



News Release

FOR IMMEDIATE RELEASE

Contact:

Trane, a brand of Ingersoll Rand
Heidi McGuire
952-887-2371, Heidi.McGuire@irco.com
Minda Davison
515-978-3585, Mindad@2rm.com

Telkonet
Gerrit Reinders
414-302-2250, greinders@telkonet.com

Trane Announces Agreement with Telkonet

Hotel guests will be able to easily control their room temperature as a result of partnership between Trane and Telkonet

DAVIDSON, N.C. May 26, 2015 – Trane, a leading global provider of indoor comfort solutions and services and a brand of Ingersoll Rand, now offers easy control of room temperature by hotel guests through a new agreement with Telkonet, Inc. a manufacturer of hotel guest room thermostats and controls widely accepted or preferred in the brand standards of major hotel brands in North America and South America.

Through this agreement Trane will now use the Telkonet EcoSmart™ platform to offer the hotel and hospitality industry additional heating, ventilation and air conditioning (HVAC) and comfort system options that benefit hotel guests. In new hotels, Telkonet thermostats can be included with Trane guest room HVAC products to provide hotel and hospitality properties with a complete comfort system package. In existing hotels, the energy savings potential of smart, integrated guest room control will help drive retrofit projects by offering an attractive return on investment. In many cases, a Telkonet system retrofit qualifies for utility or government energy rebates.

The platform also provides minimized operating costs for hotels through reduced guest-room-related utility costs and hotel management expenses. Through the company's software, reductions in operating costs will be realized by integrating the room controls with the hotel property management system.

"In the past few months, we have been going through an extensive process, aimed at offering additional HVAC and comfort system options for the hotel and hospitality industry — options that can provide smart guest room control and energy savings," said Steve Brandt, Trane hospitality strategic account manager.

-more-

Ingersoll Rand Family of Brands





Trane Completes Agreement with Telkonet – 2

"Telkonet's EcoSmart platform has proven its ability to not only create an in-room energy management network to enhance energy efficiency, but also to streamline remote equipment monitoring and manage maintenance more efficiently to extend equipment life. Now, we are excited to expand EcoSmart's use with its intelligent thermostats to be included with Trane guest room HVAC products, upgrading existing hotels and installing with new construction. We are confident that this solution will provide Trane with flexibility, scalability and efficiencies to meet current as well future industry needs."

"We are delighted that Trane has extended its commitment to Telkonet's EcoSmart product suite of intelligent automation solutions," said Gerrit Reinders, Telkonet's EVP of global sales & marketing. "One of the many advantages of our intelligent thermostat, especially when we cooperate with partners like Trane, is its scalability and ability to expand with the growing needs of the customer in both existing hotels and increasing volumes in new construction. This contract reaffirms Telkonet's expertise in the hotel and hospitality market, where we have proven our ability to reduce costs while improving service and comfort."

#

About Ingersoll Rand and Trane

Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands — including [Club Car®](#), [Ingersoll Rand®](#), [Thermo King®](#) and [Trane®](#) — work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a \$13 billion global business committed to a world of sustainable progress and enduring results. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced control. For more information, visit www.ingersollrand.com or www.trane.com.

About Telkonet

Telkonet® (OTCQB:TKOI) is a leading provider of intelligent automation solutions throughout commercial markets worldwide. The Internet of Things (IoT) offers considerable energy cost reductions, staff productivity enhancements and carbon footprint reductions through intelligent networked communications, improved asset utilization and data analytics. IoT platforms like Telkonet's EcoSmart™ enable users to achieve savings, value and service through networked connectivity providing monitoring, control, analytics, convenience and the ability to participate with the emerging Smart Grid through automated demand response initiatives. Telkonet serves vertical markets that have established the company as a leading networking, efficiency and energy management technology provider. Those markets consist of Hospitality, Education, Military, Government, Healthcare and Public Housing.

Ingersoll Rand Family of Brands





News Release

Telkonet's business divisions include EcoSmart™, a networked automation platform featuring Recovery Time™ technology offering cost savings, energy reductions, optimized asset utilization and improved comfort, and EthoStream®, one of the largest hospitality High-Speed Internet Access networks in the world providing public Internet access to more than 8 million monthly users. www.telkonet.com

Ingersoll Rand Family of Brands

