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## Novatel Wireless Partners with Quatenus and Optimus for Telematics Market in Portugal

### Full Featured OBD-II Solution from Novatel Wireless Part of One-Stop Offering for Best-in-Class Insurance Telematics Services

SAN DIEGO--(BUSINESS WIRE)-- [Novatel Wireless](#), Inc. (NASDAQ: NVTL), a leading provider of intelligent wireless solutions, today announced that its MT 3050 device has been selected by Quatenus, a leading Portuguese Systems Integrator, to be integrated into its front-end application platform and bundled with M2M subscription SIM services from Optimus, one of Portugal's largest mobile operators. The total plug-and-play solution is a powerful, all inclusive, cost-effective package which reduces up-front costs for insurance telematics and fleet management applications with easy installation, industry-leading small form factor and a simple user-interface from any browser, smartphone or via SMS.

"The MT 3050 is a proven platform for insurance telematics and fleet management providers who are looking for information on the vehicle, vehicle location, mileage control and/or driver behavior, enabling productivity improvements and cost reductions for customers," said Joe Peterson, VP of M2M sales at Novatel Wireless. "Unlike wired telematics devices, the innovative plug-and-play device with internal antennas removes vehicle installation costs and associated vehicle out-of-service time, thereby lowering total up-front costs."

The solution was initially developed for the leading Portuguese car fleet leasing company, LeasePlan, who manages over 75,000 vehicles, and is now being promoted among other customers across different geographies in Europe, Africa and Latin America.

"The MT 3050 is a versatile mobile tracking device ideal for the front-end telematics platform we're offering to provide the needed information on safety/security and roadside assistance, vehicle servicing and driver behavior management," said João P. Alexandre, Director at Quatenus. "We expect our customers to realize great productivity improvements, increased safety and cost reductions as a result of this innovative program," Mr. Alexandre continued.

"We are pleased to partner with both Novatel Wireless and Quatenus to offer the most comprehensive and innovative telematics solution in the market," said Carlos Lourenco, head of M2M at Optimus. "At Optimus we are particularly focused on providing the best-in-class services leveraged by our Jasper M2M platform, and this partnership is a prime example of our continued efforts in advancing the market to bring our customers the solutions they need."

The MT 3050 offers advanced capabilities for onboard telematics, driver behavior, and vehicle security. The MT 3050 features Novatel Wireless' on-board rules engine that supports customer-defined exception-based rules for applications such as ignition, geo-fencing, trip reporting and other events. It also features integrated disconnect alert supported by an in-device backup battery has built-in threshold events to capture metrics critical to effective fleet and insurance monitoring such as excessive engine speed, rapid acceleration, harsh braking, speed violations, and excessive idling. The solution also reports, in real time, information such as location, trips, stop points, chronologies, events and vehicles' states and statistics, making it the most sophisticated telematics solution available in Portugal.

#### 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. The company delivers specialized wireless solutions to carriers, distributors, retailers, OEMs and vertical markets worldwide. Product lines include MiFi® Intelligent Mobile Hotspots, Ovation™ USB modems, Expedite® embedded modules, Enfora® Mobile Tracking Solutions, Enfora Asset Tracking Solutions, and Expedite smart M2M modules. These innovative products provide 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.nvtl.com](http://www.nvtl.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](http://www.sec.gov)) and other regulatory agencies.

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## About Quatenus

Quatenus International is a company of the Group SINFIC, S.A. Their main focus is innovation and development of dedicated products in the area of Real-time Monitoring, M2M, Control and Management of Geo-referenced Information which can be applied to any kind of assets, either fixed or movable, that are critical for the business performance of a company. These assets may be pieces of equipment/hardware, people and teams. Quatenus International offers its partners and customers a wide array of services through a SaaS-based model centered on its own datacenters, and ensure that the contracted service levels are maintained. Quatenus is focused mainly on 4 action lines, namely: Product development, maintenance and innovation; Management and operational control of technical and technological infrastructures that support Quatenus SaaS services; After-sales service that provides support to business partners and final clients as needed; Business expansion, market analysis, search and certification as well as management of partners' network.

## Quatenus Core Platform

A totally integrated global localization platform that automatically processes and provides real-time information to control and manage all types of assets relevant for a company such as fixed assets, movable assets and teams as well as monitoring of critical levels of fluids in tanks (e.g. fuel). Additionally, it allows the remote management of performance levels for equipment units installed and operating in scattered locations, providing a global overview of your assets. Quatenus has offices all over in Europe, Africa and South America.

## About Optimus Connect

Optimus Connect is the B2B brand of the Portuguese mobile operator, Optimus, created exclusively to operate in the M2M communications solutions market. Being a market leader in the Portugal, Optimus Connect was set up with the goal of becoming a world-class service provider in the M2M market. Optimus Connect provides a large range of B2B mobile communication services specially designed to ensure a comprehensive solution for the M2M needs of different vertical businesses, in a simple and reliable way. These best-in-class services, together with a senior and comprehensive team of specialists, ensure the best results with credible and robust solutions, promoting increased efficiency and productivity.

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