

# MANAGED SERVICES MADE EASY

## ProCloud Subscription Services



### Grow Your Business, Grow Your Revenue

- **Network Equipment Rental**  
A monthly OPEX model where you have no capital investment in service equipment.
- **Technology Refresh**  
Option to upgrade all currently subscribed customers to the latest technology like clockwork.
- **Predictable Monthly Revenue**  
Service model that facilitates stable payment and sticky customers.
- **Pay as You Grow Model**  
Easy service scalability allows you to align customer costs with consumption.

### Unmatched Solutions, Unbeatable Partnership

For over 30 years, ADTRAN has partnered with the world's largest service providers to offer reliable, carrier-class solutions that are continually defining the future network. ADTRAN monthly subscription options offer the ability to deliver customers a complete, worry-free managed network as a service.

ProCloud Subscription Services combine our enterprise-class equipment and software management under a simple monthly subscription, with no capital expenditure for network equipment. Bundled with existing services in your portfolio, these services enable your customers to rent a state-of-the-art network at a fraction of the cost of buying one.

### Full Range of Wired and Wireless Managed Voice, Data, Security, and Analytics Services

ADTRAN offers the broadest range of enterprise-class solutions available as a service for all your customers' networking needs. You can help your customers address today's highest networking priorities.

Network management capabilities comprise a host of tools and applications to conduct real-time device monitoring and manage overall network health. These include automatic configuration and backup firmware management and many other advanced, yet easy-to-use tools and interfaces.



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## ProCloud Subscription Services Suite

ADTRAN's ProCloud Subscription Services Suite makes managed services easy, by bringing together best-in-breed cloud-based business applications in a central place without the hassle of having to work with multiple vendors and platforms. This includes the following over the top (OTT) applications that represent the next evolution in technology delivery:



### ProCloud Network Management

Provide your customers with a state-of-the-art network as a service, while you develop recurring revenue streams. ProCloud Network Management combines enterprise-class equipment and software management under a simple monthly subscription.

- 802.11ac Wi-Fi Access Points
- Ethernet Switches
- Gigabit Routers
- Session Border Controllers
- Voice Gateways



### ProCloud Security

With ProCloud Security services, delivering security applications to your customers quickly and effectively has never been easier. Our cloud-based solutions enable you to easily offer your customers the level of control and protection they need.

- ProCloud Web Filtering Powered by TitanHQ
- ProCloud Spam Filtering Powered by TitanHQ



### ProCloud Unified Communications

ProCloud Unified Communications empowers you to take advanced business communications applications to market as your branded service quickly, simply and profitably. It is a fully managed, scalable, end-to-end solution with minimal upfront investment.

- ProCloud UC Powered by BroadSoft



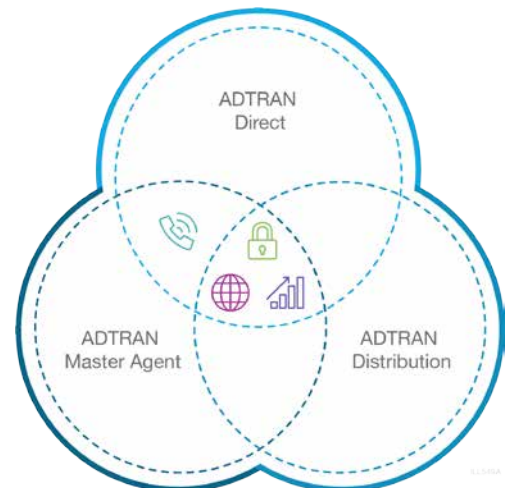
### ProCloud Analytics

ProCloud Analytics gives you the tools to help your customers leverage their network data to the fullest. With our cloud-based analytic services, you can provide customers valuable user insight, while producing more recurring revenue streams for your business.

- Customer Insights Powered by Purple

## Managed Services Your Way

ADTRAN managed services offer tremendous flexibility and are available for partner sales under either a monthly subscription-based model or as traditional resale offerings.\* Providers have the options of buying direct from ADTRAN\*\*, working with one of our Master Agent partners, or buying through channel distribution.



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\* Select managed network solutions and cloud-based business applications available.  
\*\* Certain partner terms and conditions apply