



Calix Ships FTTP OLT Line Cards for C7 Multiservice Platform

Deployed Footprint of Calix C7s Represents Capacity for over 5 Million FTTP Subscribers

MARCH 1, 2005, PETALUMA, CA—Calix today announced the availability of standards-based broadband passive optical network (BPON) optical line terminal (OLT) line cards for the Calix C7 multiservice platform. The Calix approach to FTTP—simply adding a card to existing systems—represents an enormous stride forward for service providers who are minimizing risk and maximizing flexibility as they evolve their access networks toward a more service-rich, ultra-broadband future. To date, over 150 North American service providers with approximately 22 million access lines have deployed more than 4,500 C7 platforms and 750,000 ports into production network infrastructure. This fully operationalized footprint represents capacity for over two million ADSL2+ subscribers or more than five million FTTP BPON subscribers.

Service providers are able to integrate support for FTTP BPON in the same Calix C7 platform that delivers ADSL2+, thus substantially mitigating the risks inherent in deploying new technology. A fully loaded Calix C7 supports twenty dual-port, G.983-compliant cards for a total of 40 BPON OLT ports driving 1,280 ONTs in an 8-RU form factor. As many as five compact, high capacity C7s can be housed in a single seven-foot equipment rack, yielding 200 OLT ports and 6,400 ONTs per rack. Service providers can also install the new FTTP BPON line units in Calix outdoor cabinets, which range in size from 20 OLT ports / 640 ONTs to 240 OLT ports / 7,680 ONTs. No other offering on the market today offers comparable capacity or deployment flexibility in a single enclosure.

According to Matt Davis, director of broadband research with The Yankee Group, "The telecom access network is currently undergoing a radical and rapid transformation: a mix of fiber (BPON, GPON, and Gigabit Ethernet) and copper (ADSL2+ and VDSL2), a variety of deployment alternatives (central office, remote terminal, collocation), and an array of services (VOIP, IPTV, tiered Internet access) all compel providers to deploy flexible, small form-factor platforms with tremendous of capacity. The Calix C7 is such a platform."

With 200 Gbps of backplane capacity, the Calix C7 is well positioned to facilitate the migration from BPON to GPON and active optical approaches from a system that also provides transport functionality and the slot capacity for eventual migration to 10 Gigabit Ethernet trunking and services. With this level of capacity, the new FTTP line card lets providers use the C7 to deliver identical service bundles—including IPTV, HDTV, and VOD—to both fiber- and copper-connected subscribers.

Added Tom Corker, vice president and general manager of the Calix Access Products Business Unit, "We're finally seeing the telecom access network evolve to the point we targeted for the C7: burgeoning fiber deployments in parallel with continued—even accelerating—deployment of

broadband copper. These developments are all focused on a single overarching objective: deliver more and better services to business and residential subscribers and compete more effectively against cable incursions.”

Interoperability Speeds Carrier Deployments, Revenue

A key factor in Calix’ strong deployment record to date is its commitment to providing carriers with a total solution through its CalixCompatible program. The CalixCompatible program offers carriers pre-tested, end-to-end solutions that can be readily deployed in production networks for fast service turnup. To date the CalixCompatible program has more than 50 interoperability partners, spanning a wide range of service-delivery elements for such high-value applications as IPTV.

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, ultra-broadband capacity and functional headroom, advanced management and provisioning capabilities, and broad service flexibility, the packet-based Calix C7 platform has been deployed in over 150 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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