



Calix Showcases IPTV over FTTP and ADSL2+ at USTA Telecom '04

Market-leading Calix C7 Platform Enables Delivery of Identical Video Services Over Both Fiber and Copper

OCTOBER 11, 2004, USTA Telecom '04 Conference, LAS VEGAS—Calix today announced that it will demonstrate the simultaneous delivery of identical switched IPTV services over both fiber to the premises (FTTP) broadband passive optical network (BPON) and ADSL2+ from a single Calix C7 ultra-broadband loop carrier (UBLIC). The public demonstration showcases how service providers can market and operationalize identical packages of video services—employing the same headend, transport network, access platforms, middleware, and set-top boxes—to both fiber and copper connected subscribers. To date, most video services delivered over FTTP have been limited to radio frequency (RF) overlays in a cable-like approach that cannot be leveraged over the copper infrastructure and fails to take advantage of IP's inherent ability to integrate services.

Editorial Note: Calix will showcase the live demonstration at USTA Telecom '04 booth #700.

“Wireline service providers are in a hard-fought battle with cable operators for consumer information, communications, and entertainment spending,” said Frank Wiener, Calix vice president of field marketing. “This demonstration shows that carriers no longer have to view access media as yet another variable in the video services delivery equation. Service providers will be able to offer IPTV over both FTTP and ADSL2+ from the same central office (CO) or remote terminal (RT) based Calix C7 platform. Service providers can thus leverage video marketing efforts over larger subscriber footprints and benefit from the operational efficiencies created by utilizing a single platform in all deployment scenarios.”

“The ability to simultaneously run IPTV over different types of access media lets wireline service providers market video services immediately—and begin taking market share from cable operators,” said Teresa Mastrangelo, broadband access program director with industry research firm RHK. “The Calix C7 UBLIC platform permits wireline service providers to retain the utility of a majority of their capital investment and marketing efforts as they migrate to FTTP.”

The demonstration also employs solution elements from several CalixCompatible partners, including Amino (www.amino.com), Entone (www.entone.com), Games4TV (www.iacta.com), i3Micro(www.i3microl.com), Myrio (www.myrio.com), Tut Systems (NASDAQ: TUTS, www.tutsystems.com), Vinci Systems (www.vincisystems.com), Westell (NASDAQ: WSTL, www.westell.com), and Xavi (www.xavi.com). These partners are among the approximately 50 industry-leading suppliers that are partnering with Calix to enable ‘snap together’ deployment of the elements comprising advanced, IP-based voice, data, and video services.

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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