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## Virgin Mobile USA First to Launch Nationwide Prepaid MiFi Intelligent Mobile Hotspot

***New Broadband2Go MiFi product is industry's first Intelligent Mobile Hotspot without a contract allowing customers of any Wi-Fi enabled device to stay connected at home or on-the-go***

WARREN, N.J., Jun 29, 2010 (BUSINESS WIRE) -- Providing an innovative new offer for the ever-evolving mobile broadband market, [Virgin Mobile USA](#) today announced the addition of MiFi<sup>(R)</sup> 2200 to its [Broadband2Go](#) portfolio, offering customers the industry's first prepaid Intelligent Mobile Hotspot. This new device allows those using any Wi-Fi enabled device to connect to 3G, prepaid wireless Internet service without an annual contract, monthly subscription or activation fee.

Virgin Mobile is launching the Novatel Wireless MiFi 2200 Intelligent Mobile Hotspot for \$149.99 (excluding taxes). Operating on the nationwide Sprint 3G network, the Virgin Mobile MiFi 2200 will be available beginning today at [Best Buy](#) and [RadioShack](#) and online at [BestBuy.com](#), [Walmart.com](#) and [VirginMobileUSA.com](#).

In conjunction with the launch of MiFi, Virgin Mobile USA recently lowered the price of its initial broadband product, the Ovation (TM) MC760 USB device, from \$99.99 to \$79.99 (excluding taxes). Also developed by [Novatel Wireless](#) [NASDAQ: NVTL], the Ovation MC760 carries the distinction of being the world's smallest EV-DO Rev. A USB device.

"We have seen the popularity of MiFi, heard the requests from our customers, and are excited to give them the freedom to pay for what they use when they use it, and the flexibility to change plans as they need," said Neil Lindsay, chief marketing officer, [Virgin Mobile USA](#).

Rob Hadley, chief marketing officer from Novatel Wireless, said, "We're thrilled to support Virgin Mobile USA as the first operator to launch the MiFi 2200 nationwide with prepaid plans and continue to support their visionary market approach and bring true mobility to the masses."

According to recent research from IDC, the U.S. mobile broadband market is expected to grow from 6.5 million subscribers in 2009 to 30.2 million in 2014, which accounts for a compound annual growth rate (CAGR) of 36.1% during the forecast period.

"Mobile broadband is no longer just for the early adopters and heavy mobile broadband business users," Lindsay said. "Many of today's mobile broadband options in the market have prohibited mass adoption. Combining the MiFi 2200 with a prepaid Broadband2Go plan will encourage a wide variety of consumers to connect at home or on-the-go. With Virgin Mobile USA, it's simple. A MiFi 2200 with a Virgin Mobile or Broadband2Go Top-Up card will support all your mobile broadband connectivity needs for your laptop, iPad, iPod, gaming devices and more - whenever you need it - whether at home or on the go."

MiFi creates a mobile hotspot that can be easily shared among up to five users at a time using a variety of WiFi-enabled devices. Key features of the Novatel Wireless MiFi 2200 Intelligent Mobile Hotspot include:

- Easily fits in the palm of your hand - Dimensions: 3.50 x 2.32 x 0.35 inches; Weight: 2.05 oz.
- Brushed aluminum finish
- Provides mobile broadband Rev. A Internet access
- Supports up to five WiFi-enabled devices
- No software installation required
- Universal Wi-Fi compatibility
- Advanced security through WPA-PSK, WPA2-PSK, WEP and SPI Firewall
- VPN capability
- Battery provides four hours of user time, 40 hours standby on single charge
- Easy top-up landing page with ability to top up from any device with an Internet browser
- Automatic connectivity for Wi-Fi enabled devices

The activation of the [Broadband2Go](#) service and the MiFi 2200 Intelligent Mobile Hotspot is simple, and there are no activation

fees. Megabytes can be added as often as needed with credit/debit cards or Virgin Mobile and Broadband2Go Top-Up cards, and customers can easily monitor data usage with the near real-time usage meter located on the "My Account Page" at virginmobileusa.com after log-in. Broadband2Go plans range from \$10 (data expires after 10 days) and \$20 to \$60 (data expires after 30 days), with the \$60 plan offering 5GB.

## **ABOUT VIRGIN MOBILE USA**

Virgin Mobile USA, one of [Sprint](#)'s prepaid brands, offers millions of customers control, flexibility and connectivity through Virgin Mobile's Beyond Talk(TM) plans for mobile phone service and prepaid [Broadband2Go](#) high-speed Web access. Virgin Mobile branded handsets are available at more than 40,000 retail stores, including Target, Wal-Mart, Best Buy and RadioShack. Top-Up cards are available at approximately 150,000 locations nationwide and can be used for Assurance Wireless and Broadband2Go services. Purchase and experience Virgin Mobile on the Web and at [Facebook](#), [Twitter](#), [You Tube](#) and [www.virginmobileusa.com](http://www.virginmobileusa.com).

## **ABOUT NOVATEL WIRELESS**

Novatel Wireless, Inc. is a leader in the design and development of innovative wireless broadband access solutions based on 3G and 4G wireless technologies. Novatel Wireless' Intelligent Mobile Hotspot products, software, USB modems and embedded modules enable high-speed wireless Internet access on leading wireless data networks. The company delivers specialized wireless solutions to carriers, distributors, OEMs and vertical markets worldwide. Novatel Wireless headquarters is in San Diego, and the company is listed on NASDAQ: NVTL. For more information, please visit [www.novatelwireless.com](http://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](http://www.sec.gov)) and other regulatory agencies.

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