



NEWS RELEASE

ADTRAN Boosts Flexible, Cloud-Managed Wi-Fi Service Delivery in Europe

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Launches new offering in Europe, empowering partners to quickly and easily launch business-class managed Wi-Fi services

MUNICH--(BUSINESS WIRE)--Jun. 17, 2015-- **ADTRAN®**, Inc. (NASDAQ:ADTN) today announced the launch of ADTRAN ProCloud Plus managed Wi-Fi service in Europe. The expanded **cloud-managed networking services portfolio** provides service providers, Value Added Resellers (VARs) and managed service providers (MSPs) with secure, cloud-managed Wi-Fi, hosted in geographically diverse data centres within Europe. The expanded offering builds upon ADTRAN's ProCloud partner managed service by giving partners the option of offloading Wi-Fi management activities to a team of ADTRAN experts based in the company's European Network Operations Centre.

The demand for cloud-based services is experiencing exponential growth in Europe and other markets as more businesses look to improve operational efficiencies, reduce CAPEX and devote more resources to achieving corporate goals. Globally, **IDC estimates** more than 65% of enterprise IT organisations will commit to hybrid cloud technologies before 2016.

ADTRAN empowers its partners to address this growing demand for cloud-based services with the industry's most flexible portfolio of cloud-managed service options. The ADTRAN ProCloud service model enables service providers and resellers to customise, deliver and manage their own services, while the ProCloud Plus model offloads 24x7 management activities to ADTRAN. Partners can seamlessly migrate between each model if and when changes are needed.



“ADTRAN ProCloud service has expanded our opportunities to become a managed service provider for Wi-Fi because deployments are faster and easier, and customers are assured of their cloud data jurisdiction. The introduction of the ADTRAN ProCloud Plus level of service allows us to select the best option for our business and customer needs. Should those needs change, our customers can migrate to a different service model without penalty or loss—and that capability adds unlimited value to the network,” said Andy Stevens, Managing Director, Nouveau Solutions Ltd.

“ADTRAN continues to build an innovative solution and service portfolio to address unique needs throughout this region,” said Dr. Eduard Scheiterer, senior vice president and managing director of international markets at ADTRAN. “ADTRAN ProCloud Plus service is the first of many new developments in this initiative. We are offering service providers and VARs alike the ability to offload management activities, gain effortless flexibility in accommodating changing deployment scenarios and sharpen their competitive edge.”

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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