



ADTRAN Names Jenne Distributors as a U.S. Master Distributor

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New Partnership Will Broaden Reach of ADTRAN Enterprise and IP Telephony Solutions

ADTRAN(R), Inc. (NASDAQ:ADTN), a leading supplier of networking solutions, today announced that Jenne Distributors, a major North American distributor of networking and IP telephony products, has been selected as a Master Distributor. Jenne Distributors will offer U.S. resellers ADTRAN's newly announced NetVanta 7100 IP telephony solutions as well as the complete line of enterprise networking and access solutions.

Jenne Distributors is one of the largest distribution partners for several of today's top IP telephony manufacturers. The company is committed to providing a broad product selection, competitive pricing, quick delivery, outstanding technical support and in-depth sales training. Jenne Distributors brings the added benefit of both a technical inside sales team and a seasoned field sales force that are experienced in IP telephony and providing ADTRAN solutions.

"We are pleased to strengthen our partnership with ADTRAN by becoming a Master Distributor," said Rose Jenne, CEO, Jenne Distributors. "We are excited to have the ability to offer our customers access to ADTRAN's enterprise product line, including the IP telephony products. ADTRAN's quality, reliability, depth of product line, and price structure make these solutions a perfect fit for our customers."

"Our partnership with Jenne Distributors will provide ADTRAN customers with outstanding support for both IP telephony solutions, and the full line of ADTRAN enterprise products," said Leslie Conway, vice president of marketing and distribution sales, ADTRAN Enterprise Networks Division. "Jenne's experience in IP telephony, coupled with a well-trained, knowledgeable staff experienced with ADTRAN solutions, will aid in quickly expanding the reach of ADTRAN enterprise products."

About Jenne

Jenne is a leading North American supplier of Business Telephone, Data and Computer Telephony products and solutions. Since the company's founding in 1986, Jenne has been committed to providing Dealers and Value-Added Resellers with a broad product selection, competitive pricing, fast delivery, outstanding technical support, plus ongoing sales and technical training. Jenne strives to offer the most comprehensive personal attention in the industry. For this reason Jenne has formed strategic alliances with over 90 major manufacturers to insure continued assistance with clients' growing needs. Jenne offers turnkey solutions for all enterprises, large or small. Jenne is dedicated to helping resellers enter and thrive in the telecommunications and data markets. Jenne is committed to the converged marketplace and will continue to offer solutions, new equipment and related applications as they emerge. For more information on Jenne Distributors visit www.jenne.com or call 1.800.422.6191.

About ADTRAN

ADTRAN, Inc. is a leading global provider of networking and communications equipment, with an 18-year history of profitability and a portfolio of more than 1,400 solutions for use in the last mile of today's telecommunications

networks. Widely deployed by carriers and enterprises alike, 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 U.S. service provider and many global ones, as well as by thousands of public, private and governmental organizations worldwide.

For more information, contact the company at 800 9ADTRAN (800 923-8726) or via email at info@adtran.com. On the Web, visit www.adtran.com.

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