



NEWS RELEASE

## Nokia's Wireless LAN Product Line to be Provided by TESSCO Technologies

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LAS VEGAS, NEVADA, and HUNT VALLEY, MARYLAND, March 20, 2001 -- Nokia, a global leader in mobile and data communications, will expand its distribution relationship with TESSCO Technologies to include Nokia's line of Wireless LAN (IEEE 802.11b) products. TESSCO (NASDAQ: TESS), a leading product solution provider to the wireless communications industry, will bring Nokia's Wireless LAN products to a variety of environments, including corporations, campuses, public access zones and small/home offices through relationships with value-added resellers, Internet service providers, integrators and carriers.

"Nokia has enjoyed a successful relationship with TESSCO since 1996, beginning with the channel management of Nokia Original mobile phone accessories," said Sandy Queen, VP of Service and Sales Support for Nokia. "This expansion of our relationship gives Nokia the opportunity to offer its line of Wireless LAN products to TESSCO's wide base of customers."

The Nokia WLAN product range includes two 11Mbps PC cards, the Nokia C110 and the Nokia C111, and the Nokia A032 Wireless LAN Access Point. The Nokia A032 acts as a wireless Ethernet bridge to a LAN, and offers dial-up access to an Internet service provider via an external

modem. Each Nokia Wireless LAN product supports the IEEE 802.11b standard and is based on the 2.4 GHz direct sequence radio technology. The IEEE 802.11b compliant Wired Equivalent Privacy (WEP) protocol with up to 128-bit key encryption enables reliable radio traffic. The WECA (Wireless Ethernet Compatibility Alliance) approval ensures tested interoperability (WiFi™) with standard-based wireless LAN solutions from other vendors as well.

"We are pleased to be able to offer Nokia's Wireless LAN products to our customers," said Robert B. Barnhill, Jr., chairman and chief executive officer for TESSCO Technologies, "TESSCO strives to provide its customers the newest, most exciting technologies on the market. The addition of Nokia Wireless LAN to our product offering is an important component of our broadband strategy, and an example of our desire to be first to market with 'best of breed' innovation. The Nokia Wireless LAN is a valuable component of our end-to-end solutions for local area networks."

Nokia's Wireless LAN solution provides a convenient, cost-effective way to extend the reach of local area networks. Rather than being fixed to a stationary wired LAN connection, access to the network is made using a Nokia wireless LAN card and access point to provide broadband speed connections - without wires. Additionally, wireless LAN access zones at airports, hotels and other public places allow users to connect to their corporate network via the Internet. A broadband connection and a full range of security features offer users quick and reliable access to networked resources.

Unique features of Nokia's Wireless LAN products include:

- Exclusive SIM authentication for easy carrier billing and security
- Easy-to-use Nokia interface with Profile feature for simple network selection
- Effortless initial configuration and setup

## About Nokia

Nokia is the world leader in mobile communications. Backed by its experience, innovation, user-friendliness and secure solutions, the company has become the leading supplier of mobile phones and a leading supplier of mobile, fixed and IP networks. By adding mobility to the Internet Nokia creates new opportunities for companies and further enriches the daily lives of people. Nokia is a broadly held company with listings on six major exchanges.

## About TESSCO

TESSCO Technologies Incorporated is a leading provider of the services, products and solutions required to build, operate, maintain and use wireless voice, data, messaging, tracking and Internet

systems. The company provides marketing and sales services, knowledge and supply chain management, product-solution delivery and control systems utilizing extensive Internet and information technology.

TESSCO's guiding vision is to be the Vital Link between buyers and manufacturers. For its customers, TESSCO provides a total source of product choices and availability, optimized logistics and reduced total procurement costs. For its manufacturers, TESSCO provides a cost-effective communication, marketing, sales and distribution channel. The TESSCO mission is to virtually link knowledge and delivery of the right product, in the right configuration, at the right time, to the point of use.

TESSCO's operations are centralized in the Global Logistics Center, the company's ISO 9002 registered headquarters in Hunt Valley, Maryland. All customer, manufacturer, product, configuration, sales and delivery activities are directed by an integrated enterprise information technology platform. Fulfillment centers in Hunt Valley, Maryland and Reno, Nevada, configure orders for complete, on-time delivery throughout the world. Its product offerings consist of over 25,000 items from over 380 manufacturers. TESSCO currently serves more than 8,500 business customers and 17,000 consumers per month, including a diversified mix of cellular and PCS telephone, Wireless ISP and paging carriers, fixed wireless and mobile radio-dispatch operators, integrators, contractors and dealers, and self-maintained users.

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This press release may contain a number of forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward looking statements may generally be identified by the use of the words "may," "will," "expects," "anticipates," "estimates," and similar expressions ,and involve a number of risks and uncertainties. For a variety of reasons, actual results may differ materially from those described in any such forward-looking statement. Consequently, the reader is cautioned to consider all forward-looking statements in light of the risks to which they are subject.

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