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WidePoint Provides Leading Regional TEM Company with a SaaS-based Customized Mobile Telecommunications Lifecycle Solutions Platform

McLean, Virginia – February 4, 2014 – WidePoint Corporation (NYSE Mkt: WYY), a leading provider of secure, cloud-based, enterprise-wide solutions and services in mobile communications management and identity management solutions, announced today that it has entered into an agreement with a major regional Telecom Expense Management (TEM) provider that allows them to offer WidePoint’s Managed Mobility Services (MMS) TEM-based Software-as-a-Service (SaaS) offering marketed under their own brand.

The company will convert their current users to the WidePoint Platform Solution, that will provide them with proven TEM, mobility management, and audit solutions with a proprietary, stable, time-tested, and comprehensive solution, without disruption or loss of functionality.

The new TEM regional partner will transition approximately 50,000 mobile devices, comprising more than 15 major end-user TEM clients, to the WidePoint Platform Solution. WidePoint will provide partner support to ensure a smooth transition, as well as continued sales support and resources for its pipeline of new opportunities, on an ongoing basis.

By utilizing the WidePoint MMS TEM-based Platform Solution, the regional partner can offer a robust, proven solution for Telecom Expense Management that also allows for expanded functionality without incurring the huge risks and cost of platform development and support.

“WidePoint is very enthusiastic about the success this new agreement can provide to both organizations.” said John Atkinson, WidePoint Chief Sales and Marketing Officer. “We are very selective about our channel partnerships and consider companies with a solid business plan in selected marketplaces that can benefit from our solutions. We also look for a focus on different markets or verticals, and are sensitive to the interests of our other channel partners in the region.”

“WidePoint’s various new and expanded partner programs are a key part of our 2014 growth strategy as we continue to leverage the convergence of our communications management, identity assurance, and professional consulting solutions, into our integrated MMS Enterprise Platform,” said Steven L. Komar, WidePoint's CEO. “Our Partner Platform Program strategy is focused on rapidly expanding our distribution channels by providing new tools to targeted industry leading specialists, allowing them to broaden or complement their existing service capabilities. We are excited about our ongoing discussions with several organizations that we believe will allow WidePoint to broaden its reach both domestically and internationally, and in a variety of exciting verticals.”

About WidePoint:

WidePoint is a leading provider of secure, cloud-delivered, enterprise-wide information technology-based solutions that can enable enterprises and agencies to deploy fully compliant IT services in accordance with government mandated regulations and advanced system requirements. WidePoint has several major government and commercial contracts. For more information, visit www.widepoint.com.

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