

**ADTRAN Leads DSU Market in 1998 Dataquest Report; Dataquest Declares ADTRAN Market Share to be Highest in the Industry**

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--July 20, 1998--ADTRAN, Inc. (NASDAQ: ADTN) remains the market share leader in DSUs. According to "1998 North American WAN Market Share and Forecast" by noted analyst group Dataquest, ADTRAN continues to lead the market with 21 percent share of the subrate market and a 19.6 percent share of the T1 market.

According to Dataquest, ADTRAN has been the revenue leader in the T1 DSU market for two consecutive years. From 1996 to 1997, ADTRAN T1 DSUs experienced an overall revenue growth of 39 percent.

"ADTRAN's commitment to overall customer satisfaction and quality has enabled us to enhance our position in the market," according to Danny Windham, vice president of ADTRAN CPE marketing. "Our goal is to be the industry's premier supplier of network access products. We're proud of this accomplishment and will continue to remain focused on our goal."

To that end, ADTRAN recently expanded the DSU line with a family of intelligent frame relay access products, the IQ products, designed to provide detailed statistics on the overall health of the frame relay network. Additional recent product announcements include the ATLAS family, the industry's most complete integrated access system supporting T3, T1, ISDN and frame relay.

About ADTRAN

Established in 1985, ADTRAN is a leading provider of total system solutions for delivering today's digital transmission technologies over existing telecommunications infrastructures. The company is best-known for developing cost-effective, high-performance equipment that transforms copper wire local loops into high-speed digital networks. An ISO 9001 registered company, ADTRAN is a top supplier of DDS, ISDN, frame relay, T1/FT1 and HDSL products. ADTRAN customers include the Regional Bell Operating Companies (RBOCs) and many of the more than 1,300 independent Telcos in the United States.

ADTRAN also designs and manufactures products for private end users in the customer premise equipment (CPE) market. For more information, contact the company at 1.800.9ADTRAN or via e-mail at info@adtran.com. On the web, visit www.adtran.com.

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