



## **ADTRAN Names New Vice President of International Sales; Cisco Executive Paris Arey Joins ADTRAN Management Team**

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HUNTSVILLE, Ala. - (BUSINESS WIRE) - Aug. 1, 2005 - ADTRAN(R), Inc. (NASDAQ:ADTN), a leading provider of network access equipment, today named Paris Arey as vice president of international sales. Arey brings to ADTRAN 24 years of experience in sales, channel marketing, and operations in the telecommunications equipment and information technology markets. As vice president of international sales, Arey will lead strategic development efforts for international channel development, enterprise and carrier sales, as well as manage the day-to-day operations of the international sales organization.

"We are pleased to have Paris join our management team," said Tom Stanton, senior vice president and general manager, ADTRAN Carrier Networks Division. "His background in the telecom and networking markets, combined with international sales experience, makes him an ideal candidate to lead our efforts as we further strengthen our international presence."

Arey comes to ADTRAN from Cisco Systems. A member of the Cisco management staff since joining the company in 1996, Arey has held a number of key executive positions in the US, Europe, Middle East, and Africa (EMEA), and worldwide, where he focused on channel development for enterprise, carrier, and distribution sales. In his most recent positions as vice president of worldwide distribution sales operations, and vice president of worldwide channel sales and business development, he was responsible for establishing worldwide strategies that were globally consistent and mutually beneficial for Cisco and channel partners. From 2000 to 2002, he served as vice president of channels and alliances in EMEA where he was responsible for distribution sales as well as the creation and implementation of Cisco's channel and alliance partner strategy in the EMEA region. Prior to that he was responsible for US service provider channel sales, which experienced a 1200 percent increase in revenue over a three-year period under his supervision.

"This is an exciting time at ADTRAN and I am pleased to join this outstanding company," said Arey. "ADTRAN has been very successful in penetrating new markets with its strong product offering. I look forward to working with the management team to develop new strategies that will help ADTRAN enjoy that same level of success on an international scale."

### **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.

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

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