

Flash Networks Signs Strategic Business Alliance Agreement With Novatel Wireless

Flash Networks' Nettgain 1100 Selected to Enhance Performance Of Novatel Wireless' Merlin CDPD PC Cards

SHOLMDEL, N.J. - April 9, 2001 —Flash Networks, Inc., and Novatel Wireless (NASDAQ: [NVTL](#)) today announced a strategic business alliance agreement that will provide optimized wireless solutions for CDPD (Cellular Digital Packet Data) wireless users. Under the terms of the agreement, Novatel Wireless will integrate Flash Networks' NettGain software into its Merlin CDPD Wireless PC Cards, enabling mobile users to enjoy the full, rich experience of the Internet to which they are accustomed. Flash Networks will work with Novatel Wireless to provide optimization solutions for Novatel Wireless' Merlin CDPD PC Card product line.

"Mobile data users want the flexibility and versatility of the desktop Internet experience that they are accustomed to," said P.K. Prasanna, president of Flash Networks, Inc. and chief operating officer. "By combining NettGain 1100 technologies with Merlin CDPD Wireless PC Cards, mobile Internet users can accomplish more - Web pages load faster and e-mail messages transfer more quickly, creating a superior wireless Web experience for Merlin CDPD PC Card users."

NettGain 1100 provides a three-fold performance boost over native wireless communications. With NettGain and the Merlin CDPD PC Card, users will enjoy a boost from 19.2 Kbps per second to the 56 Kbps that they typically experience via wireline modem access. Users also maintain control over the type and quality of the content they receive. In addition, NettGain products integrate with leading VPN vendors to provide secure enterprise solutions.

"We will continue to partner with innovative technology companies to provide a true, best-of-breed wireless solution that is superior to our competitors," said John Major, CEO of Novatel Wireless. "We chose to bundle Flash Networks NettGain with our Merlin CDPD PC Card because it increases the performance to a level comparable with a 56k modem giving our customers a better user experience."

The Merlin CDPD Wireless PC Card will be packaged with a CD-ROM that will include a 30-day trial version of the NettGain 1100 software. Novatel Wireless Merlin PC Card users will have the option to purchase NettGain 1100 through a Flash Networks authorized reseller.

About Novatel Wireless

Novatel Wireless, Inc. is a leading provider of wireless data modems and software for use with handheld computing devices and portable personal computers. The company delivers innovative and comprehensive solutions that enable businesses and consumers to access personal, corporate and public information through email, enterprise networks and the Internet. Novatel Wireless also offers wireless data modems and custom engineering services for hardware integration projects in a wide range of vertical applications. The Novatel Wireless product portfolio includes the Minstrel® Family of Wireless Handheld Modems, Merlin™ Family of Wireless PC Card Modems, Sage® Wireless Serial Modems, Lancer 3W™ Family of Wireless Ruggedized Modems and Expedite™ Family of Wireless Embedded Modules. Headquartered in San Diego, California, Novatel Wireless is listed on the Nasdaq Stock Market (Nasdaq: [NVTL](#)). For more information, please visit the Novatel Wireless web site: <http://www.novatelwireless.com> or call 888-888-9231.

About Flash Networks

Flash Networks develops and markets products to accelerate TCP/IP applications over wireless and satellite networks, enabling dramatic improvements in network capacity and performance.

The NettGain product portfolio supports a wide range of architectures, client devices and wireless infrastructures. Its unique technologies, including protocol acceleration, compression and application-specific enhancements, provide a competitive advantage to implementers of wireless and satellite solutions.

Founded in 1996, the company has customers in North America, Europe and Asia and maintains offices in Herzelia, Israel, and Holmdel, N.J., USA. Additional offices are being established in Europe and East Asia. For more information, visit www.flashnetworks.com/ or call 1-800-526-4060.

Susan Orr

Flash Networks
(732) 203-4102
sorr@flashnetworks.com

Joe Emanski

The Devon Group
(732) 542-2000, ext. 13
joe@devonpr.com

Al Hernandez

Candelori Communications
For Novatel Wireless
(408) 774-3414
ahernandez@candelori.com

