



## **Calix #1 in Broadband Loop Carrier Market**

*Attains 70% share in fastest growing access market segment according to Infonetics Research*

**JANUARY 21, 2004, PETALUMA, CALIFORNIA**—Calix today announced breakaway market leadership among suppliers of broadband loop carriers (BLCs), according to Infonetics Research data. Infonetics defines the BLC category, which represents a subset of the Calix C7 platform capabilities, as packet-based devices deployable in central office and remote terminal locations capable of supporting broadband interfaces on 100% of rated line capacity. BLCs represent the fastest growing segment of the DSL aggregation market, growing at 80% sequentially in the most recent quarter on a worldwide basis. During calendar Q3, 2003 Calix accounted for fully 70% of voice ports and 63% of DSL ports shipped on BLC platforms within North America.

According to Michael Howard, principal analyst and co-founder of Infonetics Research, "Calix has unquestionably carved out the leading position in this rapidly emerging market. Among all DSL aggregation platforms, the BLC category is the fastest growing and most strategic for carriers in terms of enabling the delivery of advanced new services, including broadband, Ethernet, DS3, SONET/SDH, and PON."

"The deployment of packet-based access platforms able to drive fiber deep into the service provider operating plant is accelerating," stated Carl Russo, Calix president and CEO. "When planning for the delivery of advanced data and switched video services, carriers are clearly benefiting from the simplicity, enormous system capacity, and integration-driven value of the Calix C7 platform."

The Calix C7 simplified services platform snaps into existing carrier networks providing a superset of BLC functionality including DSLAM, ATM aggregation, transport, and other network functions. Integrated IP capabilities and extremely high system capacity allow Calix customers to both migrate from circuit to packet-based networks and deliver switched video services over fiber and copper-based subscriber connections.

### **About Calix**

Calix is a leading supplier of telecommunications infrastructure platforms engineered 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 optical and metallic density, unprecedented system capacity and functional headroom, advanced management and provisioning capabilities, and complete service flexibility, the Calix C7™ platform has been deployed in over 100 service provider networks throughout North America.

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