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## **Novatel Wireless and Global Wireless Data Sign New Distribution Agreement**

### **Agreement Adds to Growing Sales Channels for the PCS Connection Card™ by Novatel Wireless (Merlin C201™)**

SAN DIEGO, CALIFORNIA - August 15, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions, today announced it has signed an agreement with Global Wireless Data, LLC to distribute the PCS Connection Card™ by Novatel Wireless (Merlin C201™) nationwide. The 3G1X compatible PC card is designed to operate on the enhanced Sprint Nationwide PCS Network, providing fast, secure transfer of wireless data and a rich wireless Internet browsing experience using both PCs and PDAs.

Global Wireless Data (GWD) is a key distributor of Wireless Wide Area Networking (WWAN) products, offering wireless data network services, wireless modems and a variety of software applications and development tools to end-users, software developers, systems integrators and value-added resellers nationwide. GWD is a member of the PCS Business Solutions Program, comprised of the largest and most experienced companies in the industry to develop, distribute and sell Sprint wireless products and services, and has partnerships with AT&T Wireless, Verizon Wireless and Voicestream Wireless. It has an extensive channel partner customer base, currently serving more than 1250 companies in the transportation, public safety, manufacturing, field service, utility industries and eCommerce markets.

"This agreement expands the relationship of two clear leaders in the wireless data product arena," commented Steve Brumer, executive vice president at Global Wireless Data. "Novatel Wireless has proven to be one of most innovative wireless access companies with high quality products and technology. Together, we will work to bring advanced wireless solutions to thousands of mobile professionals and businesses across the country."

"Our partnership with GWD is a further step in expanding the availability of our market-leading CDMA 1X products," added Peter Leparulo, senior vice president, CDMA operations for Novatel Wireless. "As a Master Agent for four of the largest wireless carriers, GWD can deliver the full range of integrated services, from fulfillment to activation to distribution, that channel partners need to get their customers up and running. This facilitates the acceptance and roll-out of advanced wireless services and the Novatel Wireless technology that can change the way companies do business."

#### **ABOUT THE PCS CONNECTION CARD (MERLIN C201)**

The PCS Connection Card™ by Novatel Wireless (Merlin C201™) is a single band (1900 MHz) wireless PC card modem designed to operate on the enhanced Sprint Nationwide PCS Network. Slightly larger than a credit card, Merlin C201 slides inside your Type II PC card slot, providing access to email, corporate databases and the Internet at peak speeds of up to 144 kbps with average speeds of 50 - 70 kbps.

#### **ABOUT GLOBAL WIRELESS DATA, LLC**

Global Wireless Data (GWD) is the only single source provider of wireless data products and value-added services for everything from activation to integration for value added resellers, system integrators and software companies. GWD offers the most extensive selection of wireless data products including branded wireless data modems and wireless OEM modems from the leading manufacturers including Sierra Wireless, Novatel Wireless and Enfora. GWD also provides a full range of wireless hardware integration and consulting services including network system design, network carrier selection, site surveys, system installation and product training. More information on GWD is available at [www.wireless-data.com](http://www.wireless-data.com) or by calling 1.877.289.2373.

#### **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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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 technological changes, 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.