



Calix Expands Fiber Access Leadership in 2011

Kicks off 2012 with introduction of new innovations to the industry's premier fiber access portfolio

PETALUMA, CA— February 8, 2012 – [Calix, Inc.](#) (NYSE: CALX) today announced continued momentum in the fiber access market with another record-breaking year in 2011, and introduced two new optical line terminal (OLT) cards to its [Unified Access portfolio](#). More than 70 percent of Calix's over 1000 customers globally are now deploying fiber access services across the B-Series, C-Series, and E-Series platforms and nodes and industry-leading portfolio of optical network terminals (ONTs). With the addition of the GPON-8x line card to the [E7-20 multi-terabit Ethernet Service Access Platform \(ESAP\)](#) and the B6-318 point-to-point gigabit Ethernet (GE) line card to the [B6 Ethernet Service Access Nodes \(ESANs\)](#), Calix customers now have powerful new gigabit passive optical network (GPON) and point-to-point GE solutions available to help them to transform their networks, their service offerings, and their business models. The North American fiber access leader in OLT port shipments for the last eight quarters (Infonetics Research), Calix was recently identified in the Infonetics Research report "Next Gen FTTH and PON Deployment Strategies: Global Service Provider Survey" as one of the top three FTTH vendors globally by 67 percent of the respondents.

"Calix was a clear choice for our new fiber project here in the Cayman Islands, as we wanted to ensure that we were working with the fiber access market leader and their superior technologies," said Jeremy Elmas, vice president of [WestStar TV Ltd.](#) "The E7-20 and the GPON-8x card will provide us with flexibility we need to bring advanced GPON as well as point-to-point gigabit Ethernet technologies and the capability to provide up to 1 gigabit per second (Gbps) of broadband service capacity to any subscriber on the network. The Calix equipment allows WestStar room to grow its product and service offerings for years to come, and, we look forward to working with Calix and bringing truly advanced broadband services to our subscribers."

Calix Fiber Access Innovations Provide New Paths Network Transformation

The two new line card additions to the Unified Access portfolio provide powerful new alternatives for driving new revenues, lower installed CAPEX, and lower ongoing OPEX for service providers:

- The [E7-20 GPON-8x](#) – With eight ports per card, the GPON-8x line card doubles the GPON port capacity of the E7-20 ESAP, allowing service providers to efficiently serve over 10,000 GPON subscribers from a single chassis at a 64-way split. The E7-20's two-terabit backplane and non-blocking throughput capacity combined with the company's [700GE family of ONTs](#) allows any of these subscribers to receive up to 1 Gbps of downstream or upstream capacity, enabling a vast array of potential service options.
- The [B6-318](#) – This card features advanced high-density point-to-point GE technology, with 24 compact small form-factor pluggable (CSFP) ports that can serve 48 subscribers per card with symmetrical high-speed data services up to 1 Gbps. The B6-318 seamlessly connects to the 700GE family of ONTs and features two industry standards 10 Gigabit small form factor pluggable (XFP) ports and two SFP+ 10GE/GE ports.

“With the continual introduction of new fiber access innovations, and the addition of ambitious new fiber-focused customers like WestStar TV, Calix continues to raise the bar in fiber access excellence,” said John Colvin, Calix senior vice president of North America sales and marketing. “Wireline service providers continue their march towards an all-fiber future, using the replacement of copper with fiber to implement powerful new business and service models. Calix is proud to be a key enabler of this transformation, and looks forward to continued acceleration of this trend in the years to come as our service provider customers deliver the most advanced broadband services to consumers and businesses across the globe.”

To learn more about the Calix Unified Access portfolio and the latest developments in Calix access innovation, visit Calix at Booth #125 at the NTCA Annual Meeting and Expo in San Diego, February 12-15.

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 transform their networks and 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 21, 2011, available at <http://www.sec.gov>.

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