



NEWS RELEASE

ADTRAN Equips MSPs with Unmatched Range of Enterprise Solutions to Deliver the Network as a Service

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Addition of Gigabit-class equipment and management of voice and data services to ProCloud Subscription Services offers providers even more recurring revenue streams

HUNTSVILLE, Ala.--(BUSINESS WIRE)--Aug. 10, 2016-- **ADTRAN®**, Inc., (NASDAQ:ADTN), a leading provider of next-generation open networking solutions, today announced the expansion of its **ProCloud Subscription Services** with the addition of its Gigabit routers, IP business gateways and Session Border Controllers (SBCs), increasing its cloud-managed services portfolio to offer affordable rental of carrier-class equipment and associated managed services. ProCloud Subscription Services empowers Managed Service Providers (MSPs) with the industry's widest range of wired and wireless managed voice and data services to support network demands, whether for businesses, government or other enterprise organizations. ADTRAN's MSP partners can now easily deliver and scale business-class hosted VoIP services to support their customers' ability to compete in today's global, data-driven marketplace while generating new revenue streams for their own business.

"The addition of voice and data solutions to ADTRAN's ProCloud Subscription Services presents us with a truly robust service offering, one that advances our ability to manage across all wired and wireless network needs for our customers and support the bandwidth, devices, cloud applications and high-quality voice services they need to succeed," said Mark Machan, division manager, VIP Voice Services. "The subscription services approach continues to reinforce a real partnership with our customers—we can quickly turn up new cloud-managed services and provide them the ability to offload time-consuming network management activities to us."

Developed to address the flood of data services flowing into the enterprise and mitigate the resulting IT challenges, ADTRAN's ProCloud Subscription Services provides MSPs with a unique set of tools to grow their business by streamlining service introduction, management and upgrades for current and new customers. The newly added voice and data solutions also enable MSPs to meet the new standard of Gigabit broadband necessary to support increasing bandwidth demands and a more expansive set of end users, as well as achieve high-quality voice services. ADTRAN's voice quality monitoring helps MSPs ensure they deliver high quality-of-service to the end user while providing granular analytics to manage that service.

"ADTRAN continues to drive innovation into its solutions portfolio in order to meet the needs and demands of our customers, and the latest advancement of our ProCloud Subscription Services portfolio is a direct reflection of that. Our monthly subscription portfolio is unmatched in offering such a wide variety of wired and wireless networking solutions on one platform," said Meggin Sawyer, VP, business solutions and cloud services, ADTRAN. "We will continue to expand this unique service offering to meet the needs of future networking demands and further help MSPs drive new revenue streams."

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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