ADTRAN Brings Competition to the Access Router Market; New NetVanta 3200 Offers Carrier Class Quality and Support

1,002 words
3 September 2002
05:31
Business Wire
BWR
English
(Copyright (c) 2002, Business Wire)

HUNTSVILLE, Ala.--(BUSINESS WIRE)--Sept. 3, 2002--ADTRAN(TM), Inc. (NASDAQ:ADTN) today announced its entry into the access router market, the NetVanta(TM) 3200. The NetVanta 3200 offers businesses cost-effective corporate connectivity for voice and data applications and low-cost Internet access.

For more than 5 years, ADTRAN has designed and manufactured various products with internal routers, and has installed more than 60,000 units in the networks of service providers and corporate customers worldwide. Before the NetVanta 3200, ADTRAN routers were typically incorporated as an integral feature in selected models of VPN, integrated access, T1 multiplexers, and other wide area access products. NetVanta 3200 marks the company's entrance into the standalone access router business.

"ADTRAN has a successful history of entering well-established markets with products engineered to provide significantly reduced price points for the end user. The NetVanta 3200 offers IT managers, seeking to stretch every dollar, a viable alternative from an established and reputable networking supplier," says Danny Windham, senior vice president and general manager, ADTRAN Enterprise Networks Division. "The NetVanta 3200 was conceived as a result of end user requests and was defined using collaborative efforts between ADTRAN, end user customers, and reseller partners. This product was developed using state-of-the-art engineering and manufacturing techniques, and is backed by ADTRAN's extensive service and support organizations."

A standards-compliant solution, the NetVanta 3200 merges effortlessly into existing networks, coexisting with other brand name routers. In addition, the NetVanta 3200 Command Line Interface (CLI) emulates the industry de facto standard, reducing the need for retraining and requiring no costly industry certification. Customers can evaluate this CLI by visiting www.dare2compare.adtran.com. The site provides an interactive comparison of the NetVanta 3200, and includes hands-on configuration of the router using the CLI, a three-dimensional model of the product, and examples of CLI scripts and help screens.

"Any business considering an access router should evaluate this viable new alternative from ADTRAN," comments Chip Sulser, vice president of sales and marketing for Datamart, a reseller of the NetVanta 3200. "It fits into existing networks easily and is managed in a manner that is familiar to most IT managers. Available at a very attractive price point, this router is so economical and feature-rich, it can benefit customers to purchase a new device rather than upgrading existing equipment."

The NetVanta 3200 is a full-featured, low-cost alternative offering additional standard features when compared to other routers in its class. Its standard feature set includes a stateful inspection firewall to prevent cyber attacks, and a DSX-1 voice interface to support PBX connectivity. The NetVanta 3200 also includes Safe-T-Net(TM), a comprehensive, field-proven disaster recovery system, available at minimal cost.

The NetVanta 3200 is a modular platform that allows for future expansion and network growth. Users may choose from a variety of interchangeable Network Interface Modules (NIMs) for 56/64K, T1/FT1, T1/FT1 with DSX-1, all with integrated DSU/CSU, or a serial interface. Optional Dial Backup Interface Modules (DIMs) prevent network downtime using either analog modem or ISDN BRI to dial around a failed primary circuit, protecting mission critical applications. All NIMs and DIMs are field upgradable and can be accessed remotely, eliminating the need for additional on-site technical expertise.

The ADTRAN Operating System (OS) makes quick and responsive IP routing decisions. It supports static and default routes, and protocols such as RIP versions 1 and 2. In addition, the ADTRAN OS supports Frame Relay and PPP WAN protocols. It also features NAT for IP address concealment and conservation, and DHCP server and client for automatic and flexible IP address assignment. Dual flash memory locations allow two full versions of the ADTRAN OS to coexist on the same device. This simplifies testing of newly released versions. New enhancements to firmware can be implemented using TFTP update, thereby lowering the cost of ownership for the NetVanta 3200 router.

The NetVanta 3200 is backed by an industry-leading five-year warranty, ADTRAN's world-class technical support, and free maintenance updates are available via the ADTRAN web site. For added value, ADTRAN Custom Extended Service (ACES) programs are also available offering guaranteed response times from four-hours to next business day, on-site and remote installation services, maintenance support, and depot sparing.

The NetVanta 3200 is the desktop configuration and is available at a list price of $695. The NetVanta 3205 is the (1U) rackmount configuration and is available at a list price of $795. A variety of NIMs and DIMs are available at prices ranging from $250 to $450 (see chart below). These products are now available.

```
NIMS
56/64K.............................$250
T1/FT1.............................$300
T1/FT1 with DSX-1..................$450
Serial Interface...................$300
DIMS
V.90 Analog Dial Backup............$250
ISDN BRI Dial Backup...............$300
```

About ADTRAN

ADTRAN, Inc. is an established provider of advanced transmission products for today's expansive telecommunications networks. ADTRAN products support most major technologies, including internetworking, access routing, fiber, T3, T1, E1, wireless T1/E1, ATM, Frame Relay, SHDSL, VPN, SDSL, HDSL, HDSL2, ISDN, and DDS. According to Gartner/Dataquest and IDC, ADTRAN has gained the leading market position in enterprise integrated access devices and HDSL, while maintaining its leadership position for the fourth year in a row in T1 and subrate CSU/DSUs, Frame Relay/DDS extension, and ISDN extension. ADTRAN equipment serves the major Incumbent Local Exchange Carriers, interexchange carriers, ISPs, Competitive Local Exchange Carriers, international service providers, public and private enterprises, and original equipment manufacturers.

For more information, contact the company at 800 9ADTRAN (800 923-8726) or via e-mail at info@adtran.com. On the web, visit www.adtran.com.

Document bwr0000020020903dy930020a

Search Summary

Text	
Date	All Dates
Source	GlobeNewswire (U.S.) Or PR Newswire (U.S.) Or Business Wire (U.S.) Not Newswires
Author	All Authors
Company	Adtran Inc
Subject	All Subjects
Industry	All Industries
Region	United States
Language	English
Results Found	809
Timestamp	18 July 2018 10:10