





For over 35 years, ADTRAN has partnered with service providers to build best-in-class access networks and world-class operations that scale to meet the needs of both today and tomorrow.

ADTRAN offers the industry's most comprehensive end-to-end fiber broadband solution that enables you to deliver amazing broadband experiences, build your brand and monetize your fiber investments.





#### **Fiber Access**

Innovative next-gen FTTH platforms that simplify multi-gigabit service delivery reducing time to market and increasing the addressable market.



#### **Fiber Extension**

Speed broadband coverage into hard-to-reach urban and rural locations with the broadest portfolio of gigabit fiber extension solutions.



#### **Connected Home**

Suite of next-gen, cloud-managed, adaptive mesh Wi-Fi solutions that extend the gigabit experience throughout the home.



#### Intelligent SaaS

Network monetization tools purpose-built for marketing, customer success, and operations teams to build a following of passionately loyal customers.



#### **Global Services**

Comprehensive services to speed time-to-market, maximize network performance and transform your vision to reality.



## Build for the Future with Multi-gigabit Fiber Access

Industry-leading portfolio of integrated, disaggregated, and remote fiber access solutions that are purpose-built to deliver and scale multi-gigabit broadband connectivity leveraging energy-efficient PON technologies. With ADTRAN's portfolio of multi-gigabit fiber access solutions, you can:

- Deliver Gigabit Broadband: Speed customer acquisition and time-to-revenue with cost-effective GPON-based residential gigabit services.
- Scale Gigabit Broadband: Simplify and reduce the risk your move to XGS-PON with innovative Combo PON technology to differentiate your service offering, grow ARPU and gain market share.
- Maximize ROI: Maximize the return on your fiber investment by supporting a full range of residential, municipal, enterprise, 5G backhaul, and rural broadband applications.

#### **GPON and XGS-PON OLTs**

Flexible, market proven, greater ROI











**50% Lower CapEx** 



20% More Gigabit Service Coverage



25% Longer Network Lifespan

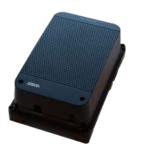


Future-proofed — 50G PON-ready



#### Fiber to the Building – Gfast

Gigabit services over copper or coax





#### **Gigabit Delivery over Wireless**

CBRS/Sub-6GHz and 60 GHz mmW mesh







Green Solution — 80% Lower Power Consumption per Gigabit Connection



3x Reach — Gigabit Services up to 1/3 of a mile (600m)



2x Capacity — Node Capacity 15+ Gbps



< 15-Minute Install — Intilligent, Self-organizing, and Self-healing Mesh mmWave





# Accelerate Rollout with Fiber Extension Technologies

Offer rapidly deployable, reliable connectivity in underserved, dense urban and rural markets at a comparable or lower price than fiber with ADTRAN's gigabit-capable fixed wireless solutions. ADTRAN's solutions enable:

- MDU Capture and Public Safety: Expand fiber connectivity and Gigabit service coverage in dense urban areas with mesh mmWave backhaul and access.
- Rural Broadband Expansion: Speed broadband expansion in remote or rural locations with mmWave and CBRS fixed-wireless solutions combined with existing fiber.
- 4G and 5G Densification: Multi-gigabit mmWave mesh fixed-wireless backhaul and access solutions speed 5G densification and offer faster ROI.



# Extend the Gigabit Experience Throughout the Multi-user Home

Deliver a robust, responsive Wi-Fi multi-gigabit connection to more devices simultaneously. Own the entire broadband experience to ensure an amazing broadband experience while also reclaiming additional monthly revenue that is often forfeited to third-party Wi-Fi companies. ADTRAN micro-ONTs and Service Delivery Gateways allow you to:

- Ensure a robust experience with an Al-driven, adaptive mesh Wi-Fi solution eliminating costly truck rolls and a significant portion of your customer care calls.
- Deliver multi-gigabit performance by offering the most advanced Wi-Fi solution supporting next-gen technologies OFDMA, MIMO, tri-band radios, and advanced processors.
- Deploy best-of-breed solutions via OpenSync<sup>™</sup> integration.
   As a result, you can curate, deliver and manage new differentiated smart home applications and devices.
- Deliver more value to your customers with a suite of smarthome services, including parental controls and home security, increasing ARPU and lifetime customer value.



#### **GPON and XGS-PON ONTs**

Indoor, outdoor, pluggable





#### Cloud-managed, Adaptive Wi-Fi

Multiple WAN options, Mesh Wi-Fi 6









Reduce Call Time by 4 minutes



Increase Monthy ARPU by \$10/sub



Self-Install
Savings — \$150





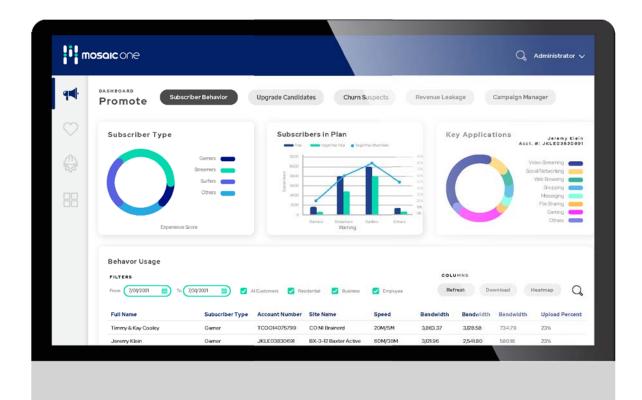
## Gain Passionately Loyal Customers

Optimize your business, elevate your brand via actionable intelligence drawn from subscriber insights and end-to-end network visibility. Leverage cloud-delivered, Software-as-a-Service (SaaS) applications that are purpose-built for marketing, customer success and operations teams. With ADTRAN Mosaic One you can:

- Boost ARPU and minimize churn by precisely targeting subscribers with the right offers at the right time via the right channel.
- Proactively address network issues, increase network capacity and minimize costly truck-rolls with plug-and-play installs and Al-driven network automation.

• **Trouble-shoot customer issues** with end-to-end network and subscriber device visibility, enhancing customer experience and Net Promoter Scores (NPS).







20% Higher Monthly ARPU



36 Point Increase in NPS



**27% Lower Churn** 



**67% Reduced Truck Rolls** 





### **Build Your Best Network**

Maximize your network investments with ADTRAN turnkey services to help you plan, build and extend your fiber access or fiber extension network. We provide the services and capacity to make deployments simpler, allowing you to generate revenue faster. Our services include:

- **Industry-Leading Engineering:** Streamlines network deployments from design to execution
- **Seamless Project Management:** Orchestrate resources and project data while seamlessly connecting team members and partners to the information they need.
- **Dedicated Logistics Team:** Ensures materials for your network build arrive at the right location and on time.
- Installation, Test, and Turn-up: An expert team that ensures efficient and effective network installation, with the capacity for future growth.





# Your Network with ADTRAN's Fiber Broadband Solution.

Industry's most comprehensive end-to-end solution

#### Fiber Access OLTs (GPON/XGS-PON)

Market-leading fiber access solutions simplify delivery of gigabit to homes, businesses and infrastructure backhaul.

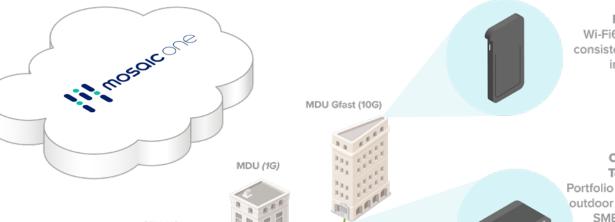
## Remote OLT (Microcabinet) Purpose-built, weather-hardened rural broadband access solution for low-density deployments.

CBRS/LTE Fixed Wireless
High-capacity (up to 3Gbps)
integrated CBRS/LTE nodes for
backhaul, rural broadband

and Private LTE networks.

#### **Network Insight and Optimization**

Cloud-delivered SaaS applications to manage all network operations and subscriber experiences, saving time, and delivering exceptional subscriber experiences.

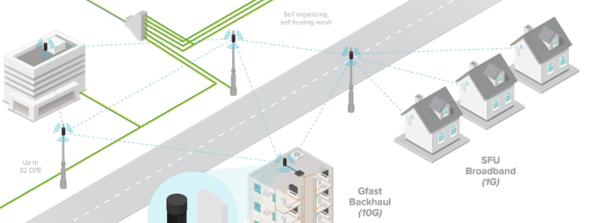


#### Residential Gateways Wi-Fi6 enabled gateways deliver

Wi-Fi6 enabled gateways deliver consistent, high-speed performance in congested networks.

#### Optical Network Terminals (ONTs)

Portfolio of 1-10Gbps indoor and outdoor ONTs for SFUs, MDUs, SMBs and enterprises.



#### 60GHz mmWave Fixed Wireless

Multi-gigabit mesh mmWave self-organizing, self-healing fixed wireless access and backhaul solution.

