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NEWS RELEASE

## Telkonet and Hotel Internet Services Deliver Broadband Internet Access to the Queen Mary

*The Only Viable Solution to Provide Wired and Wireless Access to this Historic 70-Year Old Ocean Liner*

**Germantown, MD, Telkonet, Inc. (Amex: TKO), the leader in providing in-building broadband access over existing electrical wiring**, today announced that reseller Hotel Internet Services has installed the Telkonet iWire System™ at the world famous Queen Mary, an ocean liner that is now an historic hotel, floating museum, meeting facility, and world-class entertainment destination. Following a site survey and a successful proof-of-concept test to make sure Telkonet's system would function over the ship's original electrical system, Hotel Internet Services installed the Telkonet backbone in just one week. Telkonet's system is delivering high-speed wired and wireless Internet access throughout the 365 suites and staterooms spread over 3 different decks and public areas, including the expansive promenade deck, the hotel lobby and the business center.

Steve Dobbe, Vice President, Hotel Internet Services said, "We became a Telkonet reseller because of the unique benefits of the Telkonet system. Not only is the system easy and quick to deploy, but it also provides an effective Internet solution in situations where no other viable option exists, as in the Queen Mary. The system is ideal for any multi-occupancy site that needs to be up and running with broadband Internet access quickly and without disruption."

Aaron Okajima, IT Manager for the Queen Mary, commented: "I had been searching for a company to meet the challenge of wiring this ship for quite some time. It is not an easy task – the Internet signal has to penetrate the ship's thick metal walls to provide the necessary coverage, and there were aesthetic considerations to take into account, given the original wood paneling and extravagant décor inside the hallways and cabins, making drilling unacceptable. Preservation of the décor and artwork on board the Queen Mary is a high priority and every care is taken when selecting any kind of upgrade to ensure that the historic fabric of the ship is preserved.

"Telkonet's system was clearly the best way to light up the entire ship with broadband Internet access. With Telkonet's solution, it only took 2 men 5 days to wire a 70-year old ship with 365 hotel rooms. If we had installed conventional CAT-5 cable, it would have taken at least three months, with a crew of 4 to 6, and would have cost significantly more. We couldn't be happier with Telkonet's solution.

"The Queen Mary recently celebrated the 70<sup>th</sup> anniversary of her maiden voyage. In 1936, her communication system was state of the art. Now, her classic décor invisibly shelters today's modern technology demanded by travelers and guests."

The installation consisted of cabling between the Telkonet Gateway and sixteen Telkonet Couplers to

(more)

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connect the ship's power circuits, which together provide the Internet backbone. Wireless access points (WAPs) were also installed, using Telkonet's iBridge unit to energize the WAPs, providing wireless hotspots in stand-alone Internet kiosks located on the Promenade deck, next to the bakery, coffee shop, and the business center. Using the Telkonet system as the backbone for WiFi reduces the amount of cabling necessary to enable the WAPs, which can be placed anywhere there is an electrical outlet. Additionally, the Telkonet iBridges are being offered to the many gift shops that have not been able to enjoy high-speed Internet access for their businesses.

#### **About Hotel Internet Services**

Hotel Internet Services provides wireless hotspots, in-room wired and wireless services, unattended business centers and Public Internet access kiosks for the hospitality industry. For more information on Hotel Wireless, please visit [www.hotelwifi.com](http://www.hotelwifi.com) or call 866-265-7575.

#### **About Telkonet**

Telkonet develops and markets technology for the transmission of high-speed voice, video and data communications over the existing electrical wiring within a building. The revolutionary Telkonet iWire System™ utilizes proven powerline communications (PLC) technology, which enables the delivery of commercial high-speed broadband access from an IP "platform" that is easy to deploy, reliable and cost-effective by leveraging a building's existing electrical infrastructure. The building's existing electrical wiring becomes the backbone of the local area network, which converts virtually every electrical outlet into a high-speed data port, without the costly installation of additional wiring or major disruption of business activity.

The Telkonet iWire System can be installed rapidly and offers a viable and cost-effective alternative to the challenges of hardwiring and wireless local area networks (LANs). Telkonet's products are designed for use in commercial and residential applications, including multi-dwelling units and the hospitality and government markets. Applications supported by the Telkonet "platform" include but are not limited to: VoIP telephones, Internet connectivity, local area networking, video conferencing, closed circuit security surveillance and a host of other information services. For more information, please visit [www.telkonet.com](http://www.telkonet.com).