

**ADTRAN Names Vice President to Pursue CLEC Market Opportunities; Appointment Reflects Company's Aggressive Growth in the CLEC Market**

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Dec. 15, 1999--ADTRAN, Inc. (Nasdaq:ADTN) recently appointed Steve Harvey as vice president of sales for competitive service providers. In this market, the measure which best correlates to demand for ADTRAN access equipment is growth in service revenues. According to the New Paradigm Research group, CLEC service revenues increased from \$4.5 billion in 1997 to \$10.6 billion in 1998 with estimates of \$21.8, \$43.3 and \$83.5 billion in 1999, 2000, and 2001, respectively. ADTRAN's revenue in this market in 1999 was four times the amount realized in 1998.

In announcing Mr. Harvey's new responsibility, Mark Smith, CEO of ADTRAN, noted "recent regulatory and market developments bring even greater momentum to the rapid growth already occurring in this part of the industry. The appointment of Steve Harvey supports our current strong position in the market and reiterates our expectation of extraordinary growth in the next few years."

Mr. Harvey's primary responsibility will be to further ADTRAN's unique product offering to the CLEC market. "While most competitors offer solutions that fit only carrier transport or customer premises applications, ADTRAN offers end-to-end capability enabling CLECs to implement cost-effective, manageable networks without the frustration of multiple vendor platforms," stated Harvey. "We will take full advantage of this competitive strength to produce excellent results for both the customer and ADTRAN."

ADTRAN's leadership in DSL technologies and numerous product introductions geared specifically toward CLECs position the company as a strong competitor for CLEC network access products. ADTRAN recently introduced the MX2800(TM) M13 multiplexer, the Total Access(TM) 750, and the Total Access 850. These Total Access devices terminate T1 services at the customer premises and complement ADTRAN's Total Access 3000 and Total Access 1500 multi-service access platforms designed for the telco central office.

Mr. Harvey brings extensive sales management experience to his new position. For the past three years at ADTRAN, he has served as vice president of sales for the Enterprise Networks Division. During this time, revenues of the division doubled to over \$125 million as Mr. Harvey established a broad national distribution network and a direct sales team covering major accounts. Prior to joining ADTRAN, Mr. Harvey served in sales and executive management roles at Data Processing Sciences, a large systems integrator in Cincinnati, Ohio.

Assuming Mr. Harvey's previous duties as vice president of sales for the Enterprise Networks Division will be Jim Butler, previously director of distribution sales and director of sales for the central region. Mr. Butler joined ADTRAN three years ago as director of distribution sales, and has 15 years experience in sales and sales management.

**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 DS3, T1, E1, Frame Relay, DDS, HDSL, xDSL, ISDN,

and wireless transport. In the carrier network and enterprise markets, 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/E1 network and access markets. ADTRAN customers include the U.S. 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), 256/963-8000, or via e-mail at [press@adtran.com](mailto:press@adtran.com). On the web, visit [www.adtran.com](http://www.adtran.com).

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