



ADTRAN Expands CLEC Market through Distribution Agreement with Walker and Associates; Distributor Boasts History of Success in Booming Competitive Local Exchange Arena

655 words

6 October 1998

11:31

Business Wire

BWR

English

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Oct. 6, 1998--ADTRAN, Inc. (NASDAQ:ADTN), a leader in transmission products for high-speed digital communications (www.adtran.com), today announced it has signed a distribution agreement with Walker and Associates, Inc., a specialist in providing telecommunications equipment to competitive local exchange carriers, or CLECs.

The local telephone business across the nation is becoming increasingly competitive in the wake of the Telecommunications Act of 1996, and Walker has carved a strong niche in this growing market. Through the new distribution partnership, ADTRAN has expanded its presence in this rapidly growing market segment.

Walker and Associates will distribute ADTRAN's full range of local loop and network equipment for telephone companies. Major ADTRAN lines for the Telco market include:

- DDS products, including Frame Relay;
- ISDN products, including the BRI/10 digital loop carrier (DLC) and Total Reach Range Extension products;
- T1/HDSL products, the industry's first low voltage system;
- Network products, including intelligent channel banks such as the ACT 2300, dataports and bank upgrades;
- Wireless products, including ADTRAN's TRACER that allows cellular service providers and local Telcos to expand their coverage areas with wireless links;
- Total Access Optical Multi-service Platform (OMP), the industry's first open architecture, fiber- or copper-fed multi-service deployment platform.

"The CLEC market is dynamic and holds great promise for ADTRAN," said Bob Fredrickson, vice president for Telco Sales, ADTRAN. "We already focus considerable energy and resources in this arena, and are excited to partner with Walker and Associates, which has built a solid reputation and customer base among CLECs."

"The CLEC market is exploding with opportunity and Walker and Associates, Inc. is pleased to move ahead with ADTRAN to support the market's expanding needs," said Farely Davis, general manager of Walker and Associates, Inc. "ADTRAN's solid reputation as a leader in local loop and network equipment compliments Walker and Associates' strong presence in the emerging carrier markets."

There are more than two million ADTRAN-based local loops operating worldwide in two primary markets: Telco and customer premises equipment (CPE). The company is a major supplier of network digital communications equipment to Regional Bell Operating Companies (RBOCs), as well as to more than 1,300 independent telephone companies in the U.S., a large number of corporate end-users and a growing number of international customers. ADTRAN also provides custom-designed products for many well-known Original Equipment Manufacturers (OEMs).

About Walker and Associates

Based in Welcome, N.C., Walker and Associates offers total solutions (premier products, system integration and training) for integration of voice, data, and video systems.

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 cost.

0 According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Frame Relay/DDS, ISDN Extension and HDSL/T1 network and access markets. ADTRAN customers include the Regional Bell Operating Companies, GTE, domestic independent Telcos, corporate end users, international customers and original equipment manufacturers.

For more information, contact the company at 800 9ADTRAN (800 923-8726) or via e-mail at info@adtran.com. On the web, visit www.adtran.com.

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