

**ADTRAN Enters Emerging Carrier (CLEC) Market With Multiple Voice, Data, T1/T3 Platforms**

811 words

4 May 1999

17:33

Business Wire

BWR

English

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--May 4, 1999--

'Total Access(TM)' Offers Carrier Class Solution for Voice and Data Services from the Central Office to the Customer Premises

ADTRAN, Inc. (Nasdaq:ADTN), announced today its expanded entry into the fastest growing segment of the telecommunications industry, with a complete line of cost-effective carrier class voice and data platforms designed especially for Competitive Local Exchange Carriers (CLECs).

With this announcement, ADTRAN brings to their market the most comprehensive line of Central Office co-location, network termination and Integrated Access Device (IAD) platforms available from a single vendor. The Total Access 3000 product line, well received by the industry for more than a year, is ADTRAN's Central Office integrated access system. The Total Access 3000 system integrates all of ADTRAN's industry-leading loop technologies into a single intelligent, broadband platform.

ADTRAN is also announcing this week the availability of the Total Access 750 product line, a carrier class IAD for the customer premises. The Total Access 750 system provides voice and data termination in a high-density, modular, compact chassis. Look, too, for the upcoming release of the Total Access 1500 platform, providing four T1 capacity with higher density and higher concentration. Also under development at ADTRAN is the Total Access 850 system, an enhanced IAD for the customer premises.

"The CLEC market is one of the most dynamic opportunities for growth," said Mark Smith, Chairman and CEO of ADTRAN, Inc. "Recent estimates show the CLECs, in ten years, achieving up to 40% of the \$60 billion local loop business. It's no surprise that ADTRAN is putting its enthusiastic commitment behind that potential."

Already, ADTRAN has lined up the industry's leading distributors and Value Added Resellers (VARs) to provide CLECs with multiple fulfillment options. ADTRAN's Total Access product lines will be available through ALLTEL Supply; GTE Supply; Ingram Micro, Inc.; Phillips Communications and Equipment Company, Inc.; Sprint North Supply; Tech Data Corporation; Walker and Associates, Inc.; and a host of regional VARs.

"The ADTRAN entry into this market will now raise the bar for quality, reliability and feature flexibility," said Farley Davis, Executive Vice President of Walker and Associates. "Their all-encompassing voice and data capabilities highly complement Walker's portfolio to serve the dynamic needs of the emerging carrier market."

Along with the distributors' service, ADTRAN itself has assigned 30 engineers and sales experts to the CLEC market in order to ensure immediate assistance to customers' needs and requirements. Renowned for its outstanding customer support, ADTRAN has expanded that pledge of excellence to the competitive carriers.

In addition to service excellence, CLECs will find technological excellence in the Total Access family of products. "ADTRAN has the unique advantage of being the market share leader in the Carrier and Enterprise Classes for HDSL, Frame Relay/DDS and ISDN Extension," Smith said. "Now that expertise can be strategically combined to provide competitive carriers the products they need with the ADTRAN reputation for quality and reliability backing up every application."

The technological advantage of the Total Access lines is found in their unprecedented flexibility and modularity - features that were specially engineered to accommodate the CLEC's diverse customer needs. With their primary customers being small to medium-sized businesses, quality and reliability are the requirements CLECs face daily. That's why the ADTRAN Total Access platforms meet the industry's most stringent Carrier Class standards, including NEBS Level 3 and UL 1950. With ADTRAN's Total Access products, CLECs have the assurance that their equipment will be best in class, from the Central Office to the Customer Premises.

#### 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 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 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 [info@adtran.com](mailto:info@adtran.com). On the web, visit [www.adtran.com](http://www.adtran.com).

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