



**Ingram Micro and ADTRAN Join Forces in Distribution Agreement; ADTRAN Customer Premises Equipment products to be carried by Ingram Micro's Networking Products division**

579 words

15 July 1998

13:03

Business Wire

BWR

English

(c) 1998 Business Wire

SANTA ANA, Calif.--(BUSINESS WIRE)--July 15, 1998--Ingram Micro, Inc. (NYSE: IM), the world's leading wholesale distributor of technology products and services, and ADTRAN, Inc. (NASDAQ: ADTN), a top supplier of voice and data network access devices, today announced a strategic agreement in which Ingram Micro will distribute ADTRAN's line of T3, T1/FT1, ISDN, integrated access and DDS network access products.

The distribution agreement makes ADTRAN's extensive line of wide area networking equipment available to Ingram Micro's value-added resellers throughout the United States. As a supplier of networking product solutions, Ingram Micro will sell ADTRAN's products to users with applications such as video-conferencing, remote access, call center solutions and Internet telephony.

"We are pleased to join with Ingram Micro to expand distribution of the most comprehensive, highest quality line of network access products available today," said Steve Harvey, ADTRAN vice president of CPE sales. "ADTRAN's CPE business model is very channel centric, with nearly all of our revenue flowing through indirect channel partners. Working with Ingram Micro allows us to expand our customer base, reaching a greater number of VARs and corporate resellers."

According to Laura Skinner, vice president of Ingram Micro's Telecom Integration Division, "We are thrilled by the opportunity to distribute ADTRAN's network access product line. With Ingram Micro's strong emphasis on wide area networking, this partnership adds tremendous value to our CTI product offerings, and means great news for our resellers. We look forward to helping ADTRAN broaden its reach in the channel."

With millions of ADTRAN products installed on telephone circuits worldwide, ADTRAN has become a leading supplier of wide area networking products. According to the Dataquest "1998 North America WAN Market Share and Forecast" report, ADTRAN is the market share leader for both subrate and T1 DSUs.

**About Ingram Micro**

Ingram Micro, Inc. (NYSE: IM), headquartered in Santa Ana, Calif., is the world's leading wholesale distributor of technology products and services, and a leading provider of assembly and integration services, with 1997 sales of more than \$16.5 billion. The company and its affiliates operate in 31 countries, distributing more than 145,000 products to more than 100,000 resellers in 120 countries.

**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 designs and manufactures products for private end users in the customer premises equipment (CPE) market and for the Regional Bell Operating Companies (RBOCs) and many of the more than 1,300 independent Telcos in the United States. For more information, contact the company at 1-800-9ADTRAN (1-800-923-8726) or via e-mail at [info@adtran.com](mailto:info@adtran.com). On the web, visit [www.adtran.com](http://www.adtran.com).

### Search Summary

Text	
Date	All Dates
Source	GlobeNewswire (U.S.) Or PR Newswire (U.S.) Or Business Wire (U.S.) Not Newswires
Author	All Authors
Company	Adtran Inc
Subject	All Subjects
Industry	All Industries
Region	United States
Language	English
Results Found	809
Timestamp	18 July 2018 9:59