



FDN Communications Chooses Calix

Quarter-Million-Line CLEC Opts for Calix C7 to Address Changing Regulatory Environment and Deliver Emerging High-Value Services

JULY 25, 2006 PETALUMA, CA—Calix today announced that FDN Communications, a 250,000-line CLEC based in Florida, is deploying packet-based access solutions from Calix. The company selected the Calix C7 multiservice access platform (MSAP) to help transform its network in the face of a changing regulatory environment and accelerating consumer expectations. Like a growing number of CLECs using access solutions from Calix to transform their networks, FDN Communications benefits from the increased capacity and greater flexibility afforded by the Calix C7 platform.

With UNE-P (unbundled network element—platform) availability and pricing being changed in line with FCC regulatory modifications, CLECs everywhere are looking for multiservice access platforms that maximize the range of services that can be delivered and provide greater network flexibility. The interface diversity, deployment flexibility, and enormous capacity of the Calix C7 platform perfectly fit these requirements.

According to Matt Blocha, CTO with FDN Communications, “In addition to addressing all of our existing business and consumer services, including voice, DSL, and T1 private lines, Calix allows us to quickly and cost-effectively implement a wide array of emerging services such as business-oriented Gigabit Ethernet, VOIP, DSL, and many others.”

Founded in 1998, FDN Communications currently provides a full suite of voice and data services to over 70,000 business and residential customers and has more than 250,000 access lines. In addition, FDN provides web hosting, collocation, and application services throughout its operating footprint in the Southeast US.

Mitch Fleming, Calix vice president of regional sales, added, “FDN Communications’ decision to deploy the Calix C7 platform throughout its network is emblematic of the opportunity many CLECs face. While the regulatory environment is changing and subscriber demands—both residential and business—are evolving, the packet-based, 200 Gbps Calix C7 provides a platform from which CLECs can deliver virtually any service over any media.”

FDN Communications will initially deploy the Calix C7 in its 170 central office collocations. The deployment flexibility inherent in the Calix C7, along with a wide range of available service interfaces, also allows FDN Communications to deploy in premises collocations and begin selective overbuilding of ILEC service areas.

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, 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.

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.

About FDN Communications

Headquartered in Maitland, Florida, FDN Communications provides business class communication services throughout the Southeastern United States. Serving more than 70,000 satisfied customers with over a quarter million telephone and Internet lines, FDN presents real solutions for today's communication challenges. More information about FDN Communications can be found at www.fdn.com.

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