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Novatel Wireless Enters Distribution Agreement With Server Corner Globaltech to Offer IoT Solutions Portfolio in Middle East

Partnership Addresses Regional Demand for Specialized End-to-End M2M Offerings Within Telemetry and Telematics Verticals

SAN DIEGO, Nov. 26, 2014 (GLOBE NEWSWIRE) -- Server Corner Globaltech (SCG) a leading IT solutions provider in the Middle East, and Novatel Wireless (Nasdaq:MIFI), a leading provider of solutions for the Internet of Things (IoT), today announced a strategic distribution agreement that will expand the footprint of both companies in the Middle East through the delivery of Novatel Wireless' specialized IoT solutions to SCG systems integrators, operators and enterprise customers.

Analysys Mason reports that M2M/IoT growth in the MENA region is estimated to reach over \$2 billion by 2016, with a 34% CAGR through 2018. The utility segment will account for 45% of all M2M SIMs in the region at year-end 2018 with the telematics and fleet management vertical generating the most mobile service revenue at a CAGR of 13% during this period, according to RNR Market Research.

SCG will now offer the Novatel Wireless MiFi[®] brand IoT portfolio of specialized and scalable telematics and telemetry solutions, including the MiFi Powered SA 2100 M2M LTE gateway series, throughout the UAE, Qatar and Bahrain. Under the new alliance, SCG partners will now have access to a wide range of customizable IoT product lines for utilities, RMAC, ATMs/Kiosks, digital signage, fleet, automotive, usage based insurance, mobile workforce and other M2M applications that are growing in demand.

The UAE and surrounding countries, in particular, have been at the forefront of M2M deployment across the MENA region. IDC Research explains that the region's operators need to focus on developing unique offerings that meet broader IT and communications services requirements for vertical markets in order to address the growth of public and private sector spending on infrastructure improvements in high potential telemetry and telematics verticals such as utilities and transportation.

"Our partnership with Novatel Wireless aligns with the regional operators' strategy of moving into the IT services domain and providing services beyond traditional communications," said Davoud Bikdeli, Marketing Manager from SCG. "Cross-functional support, broader product portfolios, and third-party relationships are critical to success at this stage. This partnership offers our customers speed of implementation and the unique ability to build M2M grade customized solutions with a best-in-class portfolio, which enhances our capabilities exponentially."

"The SCG channel partner program plays a vital role in our overall Middle East business strategy where Qatar, Bahrain and the UAE are some of the fastest-growing markets for IoT," said Christian Galle, Senior Director of Sales in EMEA for Novatel Wireless. "Combining our expertise in simplifying the complex ecosystem of IoT with SCG's reach ensures the most effective Go-To-Market strategy for establishing a win-win relationship with channel partners in the region."

Novatel Wireless was one of the first OEMs to introduce IoT solutions in the Middle East. The company delivered connected vehicle solutions in partnership with Abdul Latif Jameel Co. Ltd. (ALJ), the sole distributor of Toyota, Lexus and Daihatsu vehicles in Saudi Arabia, mobile broadband USB modems with Saudi Telecom Company (STC), and the MiFi brand of mobile hotspots with Zain.

About Novatel Wireless

Novatel Wireless, Inc. (Nasdaq:MIFI) is a leader in the design and development of M2M wireless solutions based on 2G, 3G and 4G technologies. The Company delivers Internet of Things (IoT) and Cloud SAAS services to carriers, distributors, retailers, OEMs and vertical markets worldwide. Product lines include MiFi[®] Intelligent Mobile Hotspots, USB modems, Expedite[®] and Enabler embedded modules, Mobile Tracking Solutions, and Asset Tracking Solutions. These innovative products provide anywhere, anytime communications solutions for consumers and enterprises. Novatel Wireless is headquartered in San Diego, California. <http://www.nvtl.com>. @MiFi (Twitter)

MiFi is a registered trademark of Novatel Wireless, Inc. - the creators and patent holders of MiFi technology.

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.

About Server Corner GlobalTech

Server Corner GlobalTech (SCG) is a total enterprise IT solution provider, headquartered in Dubai, UAE. The company provides mission-critical connectivity to some of the largest organizations in the Middle East. SCG offers targeted vertical-specific solutions comprised of M2M grade hardware, cloud-based services and software for the Energy (Smart Metering, Demand Response, Alternative Energy, Distribution Automation), Mobile Assets (Fleet, Railroad, Transit), Medical and Tank markets (among many others). With a broad range of end-to-end solutions, SCG is the preferred channel partner with proven expertise in helping their customers expedite the delivery of reliable IoT solutions.

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