



Rural Telephone/Nex-Tech Selects the Calix B6 as Capacity Needs Grow

Clean migration path to VDSL2 accelerates broadband speeds for long-term customer in Kansas

LAS VEGAS, NV – November 2, 2011 – [Calix, Inc.](#) (NYSE: CALX) today announced that [Rural Telephone/Nex-Tech](#) has selected the Calix [B6 Ethernet Service Access Node](#) (ESAN) to deliver advanced voice, video and high-speed data services over VDSL2 to residential and business subscribers in western Kansas. A long-time B6 customer, Rural Telephone/Nex-Tech is deploying the new B6-256 line card to easily increase subscriber broadband rates in existing ADSL2+ service areas. Leveraging the new B6-256 VDSL2 and POTS combination (combo) card, Rural Telephone/Nex-Tech will nearly quadruple broadband capacity in the last mile while simultaneously increasing access network capacity with 10 Gigabit Ethernet (10GE). With the addition of the B6-256 line card to the [Calix Unified Access portfolio](#), Rural Telephone/Nex-Tech is able to quickly introduce VDSL2 into its service footprint by simply installing the card into existing B6 systems, requiring no additional equipment changes or capital expenditures.

Rural Telephone/Nex-Tech, a Calix customer since 2001, has continued to invest in its B6 network, adding new features and functionalities as a means to enhance service capabilities while increasing revenues. A winner of one of the largest Broadband Initiatives Program (BIP) Broadband Stimulus awards granted, Rural Telephone/Nex-Tech has been committed to bringing cutting-edge broadband services, both fiber- and copper-based, to its service area, keeping subscribers competitive in the global economy. With this latest B6 VDSL2 combo line card addition, Rural Telephone/Nex-Tech will take advantage of currently deployed systems to increase service capabilities without forklift upgrades.

“It is critical to the success of our communities and local businesses that they receive the same or better broadband services in rural Kansas as they would in any major city,” said Larry Sevier, CEO and general manager at Rural Telephone/Nex-Tech. “By introducing VDSL2 into the Rural Telephone/Nex-Tech network, we are able to easily leverage our existing copper infrastructure to deliver greatly increased broadband capacity to our customers. The B6-256 line card is not only aligned with our service strategy, it continues to validate our long-term investment in the B6 platform.”

Available for the one-, six- and 12-slot B6 chassis, the B6-256 line card is an essential component of a comprehensive hardware and software update. Flexible in its deployment options, the B6-256 combo card is ideal for existing deployments that require an increase in the bandwidth of traditional DSL technologies, as well as greenfield deployments that aim to provide an edge over competitive offerings. The B6-256 also delivers:

- Speeds of up to 100 Mbps
- Increased transport capacity to 10 gigabits per second (Gbps)
- Support for VDSL2 bonding and PTM

“Future-looking communications service providers like Rural Telephone/Nex-Tech understand the value of extending the life of their existing network assets and utilizing VDSL2 technology with 10GE uplink capabilities will rapidly increase the speeds they can deliver to subscribers,” said John Colvin, senior vice

president of North American field sales and marketing at Calix. “The B6-256 provides an elegant migration vehicle for our B6 customers to move to VDSL2 in a wide variety of deployment scenarios. Whether customers like Rural Telephone/Nex-Tech are leveraging an existing cabinet or moving into a new serving area, the B6-256 will help them meet service demands and keep their communities thriving.”

The B6-256 combo card was introduced and demonstrated to customers today at the Calix User Group Conference in Las Vegas, NV.

About Calix

Calix (NYSE: CALX) is a global leader in access innovation. Its Unified Access portfolio of broadband communications access systems and software enable communications service providers worldwide to be the broadband provider of choice to their subscribers. For more information, visit the Calix website at www.calix.com.

This press release may contain forward-looking statements that are based upon management's current expectations and are inherently uncertain. Forward-looking statements are based upon information available to us as of the date of this release, and we assume no obligation to revise or update any such forward-looking statement to reflect any event or circumstance after the date of this release, except as required by law. Actual results and the timing of events could differ materially from current expectations based on risks and uncertainties affecting the Company's business. The reader is cautioned not to unduly rely on the forward-looking statements contained in this press release. Additional information on potential factors that could affect Calix's results and other risks and uncertainties are detailed in its report on Form 10-Q for the fiscal quarter ended September 24, 2011, filed with the SEC on October 2, 2011, available at <http://www.sec.gov>.

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