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Novatel Wireless and WSA Distributing Announce Strategic Distribution Partnership

Leading Wireless Broadband Access Solutions to be Offered by WSA Distributing

SAN DIEGO, March 18, 2010 /PRNewswire via COMTEX News Network/ -- Novatel Wireless, Inc. (Nasdaq: NVTL), a leading provider of wireless broadband access solutions, and WSA Distributing Inc., a distributor of broadband data products and cellular handsets, today announced a Master Purchase Agreement, under which WSA Distributing will offer the industry leading Novatel Wireless product line to meet the mobile broadband needs of its customers throughout the Americas.

This agreement with WSA Distributing allows Novatel Wireless to expand its distribution network into more regional and rural carriers. Additionally, it allows MVNO's, dealers and agents to easily source and fulfill orders to their customers in a fast and efficient manner through WSA's warehoused inventory and mobile broadband e-store.

"WSA is excited about our existing carrier customers expanding their business into mobile broadband data products," said Carlos Becerra, CEO/chairman of WSA Distributing Inc. "Our growing sales organization is encountering more and more rural operator customers requiring quality, cost-effective wireless broadband access solutions. The Novatel Wireless product portfolio, including the award-winning MiFi(TM) Intelligent Mobile Hotspot line, enables us to offer our customers innovative and customized wireless broadband solutions that are supported from technical approval through commercial launch."

Leveraging Novatel Wireless' leadership position in 3G and 4G mobile broadband data products, WSA will distribute the complete mobile data portfolio of products under the Novatel Wireless white label brand. The MiFi 2200 and MC760 for EVDO REV-A networks and the MiFi 2352/2372 HSPA and MC998 HSPA+ USB Modem will now be available to regional operators, MVNO's, dealers and agents looking to offer their customers a best in class mobile broadband solution from Novatel Wireless.

"In the burgeoning mobile age, business professionals and consumers alike are growing dependent on high-speed remote broadband access," said Rob Hadley, CMO, Novatel Wireless. "WSA's experienced sales and support teams have the proven ability to strengthen our position with new operators focused on custom provisioning, branding and packaging tailored to their requirements."

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. 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 WSA DISTRIBUTING

A private company based in San Diego, California, WSA has been a distributor of cellular handsets over the last 10 years. As the leading distributor for Kyocera handsets throughout the Americas, WSA has built a loyal customer base of regional and rural operators. WSA supports over 50 operators from its headquarters/distribution warehouse in San Diego, CA.

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