



## EXECUTIVE BIOGRAPHY

**Michael Heffner**

**GM – Business Solutions  
Adtran**

Michael is a seasoned communications technology executive with over 30 years of experience. During this time, he has served in a variety of roles including R&D, Product Management, Product Marketing and Business Unit leadership.

Michael has extensive experience defining corporate strategy, business development, market and competitive analysis, pricing strategy, product lifecycle management (including Scaled Agile Framework (SAFe), DevOps and CI/CD methodologies), and new product introduction.

Serving in the roles mentioned above, Michael has specialized in several technology domains including cloud/edge compute, mobile communications (4G & 5G), network management, service assurance, and analytics at companies such as Nortel, Motorola, Tektronix, Tekelec, Oracle, ADVA and Adtran.