

Company Backgrounder

NetMotion Wireless® is a software company that enables businesses and government agencies to maximize the productivity of their mobile workforces. Seattle-based NetMotion Wireless is a privately held company formed in 2001 as a spin off from WRQ, Inc., a leading networking software company. In 2006, NetMotion Wireless merged with Padcom, Inc., a competitor based in Bethlehem, Pennsylvania.

The company's flagship solution, Mobility XE™, allows mobile workers to maintain and optimize mobile data connections as they move in and out of wireless coverage areas and roam between networks. Mobility XE mobile VPN software resolves today's key mobile deployment challenges including coverage gaps and interruptions; the need for inter-network roaming and efficiency; network security; and the management of multiple devices across multiple networks. Designed to compliment existing IT systems and reduce the complexity of mobile deployments, Mobility XE enhances worker productivity while providing highly-centralized control and management. Over 1,700 of the world's most respected organizations rely on NetMotion everyday, including major public utilities, healthcare organizations, communications providers, field service, insurance agencies, public safety agencies, transportation companies and many others.

NetMotion Wireless has been named one of the country's 50 fastest growing wireless companies, has earned over 25 industry awards for its outstanding technology, on the Deloitte LLP's ranking list of the fastest growing technology, media, telecommunications, life sciences and clean technology companies in North America. and was also voted one of Washington's 100 Best Companies to Work For. NetMotion Wireless is a Microsoft Gold Certified Partner for Mobility Solutions.

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 as well as system-level and TCP/IP networking software development.

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 Masters 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 Intermecc responsible for setting the networking strategy for Intermecc 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.

Tom Johnston—Senior Vice President and General Manager

From 1999 to 2005 Tom served as a Managing Director at Alexander Hutton Venture Partners, one of the investors in NetMotion Wireless, and sat on the NetMotion Wireless Board of Directors, as well as on the boards of other investments including Max-Viz. Before joining Alexander Hutton, he held several senior marketing positions with Microsoft Corporation between 1990 and 1998. As a Group Product Manager for Microsoft, Tom led the team responsible for marketing the Windows desktop platform and Internet Explorer—including DHTML and XML—to developers and Web professionals. Previously, he was Lead Program Manager for Microsoft's Internet security product unit. Tom also conducted business development for Microsoft's advanced consumer technology division, forging partnerships with wireless communication firms to enable two-way communication for handheld computing devices. He has also held Product Management roles for Windows NT and Microsoft's network business unit. Tom has an AB in Mathematics and History from Dartmouth College and an MBA from Dartmouth's Amos Tuck School of Business.

Pam Cory—Vice President Marketing

A wireless industry veteran, Pam most recently held the position of Vice President of Marketing for Intermecc Corporation, where she oversaw global marketing, industry marketing and product development of Intermecc's wireless, scanning technologies, handheld computers, printers and software. Prior to her role in Marketing, Pam served as Vice President, Data Capture Business Unit for Intermecc Corporation, where she managed the integration of three competing companies, ran a development organization headquartered in France and led a worldwide team of marketing, sales, operations, research and engineering professionals. In addition, Pam held senior roles in marketing at Key Tronic Corporation. Pam holds a B.A. from the University of Washington and an MBA from Seattle University.

Paul Riebock - Vice President Government and Sales

Since 2008, Paul Riebock has led all of NetMotion's government sales teams at the local, state and federal levels across North America. He joined the company in 2003 as a Territory Account Manager in the Southeast U.S., where he grew revenue by 200% quarter-over-quarter and landed the largest single enterprise account in the company's history. Before joining NetMotion, he served as lead on wireless vertical computing solutions for Sprint, and prior to that as Director of Sales for Red Hat where he was responsible for all telecommunications customers. His extensive experience also includes 12 years in various sales, management and product-management roles for GTE, now Verizon Wireless. Riebock has a Bachelor of Science degree in Journalism from Southern Illinois University in Carbondale.

Matthew Scott - Vice President Technical Sales and Support

Matthew Scott leads all customer-facing technical sales teams for NetMotion Wireless around the world. Prior to his current position, he was director of sales engineering, overseeing NetMotion's expansion of technical sales resources into Western Europe while growing the North American teams. He joined the company in January 2005 as manager of the systems engineering team, working on pre-sales technical strategy and focusing on the western sales region. Before joining NetMotion Wireless, Scott was a sales engineer at Level 3 Communications, where he worked with the some of the largest consumers of networking services. He also served as Sprint's Pacific Northwest security sales lead. Scott has a bachelor of science in applied mathematics and statistics from Colorado State University.

Rob Mattson—Vice President Business Development

As Vice President of Business Development, Rob Mattson is responsible for NetMotion's indirect go-to-market strategy and the development of new strategic relationships. Mattson joined NetMotion Wireless in 2003 as territory sales manager for the south central region. In this role he was responsible for securing and managing some of the company's largest marquee customers. Prior to joining NetMotion, Mattson worked in the content-filtering space, holding sales management positions at Content Technologies and Elron Software. He attended Clark College in Washington after spending four years in the U.S. Navy.

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