

Company Backgrounder

NetMotion Wireless develops software to manage and secure wireless data deployments for organizations with mobile field workers. Our products address the unique challenges introduced by the use of wireless, enabling our customers to maximize their return on investment in workforce automation.

Mobility XE, our mobile VPN, maximizes mobile field worker productivity by maintaining and securing their data connections as they move in and out of wireless coverage areas and roam between networks.

Locality is our cellular network performance management product that gives organizations the insight and visibility needed to optimize their mobile data deployments. More than 2,000 of the world's most respected organizations across multiple industries including utilities, healthcare, telecommunications, public safety, government, insurance, manufacturing, and many others use our products.

Based in Seattle, WA, with offices in North America and Europe, we are a privately held company formed in 2001 as a spin off from WRQ, Inc., a leading networking software company. We have earned over 25 industry awards for outstanding technology; are ranked on the Deloitte LLP list of the fastest growing technology, media, telecommunications, life sciences and clean technology companies in North America; and have been recognized as one of Washington's 100 Best Companies to Work For. We have a substantial portfolio of validated intellectual property, and are backed by Liberty Partners, a private equity firm with more than \$1 billion under management.

Mobility XE is designed specifically for wireless environments and provides IT managers with the security and centralized control needed to effectively manage a mobile deployment. The software complements existing IT systems, is highly scalable, easy to deploy and to maintain. More than 500,000 mobile field workers from the world's most respected organizations rely on Mobility XE every day.

Using coverage maps and detailed reports, **Locality** identifies the causes of poor connectivity, creates an inventory of deployed devices and monitors data usage, resulting in more productive field workers and reduced expenses. The data gathered by Locality is based on the performance of your mobile field workers, so it delivers a dynamically updated and customized view of your mobile deployment. Locality can be used with any VPN, but provides enhanced visibility when combined with our Mobility XE mobile VPN.

Executive Team

The NetMotion Wireless management team comprises a strong blend of technology, marketing and sales professionals. The Company's employees have extensive experience in wireless software, mobile worker environments and workforce automation.

Bob Hunsberger—President & Chief Executive Officer

Bob Hunsberger joined NetMotion Wireless after more than 20 years of executive leadership in the wireless industry. Most recently, Bob was President and CEO of Widcomm, a leading provider of Bluetooth wireless connectivity software that was acquired by Broadcom in 2004. Prior to that, Bob served as Chairman and CEO of Metawave Communications, the first company to establish smart antenna

technology as an important tool for the wireless industry. Bob served as Senior Vice President and General Manager for Siemens Wireless Terminals and spent 14 years in various executive positions at Nortel, holding increasing levels of responsibility throughout his tenure. When Bob left Nortel to join Siemens, he was Vice President of Sales and Marketing, having played a key role in establishing Nortel as a major force in the wireless industry. Bob holds a Master of Business Administration from Arizona State University and a Bachelor of Science in Commerce from the University of Virginia.

Brian Rice—Chief Financial Officer

From 2001 to 2006, Brian was the co-founder and Chief Financial Officer of Fovioptics, a start-up medical device company in the San Francisco Bay area investigating non-invasive blood diagnostics. He was responsible for all finance, accounting and human resource activities, including multiple venture financing rounds totaling \$25 million. Brian was also Co-owner and Chief Financial Officer for Blue Ridge Medical, a national distributor of pharmaceuticals and medical supplies to the pre-hospital market. Before Blue Ridge, Brian was initially Finance Manager and then Treasurer for Trillium Corporation, a regional real estate, natural resource and investment company based in Bellingham, Washington. He began his career in public accounting with Ernst & Young, including a two-year expatriate transfer to the firm's Paris, France office. Brian is a CPA and holds a BBA in Accounting from the University of Wisconsin.

Andrew Willett—Senior Vice President of Sales & Marketing

Andy Willett joined NetMotion Wireless in June 2002. As Senior Vice President of Sales and Marketing, Andy is responsible for international sales, marketing and strategic partnerships. Prior to this role, Andy served as the Senior Vice President of Product Management and Marketing at NetMotion and directed product strategy, development vision and the execution of product plans. Before joining NetMotion, Andy held a variety of senior positions at AT&T Wireless including responsibility for defining and marketing AT&T Wireless' consumer data offerings, business and content development on AT&T Wireless internet-capable wireless devices, and product development and implementation of AT&T Wireless initial web-enabled phones, mobile data applications and advanced wireless technologies. Previously, Andy served as the Director of Wireless Data Sales for Sprint Cellular Communications in Chicago. Andy has a Master's degree in Marketing and Finance from the J.L. Kellogg Graduate School of Management in Chicago. He received his undergraduate degree from Pomona College in Claremont, California, where he earned a BA in Mathematical Economics.

Joe Savarese—Senior Vice President and General Manager

Joe, a founding executive of NetMotion Wireless, brings 21 years of experience in the wireless communications industry and is one of the original architects of NetMotion Mobility. Prior to joining WRQ in 1996, Joe served as Senior Network Architect at Intermec responsible for setting the networking strategy for Intermec products and served as a principal design engineer in the development of one of the early wireless LAN systems. Joe holds a BSEE from Rutgers University and an MBA from the University of Washington. He has two patents issued and five others pending.