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## **Novatel Wireless Signs Development Agreement With Compaq To Provide GSM/GPRS Tri-Band Embedded Worldwide Modems**

### **Expedite G301 Embedded Modem Provides Compaq with a Global Wireless Solution**

SAN DIEGO, CALIFORNIA - March 14, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a provider of wireless data access solutions, and Compaq Computer Corporation (NYSE: CPQ), today announced a development agreement to provide Compaq with the Expedite G301™ Wireless Embedded Modem. Novatel Wireless will be demonstrating a Compaq notebook powered by the Expedite G301 Wireless Embedded Modem at CTIA in the Microsoft Partner Pavilion, Hall A, Booth #1103 and in the Compaq booth, Hall A, Booth #1803. The Expedite G301 enables high-speed wireless data access and GSM voice communication anywhere worldwide where there is GSM/GPRS network coverage.

"As part of our growing global strategy of providing world-class vendors such as Compaq with embedded solutions and reference design services, we are able to enter into new growth markets worldwide. This is another great milestone in solidifying our presence in the worldwide GSM/GPRS market," said John Major, Chairman and CEO of Novatel Wireless. "We are proud to be working with Compaq on embedding our new tri-band Expedite G301 modem which will enable their customers worldwide the opportunity to stay connected wherever they may be."

#### **ABOUT EXPEDITE G301**

The Expedite family of modems is used in limitless e-commerce wireless data applications including PDA's, laptop computers, telemetry, inventory monitoring, point-of-sale, automated banking, vending machines, vehicle tracking and portable computer integration. The modem technology is built on Novatel Wireless' industry-leading OEM product line. Expedite modems offer proven quality, performance and reliability coupled with the best value in the market. With its exclusive design, the Expedite G301 uses Multi-slot class 10 packet data providing speeds up to 53.6 kbps, SMS messaging features, very low power consumption including a Sleep Mode feature and the smallest form factor in the industry. These critical features make it a compelling choice for wireless data applications.

#### **ABOUT GSM/GPRS**

GPRS is a new wireless technology standard that will enable data rates up to 53.6 kbps in GPRS coverage areas, and to 14.4 kbps via circuit-switched data in GSM coverage areas. Operating over the 1900 MHz band in North America and 900/1800 MHz bands in Europe, an over-the-air system for transmitting data on GSM networks, GPRS technology converts data into standard Internet packets, enabling interoperability between the Internet and the GSM network. GSM service providers around the world are aggressively enhancing their service capabilities through the support of GPRS for packet data.

GPRS wireless technology employs extensive authentication and encryption via standard GSM algorithms, making it one of the most secure public wireless systems in the world. The Subscriber Identity Modules (SIM card), a component of the GSM network, stores the authentication and encryption algorithms, making it virtually impossible for unauthorized users to capture and decipher messages.

#### **ABOUT NOVATEL WIRELESS, INC.**

Novatel Wireless, Inc. is a leading provider of wireless data modems and software for use with handheld computing devices and portable personal computers. The company delivers innovative and comprehensive solutions that enable businesses and consumers to access personal, corporate and public information through email, enterprise networks and the Internet. Novatel Wireless also offers wireless data modems and custom engineering services for hardware integration projects in a wide range of vertical applications. The Novatel Wireless product portfolio includes the Minstrel® Family of Wireless Handheld Modems, Merlin™ Family of Wireless PC Card Modems, Sage® Wireless Serial Modems, Lancer 3W™ Family of Ruggedized Modems and Expedite™ Family of Wireless Embedded Modems. Headquartered in San Diego, California, Novatel Wireless is listed on the Nasdaq Stock Market (Nasdaq: NVTL). For more information, please visit the Novatel Wireless web site: [www.novatelwireless.com](http://www.novatelwireless.com) or call 888-888-9231.

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In Regards to Novatel Wireless: This release may contain forward-looking statements, which are made pursuant to the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. These forward-looking statements involve risks and uncertainties. A number of important factors could cause actual results to differ materially from those in the forward-looking statements. These factors include risks relating to international sales and potential foreign currency exchange fluctuations, technological changes, increased levels of competition, continued acceptance of Novatel Wireless' products and dependence on intellectual property rights. These factors, as well as other factors that could cause actual results to differ materially, are discussed in more detail in Novatel Wireless' filings with the United States Securities and Exchange Commission and other regulatory agencies.