ADTRAN Announces E1 Multiplexer for Worldwide Market; T1 DSU Leader Enters Enterprise El Market With the New ESU 120e

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Sept. 30, 1998--ADTRAN, Inc. (NASDAQ:ADTN), the market leader in DSU/CSUs, today announced the worldwide introduction of its ESU 120e product. The ESU 120e multiplexer, the first in a series of E1 network termination devices, supports international applications combining voice and high-speed data onto a single E1 circuit. The unit features a flexible expansion slot for supporting multiple end-user applications simultaneously and allowing for future growth.

The ESU 120e has built-in ports for digital voice and data along with a single expansion slot, allowing E1 service providers to offer their customers the ability to grow their network by simply adding an interface module to the expansion slot. Modules supported include many of the same modules used in the award-winning ADTRAN T1 multiplexer family such as the NxIQ module, which provides complete and comprehensive frame relay monitoring, and the Router Module, which supports IP and IPX routing. A complete line of synchronous modules is available for additional data applications.

"ADTRAN is taking its industry expertise in the WAN market to a new level," commented Ray Garren, ADTRAN director of International Sales. "The ESU 120e, an expansion of our market leading T1 product family, will strategically position ADTRAN to offer solutions to service providers in the E1 international marketplace."

To further simplify ease of installation and use, ADTRAN provides optional management software for the ESU 120e. T-Watch PRO(TM) is an affordable solution that delivers familiar, Microsoft Windows(R)-based control, configuration and testing of multiple TSU/ESU devices. More robust management functions are available through ADVISION(TM) software, an SNMP based graphical user interface, which runs in conjunction with an enterprise management system such as HP OpenView(TM).

The ADTRAN ESU 120e also includes built-in comprehensive testing and troubleshooting tools for isolating and pinpointing problems quickly. In the event of problems, SNMP alarms to the host workstation are supported, as well as dial-outs to pagers or similar alert devices.

Pricing and Availability

The ADTRAN ESU 120e is priced at $2,195 and will be available at the end of October. A variety of plug-in application modules and accessories for the ESU 120e are also available. The T-Watch Pro management software is priced at $495 and ADVISION at $5,995.

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, xDSL, ISDN, and wireless transport. In the telco and enterprise, 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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