



Calix Adds John Colvin to Senior Management Team

Cisco veteran joins Calix as vice president of North American Field Operations

APRIL 12, 2004, PETALUMA, CALIFORNIA—Calix today announced the addition of John Colvin to its executive staff as vice president of North American field operations. As Calix expands its ILEC customer base, Colvin will guide all customer-facing aspects of the business—including direct and indirect sales, customer support, and field marketing—in this vital new position. Colvin was most recently senior director of business development at Cisco Systems [NASDAQ: CSCO], where he helped drive overall sales strategy and portfolio direction in the global service provider market. Colvin joined Cisco in November 1999, via the acquisition of Cerent Corporation, and has held a variety of roles in service provider sales covering the optical and wireline networking spaces.

“As we accelerate our business ramp it is critical that we retain senior executives capable of managing our unique customer-focused organizational structure,” stated Calix president and CEO Carl Russo. “John’s proven track record with both mid-size and large telecom equipment companies, as well as his lengthy and successful experience addressing the needs of service providers, gives Calix exactly the right fit in rounding out our executive team.”

“I am truly excited to join a team that has enjoyed significant customer traction in an important market segment,” said Colvin. “With the evolution of service provider access networks from circuit to packet, narrowband to broadband and copper to fiber, Calix represents a potential breakaway opportunity in this rapidly growing space.”

Colvin has held numerous senior management positions during his twenty year career in the telecommunications industry. Prior to Cisco he served as director of national account sales for Cerent Corporation, where he was responsible for all ILEC and IXC accounts. Before Cerent, Colvin was AT&T account vice president at Alcatel [NYSE: ALA]; during his tenure with Alcatel he primarily focused on the transmission and cross-connect family of products. Colvin joined Alcatel through its acquisition of Rockwell International Corporation where he was a systems engineer. Prior to Rockwell, Colvin served as an engineer at NEC America where he was responsible for the development and introduction of next-generation transmission systems. Colvin earned his BSEE from Texas A&M University.

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About Calix

Calix is a leading supplier of telecommunications solutions designed to simplify all aspects of voice, data, and video service delivery to business and residential subscribers for local exchange carriers of all sizes. Providing extensive optical and metallic density, unprecedented access system capacity and functional headroom, advanced management and provisioning capabilities, and broad service flexibility, the packet-based Calix C7 platform has been deployed in over 110 service provider networks throughout North America. More information about Calix can be found at www.calix.com.

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