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Sprint Launches Specialized PCS Vision(SM) Service to Meet Growing Need for Secure, Reliable Machine-to-Machine Communications

PCS Telemetry(SM) Services offers high-speed wireless connectivity option for key verticals and alternative for CDPD customers via Enhanced Sprint Nationwide PCS Network

NEW ORLEANS, March 17 (CTIA Wireless 2003) -- Sprint (NYSE: FON, PCS), which operates the largest Third Generation (3G) voice and data wireless network in the United States, today announced the nationwide availability of PCS Telemetry(SM) Services. The new high-speed wireless connectivity solution is designed to provide a convenient, cost-effective platform to gather and distribute information across a range of applications, including fleet management, wireless point of sale transactions, and utility service applications. Sprint is targeting vertical markets directly and through relationships with telemetry service providers.

The specialized PCS Vision(SM) service will appeal to enterprise customers looking for a reliable and affordable machine-to-machine communication solution, as well as those requiring greater bandwidth for more complex applications. PCS Telemetry Services also provides an attractive alternative for enterprise customers using CDPD networks looking for a viable, long-term solution with faster data speeds and greater flexibility.

"Wireless telemetry represents a significant opportunity for Sprint to meet the needs of business customers in new, existing and expanding vertical markets," said Phil Bowman, vice president of business marketing for the PCS Division of Sprint. "PCS Telemetry Services can be a powerful and versatile alternative for customers looking to migrate from CDPD networks, as well as companies that have not yet considered a wireless solution to allow machines to relay real-time information to a central location. The high-speed, always-on capabilities of the enhanced Sprint Nationwide PCS Network provides the ability to transmit large files with the added advantage of mobility and portability."

Sprint is offering PCS Telemetry Services in response to the growing need among enterprise customers in vertical markets to collect, transfer and analyze data in real time from unmanned machines or devices. According to a recent Wireless Data Research Group (WDRG) report, the wireless telemetry market is expected to grow from \$1.8 billion in 2003 to \$8.2 billion in 2007. Many businesses need a reliable method to gather information from remote sites and send it to a centralized location where it can be monitored and analyzed. For example, wireless payment processing systems used by the rental car industry and overnight delivery companies are commonplace today. Similarly, the meter reader has become a thing of the past with utility companies gathering information remotely via a variety of more economical methods.

The new machine-to-machine services will be supported by the largest nationwide CDMA packet data 3G network available in the United States. Customers will be able to transmit data over the enhanced Sprint Nationwide PCS Network at speeds averaging 50 to 70 Kbps, with peak speeds of 144 Kbps. The higher speeds will allow customers to utilize more advanced telemetry applications such as sending photos and images - a feat not feasible on slower CDPD networks.

Sprint is targeting vertical markets including point of sale and ATMs, transportation, utilities, energy, security, asset and building management, as well as field sales and service industries. In support of PCS Telemetry Services, Sprint also announced signed contracts with several leading telemetry service providers that will, in turn, present the CDMA telemetry solution to their customers.

- American Trash Management is a leading provider of trash management products and services to major waste generators worldwide. The company offers expertise, products and services for facilities and equipment design and construction, logistics including data collection and analysis, as well as waste management, recycling and odor control systems.
- Commerciant will provide wireless payment-processing solutions to Sprint customers with a point-of-sale device for vertical markets including field service, food service and delivery organizations, and retail merchants. With proprietary signature capture capability, communications encryption and electronic receipt center, the device is best in class for wireless mobile financial transactions. Commerciant is the single source wireless solutions provider in the payments and mobile business data service industry.
- NCR Corporation, the world's leading manufacturer of self-service solutions for the financial services industry, will offer value-added services and capabilities to ATM deployers desiring flexibility in deploying and maintaining the ATM channel. Specifically, NCR will provide wireless connectivity options for the self-service network versus the traditional hardwired communications.

- TransData, Inc. is a progressive, technology-based manufacturer of solid-state energy meters and power transducers for the electric utility industry. TransData's MARK-V Meter features an integrated modem for remote billing interrogation on the enhanced Sprint Nationwide PCS Network.
- Trimble is a leading provider of positioning solutions, including Global Positioning System (GPS), optical and laser technologies. As part of its many products and services, the company provides real-time, GPS-based asset tracking and monitoring for businesses and government agencies. Trimble's Televisant™ System is a fleet and mobile resource management solution powered by the enhanced Sprint Nationwide PCS Network.

In addition, Sprint has certified the following original equipment manufacturers to provide wireless modems that enterprise customers can use as part of their PCS telemetry solution.

- AirLink Communications, Inc. is a recognized leader in the wireless data industry and offers a complete family of hardware and software products that enable enterprises to control and collect data wirelessly from remote assets. AirLink will build ruggedized serial modems that will be used to facilitate various telemetry applications for Sprint customers. AirLink solutions have been used in several industries including public safety, mobile asset management, supply chain logistics, homeland security, retail financial point of sale and traffic management.
- Novatel Wireless will provide the Expedite C201™, a wireless embedded modem based on core components of the PCS Connection Card by Novatel Wireless (Merlin C201™). The new Expedite C201 is certified for the enhanced Sprint Nationwide PCS Network to enable high-speed wireless data access at speeds up to 144 Kbps. It is ideally suited for integration into mobile devices such as laptops, handheld computers, tablet PCs and industrial devices to enable wireless applications including telemetry, inventory management, automated banking, vending machines, point of sale and more.

For customers with more stringent security requirements, Sprint will offer two connectivity options in mid-2003. The first is a network-based virtual private network (VPN) that allows enterprises to connect their corporate network to the enhanced Sprint Nationwide PCS Network by creating a secure tunnel through the Internet. The second option will enable customers to connect their corporate network directly to the enhanced Sprint Nationwide PCS Network through a Permanent Virtual Circuit (PVC) using the Sprint Global Frame Relay network. In addition to enhancing The PCS Telemetry Service Offering, these connectivity options will enable Sprint to address the growing number of public safety and government agencies migrating off of CDPD networks. Telemetry service providers and customers interested in learning more about PCS Telemetry Services can call 1-866-772-7877 or contact the Sprint telemetry team by sending an email to telemetry@sprintspectrum.com.

About Sprint

Sprint is a global communications company serving more than 26 million business and residential customers in over 70 countries. With approximately 72,000 employees worldwide and nearly \$27 billion in annual revenues, Sprint is widely recognized for developing, engineering and deploying state-of-the-art network technologies, including the United States' first nationwide all-digital, fiber-optic network and an award-winning Tier 1 Internet backbone. Sprint provides local voice and data services in 18 states and operates the largest 100-percent digital, nationwide PCS wireless network in the United States.