



## **Oneida County Telephone Becomes 15th New York Service Provider to Depend on Calix**

*Century-Old New York ILEC Expands into New Markets, Enhances Service Offerings*

**January 22, 2007 PETALUMA, CA**—Calix today announced that Northland Communications company Oneida County Telephone, a multi-faceted communications service provider in central and upstate New York, will employ access solutions from industry-leader Calix. Northland will use the Calix solutions to upgrade its network to handle the advanced information, communication, and entertainment services increasingly demanded by business and residential customers. The network upgrade will push fiber deeper into the access network, putting in place IPTV-ready bandwidth over existing copper local loops. With the network upgrade, Oneida County Telephone becomes the 15th service provider operating in the state of New York to depend on Calix for its access needs.

“For over a century, Oneida County Telephone has continually focused on delivering the most advanced services possible to our residential and business customers,” said Jeremiah O. McCarthy, president and CEO of Northland Communications. “This upgrade of our infrastructure allows us to expand the range of services we are able to offer to our customers while maintaining the service quality they have come to expect from us.”

Deploying access solutions from Calix ensures that Oneida County Telephone will enjoy sufficient capacity and flexibility to succeed in an extremely dynamic environment. “While the regulatory environment in which we operate can be uncertain, the competitive and technological situations are most assuredly not,” said Mr. McCarthy. “We are of the opinion that the company with the most dynamic access network will succeed.”

Northland Communications is comprised of five separate companies. Oneida County Telephone, an incumbent local exchange carrier (ILEC); Northland Long Distance, which also provides a range of calling services; Northland Networks, a competitive local exchange carrier (CLEC) offering predominantly business services; Dreamscape Online, a full-service internet service provider (ISP) in central New York; and Northland Software, which develops and markets advanced OSS software.

Northland will initially deploy the Calix C7 multiservice access platform (MSAP) in its Oneida Telephone operation. The packet-based solution will dramatically increase bandwidth delivered to remote nodes and enable the use of ADSL2+ to deliver 15+ Mbps services over existing copper loops. Northland will also be able to migrate to VDSL2+ or fiber to the premises (FTTP) to deliver even more IP-based bandwidth. While transforming the access network, the Calix C7 also facilitates a service transformation, enabling the delivery of IPTV or internet video as well as VOIP and very-high-speed internet access.

Mr. McCarthy added, "As we look toward the next century of operations, while there may be a great deal of uncertainty, there are also aspects of our business where there is certainty: customers will need more bandwidth, want lower response times, and demand greater application flexibility. At the same time, they will continue to insist on very high levels of network and service availability. Satisfying these needs requires a partner such as Calix."

According to Mitch Fleming, Calix vice president of regional sales, "Oneida County Telephone is a local service provider with a long tradition of innovation, and it realized that to remain competitive it had to continue that tradition by offering the kind of advanced services that subscribers nationwide are demanding. The Calix access portfolio gives the company the bandwidth and the support for multiple services that will keep it competitive for years to come."

**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 copper to fiber. Calix has deployed millions of ports and tens of thousands of systems into hundreds of service provider networks throughout North America. 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.

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