



ADTRAN Leverages Award-Winning Polycom VoIP Phones for IP PBX Solution Serving Small and Midsized Businesses; Range of Co-Branded ADTRAN/Polycom SoundPoint IP Desktop Phones and Polycom SoundStation IP Conference Phone Gives Customers High-Quality Solutions

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PLEASANTON, Calif. and HUNTSVILLE, Ala., March 7 /PRNewswire-FirstCall/ -- Polycom, Inc., the world's leading provider of unified collaborative communications solutions, today announced a partnership with ADTRAN, a leading supplier of IP-based networking solutions, to deliver co-branded ADTRAN/Polycom SoundPoint(R) IP desktop phones and the Polycom SoundStation(R) IP conference phone as part of the ADTRAN NetVanta 7100 IP PBX solution for small and medium-sized businesses. The high-quality, standards-based phones are integrated with ADTRAN's cost-effective, SIP-based NetVanta 7100 IP PBX, and support a range of features and provide functionality for all levels of employees.

"We are pleased to partner with ADTRAN to deliver our high-quality IP desktop and conference phones as part of their IP PBX offering for the SMB market," said Sunil Bhalla, senior vice president and general manager of voice communications at Polycom. "Through the integration with ADTRAN's NetVanta 7100, customers are ensured rich feature support from the co-branded phones with easy deployment."

"As a leader in network solutions, we want only the best for our customers. That is why we have chosen to team with Polycom," said ADTRAN President and COO Danny Windham. "Polycom leads the industry for audio quality and reliability. When you combine Polycom phones, with the advanced feature set of the NetVanta 7100, ease of configuration and use, and an attractive price point, there is no better solution on the market today to address the VoIP needs of SMBs."

About Polycom/ADTRAN Co-Branded VoIP Phones

Polycom's line of SoundPoint and SoundStation SIP phones offer standards-based flexibility with renowned Polycom voice quality and clarity. The phones are upgradeable via the network and offer rich feature support through a combination of intuitive hard and soft keys with a large graphical display, making it easy for users to transition to a VoIP environment. Several co-branded models of Polycom SIP desktop phones are available, including the SoundPoint IP 501 and the SoundPoint IP 601, which received a coveted Editor's Choice Award from Network Computing Magazine in a head-to-head test against other SIP desktop phones. Also available, the Attendant Console Solution consisting of the SoundPoint IP 601 and up to three SoundPoint IP Expansion Modules for assistants who manage and monitor multiple simultaneous calls. The Polycom SoundStation IP 4000 is a full-featured SIP conference phone delivering Polycom's renowned Acoustic Clarity Technology for clear, natural, two-way communication.

About NetVanta 7100

The unique NetVanta 7100 "office-in-a-box" takes convergence to a new level by combining all of the networking functionality needed for voice, data, and Internet communications in a single easy-to-use platform. The SIP-based IP PBX is designed for business locations with up to 50 stations and costs up to 40 percent less than traditional multi-product VoIP solutions. The solution includes voicemail, auto attendant, a 24-port Power over Ethernet (PoE) switch, full-featured IP Router, IPsec Virtual Private Network (VPN), stateful inspection firewall, and Quality of Service (QoS) to prioritize voice traffic. The NetVanta 7100 also includes an intuitive Graphical User Interface

(GUI) that allows users to easily make changes and add new phones. A personal Web- based phone manager is also included that enables users to easily change phone configurations.

About ADTRAN

ADTRAN, Inc. is one of the world's most successful network access equipment suppliers, with a 18-year history of profitability and a portfolio of more than 1,400 solutions for use in the last mile of today's telecommunications networks. Widely deployed by carriers and enterprises alike, 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. On the Web, visit <http://www.adtran.com/>.

About Polycom

Polycom, Inc. is the worldwide leader in unified collaborative communications (UCC) that maximize the efficiency and productivity of people and organizations by integrating the broadest array of video, voice, data and Web solutions to deliver the ultimate communications experience. Polycom's high quality, standards-based conferencing and collaboration solutions are easy to deploy and manage, as well as intuitive to use. Supported by an open architecture, they integrate seamlessly with leading telephony and presence- based networks. With its market-driving technologies, best-in-class products, alliance partnerships, and world-class service, Polycom is the smart choice for organizations seeking proven solutions and a competitive advantage in real-time communications and collaboration. For additional information call 1-800-POLYCOM (765-9266) or +1-408-526-9000, or visit the Polycom Web site at <http://www.polycom.com/>.

Polycom reserves the right to modify future product plans at any time. Products and/or related specifications referenced in this press release are not guaranteed, and will be delivered on a when and if available basis.

NOTE: Polycom, the Polycom logo, SoundPoint and SoundStation are registered trademarks and Acoustic Clarity Technology is a trademark of Polycom in the U.S. and various countries. All other trademarks are the property of their respective owners.

Polycom, Inc.

Web site: <http://www.adtran.com/>

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