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Novatel Wireless Begins Production Shipments of its Generation-Skipping MT 3060 Telematics Solution

SAN DIEGO--(BUSINESS WIRE)-- [Novatel Wireless, Inc.](http://www.nvtl.com) (Nasdaq: NVTL), a leading provider of intelligent wireless solutions, today announces that it has begun commercial shipments of its generation-skipping telematics solution — the MT 3060. The MT 3060 is an advanced OBD-II plug-and-play device for commercial and consumer telematics markets.

Novatel Wireless is actively supporting many opportunities at various stages of rolling out commercial and insurance telematics programs, both in the Americas and EMEA, including the previously announced RAC Motoring Services contract in the United Kingdom.

"We're seeing a strong pipeline of opportunities for the MT 3060 and are rapidly responding to the needs of this emerging market segment," says Joe Peterson, VP of Sales for Novatel Wireless' M2M business unit. "We're keenly focused on further growing our opportunity pipeline in both established and new channels, and are very pleased with the market interest we are seeing."

The MT 3060 is a plug-and-play, self-installed device that can be deployed in minutes by any driver to collect and control critical vehicle data, and securely deliver that information to the cloud. The MT 3060 simply inserts into the OBD-II port of a vehicle, without taking a vehicle out of service. It avoids costly and timely professional installations, and allows for scalable application platforms, provisioning and customer service models in the commercial telematics and consumer telematics markets. It also supports all five vehicle engine OBD-II protocols. So no matter the application --- fleet management, usage-based insurance, or driver behavior management — or the region of the world, the MT 3060 is the ideal option for customers charged with lowering upfront telematics costs while improving safety and productivity.

The MT 3060 boasts a highly sensitive 1000 Hz sampling 3-axis accelerometer and GPS along with advanced technology for accurate impact detection -- enabling it to detect driver behaviors such as vehicle speed, location, hard braking, cornering and acceleration. The MT 3060 further optimizes network connectivity performance by a high efficiency innovative antenna design and disconnect alert feature using an on-board backup battery.

The MT 3060 provides the most flexible means of collecting critical vehicle information and connecting it to end-user applications for a variety of business critical needs. It is designed for full compatibility with Novatel Wireless' N4A™ Communications and Management Software (CMS) and N4A Device Manager, which accelerate customer application integration to provide device provisioning, deployment, shipping, monitoring, and tracking worldwide. It is complemented by Novatel Wireless' new MT Monitor mobile application. This mobile application is designed to simplify the out-of-the-box experience for MT 3060 and provides an easy way to install and monitor the device. The mobile application will be available for both Android and iOS based smartphones and tablets. The MT 3060 platform will also include optional features like Bluetooth connectivity to enable low power sensor management, personal area networking with smartphone applications and to enable emergency hands free calling.

For more information on the Novatel Wireless Telematics offering please visit:
<http://www.nvtl.com/products/integrated-m2m-solutions/mobile-tracking/mt-3060/>
and <http://www.nvtl.com/products/integrated-m2m-solutions/telemetry/sa2100/>

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, Mobile Tracking Solutions, Asset Tracking Solutions, and Enabler 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. (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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Novatel Wireless, Media Relations
Charlotte Rubin
Tel: (858) 812-3431
Email: crubin@nvtl.com

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