



ADTRAN Provides Network Backbone for America's PictureTel User Group's 7th Annual Conference; ADTRAN Chosen to Provide High-Speed Connections to All Conference Vendors

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Sept. 14, 1998--ADTRAN, Inc. (NASDAQ: ADTN), the industry leader in DSU/CSUs, today announced that the America's PictureTel User Group (APUG) has chosen ADTRAN as the prime vendor to supply the network backbone for its 7th Annual Conference. At the conference, being held in Norfolk, Virginia September 13-16, vendors are relying on high-speed data connections to demonstrate their telecommunications products. ADTRAN is supplying these vital links to the conference network with its ATLAS and NT1 ACE3 products.

ADTRAN's ATLAS, one of the most flexible integrated access devices on the market, is responsible for all Primary Rate ISDN (PRI) conversions at the APUG conference, supplying Basic Rate ISDN (BRI) and Fractional PRI to all demonstrations. ADTRAN's new NT1 ACE3 provides network termination for video-conferencing equipment containing built-in ISDN terminal adapters.

About ATLAS

ATLAS is the centerpiece of this year's APUG network. ATLAS accepts multiple PRI lines from the local service provider and converts the signals into BRI and Fractional PRI circuits for vendor use. Conference exhibitors are using ATLAS for booth-to-booth video conferences and public telephone network access.

"Providing ISDN-based video-conferencing capabilities to multiple conference rooms within a large office building can sometimes lead to significant telephone charges for a company," says Tim Saunders, product manager for the ATLAS product family. "One alternative is an IP-based video-conferencing system which may add an unpredictable load to the corporate LAN and yield unacceptable performance. ATLAS is a better alternative. The ATLAS 800's overbooking feature lets you implement an ISDN-based video-conferencing system to multiple rooms using fewer lines and dramatically reduces monthly recurring telco charges."

About NT1 ACE3

ADTRAN's recently introduced NT1 ACE3 allows a simple all-in-one solution for terminating three BRIs into three S/T-interfaces for video-conferencing. The newest in the family of ADTRAN ISDN BRI termination equipment, the NT1 ACE3 evolved from the single-port NT1 ACE. It allows the addition of up to three BRI lines to support data rates from 64 kbps to 384 kbps. By using the NT1 ACE3, users can purchase a single product, eliminating the need for three separate termination units. Users save money on equipment, installation and maintenance.

Pricing and Availability

The ATLAS 800 chassis list price is \$4,795 and the NT1 ACE3 is listed at \$599. Both units are now available.

About ADTRAN

Established in 1985, ADTRAN, Inc. is a leading provider of network deployment and access solutions for delivering today's digital telecommunications services over existing copper infrastructures.

Today, ADTRAN technologies support more than two-million local loops worldwide. More than 500 ADTRAN products support all major digital technologies, including T3, T1, E1, Frame Relay, DDS, HDSL, xDSL, ISDN, and wireless transport. In the telco and enterprise, ADTRAN produces a complete end-to-end solution that provides the greatest network efficiency and lowest possible telecommunications costs.

According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Frame Relay/DDS, ISDN Extension and HDSL/T1 network and access markets. ADTRAN customers include the Regional Bell Operating Companies, interexchange carriers, GTE, domestic independent service providers, corporate end users, international customers 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.

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