



ADTRAN Adds Walker & Associates as Total Access 3000 Supplier; Walker and Associates CLEC Customers Get Competitive Advantage With ADTRAN's Broadband Multiservices Platform

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--July 20, 1999--ADTRAN, Inc. (NASDAQ:ADTN), announced today the availability of its Total Access(TM) 3000 system through Walker and Associates, one of the country's largest CLEC equipment suppliers. The Total Access 3000 system is ADTRAN's broadband Carrier Class integrated access device.

"The Total Access solution enables service providers to offer multiple services from a single platform," said Steve Fields, Walker and Associates Vice President of Marketing. "Walker welcomes this addition to our product portfolio. It is exactly the type of system architecture our customers have been requesting."

By expanding its product offering with the Total Access 3000 system, Walker and Associates is offering its customers a high-density deployment platform that establishes a migration path to virtually any transmission technology, including HDSL, HDSL2, T1/FT1, ISDN, xDSL and Quad Fiber Optic. From its compact 6-inch tall chassis, the Total Access 3000 system is designed to provide more revenue-generating interfaces in less space. A carrier class device, the Total Access 3000 system integrates ADTRAN's industry-leading loop technologies into a single intelligent platform, all while meeting stringent central office regulatory requirements. With its modular design, upgrades are seamless and non-disruptive. And, perhaps most compelling, the Total Access 3000 can cost even less per circuit than a single-service system.

"ADTRAN is dedicated to developing solutions like the Total Access 3000 system that are specifically beneficial to the emerging carriers," said Tom Stanton, Vice President and General Manager of the ADTRAN Carrier Networks Division. "Through this partnership with Walker and Associates, ADTRAN has greatly expanded the path for delivering those solutions to the market."

About Walker and Associates

Walker and Associates is a worldwide distributor of telecommunications products and services. Along with a product base from more than 200 suppliers, Walker specializes in integration, custom kiting, inventory management, and engineering support. Based in Welcome, North Carolina, Walker has been a privately held company since its inception in 1970. Please visit Walker and Associates on the World Wide Web at www.walkerassoc.com.

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 carrier network and enterprise markets, 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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