



NEWS RELEASE

MetTel Boosts Managed Service Portfolio with ADTRAN Bluesocket vWLAN

2015-03-04

Managed service provider enables new revenue opportunities in growing managed Wi-Fi market

HUNTSVILLE, Ala.--(BUSINESS WIRE)--Mar. 4, 2015-- **ADTRAN®**, Inc., (NASDAQ:ADTN), today announced that MetTel, a leading communications solutions provider for enterprise businesses, is leveraging the ADTRAN **Bluesocket** virtual WLAN (vWLAN®) solution to expand and strengthen its managed services portfolio. With the vWLAN solution as the foundation of its managed Wi-Fi service, MetTel is able to extend other service offerings over the platform's access points (APs) to gain more granular control of service quality. ADTRAN is strengthening its 11-year relationship with MetTel by empowering the company to build a flexible, secure and scalable portfolio that supports unique application layers while providing the opportunity to increase the value of their current products.

Businesses are migrating to cloud-managed services in order to offload IT management burdens while still enjoying the benefits of a scalable and reliable network. In fact, IDC predicts that **this market will reach \$2.5 billion by 2018**. By offloading these activities, businesses can free up internal resources to focus more attention on core business objectives. MetTel has seen a noticeable increase in demand for managed and hosted Wi-Fi service, especially in the retail and healthcare verticals where more and more daily business transactions and customer interactions are going mobile. The ADTRAN Bluesocket vWLAN solution enables MetTel to package the offering with other data, mobility and telecom applications to develop unique, valuable service packages to fit any type of business.

"As a leading provider of customized, integrated and managed communications solutions for enterprise customers, MetTel is keenly aware of the role Wi-Fi will play as a technology enabler to higher level applications as well as a business enabler via real-time user information in retail environments. Many of MetTel's customers have multiple

locations and don't have the staff and/or time for continuous network maintenance and monitoring across disparate systems, particularly as their internal business units are pressing the IT departments for analytic applications that provide actionable business and customer insights," said Ed Fox, vice president of network services at MetTel. "Every installation is unique and ADTRAN's solution provides the flexibility and scalability needed to ensure we're able to modify and optimize on the fly to quickly meet each customer's needs. We are particularly impressed with the plug and play nature of the access points so that customers are up and running in no time."

"ADTRAN is empowering our service provider partners to participate in the exploding cloud-managed Wi-Fi services market. By helping them rapidly deploy multiple customers across their entire footprint, our partners are monetizing Wi-Fi and leveraging new revenue streams from their vWLAN infrastructure," said Todd Lattanzi, director of product management for ADTRAN's Enterprise Networks Division. "With a centralized, highly available platform providing the foundation for managed Wi-Fi, service providers can also deliver additional, unique over-the-top Wi-Fi services like user and network analytics that enable businesses to more richly understand their customers."

About MetTel

MetTel is a leading provider of customized, integrated and managed communications solutions for enterprise customers. By converging all communications over a proprietary network, MetTel enables enterprise companies to easily deploy and manage technology-driven voice, data, wireless and cloud solutions nationwide. With one of the most comprehensive service offerings in the industry, the highest quality customer care and project management and the ability to completely manage, maintain and secure your communications needs, our portfolio of customer-centric solutions boosts enterprise productivity, reduces costs and simplifies operations. Combining customized and managed communication solutions with a powerful platform of cloud-based software, the company's MetTel Portal® enables customers to manage their inventory, usage, spend and repairs from one simple, user friendly interface. MetTel is a PCI DSS V3.0 Level 1 compliant solution provider. MetTel was founded in 1996 and is headquartered in New York City. For more information visit www.mettel.net or contact us at 877.963.8663. MetTel. Smart Communications Solutions.™

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.

Source: ADTRAN, Inc.

Connect2 Communications for ADTRAN

Ashley Baster, 919-435-9112

ashley@connect2comm.com