ADTRAN Unveils Network Convergence Strategy; Total Access System Helps Service Providers Meet the Challenge of Rapidly Changing Networks

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ATLANTA--(BUSINESS WIRE)--June 5, 2000--ADTRAN, Inc. (NASDAQ:ADTN), the market share leader in DSL deployment equipment, today revealed a product strategy that enables service providers to solve the challenges created by today's rapidly changing networks. Faced with escalating costs, increased competition, evolving technology, and constrained resources, providers need deployment solutions that address those issues while enhancing profitability. ADTRAN's strategy meets those challenges head on with a modular deployment system that enables providers to purchase only the functionality they need, when they need it. Appropriately named Total Access(TM), the system provides access to the latest local loop and switching technologies while supporting legacy networks. The modular design encourages providers to take advantage of technology improvements and cost reductions without having to overhaul the network.

"ADTRAN's modular approach to the network build addresses one of the most formidable problems carriers face: change," said Char Haidley, Director of Consulting, New Paradigm Resources Group. "The Total Access system allows providers to upgrade the network as their customer's needs grow, and to respond quickly to competitor's offers. The component technique offers carriers greater control over when and how networks are deployed."

Total Access components are manageable from the central office, so network operators can provision and monitor multivendor networks from a single location with a reduced need for truck rolls. The system's support for widely deployed technologies, including both Time Division Multiplexing (TDM) and Asynchronous Transfer Mode (ATM), enables operation in multivendor networks of today and tomorrow.

"The Total Access System is unique in both its versatility and its framework for future network migration," said Tom Stanton, VP and General Manager of ADTRAN's Carrier Networks Division. "Since each platform is a discrete package, service providers can deploy one or many Total Access components in their existing networks. The system is easy to manage and provides access to the latest technologies without the need for a major capital investment."

Total Access components provide network and loop access capabilities ranging from SONET to POTS, supporting Digital Loop Carrier (DLC), DSL Access Multiplexer (DSLAM), special services, and other applications. "Grow-as-you-go" modularity ensures economical deployment, while hot-swappable modules provide easy upgrades and maintenance.

Total Access components presently include Total Access 4303 GR-303 concentrator, Total Access 3000 and Total Access 1500 multiservice access platforms, and Total Access 750 and Total Access 850 integrated access devices. The Total Access Element Management System (EMS) provides network management across multivendor networks using SNMP, TL1, CORBA, and ASCII. Total Access is NEBS Level 3- and UL 1950-compliant for reliable and safe operations in Central Office or remote deployments.

About ADTRAN

Established in 1985, ADTRAN, Inc. is a leading provider of deployment and access solutions for carrier and enterprise networks. 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,

HDSL2, DSL, ISDN, wireless transport, and network management. According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Integrated Access, Frame Relay/DDS, and ISDN Extension and HDSL/T1/E1 markets. ADTRAN customers include the Regional Bell Operating Companies, interexchange carriers, GTE, domestic independent service providers, Competitive Local Exchange Carriers, 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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