The latest in Intelligent Guest Room technologies
Company Summary

- Intelligent Automation (IoT) Company
- Established History of 17+ Years
- Headquartered in Milwaukee, WI
- Experienced Team of over 100 Staff
- Call center Milwaukee staffed 24x7x365
- Focused on Commercial markets
Telkonet & Hospitality

- Approved &/or Preferred provider
- Numerous Marquee Endorsements
- Extensive Wireless Communication & Networking Expertise
- 5% Market Share & experiencing 30%+ Growth
Guests are delighted at entering a comfortable room where the temperature, lighting, TV channels are customized to their exact preferences.

Imagine...
Unsold room standard conditions
*Thermostat set at 80ºF in Summer and lights are off.*

*Imagine...*
Imagine...

Sold room standard conditions
Thermostat set at 72°F when occupied
New ways for guests to interact with technology, using attractive bedside & wall mounted switches, dimmers, and control options

Imagine...
Guests want to engage with in-room technology in new ways. Control temperature, lighting scenes, DND request service, control drapes, etc. to their preferences.

Imagine...
Door Lock Interface
Leverage network and Integrate addressable door locks.

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Imagine...
DND/Service/Doorbell
Enhanced guest experience.

Imagine...
Key Fob
View occupancy from outside the room without knocking.

Imagine...
Tray Tracker
Improved staff response time & increased efficiency.

Imagine...
Curtain Control
Sun protection, privacy & glare reduction at the touch of a button.

Imagine...
Good Sample Layout

EcoInsight Wireless Thermostat
Better Sample Layout

EcoGuard (Plug Load Control)

EcoSwitch (Lighting Controller)

EcoInsight Wireless Thermostat
Best Sample Layout

- EcoTouch Wireless Thermostat
- Automated Blind Control
- EcoGuard (Plug Load Control)
- EcoSwitch (Lighting Controller)
- DND/Service/Doorbell
- Lighting Controller
- Tray Tracker
- Electronic Lock Integration
- telkonet®
Does this look familiar?

*If so – it’s causing you guest complaints, consuming energy and costing you money*

...and there’s a simple fix...
Does this look familiar?
If so – it’s causing you guest complaints, consuming energy and costing you money

…and there’s a simple fix…
EcoSmart Platform

EcoSmart Suite

EcoCentral Virtual Engineer

EcoCare

EcoMobile
Basic Required Architecture Components

- Wireless
- Wired

EcoInsight (Thermostat)
EcoSense (Occupancy Sensor)
Required Architecture Components

- **EcoCentral Virtual Engineer** (Cloud Base Command Center)
- **EcoCommander** (Gateway Server/PMS Interface)
- **Hotel PMS**
- **EcoConnect** (Coordinator)
- **EcoInsight Wireless Thermostat**

Good

- Wireless
- Wired
Required Architecture Components

**Better**

- EcoCentral Virtual Engineer (Cloud Base Command Center)
- EcoCommander (Gateway Server/PMS Interface)
- Hotel PMS
- EcoConnect (Coordinator)
- EcoInsight Wireless Thermostat
- EcoSwitch (Lighting Controller)
- EcoGuard (Plug Load Control)
- BACnet* (Central Plant Integration)

Wireless

Wired
Required Architecture Components

- EcoCentral Virtual Engineer (Cloud Base Command Center)
- EcoCommander (Gateway Server/PMS Interface)
- Hotel PMS
- BACnet* (Central Plant Integration)
- Integrated Solutions (Central Plant Integration)
- EcoConnect (Coordinator)
- EcoTouch Wireless Thermostat

Best

Wireless
- EcoSwitch (Lighting Controller)
- EcoGuard (Plug Load Control)
- DND/Doorbell*
- Lighting Controller*
- Tray Tracker*
- Automated Blind Control*
- Electronic Lock Integration*
- EcoContact (Balcony Door/Window Sensor)
- EcoSense (Occupancy Sensor)
- EcoSource (HVAC Controller)

Wired
- EcoGuard (Plug Load Control)
- DND/Doorbell*
- Lighting Controller*
- Tray Tracker*
- Automated Blind Control*
- Electronic Lock Integration*
- EcoContact (Balcony Door/Window Sensor)
- EcoSense (Occupancy Sensor)
- EcoSource (HVAC Controller)
EcoTouch
Beautifully simple wireless thermostat.
## Typical Budget Pricing

<table>
<thead>
<tr>
<th>Application</th>
<th>Size</th>
<th>$$ / Room</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stand Alone</strong> - (with Occ Sensing)</td>
<td>100-500 Rooms</td>
<td>~ $350</td>
</tr>
<tr>
<td><strong>Networked</strong> – smaller property</td>
<td>100-250 Rooms</td>
<td>~$425</td>
</tr>
<tr>
<td><strong>Networked</strong> – larger property</td>
<td>250-500 Rooms</td>
<td>~ $400</td>
</tr>
</tbody>
</table>

**Caveats:** “bare bones” pricing, assumes ready access to rooms, HVAC control only. Excludes Travel & Expenses. Telkonet installers, not prevailing wage or union labor.

Adding items such as door/window sensors, controlling lighting, plug-loads, curtains, integrating with door locks, etc. will all increase the cost per room.
## Typical Financial Returns

<table>
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<tr>
<th>Typical Savings</th>
<th>Hospitality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Runtime Reduction *</td>
<td>42%</td>
</tr>
<tr>
<td>Simple Payback (Energy &gt; $0.15/kWh) **</td>
<td>18-30 months</td>
</tr>
<tr>
<td>Simple Payback (Energy &lt; $0.15/kWh) **</td>
<td>24-36 months</td>
</tr>
</tbody>
</table>

* Correlates closely to energy reduction and has significant impact on life of the equipment being controlled

** Excludes incentives and rebates which are broadly available across the U.S. and where eligible typically range from $50 - $250 per room
Installation Considerations

Select versatility & experience

- A thorough site survey should be performed to avoid unpleasant surprises.
- Select a system that’s modular and can be expanded over time.
- Review the savings analysis and challenge the assumptions.
- Decide: Wired or Wireless
  - Pro’s of wireless:
    - No wiring expenses
    - Versatile – place thermostat in ideal location - relocate if needed
  - Con’s of wireless:
    - Battery (standard size or specialty?)
  - Hybrid option may be best
- Cloud based vs. site based software
- Review product documentation and training tools available for staff.
- Thoroughly evaluate the provider’s ability to support you, your staff and your guest.
- Insist on factory trained and certified installers.
- Ensure each room is properly commissioned before accepting project.
On behalf of all of us Telkonet

Thank you for the opportunity to speak with you.

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