



## Calix Extends Carrier-Grade Ethernet Service Capabilities

*Latest Calix C7 Platform Release Enhances Ethernet Security, Scalability, and Quality of Service*

**JUNE 11, 2007, PETALUMA, CA**—Calix today announced an arsenal of new features for the market-leading Calix C7 multiservice access platform (MSAP) designed to significantly enhance the ability of service providers to deliver advanced Ethernet services. Collectively, these features equip service providers with the tools to improve the security, scalability, and quality of service of Ethernet deployed in the access network, while preserving the carrier-grade reliability that has been the hallmark of telephony service providers. The Calix C7 MSAP was designed from inception to seamlessly deliver traditional telephony services (POTS, specials, T1) and advanced, high-speed IP / Ethernet services across a multiprotocol access network. This architectural flexibility is the key to network and service transformation for communication service providers—enabling a new generation of integrated IP / Ethernet information, communication, and entertainment services across fiber or copper.

Damon Dutz, president of HickoryTech's consumer solutions division (NASDAQ: HTCO), explains the strategic importance of carrier-grade Ethernet, "The ability to deliver new access technologies to our customer base while maintaining a high degree of service flexibility and control is a vital component of our access network evolution," said Dutz. "With these Ethernet enhancements, Calix has enabled us to pursue new revenue opportunities—including advanced switched digital video—while leveraging our existing infrastructure and expanding our long-standing customer relationships."

Robert Balsamo, Calix director of network planning, sees this transition as critical, "As competitive challenges and consumer demand have redefined broadband service expectations, communications service providers have been forced to reevaluate their business models in terms of efficiency and service capabilities. The inclusion of advanced layer two switching and layer three forwarding functionality, which is required for full support of Ethernet services, on a multiservice platform gives service providers a clear path to delivery of secure IP / Ethernet services, while enhancing operational efficiency."

Coupled with a family of Ethernet service modules providing both trunking and direct subscriber connections over copper and fiber, the Calix C7 MSAP enables a wide range of new Ethernet applications:

**DYNAMIC NETWORK SECURITY.** A range of new and enhanced features dramatically improves overall network security, while avoiding static filters or complex subscriber access control lists found in most IP DSLAMs. The Calix C7 dynamically learns and manages IP addressing assignments by monitoring traffic flows and listening to trusted, service provider controlled application servers. These features provide iron-clad protection against network security breaches, theft of service, and denial of service attacks.

**SERVICE / TECHNOLOGY MIGRATION.** Recognizing the challenge service providers face migrating a large installed base of traditional TDM telephony services, Calix has systematically enabled new access technologies and IP protocol conversion for TDM services, while placing an emphasis on streamlining network migration and management. This ensures copper and fiber service delivery uniformity across the entire access network, regardless of the migration timeframe.

**NEW ETHERNET SERVICE DEPLOYMENT.** Service providers deploying 100 percent IP / Ethernet services can natively deliver voice, video, and data services from a single Calix C7 chassis or an entire access network spanning multiple locations. Through the introduction of powerful new service aggregation features, the C7 maximizes the benefit of deploying Ethernet uplinks, while minimizing service delivery complexity.

The expanded Ethernet service capabilities mentioned in this press release are enabled in Platform Release 5.2 of the Calix C7 MSAP, providing application flexibility and media independent service delivery.

### **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 shareholder release may contain 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 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.

*For additional information contact:*

Jeannette Bitz  
Engage PR  
510-748-8200 x207  
[jbitz@engagepr.com](mailto:jbitz@engagepr.com)