

### **Airvana Turns to Motive to Help Operators Manage Femtocell Rollouts**

CES – Las Vegas , NV , January 8, 2008 – Motive, Inc., (OTC: MOTV.PK) a leading provider of management software for broadband and mobile data services, announced today that it has signed an agreement to supply its Motive Home Device Manager™ (HDM) solution to Airvana, a leading provider of network infrastructure products used by wireless operators to deliver voice and data services.

Femtocells are a new class of consumer device that use broadband Internet connections to provide exceptional in-building coverage and data performance, and innovative rate plans, to mobile phone subscribers. As a result of the agreement, Motive's HDM solution will become a critical component of Airvana's femtocell management system. Motive HDM technology will provide the ability for wireless operators deploying Airvana femtocell technology to perform advanced diagnostics and problem resolution, while increasing the productivity and efficiency of its service assurance capabilities.

“Motive brings a proven track record for managing large-scale deployments of home networked devices,” said Amit Jain , vice president of In-building Networks for Airvana. “By incorporating Motive's HDM solution, we will give operators the means to make the femtocell a more consumer-friendly product, paving the way for widespread adoption.”

“As fixed-line and mobile services continue to converge, technologies like Airvana's femtocell are sure to fulfill a critical need for mobile network operators and consumers alike,” said RJ Brideau, vice president of business and channel development for Motive. “We are proud to have been chosen by Airvana to help them accelerate the rollout and adoption of what is shaping up to be an important component of mobile network operator service portfolios around the world.”

#### **About Airvana**

Airvana is a leading provider of network infrastructure products used by wireless operators to provide mobile broadband services. Airvana's software and hardware products—base stations, controllers, gateways and femtocells—enable wireless networks to deliver broadband-quality multimedia services to mobile phones, laptop computers and other mobile devices. These services include Internet access, e-mail, music downloads, video, IP-TV, gaming, push-to-talk and voice-over-IP. Airvana's solutions enable new services and deliver carrier-grade mobility, scalability and reliability with relatively low operating and capital costs. Worldwide, Airvana's mobile broadband systems are deployed on six continents in 16 major networks by industry-leading service providers who demand high standards of carrier-class performance. Airvana is headquartered in Chelmsford , Massachusetts , USA .

#### **About Motive, Inc.**

Motive provides service management software for broadband and mobile data services. Motive's software is helping wireline, wireless, cable and satellite operators worldwide deliver a new generation of IP-based services that seamlessly integrate voice, video and data into a single, connected experience. With Motive, operators can leverage one service management platform to automate and remotely manage key customer touch points throughout the service lifecycle, across multiple services, networks and devices. The result is a consistent, unified experience for both customers and service providers that increases revenues from new and converged services, reduces fulfillment and support costs, and drives greater customer satisfaction and loyalty.

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#### **Forward-Looking Statements**

This press release contains certain forward looking statements, within the meaning of the federal securities laws,

which are identified by the use of the words "believes", "expects", "anticipates", "will", "contemplates", "would", "should", "may", "estimate", "intend", "plan" and similar expressions that contemplate future events. These forward-looking statements are subject to risks and uncertainties that could cause our actual results or performance to differ materially from that indicated in the forward-looking statements. These risks and uncertainties include, but are not limited to, our ability to timely complete the restatement of our historical financial results and timely complete our financial statements for the years ended December 31, 2005 and December 31, 2006 and for interim periods since December 31, 2006, the ability of our new independent accounting firm to complete its audits and reviews of our financial statements, our ability to complete and file our delinquent SEC reports, the fact that our historical financial results are not finalized and are subject to change, the outcome of an ongoing SEC investigation, the outcome of pending securities and shareholder derivative litigation, and those additional risk factors and uncertainties discussed in our filings with the SEC, which are available at [www.sec.gov](http://www.sec.gov). Statements included in this press release are based upon information known to us as of the date of this press release, and we assume no obligation to update any information contained in this press release.

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