



## **Calix Unveils Industry's First "Install Once, Never Go Back" GPON ONT**

*700-Series GPON ONTs, with Industry Leading IPTV Capacity, Revolutionary Design, and Ultra-compact Enclosure, also Interoperate with BPON OLTs*

**FEBRUARY 21, 2006, PETALUMA, CA**—Calix today announced the availability of a new family of 2.4 Gbps GPON ONTs that shatter prevailing operational cost models associated with FTTP deployments. Designed so that service providers can seamlessly migrate from 622 Mbps BPON to 2.4 Gbps GPON without rolling trucks, the 700-Series is the industry's first true "install once, never go back" ONT family. This unique capability, coupled with a host of ease-of-deployment features resulting from years of real-world FTTP experience, dramatically reduces operational costs. As important, industry-leading 200 Mbps data capacity substantially enhances the ability to deliver demanding IPTV services such as HDTV, as well as VOIP and very high-speed data.

The standards-compliant Calix 700-Series ONTs include innovative auto-detect optics allowing interoperability with both BPON and GPON OLTs. This capability allows service providers to upgrade subscribers from 622 Mbps BPON to 1.2 Gbps or 2.4 Gbps GPON without ever revisiting the customer premises. The 700-Series ONTs also sport a revolutionary ergonomic design that simplifies installation and—by reducing clamshell size over 30 percent—improves residential aesthetics.

According to Steve Buska, Calix customer premises market lead, "The Calix 700-Series represents a critical step forward for FTTP in general, and GPON in particular. By providing universal support for both BPON and multi-rate GPON, Calix significantly decreases service provider deployment risk while substantially reducing lifecycle costs."

Years of experience deploying FTTP infrastructure—gained through the acquisition of Optical Solutions—have yielded an ONT that establishes new benchmarks for ease of deployment while also addressing the more intractable challenges associated with FTTP. For example, the Calix 700-Series ONTs include unique "snap-in active electronics" allowing the ONT housing to be installed at new construction sites and later mated with the appropriate options and electronics as homes are occupied. The 700-Series also includes optional integrated HPNA to simplify in-home wiring, a built-in IAD to provide connectivity to VOIP service providers using standard telephone sets, and the ability to support both IPTV and RF overlay video services.

"The cost of deploying equipment to the customer premises in order to support advanced voice, data, and video services is a fundamental challenge to multiplay operator profitability," stated Matt Davis, director of consumer multiplay research with IDC. "The ability to upgrade from BPON to GPON without re-installing the ONT, combined with integrated VOIP and home networking technology, creates a more efficient and cost-effective way to deploy next-generation communications services."

The standards-based Calix 700-Series ONTs are FSAN ITU-T BPON and GPON compliant and are designed to interoperate with third-party OLTs. Compatible with the Calix C7, the Calix F5 (formerly the FiberPath 590), and the Calix FD (formerly the FiberDrive 500), the 700-Series ONTs include the following key features and benefits:

1. Auto-detect optics. The Calix 700-Series ONTs are able to seamlessly transition from 622 Mbps BPON to 1.2 Gbps and 2.4 Gbps GPON.
2. Massive data capacity. At 200 Mbps, the Calix 700-Series ONTs set a new benchmark for performance and give service providers the assurance that they will be able to handle demanding IPTV services.
3. Improved residential aesthetics. The Calix 700-Series ONTs, at 12" (h) by 10" (w) by 4" (d), are 30 percent smaller than typical current-generation BPON and GPON ONTs.
4. IPTV and RF overlay video support. Flexible video service delivery capability allows service providers to deliver cable-like RF overlay video or more advanced IPTV video.
5. Snap-in active electronics. Optional independent installation of the ONT housing and active electronics better matches service provider craft roles. In most cases active electronic units can be snapped in and service turned up in a matter of minutes.
6. Built-in VOIP IAD. Use of Session Initiation Protocol (SIP) enables the Calix 700-Series to terminate VOIP calls at the ONT using standard phone sets and in-home wiring.
7. Optional integrated Home Phonenumber Network Alliance (HPNA or HomePNA™). The Calix 700-Series optionally includes integrated HPNA to eliminate costly rewiring and simplify in-home networking.
8. Full lifeline telephony support, including CLASS as well as E911.

The Calix 700-Series ONTs are available in a variety of configurations and provide two or four POTS lines and one or two 10/100 Ethernet connections. Other options include integrated HPNA over coax and a coax video interface. For business service delivery, the Calix 700-Series also supports transparent LAN services and provides two optional DS1 ports. Calix 700-Series ONTs interoperate with existing FiberPath and FiberDrive OLTs.

### **About Calix**

Calix is the largest telecom equipment supplier focused solely on access solutions for broadband service delivery. Service providers deploy Calix access systems to enable a rich set of information, communication, and entertainment services and to expand their revenue base beyond connectivity. Calix access innovation helps service providers transform their networks from circuit to packet, from narrowband to broadband, and to drive fiber deeper into the network. Calix has deployed its solutions in hundreds of service provider networks throughout North America and has shipped more than two million ports. For more information, visit the Calix website at [www.calix.com](http://www.calix.com).

This press release may contain forward-looking statements that are based upon management's current expectations and involve risks and uncertainties. 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. Factors that could cause or contribute to differences include, without limitation, any difficulties encountered in combining the two companies, any difficulties encountered in product deployment, and any changes in customer and consumer needs and preferences.

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