



Inter-Tel Announces Alliance With ADTRAN(R) to Deliver Converged Communications Solutions for Small and Medium-Sized Businesses

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TEMPE, Ariz., Jan. 14 /PRNewswire-FirstCall/ -- Inter-Tel, Incorporated announced today that it has joined forces with ADTRAN(R), Inc. to deliver a converged communications solution for the small to medium (SMB) market. Inter-Tel is committed to developing and delivering standards-based communication solutions that interoperate with industry standard Layer 2 and Layer 3 IP LAN switches. This alliance with ADTRAN is intended to allow Inter-Tel customers to purchase pre-bundled configurations of Inter-Tel's advanced communications platforms and ADTRAN's new NetVanta 1224R integrated switch-routers. The bundle is being designed to enable businesses to reduce the cost of their network hardware in an enterprise environment.

"Inter-Tel selected ADTRAN and believes this will be a great alliance because ADTRAN is a leader in their industry," explained Jeffrey T. Ford, Inter-Tel's chief technology officer. "This bundled solution is being designed to enable Inter-Tel to provide our customers a more complete converged solution specifically focused on the SMB segment. Together, our combined solutions are being developed to aid in the design and installation of a more complete converged solution."

"ADTRAN is pleased to participate in this alliance with Inter-Tel," said Steve Harvey, vice president, enterprise and competitive service provider sales, ADTRAN Enterprise Networks Division. "This should allow us to reach a larger number of SMB customers and allow these customers to experience the advantages ADTRAN brings to the network in terms of functionality, footprint, and network simplification with an integrated switch-router."

This news release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, including statements regarding the joined forces of Inter-Tel and ADTRAN for developing and delivering standards-based communication solutions that interoperate with selected industry standard data switches, ability to purchase pre-bundled configurations of the Inter-Tel and ADTRAN products, and statements regarding the ability to reach a larger number of SMB customers and allow these customers to experience the advantages ADTRAN brings to the network in terms of functionality, footprint, and network simplification. Such statements are based on current assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. These risks and uncertainties include, among others, dependence on new product or software development; availability of inventory from suppliers; the presence of software "bugs"; market acceptance of the product and related software; and intended uses identified above. For a further list and description of such risks and uncertainties, which could cause the actual results; performance; or achievements of the Company to be materially different from any future results; performance; or achievements, please see the Company's previously filed SEC reports, including the company's Form 10-K, dated March 15, 2004 and most recent Form 10-Q dated November 5, 2004. Inter-Tel disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. All products and services mentioned are the trademarks, service marks, registered marks or registered service marks of their respective owners.

About ADTRAN

ADTRAN, Inc. is one of the world's most successful network access equipment suppliers, with a 17-year history of profitability and a portfolio of more than 1,300 solutions for use in the last mile of today's telecommunications networks. Widely deployed by carriers and enterprises, ADTRAN solutions enable voice, data, video, and Internet

communications across copper, fiber, and wireless network infrastructures. ADTRAN solutions are currently in use by every major domestic service provider and many international ones, as well as by thousands of public, private and governmental organizations worldwide.

About Inter-Tel, Incorporated

Inter-Tel offers value-driven communications products; applications utilizing networks and server-based communications software; and a wide range of managed services that include voice and data network design and traffic provisioning, custom application development, and financial solutions packages. An industry-leading provider focused on the communication needs of business enterprises, Inter-Tel employs over 2,000 communications professionals, and services business customers through a network of 59 company-owned, direct sales offices and over 350 authorized providers in the United States and United Kingdom. More information is available at <http://www.inter-tel.com/>.

Web site: <http://www.inter-tel.com/>

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