-date easily
- **Increased HVAC and PTAC compatibility** – The thermostat operates across AC and DC power voltage ranges, inter-working with third-party equipment; the controller operates with virtually any age or type of PTAC, plus interfaces with third party occupancy sensors
- **Fast operating speed with high data rate** – Serial speed is 100 times faster than previous thermostat and controller models



Telkonet SS5000 Energy Management Thermostat (EMT)

Telkonet SS1107 Energy Management Controller (EMC)



- **Improved installation ease, speed and flexibility** – Thermostat supports hard-wired and wireless occupancy sensors and instant response times when programming codes into memory; controller flexible mounting accommodates any outlet location, and visible radio strength indicator shows quality link between sensors and base station
- **Advanced door or window monitoring** – With dry contact switch inputs, HVAC or PTAC turns off if doors or windows are opened, yielding greater savings



Going Green

Below are some websites that provide useful information to help properties go green and save energy.



U.S. Department of Energy

Comprehensive information on energy efficiency, renewable energy, energy initiatives and the ENERGY STAR program

www.energy.gov/



ENERGY STAR

ENERGY STAR saves money and protects the environment through energy efficient products and practices

www.energystar.gov/



US Green Building Council

A non-profit organization committed to expanding sustainable building practices with Leadership in Energy and Environmental Design (LEED) certification

www.usgbc.org



PG&E – Business Rebates & Incentives Information

Cool Control Plus program provides qualifying hotel owners with energy management products and installation free of charge

www.pge.com/mybusiness/
www.coolcontrolplus.com/



Austin Energy

Lodgers Savers program delivers energy efficiency retrofits for lodging properties at reduced costs.

www.austinenergy.com
www.lodgingsavers.org



Green Lodging News

Lodging's leading environmental news source

www.greenlodgingnews.com



Habitat Suites Cuts Annual Energy Usage by 12% with TSE

Habitat Suites, a 2-1/2 acre, 96-room hotel in Austin, Texas, is recognized for its green initiatives, spearheaded by General Manager Natelie Marquis. Among the many green measures it has implemented over the past 5 years, Habitat Suites worked with the local utility, Austin Energy, to install Telkonet SmartEnergy (TSE). The requirement was to reduce in-room heating, ventilation and air conditioning (HVAC) energy consumption – something that adds up to one of the largest operating expenses for property owners.

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“Telkonet has demonstrated its commitment to InTown Suites throughout the pilot program and has successfully delivered a product that will help us realize substantial energy efficiencies and cost savings as a part of our overall energy management initiative.”

InTown Suites Rolls-Out Telkonet’s Energy Management Solution

Telkonet SmartEnergy’s patented technology has unlocked a powerful new cost-saving avenue for extended-stay facilities, with a substantial impact on the bottom line, as evidenced by InTown Suites recent contract with Telkonet. Under a 6-month program that started this January, Telkonet is installing its innovative Telkonet SmartEnergy products in 125 extended-stay InTown Suites locations across the US, as an integral component in the organization’s ongoing commitment to achieving increased energy efficiencies at their properties.

Telkonet was selected after exhaustive trial property implementations, involving comprehensive testing and competitor analysis. TSE consistently delivered the best performance, with TSE’s patented



Recovery Time™ (RT) technology representing a clear differentiator, as a spokesperson from InTown Suites explains, “Telkonet has demonstrated its commitment to InTown Suites throughout the pilot program and has successfully delivered a product that will help us realize substantial energy efficiencies and cost savings as a part of our overall energy management initiative. TSE’s design flexibility was a further factor in the contract award, with its existing capability to operate with the cross-section of packaged terminal air conditioners (PTAC) already installed in InTown Suites’ locations.”

“With Telkonet’s in-room energy management products, we are significantly reducing energy usage and extending our HVAC equipment life, while allowing guests to control the temperature while they are in their rooms.”

Motel 6 Saves Hotel Owners up to \$140 per room with Energy Management Initiatives

Motel 6 holds a recognized leadership role for green energy management practices, receiving Energy Star Leader status from the U.S. Environmental Protection Agency (EPA) in 2006 for improving energy efficiency. Having long realized the benefits of implementing energy efficiency programs, both from a financial and guest impact, Motel 6 installed Telkonet SmartEnergy (TSE) occupancy sensors and thermostats in properties in California and recently signed a four year TSE maintenance agreement. TSE will cut energy consumption by an estimated average of 1,100 kilowatt-hours per room per year, saving hotel owners up to \$140 per room.



Dan Gilligan, vice president of utilities for Motel 6 parent company, Accor North America, commented, “Our number one priority is to enhance the guest experience and optimize guest comfort. With Telkonet’s in-room energy management products, we are significantly reducing energy usage and extending our HVAC equipment life, while allowing guests to control the temperature while they are in their rooms.

By augmenting this approach with an ongoing maintenance program, handled for us directly by Telkonet, we believe that we are maximizing our investment for the longer term. We are totally committed to this approach – it is socially and environmentally responsible and recognizes the value to our business as well as to our customers.”

Product News

Telkonet Delivers Next Generation PLC Performance with New 200 Mbps Solution

Telkonet’s highly successful, proven commercial powerline communications (PLC) technology can now deliver an even higher level of performance with its next generation 200 Mbps Telkonet Series 5 system. As with the Telkonet iWire System, Telkonet Series 5 transforms a site’s existing internal electrical infrastructure into a powerful IP network backbone, without installing new cabling. It combines the traditional PLC benefits of fast, easy and non-disruptive installation, with comprehensive built-in network management, enabling the remote monitoring and troubleshooting of communications networks.

With the new 200 Mbps chip, Telkonet Series 5 sets unprecedented performance levels for security, speed, QoS and capacity, taking PLC to a new level for high performance, critical applications, such as digital video surveillance. Its enhanced Quality of Service (QoS) handles up to 8 different communication channels, such as high-speed data, Voice over IP (VoIP), video-on-demand and surveillance, with rate-limited bandwidth management per user.

Telkonet Series 5 is an ideal platform for integrated, efficient energy management. The first release of Telkonet Series 5 provides an optional Zigbee adaptor for the initial integration of the Telkonet SmartEnergy (TSE) advanced energy management system, which will provide a single solution that combines comprehensive Ethernet connectivity with wireless-based monitoring and management tools.

Telkonet Series 5 is an effective PLC solution for many challenging scenarios:

- Buildings with connectivity issues due to thick/dense structural walls, asbestos, historic buildings
- Rapidly deployed communication systems
- Video surveillance requirements
- Adding communications to existing devices
- Secure, physically diverse in-building networks
- New construction requiring reduced infrastructure costs.

Destination Hotels and Resorts Turn to EthoStream

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24/7 customer support via its Hospitality Network, enabling each member establishment to provide guests with immediate, expert advice on any Internet-related issue.

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".

Habitat Suites Cuts Annual Energy Usage by 12% with TSE

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By installing Telkonet's SS5000 Energy Management Thermostats (EMT) and Telkonet's SS2000 Energy Management Occupancy Sensors, which adjust the heating or cooling when a room is unoccupied, Habitat Suites has reduced its kilowatt consumption by 12% annually. "We have truly found the best thermostat for our needs," explained Natalie. "It's just remarkable that we can save this much energy from one singular activity. And with these systems being so simple and dependable, we won't have to worry about any more HVAC problems."



Through TSE's real-time logging capabilities, Natalie tracks energy usage statistics and overall system performance to identify energy inefficiencies and maintenance needs throughout the property. Via Austin Energy, Habitat Suites receives a discount on its energy bill. This is achieved by allowing Austin Energy to reduce energy usage at peak demand, based on monitoring the hotel's electricity usage but guaranteed not to impact on guests. The partnership and TSE is a win-win arrangement on all fronts: going green, saving money and delivering satisfied guests.

Telkonet and EthoStream In the Press

Visit www.telkonet.com for more news coverage and feature articles.

■ **Technology: HSIA**

Developer discovers HSIA reliability with single portfolio provider

Hotel Business

April 7-20, 2008

■ **Going GREEN, Satisfying Guests**

Hoteliers aim to save money, environment, without diminishing comfort.

Hotels

April 2008

■ **Beware: Pirates and Bootleggers**

Are your Internet networks and on-demand movies protected?

Lodging Magazine

March 2008

■ **Technology: Wireless Internet Access**

WiFi Opens Up Possibilities

Hotel & Motel Management

February 18, 2008

■ **Saving Energy in the Guestroom**

Where is Technology Taking Us

Green Lodging News

December 4, 2007

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