



Calix Conducts Large-Scale, Multi-Vendor IPTV / VOIP Demonstration with CalixCompatible Partners at USTA Telecom '04

Live Demonstration of Advanced, IP-based Voice, Video, and Data Services Will Be Among Largest Ever at Telecom Conference

OCTOBER 11, 2004, USTA Telecom '04 Conference, LAS VEGAS—Calix today announced that it will showcase, in conjunction with multiple CalixCompatible partners, a live demonstration of IP-based voice, data, and video service delivery at the USTA Telecom '04 conference. The demonstration, which will be among the largest ever held at the annual conference, includes service delivery solutions from Calix and several CalixCompatible partners. This public demonstration comes four months after Calix introduced the CalixCompatible solutions assurance program, a rigorous certification process designed to ensure interoperability among components from multiple vendors required to deliver advanced IP-based voice, data, and video services.

The live demonstration—which can be seen at USTA Telecom '04 booth #700—will include HDTV over ADSL2+, voice over IP (VOIP), video on demand (VOD) using the new bandwidth reservation protocol (BRP), and switched video services over both ADSL2+ and fiber to the premises (FTTP) broadband passive optical network (BPON). The ability to support standard and high-definition TV over ADSL2+, and switched video services over both ADSL2+ and FTTP, are particularly important to wireline service providers in the increasingly competitive battle with cable operators.

The following CalixCompatible suppliers will participate in the demonstration: Amino (www.amino.com), Entone (www.entone.com), i3 micro (www.i3micro.com), Games4TV (www.iacta.com), Myrio (www.myrio.com), Nortel Networks (NYSE/TSX: NT, www.nortelnetworks.com), Tut Systems (NASDAQ: TUTS, www.tutsystems.com), VidiTel (www.viditel.com), Vinci Systems (www.vincisystems.com), Wegener (www.wegener.com), Westell (NASDAQ: WSTL, www.westell.com), and Xavi (www.xavi.com).

“It is critical that wireline service providers be able to easily snap together the diverse set of elements required to deliver advanced IP-based services such as video,” said Calix video solutions marketing director Geoff Burke. “What we are showcasing here at Telecom '04 is proof that carriers can leverage the CalixCompatible program and its wide variety of partners to quickly come to market with a triple-play solution that raises the bar on the competition.”

The demonstration is part of a larger, nationwide educational program—the Calix Simplified Services Tour (SST)—that Calix and its partners are currently conducting around the country. The Fall 2004 SST, entitled *Advanced Services—From Concept to Reality*, walks service providers through the business, technology, and strategic issues that need to be addressed when rolling out advanced services such as IPTV and VoIP. This program, now in its fourth edition, has helped hundreds of wireline service providers significantly improve their ability to compete against cable and satellite operators by delivering advanced new services to their business and residential customers. Visit <http://sst.calix.com/sstfall2004.asp> for more information.

“While wireline service providers show significant interest in IP services such as VOIP, they are also concerned about how they can deploy this technology in production, service-critical networks,” said Scott Keagy, VOIP solutions marketing director at Calix. “This demonstration clearly shows that Calix and its partners can seamlessly deliver IP services today.”

In addition to the market-leading Calix C7 ultra-broadband loop carrier (UBLIC) platform, which supports both FTTP BPON and ADSL2+ subscriber connections, the demonstration is comprised of IP set-top boxes from Amino and i3 Micro; HDTV set-top boxes from Wegener; home gateways and VOD servers from Entone; video encoders from Tut Systems; middleware from Myrio; FTTP optical network terminals (ONTs) from Vinci Systems; ADSL2+ modems from Westell and Xavi; VOIP softswitches, media gateways, session initiation protocol (SIP) phones, and internet access devices (IADs) from Nortel Networks; video conferencing software from VidiTel; and TV-based gaming services from Games4TV.

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 capacity and functional headroom, advanced management and provisioning capabilities, and broad service flexibility, the packet-based Calix C7 platform has been deployed in over 130 service provider networks throughout North America. More information about Calix can be found at www.calix.com.

This press release contains 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 press 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. Actual results and the timing of events could differ materially from current expectations.

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