



Calix Raises the Bar with Advanced Video Services at TelcoTV

*Live, Multivendor Showcase to Feature IPTV over FTTP and ADSL2+,
VOD, and HDTV over ADSL2+*

NOVEMBER 16, 2004, ORLANDO, FLORIDA—Calix announced that it will conduct a large-scale, multivendor showcase at TelcoTV of the most advanced video services deployable today. The mix of video services being demonstrated, which incorporates solutions from fifteen CalixCompatible partners, significantly expands the array of information, communications, and entertainment offerings marketable by RBOCs, ILECs, and IOCs. This demonstration shows how the competitive landscape is shifting in favor of wireline service providers, especially when coupled with voice over IP (VOIP) and tiered internet access services deployable over ultra-broadband access networks.

This public demonstration comes five months after Calix introduced the CalixCompatible solutions assurance program, a rigorous certification process designed to ensure interoperability among the multiplicity of components required to deliver advanced IP-based voice, data, and video services.

The demonstration, which can be viewed at booth #729, will include the following video services:

1. The simultaneous delivery of identical IPTV streams to both fiber- and copper-connected subscribers from the same Calix C7 platform. Supporting both fiber to the premises (FTTP) broadband passive optical network (BPON) optical line terminal (OLT) blades and ADSL2+ blades, the Calix C7 allows service providers to aggressively market identical video packages to subscribers with dissimilar access media.
2. The delivery of HDTV over ADSL2+ using both MPEG-2 and Microsoft's (NASDAQ: MSFT) Windows Media 9. ADSL2+ allows service providers to begin marketing high definition content as a component of their video lineups by providing a significant increase in capacity—as much as 15–20 Mbps downstream.
3. Video on demand (VOD). New, standards-oriented, IP-based protocols enable VOD servers and video middleware to interact with the access network in order to query and reserve bandwidth for VOD sessions. This capability allows services providers to market VOD services with the assurance that quality of service (QOS) will be maintained at levels they are accustomed to.

“This demonstration shows that the full range of video services deployable over fiber- and copper-based access networks is moving beyond what traditional cable and DBS operators are able to market,” said John Colvin, Calix vice president of field operations. “Especially with IPTV over FTTP and DSL—representing a significant improvement over RF video approaches—the economics and interoperability of these solutions has reached the point where they are truly deployable in scale.”

In addition to the Calix C7 ultra-broadband loop carrier, the following CalixCompatible partners will participate in the demonstration: Amino (www.amino.com), Entone (www.entone.com), i3 micro (www.i3micro.com), Games4TV (www.iacta.com), Interphase (www.interphase.com), Minerva Networks (www.minerva.com), Myrio (www.myrio.com), Nortel Networks (NYSE/TSX: NT, www.nortelnetworks.com), Thomson (NYSE: TMS, www.thomson.net), 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).

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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