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Novatel Wireless and RAC Motoring Services Sign Agreement for Advanced Telematics Solutions

RAC to launch Novatel Wireless Advanced Telematics Platform for Commercial and Consumer Telematics Services

SAN DIEGO, Calif. & BRISTOL, U.K.--(BUSINESS WIRE)-- [Novatel Wireless, Inc.](#) (Nasdaq: NVTL), a leading provider of intelligent wireless solutions, and RAC Motoring Services, one of the UK's most progressive motoring organizations, today announce that they have signed a long term Supply and License Agreement. Under the agreement, Novatel Wireless will supply the RAC with its newly announced MT 3060 device, customized for the RAC Advance solution. Novatel Wireless will also license to the RAC its N4A™ Device Manager software, and will host the management of the RAC devices. RAC's version of MT 3060 and the N4A Device Manager will be part of the RAC Advance branded solution, which will incorporate leading edge vehicle telematics and advanced crash detection technology in a range of solutions for fleet, insurance and breakdown applications.

With over seven million customers the RAC is dedicated to providing a one-stop-shop for motorists' needs -- providing roadside assistance, insurance, vehicle inspections and checks, legal services and up-to-the-minute traffic and travel information.

"The RAC is committed to providing the very highest levels of service to our customers. We will target our members, insurance clients and corporate fleet customers with this new service including advanced crash detection, remote vehicle diagnostics, fuel saving, driver scoring, and fleet management," says Kerry Michael, RAC Commercial Director. "The RAC chose Novatel Wireless for its innovative products, its expertise in M2M telematics, and its ability to meet our expectations for superior quality and performance."

"The launch of RAC Advance follows months of ongoing cooperation between the two companies," says Peter Leparulo, CEO of Novatel Wireless. "We are excited about our close partnership with the RAC, and proud to be part of their revolutionary approach to telematics and roadside assistance services."

The MT 3060 platform is an integrated, system-level technology solution for commercial and consumer telematics markets. The device simply inserts into the OBDII port of a vehicle, and collects and controls critical vehicle data, and securely delivers that information to the cloud. It boasts a highly sensitive 3-axis accelerometer and parallel GPS/GNSS satellite location capability, and offers the most sophisticated and sensitive crash detection.

As part of RAC Advance, RAC's MT 3060 device is designed for full compatibility with Novatel Wireless' N4A™ Device Manager, a robust M2M software platform which accelerates customer application integration, configures, manages, and supports Novatel Wireless' M2M devices.

RAC Advance will allow the RAC member's vehicle to remotely communicate with base to provide diagnostic information that could potentially identify certain vehicle faults before they result in a stressful or inconvenient breakdown. In addition, RAC members will be able to check multiple levels of performance and key information via an application on their smartphone or tablet. In the event of a breakdown, RAC Advance will allow the response team to remotely connect with the onboard diagnostics software helping identify the fault and accurately position the motorist's location, enabling the rescue service to quickly and effectively dispatch a patrol.

About RAC

With around seven million members, the RAC is one of the UK's most progressive motoring organizations, providing services for both private and business motorists. Whether it's roadside assistance, insurance, buying a used car, vehicle inspections and checks, legal services or up-to-the-minute traffic and travel information — the RAC offers a solution for all motoring needs. The RAC is committed to making motoring easier, safer, more affordable and more enjoyable for drivers and road users.

The RAC is the motorist's champion and campaigns to support the interests of its members and UK motorists at a national level, including advancing levels of road safety, supporting the needs of young drivers and voicing concerns about the increasing cost of motoring. The RAC's annual Report on Motoring survey, now in its 25th year, provides a clear insight into the concerns and issues facing today's motorists.

The RAC supports FairFuelUK campaigning for fairer taxes on petrol and diesel. Show support and find out more at www.fairfueluk.com.

Key facts:

- RAC patrols fix four out of five vehicles at the roadside and on an average within 37 minutes
- The RAC has more patrols per member than any other breakdown provider
- 98% of members would recommend RAC Rescue to their friends and family

RAC press releases, news alerts and a wealth of motoring research is available from www.rac.co.uk/press-centre/.

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- www.twitter.com/RAC_Breakdown

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Win an Ariel Atom

The RAC is giving away this iconic British performance car as part of the 2013 Goodwood Festival of Speed celebrations. For more information and to enter, visit www.rac.co.uk/win-an-atom before 31 August 2013.

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, Expedi® 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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