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Sprint and Novatel Wireless Announce Availability of PCS Connection Card

PCS Connection Card™ by Novatel Wireless (Merlin C201™) Offers Seamless Solution to "Always On" Connectivity to Internet, Intranet and Corporate Applications via Enhanced Sprint Nationwide PCS Network

OVERLAND PARK, KAN. & SAN DIEGO, CALIF.- August 13, 2002 - Novatel Wireless, Inc. (Nasdaq: NVTL), a leading provider of wireless data access solutions, and Sprint (NYSE: FON, PCS), the first U.S. carrier to introduce next generation wireless services nationwide known as PCS Vision, today announced the nationwide availability of the PCS Connection Card™ by Novatel Wireless (Merlin C201™). This is the first 3G1X wireless PC card certified for the enhanced Sprint Nationwide PCS Network. The PCS Vision capable card provides high-speed, always-on connectivity via the enhanced Sprint Nationwide PCS Network. Designed to offer customers a true mobility solution, the PCS Connection Card enables seamless wireless access to the Internet, Intranet and corporate applications including e-mail with attachments, via laptops and PDAs at speeds averaging 50 to 70 kbps, with peak speeds of up to 144 kbps.

"Our business customers want technology solutions that increase productivity, reduce costs and create a competitive advantage for their mobile workforce. Sprint is at the forefront of addressing these needs. Equipped with the seamless, high-speed capabilities of the PCS Connection Card by Novatel Wireless, employees can take their desktops with them when they are away from the office," said Phil Bowman, vice president, business marketing for the PCS division of Sprint. "With the recent nationwide introduction of PCS Vision services, customers can now wirelessly access the Internet, and connect to personal and corporate information faster than ever before. The always-on capabilities of the enhanced Sprint Nationwide PCS Network combined with smart devices such as the PCS Connection Card will clearly change the way people access and share information."

Capable of data speeds comparable to or higher than a standard dial-up connection, this PCS Vision smart device provides a valuable solution for mobile professionals that allows them to take their desktop with them, dramatically altering the way they conduct business. For example, an account representative could immediately place a customer's order, check inventory status and access time sensitive information in real time while on a sales call, eliminating the need to find a connection to send the information to corporate headquarters later that day.

"With the current percentage of mobile workers expected to double in the next five years according to The Yankee Group, there is no question that companies want mobile access with always-on wireless connectivity," said Peter Leparulo, senior vice president, CDMA operations, Novatel Wireless. "The integrated capabilities of the Merlin C201, combined with the Sprint Nationwide PCS Network, provides an ideal solution for this exploding market. With this product, customers gain secure, high-speed nationwide access to the Internet and corporate applications, when and where they need it, enabling them to be productive when it's not convenient to be at the office."

The lightweight card has a built-in antenna and is compatible with laptops and handhelds that use Windows® 98/2000/ME/XP and Pocket PC 2000 and 2002 devices equipped with a Type II PC card slot. The PCS Connection Card includes connectivity software, which guides the customers through the connection process on a PC (Windows 98SE, ME, 2000 or XP) or Pocket PC (2000 or 2002) equipped with a Type II PC Card slot. Customers using the device will benefit from bandwidth optimization for certain applications, which provides increased data throughput of two to five times average speeds on the enhanced Sprint Nationwide PCS Network, as well as automatic software updates from the Web.

On the security front, the PCS Connection Card uses an extensive authentication and identification system, Secure Socket Layer (SSL) encryption and CDMA2000 wireless technology. Customers can also use the PCS Connection Card to connect to their corporate networks using through a virtual private network (VPN) for added security.

The PCS Connection Card by Novatel Wireless is now available through Sprint Stores, Sprint business channels including the PCS direct sales force and PCS Business Solutions Program, third party retailers, and online at www.sprintpcs.com at a suggested retail price of \$249.99. Service plans for PCS Vision for Laptops and PDAs range from \$39.99 for 20 megabytes of data to \$119.99 for 120 megabytes of data. Customers will be able to take advantage of a special introductory offer of an extra 50 megabytes at no additional charge for three months with a one-year PCS Advantage Agreement. Business customers can select an introductory offer of unlimited data usage for \$49.99 per month for the first three months and \$99.99 thereafter with a one-year PCS Advantage Agreement.

This new smart device is an integral part of the PCS Clear Wireless Workplace(SM)- a diverse portfolio of products and services aimed at providing end-to-end, customized solutions for business customers to wirelessly extend their corporate

applications to the mobile workforce. Designed to allow customers to tailor specific solutions that meet their business needs, the PCS Clear Wireless Workplace helps companies increase productivity, enhance customer satisfaction, reduce costs and create a competitive advantage.

For more information on Sprint products and services, please visit www.sprint.com/mr.

About Sprint

Sprint is a global communications company serving more than 26 million business and residential customers in over 70 countries. With approximately 80,000 employees worldwide and more than \$26 billion in annual revenues, Sprint is widely recognized for developing, engineering and deploying state of the art network technologies, including the United States' first nationwide all-digital, fiber-optic network. Sprint's award-winning Tier 1 Internet backbone is being extended to key global markets to provide customers with a broad portfolio of scalable IP products. Sprint's high-capacity, high-speed network gives customers fast, dependable, nonstop access to the vast majority of the world's Internet content. Sprint also operates the largest 100-percent digital, nationwide PCS wireless network in the United States, already serving the majority of the nation's metropolitan areas, including more than 4,000 cities and communities.

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](http://www.nasdaq.com)). For more information, please visit the Novatel Wireless web site: www.novatelwireless.com or call 888-888-9231.

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