

Why Buy **CLOUD CONNECTIVITY**

Solutions that provide Enterprises with high performance, secure and reliable connectivity to the public and/or private cloud.

Solutions Snapshots

Market Leading IP Business Gateway and Access Router Platforms

From growing an existing converged services customer base to transforming the network for new service offerings, you need affordable solutions for converged voice, data, and Internet services that let your customers focus on their core business, not the network. ADTRAN products are installed in the networks of many major carriers worldwide. We offer a breadth of converged access products for flexible, reliable VoIP connectivity with room for future growth. Our IP business gateways, integrated access devices, multiservice routers, switches, and IP telephony platforms are engineered to reduce VoIP implementation costs for carriers and business users. With multiple standard, premises-based configurations that make it easier for carriers to implement and support IP service offerings, ADTRAN makes the economics of VoIP work for both carriers and SMBs.

eSBC Functionality

ADTRAN delivers Enterprise Session Border Control (eSBC) across multiple IP business gateway and access router platforms. Our industry leading software functionality gives us a unique position to upgrade existing equipment in the field eliminating the burden of forklift upgrades and the expense of hardware re-certifications.

ADTRAN's eSBC:

- Helps seamlessly migrate from legacy communication services to newer, more modern technologies
- Provides carrier interoperability to your existing communication equipment for quicker service installation
- Delivers VoIP security to protect your network

Gigabit and Fast Ethernet Switching

ADTRAN provides a full line of powerful, business-class Ethernet switching solutions for all your network needs. Perfect for SMB and multi-site enterprise networks, NetVanta Ethernet Switches address today's highest networking priorities from bandwidth expansion and VoIP migration, to network security and wireless LANs. Choose from managed Fast Ethernet, Power over Ethernet, or Gigabit Ethernet product lines. Our Ethernet switches include innovative features such as:

- Wi-Fi* access controller supports wired and wireless networks from a single platform
- Port Scheduler allowing ports to be enabled/disabled based on time of day or probes
- TCL scripting to automate configuration task Integrated DHCP server perfect for VoIP deployments
- Switch security audit scans switch configuration and offers suggestions of how to improve network security

Voice and Video IP Endpoints

ADTRAN offers SIP-enabled phones designed to address the growing demand for VoIP technologies in small businesses up through multi-site enterprises. ADTRAN phones offer an affordable and standards-based solution that delivers unsurpassed quality and performance. ADTRAN's extensive line includes:

- IP endpoints supporting the migration of users from desktop voice to video with no forklift upgrade of their existing equipment
- Covering every user in your organization – from basic phone applications up through your business conference room

ActivReach Technology

ADTRAN's ActivReach Ethernet Technology breaks down existing cabling and distance constraints and unlocks the power of Ethernet to support all grades of wiring – CAT5, CAT3 or legacy copper. This technology also extends reach beyond limits of standard Ethernet – up to 1,200 feet without the need for fiber, repeaters or additional switch infrastructure. Delivers 10/100 Mbps voice, data and even Power over Ethernet (PoE) over existing cabling.

Solution Overview

ADTRAN solutions are currently in use by every major U.S. service provider and many global providers, as well as by many public, private, and governmental organizations worldwide. Our breadth of IP access routers and IP business gateways provide the flexibility required to fit your network today, and in the future. Combine these products with our complete line of Ethernet switches and IP endpoints to create total solutions for business connectivity that your customers demand. While many of our competitor's comparable solution sets are going end-of-life, ADTRAN continues to innovate with both products and features:

- Carrier-class voice and data gateways provide communication service flexibility in the industry's most cost effective platforms
- eSBC for superior interoperability and security
- Innovative switching technologies such as ActivReach to extend the reach of Ethernet 3X while using legacy in-building cabling
- Next generation IP voice and video endpoints deliver a superior user experience

ADTRAN, the Company of Choice

ADTRAN is the global leader in public and private connectivity with a 25-year history of connecting businesses to cloud-based applications and services. ADTRAN has continually designed and provided innovative solutions to deliver maximum bandwidth and availability through this time of service migration. As a result, ADTRAN is the most deployed vendor by carriers for bundled business services.

- **Financially Strong and Stable:** ADTRAN has a long history of profitability and financial stability delivering an unrivalled piece-of-mind when choosing an equipment provider that can stand the test of time.
- **Extensive Communications Expertise:** ADTRAN has been delivering solutions to many of the largest communications companies in the world for over 25 years. Our position as a supplier of choice gives us a unique perspective and view of where the industry is going, enabling us to deliver the right technologies at the right time.
- **Robust Solutions:** ADTRAN offers a premier portfolio of more than 1,700 high-speed network access products and communication devices; from demark to desktop and anything in between. Providing a single-source for everything networking.
- **Market Leader:** ADTRAN continues to hold market leading positions across product families and markets.
 - 85% of all Tier 1 North American Service Provider service bundles are deployed with ADTRAN.
 - 75% of North American Tier 2, CLEC and 50% of MSO business service bundles are deployed with ADTRAN.
 - ADTRAN excels in Business Voice connectivity and is the global leader in Voice over IP access and Session Initiated Protocol (SIP) trunking with 50 % market share in the world enterprise media gateway market. (Frost and Sullivan)
- **Quality and Reliability:** ADTRAN is committed to

providing customers with dependable, cost effective, on-time products and services. With both ISO 9001 and TL9000 certifications, we maintain extensive in-house labs for reliability, component, and compliance testing all in the name of customer satisfaction.

- **Warranties:** With industry-leading warranties, ADTRAN stands behind its products providing you the peace of mind when making capital investments.
- **Support and Services:** ADTRAN Custom Extended Services (ACES) deliver customer support combined with complete installation and maintenance services designed to fit your organizations needs, from essential network deployments and support, to highly customized applications.
- **Commitment to R&D:** Rapidly changing technologies, evolving industry standards, changing customer requirements, and continuing developments in telecommunications service offerings characterize the markets for ADTRAN products. As a result, ADTRAN continues to make significant investments in product development.
- **Industry standards:** ADTRAN is an active participant in numerous standards organizations and has been recognized as a significant contributor in the development of worldwide standards for many technologies.



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ADTRAN is an ISO 9001, ISO 14001, and a TL 9000 certified supplier.

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