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Novatel Wireless and NexTraq to Feature the Future of Fleet Management at Connected World Conference 2012

Conference Session To Address Next Generation In-Vehicle Usage-Based Insurance Systems for Fleets Focused On ROI, Safety and Efficiency

SAN DIEGO, June 11, 2012 /PRNewswire/ -- [Novatel Wireless, Inc.](#) (Nasdaq: NVTL), a leading provider of intelligent wireless solutions, and NexTraq, the value leader of GPS vehicle tracking and fleet management solutions, today announces that they will present under the theme "The Future of Fleet Management" at Connected World Conference 2012, taking place June 11-13, 2012 in St. Charles, Ill. Attendees are invited to learn how effective fleet management solutions help drivers make better, smarter decisions behind the wheel, and also provide powerful incentives to fleet operators and enterprises.

During the session, attendees will learn how to harness the power of compact wireless technology for simple installations of fleet management solutions with value added usage-based insurance solutions. Solutions are able to accurately include reports on GPS location, ignition, geofencing, trips and events. They also have the capability to capture data about driver behavior, such as excessive engine speed, rapid acceleration, harsh braking, speed violations and excessive idling.

"Our fleet management solution is a simple decision for owners and operators of a wide range of vehicles, bringing an offering to market using the Novatel Wireless product makes it simpler still," says Alain Sergile, director of Product Management at NexTraq. "Generally, our customers experience an average Return-On-Investment within two to four months of implementing our solution. This is typically based on fuel use savings in the 20-30 percent range, with additional savings coming from our innovative usage-based insurance. By minimizing the cost of in-vehicle installations, our customers will be able to achieve even shorter ROIs."

ABI Research has found that fleet systems are experiencing strong growth, with global fleet management and trailer tracking system subscriptions growing from 13.3 million in 2012 to 30.4 million by 2016. The research firm noted the usage-based insurance market segment is helping spur growth.

"Industry dynamics and innovative approaches such as the NexTraq offering are both redefining and expanding the market for fleet management," says Tyson King, VP of Sales for M2M Integrated Solutions, Novatel Wireless. "We believe simple-to-install, cost-effective solutions with tools to mitigate risk and liability for the fleet while also reducing operational expenditures have the potential of driving significant adoption into new markets."

"The Future of Fleet Management" session will be led by Tyson King and Alain Sergile on Tuesday, June 12, 4:50PM - 5:30PM CT at the Connected World Conference 2012, taking place June 11-13 in St. Charles, Ill.

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 providing wireless connectivity. The Company delivers specialized wireless solutions to carriers, distributors, retailers, OEMs and vertical markets worldwide. Novatel Wireless' Intelligent Mobile Hotspot products, software, USB modems, embedded modules and smart M2M modules provide innovative 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.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) and other regulatory agencies.

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About NexTraq

Established in 2000, NexTraq provides the highest value GPS fleet tracking solution in the telematics industry. The NexTraq

platform is a cloud-based application that enables service and distribution businesses to optimize fleet operations while reducing operational costs and maximizing revenue. Based in Atlanta, NexTraq customers achieve ROI in as little as one month. For more information, please visit www.nextraq.com.

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