



NEWS RELEASE

ADTRAN Appoints Charles Marsh as Senior Vice President of Global Sales

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Telecommunications expert to bolster ADTRAN's global presence and assist carriers in creating next-generation networks

HUNTSVILLE, Ala.--(BUSINESS WIRE)--Feb. 27, 2017-- **ADTRAN®**, Inc., (NASDAQ:ADTN), a leading provider of next-generation open networking solutions, announced that Charles Marsh has been appointed as senior vice president of global sales. Marsh brings extensive sales experience working with large, incumbent service providers, leading cable operators and innovative rural carriers that are changing lives in their communities. He has served in a variety of executive positions in the technology industry. His software and sales leadership enhances ADTRAN's continuing efforts to bring the solutions and technologies to market that network operators require to elevate, expand and improve the high-performance services and applications needed to move their businesses forward.

"Charles brings experience and insight to ADTRAN, including expertise in global business strategy creation and planning, alliance development and business software operations," said Thomas R. Stanton, chief executive officer and chairman of the board, ADTRAN. "ADTRAN will benefit greatly from Charles' leadership and vision in building strategies for the future, as he will play a key role in ensuring we are meeting the needs of all of our customers across the globe."

Before joining ADTRAN, Marsh served as the managing director for Xura. Prior to that, Marsh held a variety of different leadership and sales roles for several leading technology companies, including vice president of sales for the Americas for Hewlett Packard Enterprise and as president of American sales for Alcatel-Lucent, now Nokia. Marsh is well versed in the technology and trends of the telecommunications industry, and will play a fundamental

role in ADTRAN's commitment to helping carriers in defining the future network.

"ADTRAN is at the forefront of the global telecommunications industry in technology, thought leadership and its sales organization," said Marsh. "I look forward to fully supporting and expanding on the foundation the company has built to-date, lending my knowledge, experience and strategic relationships as the market moves toward a more nimble, scalable framework for service development and delivery."

About ADTRAN

ADTRAN, Inc. is a leading global provider of networking and communications equipment. ADTRAN's products enable voice, data, video and Internet communications across a variety of network infrastructures. ADTRAN solutions are currently in use by service providers, private enterprises, government organizations, and millions of individual users worldwide. For more information, please visit www.adtran.com.

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