



3Re.com Reaches Partnership Agreement With ADTRAN, Inc.

777 words

28 February 2000

13:29

Business Wire

BWR

English

(Copyright (c) 2000, Business Wire)

MEMPHIS, Tenn.--(BUSINESS WIRE)--Feb. 28, 2000--3Re.com, the first and only logistics management company to introduce a comprehensive Returns Processing, Repair/Re-Manufacturing, and Internet Re-Marketing solution for electronic products announced today their finalization of an partnership agreement to re-manufacture and re-market ADTRAN network and access products.

This partnership for the sale of "Virtually New" digital networking solutions marks another step by 3Re.com towards the fulfillment of Business-to-Business needs through their unique e-commerce model. By joining forces with one of the leading providers of network and telecommunications equipment, 3Re.com continues to offer their customers world class goods and services from top tier manufacturers. Additionally, the 3Re.com ADTRAN product offerings will include a standard 1 year warranty and options to extend service beyond the initial year.

Russell Grove, President and CEO of 3Re.com, remarked, "I am pleased to announce this strategic partnership with ADTRAN. This relationship is unique and will produce dramatic results to our joint objectives. It is a pleasure to have the opportunity to work with such a significant technology advanced company in high-speed digital communications. I look forward to working with the ADTRAN team and company as we move into Net Speed e-commerce and supply chain initiatives.

Charles O'Donnell, Vice-President of Quality at ADTRAN, comments, "This is a new and exciting way to sell ADTRAN products that complements our existing sales channels. Our customers benefit by having a lower-cost alternative, and ADTRAN benefits from an expanded customer base. 3Re.com has been a key partner of ours for logistics management and repair services, so we know they have the capability and expertise to re-market ADTRAN products successfully."

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, HDSL2, 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.

About 3Re.com

3Re.com is the world's premier independent, hub based e-commerce and service operation. With over a decade of experience in logistics management, 3Re.com offers Returns Processing, Repair/Re-Manufacturing and Internet Re-Marketing solutions for electronics products, serving both business and individual consumers. 3Re.com accepts open box returns directly from Original Equipment Manufacturers (OEMs) and their distribution channels, then processes and re-packages the returns in a matter of days, eliminating traditional depreciation and

equipment obsolescence and allowing the Company to offer "Virtually New" products back to customers at prices significantly below retail. In addition to superior product offerings, the 3Re.com integrated services portfolio brings exceptional value to every electronics purchase. 3Re.com's "OEM2order" program allows customers to choose components across the entire spectrum of manufacturer's lines, including 3Com, Compaq, NEC, Adtran and IBM. As a replacement or complement to the manufacturers original warranty, 3Re.com stands behind every purchase with their own in-house warranty and extended service plans. Questions about product specifications, warranty coverage, or compatibility can be addressed during an online "chat" session, and customers also have the capability to run online price comparisons through the "Ask Joi" program. In order to assist business procurement processes, 3Re.com additionally offers leasing and credit terms to qualified business customers and has initiated a first to market e-commerce support solution through a National Sales Force. Headquartered in Memphis, Tennessee, just minutes from the leading global airfreight hub, 3Re.com supports major electronics manufacturers and their related channels and end-users.

For additional information, visit 3Re.com's web site at <http://www.3Re.com> or contact our Public Relations Office by mail at 6269 E. Shelby Drive, Memphis, TN 38141, by e-mail at 3RePRO@3Re.com, or by telephone at (800) 756-5563.

SOURCE: DigitalWork (<http://www.digitalwork.com>)

DigitalWork.com -- Your Business Workshop

Document bwr0000020010804dw2s00yl3

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