



Frequently Asked Questions

What are the current products and services provided by the firm?

Global Wireless Data (GWD) is a master dealer for wireless carriers. We activate devices for those carriers. The firm supplies its nationwide distribution channel of wireless dealers with a variety of devices and applications from RIM, Palm, Motorola, Siemens, Sony/Ericsson, Microsoft and others. GWD has close and long-standing relationships with the major wireless carriers including Cingular, Verizon Wireless and Sprint. An important value-added service provided to its network of dealers is the careful tracking and reporting, and management of their carriers' service activations with advanced internet-based automation tools.

Does the firm provide its dealer network any other services?

GWD also assists dealers with additional services including carrier selection through coverage analysis especially in situations of mixed use and multiple locations; product customization and device configuration; custom packaging; and shipping and distribution.

What are the target industries/sectors for the devices and applications provided to GWD's dealer channel?

The dealers serve a wide variety of horizontal and vertical industries and include firms needing wireless applications for sales force automation, transportation, field services, public safety and telemetry. This might include manufacturers, school transportation officials, utilities, delivery routing, branches of local and state governments, police forces, and many others.

What makes Global Wireless Data different from other wireless master dealers?

The firm understands that its success is dependent on the success of its dealer network and focuses on those activities that drive the success of its dealers. It provides them with a variety of support services including in-depth knowledge of vertical industry wireless applications, a dealer-only web site that allows dealers to enter and track service activations, regular email communications consolidating carriers' news items, access to the most current wireless technology, aggressive price incentives and other rewards, carrier champions who serve as liaisons between the dealers and the wireless carriers, Regional

Sales Managers who support the sales needs of the dealer network and immediate responsiveness to inquiries and feedback from its dealer channel.

What are examples of specific devices and applications that the firm provides to its dealer channel?

PDAs and smart phones such as RIM's BlackBerry and the Palm Treo. Wireless Wide Area Networking routers and software, vehicle mounted devices, PC cards, and applications for wireless email and collaboration, GPS (Global Positioning Systems)/fleet management, supply chain management, and other mobile data applications.

Who are some of the firm's technology partners?

Global Wireless Data has partnered with numerous wireless industry leaders including RIM, Good Technology, Palm, Intellisync, Notify Technology, Hewlett-Packard, Digi, Asurion, Nokia and others. For a more comprehensive list of the firm's technology partners please visit our web site at www.wireless-data.com.

When was the firm founded?

Global Wireless Data was established in 1997.

Where is the firm headquartered?

The firm's headquarters address is 1600 Oakbrook Drive, Suite 580 Norcross, Georgia 30093. The firm has three additional regional sales offices located in New Jersey, Los Angeles, and Chicago.

Who manages Global Wireless Data?

The President and CEO of Global Wireless Data is Thomas (Tom) French. He has 20 years of sales and management experience in technology oriented industries. Before founding Global Wireless Data, he served as Regional Vice President of Sales for RAM Mobile Data (formerly known as BellSouth Wireless Data). The COO of GWD is Catherine (Cathi) Spornick. During the past 20 years, Cathi has served in numerous capacities as a corporate banker and financial advisor with financial services institutions, including Wachovia and BB&T. Her banking career experience focused primarily on corporate banking for companies with revenues up to \$30 million. More information about the principals and other GWD employees can be found on their web site at www.wireless-data.com.

Who do I contact about more information on Global Wireless Data?

The firm's media contact is Stuart Graetz. He can be reached by phone at 404-228-6703 or by email at sgraetz@wireless-data.com.