



Cincinnati Bell Selects ADTRAN's Total Reach Digital Data Services System; ADTRAN System Extends Reach and Saves Copper Pairs in Business Class Service Deployment

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Oct. 12, 1999--ADTRAN, Inc. (NASDAQ:ADTN), the market leader in DSL deployment equipment, announced today that Cincinnati Bell (NYSE:CSN) has selected the ADTRAN Total Reach(R) Digital Data Services (DDS) system for high-speed digital service deployment. ADTRAN's Total Reach DDS system provides DDS/Frame Relay transmission at extended distances over one pair of copper wires instead of traditional DDS deployment over two pairs with repeaters, resulting in significantly lower deployment costs.

"ADTRAN's Total Reach system brings copper pair savings and the longest deployment range available without repeaters. Economically, it makes sense because we're able to serve more customers through pair savings and eliminate the time and manpower associated with repeater installation," said Phil Parks, Director Special Services Operations at Cincinnati Bell. "Our field Installation and Repair Teams are very pleased with its performance and the ease of installation."

In addition to the copper wire savings provided, Total Reach DDS uses robust line code technology and greatly extends transmission distances, significantly reducing the cost as well as the time it takes to deploy 56/64 Kbps Frame Relay/DDS service. Installation and maintenance costs are reduced through the elimination of repeaters, which are signal regenerators necessary for traditional DDS deployment schemes beyond 18 Kft. Total Reach delivers DDS service to 40 Kft without repeaters. The Total Reach solution also eliminates the need for an expensive truck roll for bridged tap removal, a time consuming process associated with traditional deployment schemes.

"The Total Reach solution was intended to give carriers an economical means to quickly deploy highly demanded business class services. Cincinnati Bell has always been a leader in the deployment of high bandwidth solutions," said Tom Stanton, Vice President and General Manager of the ADTRAN Carrier Networks Division. "We believe the Total Reach DDS system is an excellent complement to Cincinnati Bell's expertise in integrated data communications and will allow them to quickly meet the needs of their customers."

About Cincinnati Bell

Cincinnati Bell is a full service, integrated communications company that provides competitive local communications as well as data, Internet, wireless, entertainment, directory, long distance and data networking services to customers in the Cincinnati, Ohio, metropolitan area and in many other Midwestern cities. Cincinnati Bell is on the World Wide Web at www.cincinnati-bell.com.

About ADTRAN

Established in 1985, ADTRAN, Inc. is a leading provider of network deployment and access solutions for delivering today's digital telecommunications services over existing copper infrastructures.

Today, 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, SDSL, xDSL,

ISDN, and wireless transport. In the carrier network and enterprise markets, ADTRAN produces a complete end-to-end solution that provides the greatest network efficiency and lowest possible telecommunications costs.

According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Frame Relay/DDS, ISDN Extension and HDSL/T1/E1 network and access markets. ADTRAN customers include the Regional Bell Operating Companies, interexchange carriers, GTE, domestic independent service providers, corporate end users, international customers and original equipment manufacturers.

For more information, contact the company at 800/9ADTRAN (800/923-8726), 256/963-8000, or via e-mail at info@adtran.com. On the web, visit www.adtran.com.

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