



News Release

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Sprint Nextel Selects Nortel to Supply Next Generation Broadband Access Solution

Solution Will Support Sprint Nextel's Industry-Leading Packet Transformation

TORONTO – Sprint Nextel's [NYSE: S] local telecommunications division has selected Nortel* [NYSE/TSX: NT] as a supplier of its next generation broadband access solution slated for local market deployments in 18 U.S. states. The solution will be deployed as a part of Sprint Nextel's [industry-leading initiative](#) to evolve its entire local switching network with a simplified, next generation IP network.

Under terms of a two-year contract, Nortel's multiservice Ultra Broadband access platform, the Calix C7, has been standardized by Sprint Nextel for deployment in their local markets. The solution has already been deployed in Sprint Nextel's Waterville, Ohio local market.

"Sprint Nextel wanted a solution that would allow us to provide superior voice, and data services to our residential and business customers, supporting today's existing services while enabling a seamless path to the advanced services that will differentiate us in tomorrow's market," said Jim Hansen, senior vice president of Network-LTD at Sprint Nextel. "Nortel provides those capabilities, and our long relationship with them provides us with the assurance that we have a technology partner to help us deliver services to our customers quickly and cost-effectively."

"Sprint Nextel is positioning itself as an industry leader through its decision to packetize its entire network and deploy a next generation broadband infrastructure," said Walt Megura, general manager, Broadband Networks, Nortel. "Our solution simplifies the network by supporting multiple services with a single platform, and enables Sprint Nextel to offer new differentiated services that offer significant revenue potential."

Nortel's broadband access platform, the Calix [C7](#), is sold by Nortel as part of a strategic alliance entered into with Calix in 2004. Sprint Nextel will use the solution in the access portion of its network to support the integrated delivery of advanced voice, video and data services.

"Working with Nortel from integration testing through field deployment has been vital to successfully addressing the needs of Sprint Nextel," said John Colvin, Calix vice president of field operations. "Our relationship with Nortel will continue to be important as Sprint Nextel drives its network transformation toward an Ultra Broadband, all-packet, increasingly fiber access network."

The Calix C7 will be deployed in the local network, with each platform supporting as many as 480 DSL or 1,280 Broadband Passive Optical Network (BPON) connections to residential and business customers. The platform's massive bandwidth and high-density copper and fiber connectivity give service providers a seamless transition from traditional voice and DSL services to next generation packet and optical services. More than [one million Calix C7 ports](#) are now in service with carrier networks across North America.

About Sprint Nextel

Sprint Nextel offers a comprehensive range of wireless and wireline communications services to consumer, business and government customers. Sprint Nextel is widely recognized for developing, engineering and deploying innovative technologies, including two robust wireless networks offering industry leading mobile data services; instant national and international push-to-talk capabilities; and an award-winning and global Tier 1 Internet backbone. For more information, visit www.sprint.com/mr.

About Calix

Calix is a leading supplier of telecommunications solutions designed to simplify all aspects of information, communication, and entertainment 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 180 service provider networks throughout North America. More information about Calix can be found at www.calix.com.

About Nortel

Nortel is a recognized leader in delivering communications capabilities that enhance the human experience, ignite and power global commerce, and secure and protect the world's most critical information. Serving both service provider and enterprise customers, Nortel delivers innovative technology solutions encompassing end-to-end broadband, Voice over IP, multimedia services and applications, and wireless broadband designed to help people solve the world's greatest challenges. Nortel does business in more than 150 countries. For more information, visit Nortel on the Web at www.nortel.com. For the latest Nortel news, visit www.nortel.com/news.

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