



## Roger Weingarth Joins Calix As Vice President of Operations

*Calix continues to scale its 'simplified' business model to meet growing demand from telecom carriers*

March 31, 2003, PETALUMA, CALIFORNIA—Calix, a supplier of simplified services platforms designed to radically improve the economics of voice, data, and video service delivery for wireline carriers, today announced the appointment of Roger Weingarth as vice president of operations. In his new position, Weingarth will lead the company's ongoing initiative to scale its unique, vertically-integrated supply chain model to meet rapidly increasing market demand.

"From day one, Calix invested in its operational infrastructure while developing strong relationships with suppliers and partners to create an efficient and scalable business process," said Carl Russo, president and CEO for Calix. "With over 25 years of operations experience in the telecom field, Roger is the perfect candidate to lead the company's continuing efforts to scale our business model while continually improving quality and responsiveness."

Before joining Calix, Weingarth was president and CEO at Arista Networks, Inc. Prior to Arista Networks, Weingarth was president and COO at Optical Solutions, Inc. Weingarth has acted in senior management level roles in operations and quality assurance with Centron, Switched Network Technologies, and Network Systems. He also has held various management positions within ATT/NCR Corporation. Weingarth holds an MBA from the University of Minnesota and a BA from Bethel College. He is also certified by the American Production and Inventory Control Society in production and inventory management.

According to Mr. Weingarth, "Calix has applied laser-like coherence to improving carrier economics by simplifying the technology within the telecom access network and streamlining the supply chain. The result is a uniquely innovative business model that will create a durable telecom franchise."

The company's innovative, vertically-integrated manufacturing model dramatically reduces order cycle time, enhances scalability, and reduces inventory requirements for carriers. In addition, Calix has implemented state-of-the-art supply-chain technology enabling customers to design, configure, verify, order and track product shipments via a secure customer portal. In order to simplify network maintenance, all Calix products automatically include on-line and on-site support, a 5-year warranty, and advance replacement RMAs. Calix also has developed partnerships with a wide variety of ancillary solution vendors in order to ensure that carriers are able to rapidly deploy all network elements necessary to turn up margin rich new services.

**About Calix**

Founded in 1999, Calix is a privately-funded supplier of telecommunications infrastructure platforms designed to facilitate all aspects of voice, data, and video service delivery to business and residential subscribers for local exchange carriers of all sizes. Providing massive metallic and optical density, unprecedented system capacity and functional headroom, advanced management and provisioning software, and complete service flexibility, the Calix C7™ platform simplifies carrier access networks while infusing orders of magnitude more capacity and driving more value into service provider infrastructure.

To date, Calix has raised over \$260 million in capital, and shipped over 500 Calix C7™ platforms with over 50,000 ports to over 50 local exchange carriers across the U.S.

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