

Winning with ADTRAN

Promo Details

- Effective date of promotion is June 1–December 31, 2011
- Claim free phones by completing the claim form on the back
- Proof of purchase required.
- Full offer details are located at www.adtran.com/team
- Trade-In offers may not be combined with any other special pricing or offers.
- If you have questions, contact channel.sales@adtran.com

Eligible Part Numbers for Trade-In Offer One

- NetVanta Business Communications System: 1951050SAG1
- IP 706 6-line Phone: 1200769E1#B
- IP 712 12-line Phone: 1200770E1#B

Eligible Part Numbers for Trade-In Offer Two

- NetVanta Enterprise Communications Server: Part Number Based on Software Licenses
- IP 706 6-line Phone: 1200769E1#B
- IP 712 12-line Phone: 1200770E1#B



The Perfect Play for 3COM NBX-VCX Resellers

ADTRAN offers the perfect play for former HP NBX-VCX resellers with a special incentive package that includes:

- Enter the ADTRAN ADvantage Partner Program at an advanced level
- Receive two free seats in our ADTRAN Technical Support Professional certification training (\$3,200 value)
- 75% discount on the NetVanta Unified Communications Appliance Solution demo kit
- Free Not-for-Resale Copy of our NetVanta Unified Communications Server Solution software
- Free remote installation assistance on first two units sold, provided by ADTRAN Custom Extended Services (ACES)
- Free configuration review for first two installation projects, provided by ACES

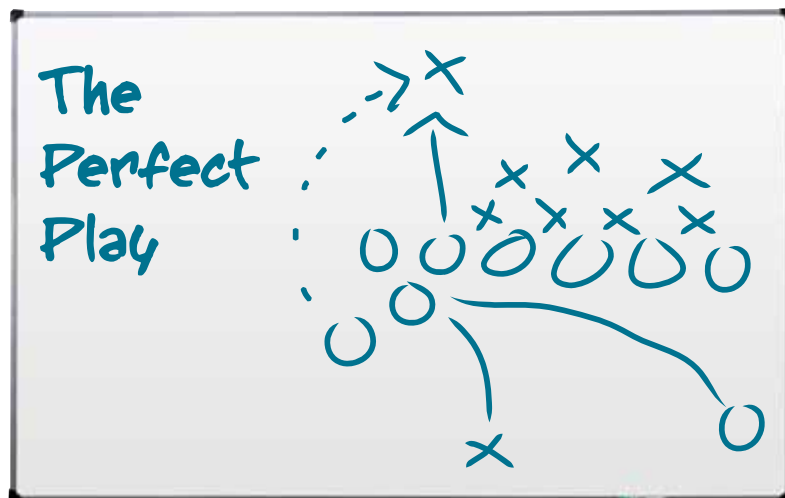
Two Special Trade-In Offers for 3COM NBX-VCX Resellers

Trade-in Offer 1: Up to 20 Free ADTRAN IP Phones

Replace your customer's existing 3COM NBX or VCX with a NetVanta® Business Communication System and ADTRAN® will provide a free IP phone for each 3COM phone replaced, up to 20 phones!

Trade-in Offer 2: Buy One ADTRAN IP Phone and Get One Free

Replace your customer's existing 3COM NBX or VCX with a NetVanta Enterprise Communication Server solution and you're eligible for one free ADTRAN IP Phone for every one purchased!



The Perfect Play Claim Form

Partner Company Name: _____

Contact Name: _____ Phone: _____

Address: _____

Trade-in Offer 1:

Replace 3COM NBX or VCX with a NetVanta Business Communication System and ADTRAN will provide a free IP phone for each 3COM phone replaced, up to 20 phones!

End User Customer: _____

3COM NBX or VCX Product Replaced

Model Name: _____ Quantity: _____

Model Name: _____ Quantity: _____

3COM Phones Replaced

Model Name: _____ Quantity: _____

Model Name: _____ Quantity: _____

Model Name: _____ Quantity: _____

Trade-in Offer 2:

Replace 3COM NBX or VCX with a NetVanta Enterprise Communication Server solution and you're eligible for one free ADTRAN IP phone for every one purchased!

End User Customer: _____

3COM NBX or VCX Product Replaced

Model Name: _____ Quantity: _____

ADTRAN Phones Purchased:

Model Name: _____ Quantity: _____

Model Name: _____ Quantity: _____

Rules for Offer

FAX or email invoices that show the required ADTRAN product purchases to **256-963-8794** or **channel.sales@adtran.com**

Effective date of promotion is June 1 - December 31, 2011. Last day to submit claim is March 15, 2012.