



ADTRAN Captures #2 Position in SMB Router Market; NetVanta Routers Jump to #2 in 2004 According to Dell'Oro Group Report

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HUNTSVILLE, Ala. - (BUSINESS WIRE) - May 3, 2005 - ADTRAN(R), Inc. (NASDAQ: ADTN), a leading provider of network access equipment, today announced that the company is now the second leading router supplier in the less than 1 Gbps router category. The Dell'Oro Group "Routers Report Q4 04" shows ADTRAN with consistent growth in the small and medium business router market. It also shows that the company has significantly increased its market presence, rising from number four, just one year ago. According to the report, ADTRAN was the only vendor, other than the market leader, to show year-over-year sales growth. The report also noted that ADTRAN maintained its role as a low-price leader with average sale prices up to 67 percent below that of competitors.

"This report clearly illustrates that more and more businesses are seeing the value ADTRAN brings to networking," said Danny Windham, senior vice president and general manager, ADTRAN Enterprise Networks Division. "Our customers understand that choosing an ADTRAN product lowers their Total Cost of Ownership (TCO), while providing the features, quality, and reliability they need, all from a company that truly stands behind its product. ADTRAN just makes good business sense."

About ADTRAN Routing Products

The NetVanta Router Series from ADTRAN is a standards-based solution available at less than half the cost of comparable routers. Accommodating line rates ranging from 56 kbps to dual T3, these full-featured, high-performance routers include stateful inspection firewall, QoS, and DSU/CSU as standard equipment, and offer voice support, PPP dial backup, and Virtual Private Networking as affordable options. ADTRAN's NetVanta 3000, 4000, and 5000 Series routers provide all the necessary components to engineer a complete LAN/WAN connectivity solution between headquarters and any size branch office.

Incorporating the same routing technology used in the access router product line, the NetVanta 1224R, 1224STR, 1224R PoE, and 1224STR PoE are the industry's first integrated switch-routers. These devices combine the functionality of up to five devices (24-port managed Ethernet switch, IP access router, DSU/CSU with WAN interface, firewall and optional VPN and Power over Ethernet (PoE) capabilities) into a single 1U-chassis that is less than half the price of competing multi-box solutions. ADTRAN's routing expertise has evolved from technology first used in the market-leading Total Access 600 Series of Integrated Access Devices (IADs). The Total Access Series offers scalable and economical IADs and T1/Fractional T1 access routers to support voice-only, data-only, or converged voice and data solutions over IP, ATM, or TDM networks. Total Access 600 Series IADs offer a single network interface in fixed configurations for T1 and DSL circuits.

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 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 www.adtran.com.

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