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Novatel Wireless Selected By Consert Inc. as Module Partner for Smart Energy Grid Solution

SAN DIEGO, July 11, 2011 /PRNewswire/ -- Novatel Wireless, Inc., (Nasdaq: NVTL) a leading provider of wireless broadband solutions, and Consert Inc., an intelligent load management technology company, today announced that a master purchase agreement has been signed between the two companies. Novatel Wireless will provide standards based 3G embedded modules and engineering services to be integrated into the Consert Virtual Peak Plant(SM) (VPP) Solution which is designed to create a more reliable electric grid by offering real-time, integrated load management through the pairing of utility and consumer offerings. Consert has partnered with Novatel Wireless to optimize its program offerings as the energy sector moves quickly towards the adaptation of network communications standards.

Consert is currently integrating Novatel Wireless' Expedite® E396 PCI Express Mini Card which is an embedded module for 3G mobile data applications. Built on the proven performance of the Expedite product line, Novatel Wireless' Expedite E396 embedded module is optimized for power efficiency and thermal performance and supports HSPA+ and EV-DO Rev A.

With Consert's load management solution and equipment, residential and small commercial consumers can set up personalized energy profiles to control their high-energy consuming appliances and have the ability to change those profile settings at any time from any Internet enabled device. During periods of high energy demand, the utility company can reduce demand on its electrical system by controlling its customers' consumption within the limits of their personal energy profiles.

The Consert VPP Solution operates over Verizon Wireless' 3G and 4G LTE networks which provide data to utilities in real-time enabling quick load projections and power usage management to effectively manage load resources.

"We are honored to be selected by Consert as a module partner for their smart grid energy solution," said Rob Hadley, CMO of Novatel Wireless. "Reliability, performance and robust wireless solutions are key factors when implementing smart grid technology and we're very pleased to assist Consert and its partners to roll out more efficient smart grid load management solutions."

Consert's complete real-time, load management solution gives energy conservation the attributes of generation and offers utilities the opportunity to gain operational savings, address peak load with measurable and verifiable certainty, and realize new revenue streams, all by empowering consumers to set, monitor and reduce energy consumption.

"Novatel Wireless has a great track record of providing reliable, OEM-grade wireless communication solutions," said David Shaw, vice president of technology at Consert. "We are excited to work with Novatel Wireless for our next-generation, intelligent load management technology."

Novatel Wireless and Consert have also worked together on a LTE capable Smart Meter solution demonstrated initially at CES in January 2011 and currently a demonstration at the Verizon Innovation Center in Waltham, Mass.

About Novatel Wireless

Novatel Wireless, Inc. is a leader in the design and development of intelligent wireless solutions based on 2G, 3G and 4G technologies providing wireless connectivity. The Company delivers specialized wireless solutions to carriers, distributors, retailers, OEMs and vertical markets worldwide. Novatel Wireless' Intelligent Mobile Hotspot products, software, USB modems, embedded modules and smart M2M modules provide innovative anywhere, anytime communications solutions for consumers and enterprises. Headquartered in San Diego, California, Novatel Wireless is listed on NASDAQ: NVTL. For more information please visit www.novatelwireless.com. (NVTLG)

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 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 (available at www.sec.gov) and other regulatory agencies.

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About Consert Inc.

Consert Inc. is an intelligent load management technology company. Consert's Virtual Peak Plant(SM) load management system is the only solution proven to provide reliable, real-time, fully-integrated load management through the pairing of utility and consumer offerings. A demonstration of the application as used by a residential consumer can be viewed at <http://bit.ly/ConsertAtHome>. Consert is a partner with Hometown Connections. For more information, visit Consert.com.

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