

**ADTRAN Enters IP PBX Market; NetVanta 7100 Addresses Need for Underserved Small and Medium VoIP Market**

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HUNTSVILLE, Ala. - (BUSINESS WIRE) - March 6, 2006 - ADTRAN(R), Inc. (NASDAQ: ADTN), a leading supplier of IP-based networking solutions today announced that the company is expanding its Voice over IP (VoIP) portfolio by entering the customer premises-based IP PBX market with the launch of the NetVanta(R) 7100. It will initially address the North American IP PBX market, a market valued at more than \$3.5 billion according to IDC, but with a VoIP adoption rate by Small and Medium Business (SMB) currently of less than five percent.

"ADTRAN is leading the charge in the world of convergence, by offering a diverse set of solutions that address various segments of the overall VoIP market," stated ADTRAN President and COO Danny Windham. "From QoS-ready routers and switches, to Multi-Service Access Devices, to SIP-gateways for hosted PBX and IP Centrex applications, and now a new converged IP PBX, ADTRAN continues to deliver products SMBs need to increase their productivity and profitability."

"Small and medium businesses are finding that new converged voice and data solutions can maximize productivity while cutting communications costs," said Abner Germanow, Director, Enterprise Networks Research, IDC. "IDC believes communications solutions designed for this value-driven market represent a hotbed of innovation, as SMBs look to new forms of converged communications to drive growth and profitability."

ADTRAN's initial IP PBX offering will consist of the NetVanta 7100, a unique VoIP "office-in-a-box" solution that integrates voice, data, high-speed Internet and security functionality in a single, compact platform. This solution will be complemented by a full line of phones, including desktop, attendant consoles, and conference models as well as an IP SoftPhone for laptop/computer telecommuters and other accessories. Future plans include expanding this product offering to address larger enterprise customers, globalization of the product line, and the introduction of additional advanced features.

**About ADTRAN**

ADTRAN, Inc. is one of the world's most successful network access equipment suppliers, with an 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](mailto:info@adtran.com). On the Web, visit [www.adtran.com](http://www.adtran.com).

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