



Enhanced Guest Comfort, Paired with Energy Savings

Hotels spend roughly \$7.5 billion on energy expenditures every year, yet the typical hotel room is vacant approximately 70 percent of an average day. That is a lot of expense to provide a level of guest comfort that isn't even being realized. Lighting and HVAC costs represent two of the largest uncontrolled operating expenses, but they don't need to be.

The EcoSmart intelligent automation platform is a full suite of IoT-connected wireless products, including thermostats, light switches, outlets and occupancy sensors, that provide in-depth energy usage analysis. This allows you to develop and deploy targeted solutions that dramatically reduce energy consumption and improve operational efficiency with truly measurable results.

As hotel operators seek to enhance the guest experience and reduce costs, energy expenses should not be overlooked. With the right management platform, both can be achieved.

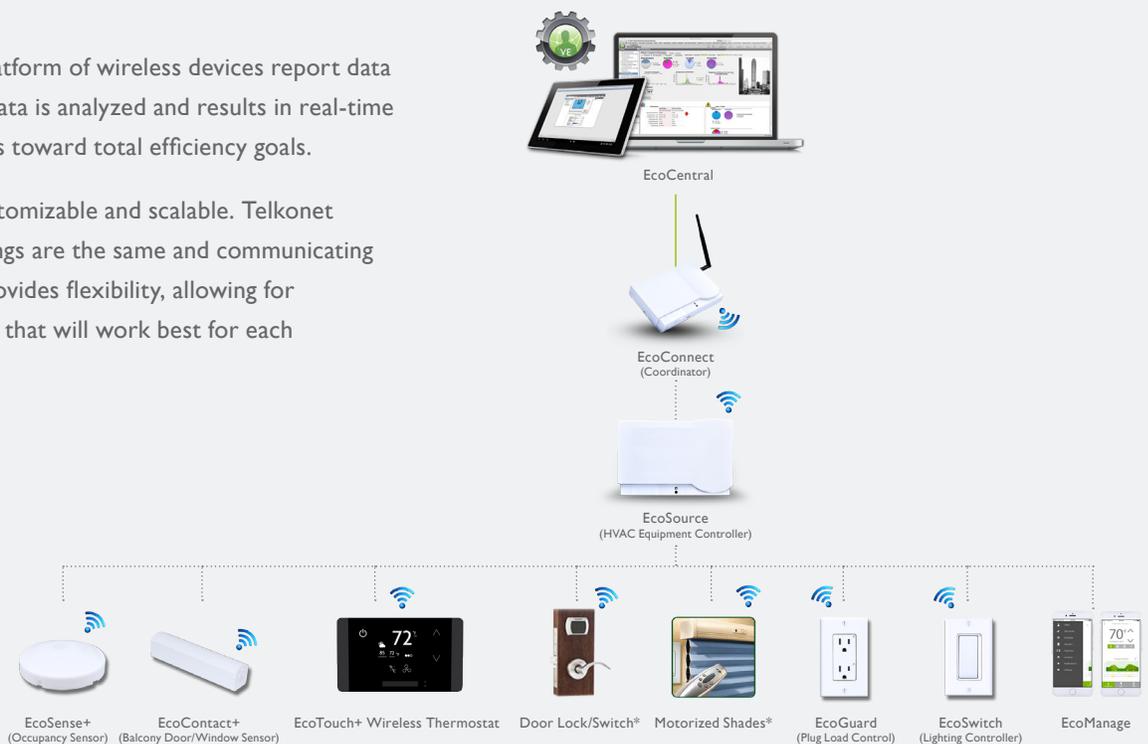


Most users see a reduction in energy costs of 20-45%

How it Works

Together, the EcoSmart platform of wireless devices report data back to EcoCentral. This data is analyzed and results in real-time reporting to track progress toward total efficiency goals.

Installation is versatile, customizable and scalable. Telkonet understands no two buildings are the same and communicating over wireless networks provides flexibility, allowing for customized system designs that will work best for each individual customer.



EcoManage Hospitality App

As travelers become more tech savvy, they expect their travel experience to follow suit. Today's hotel guest brings an average of three connected devices with them during their stay; providing great opportunity to tap into their already existing habits to provide a more engaged experience.

The EcoManage hospitality app does just that. Working in conjunction with the EcoSmart platform, the app literally puts the controls into a guests' hands. Imagine a guest crawls into bed and realizes they forgot to turn off the bathroom light. Rather than getting up to do so, it can be done from the smartphone or tablet likely sitting on the nightstand.

Best of all, the app can be designed to easily integrate with your existing guest loyalty app, providing a seamless interaction with the hotel branded content.

We also help build customer loyalty in an increasingly competitive marketplace. With the potential to capture and store a guest's personalized preferences, hotel operators can pre-program rooms to a guest's specific settings during return stays.



Better System Management Using Real-time Data

EcoCentral provides building operators with cloud-based data that is easy to access from a desktop or mobile device. While data can be great, what can be done with it can be even more powerful. The EcoCentral Command Center aggregates all the data gathered from the installed EcoSmart devices, and analyzes it to provide detailed reports on energy usage to allow for adjustments by facility management. Additionally, the Virtual Engineer component offers a unique asset for properties without an onsite engineering team, helping to proactively identify maintenance needs.

Reports generated that are especially helpful include:

- **Excessive Run Time:** This report shows a dot for each room that varies in size based on energy usage.
- **Site Savings Report:** An overview across the entire system of energy consumption and cost savings analysis.
- **PMS Integration:** Integrate with current PMS to report sold and unsold status of guest rooms.



World Class Performance

EcoSmart devices have been installed in more than 300,000 guest rooms across the globe.

"Telkonet has proven to be extremely reliable, innovative and service-oriented while their products are very guest-friendly."

*Terry C. Smith, Vice President of Engineering,
Marriott International*

"To our guests, 'luxury' suggests that unspoken expectations will be exceeded. With the help of Telkonet's EcoCentral Virtual Engineer, the maintenance team will carry out repair tasks before a problem HVAC unit has the chance to disturb a guest."

*Fernando Saaverda, Director of Engineering,
Park Hyatt Chicago*



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