



## Inseego Launches North American Channel Partner Program

October 11, 2018

Major expansion of Distributors and Resellers to drive revenue growth of new 5G and 4G IoT device-to-cloud intelligent solutions

SAN DIEGO--(BUSINESS WIRE)--Oct. 11, 2018-- [Inseego Corp.](#) (Nasdaq: INSG), a pioneer in 5G and intelligent IoT device-to-cloud solutions, announced today that it has launched a new channel partner program, Valued Inseego Partner (VIP), set to enlist new distributors and resellers in North America to support its Enterprise SaaS, IoT & Mobile Solutions businesses. Distributors and Resellers in the enterprise, industrial and IoT space will be targeted, with SYNnex Corporation (NYSE: SNX) and Novotech Canada among the first to have been signed.

"To keep up with the increasing customer demand for our IoT, mobile and Cloud solutions, we are now aggressively focusing on a value-added channel program to help us scale our go-to-market efforts. This new channel program gives our partners the tools they need to serve their customers better and reach new market segments," said Rick Harris, SVP Enterprise Sales at Inseego. "Our partners are energized about the clear upward trajectory of our business, led by groundbreaking and emerging technologies, including the strongest combination of IoT hardware and software in the industry. Newly signed partners like SYNnex and reseller Source, Inc. are already benefitting, while numerous other companies are in the process of joining us and capitalizing on the forward momentum as well. We're building a world class partner community to better serve our customers and reach new markets."

"As SYNnex continues to grow its mobility, cloud and IoT business, it's critical to lead with a targeted strategy around intelligent IoT and newly emerging 5G technology," said Rob Moyer, Vice President, Cloud Services, Mobility and IoT at SYNnex. "By combining Inseego's leading device-to-cloud strategy with our extensive offerings, services and support, we're able to help partners deliver profitable solutions that solve today's most pressing business challenges."

The new Inseego VIP program leverages a well-defined structure which includes ready-to-ship inventory, deal registration, product and sales training, early access to new products, lead generation opportunities, pre-sale field support and quarterly attainment bonuses.

For more information on the Inseego Channel Partner Program, or to become a Inseego channel partner, please visit: <https://www.inseego.com/inseego-channel-partner-program/>

Email: [channelpartner@inseego.com](mailto:channelpartner@inseego.com), Phone: 1-800-683-4818

### About Inseego Corp.

Inseego Corp. (Nasdaq: INSG) is an industry pioneer that enables high performance mobile applications for large enterprise verticals, service providers and small-medium businesses around the globe. Our product portfolio consists of Enterprise SaaS solutions and IoT & Mobile solutions, which together form the backbone of compelling, intelligent, reliable and secure IoT services with deep business intelligence. Inseego powers mission critical applications with a "zero unscheduled downtime" mandate, such as asset tracking, fleet management, industrial IoT, SD WAN failover management and mobile broadband services. Our solutions are powered by our key innovations in purpose-built SaaS cloud platforms, IoT and mobile technologies including the newly emerging 5G technology. Inseego is headquartered in San Diego, California with offices worldwide. [www.inseego.com](http://www.inseego.com) #Making5GReal

### Safe Harbor Statement

Statements in this news release that are forward-looking, such as features and capabilities of products and services, security product offering expansion, technology trends, and general success of collaborations, involve known and unknown risks and uncertainties which may cause the Company's actual results in future periods to be materially different from any future performance that may be suggested in this release. The Company assumes no obligation to update any forward-looking statements contained in this release.

### CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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, as amended to date. 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 contained herein. These factors include risks relating to technological changes, new product introductions, continued acceptance of Inseego's 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 Inseego's filings with the United States Securities and Exchange Commission (available at [www.sec.gov](http://www.sec.gov)) and other regulatory agencies.

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