



## Calix Continues Canadian Expansion with Téléphone Warwick

### *Calix C7 Platform Keeps Company Competitive; Lowers Overall Costs*

SEPTEMBER 12, 2007, PETALUMA, CA—Calix today announced that La Compagnie de Téléphone Warwick, an ILEC, and its subsidiary IVIC Télécom, a CLEC, of Warwick, Québec, Canada, have chosen the Calix C7 multiservice access platform (MSAP) and the Calix Management System (CMS) to enable a wide array of new services. This announcement marks a further expansion by Calix into the Canadian market. Téléphone Warwick offers local telephone services, DSL, high-speed internet, and private and business line services through the Calix C7, while IVIC Télécom employs it for a range of telephone services, including POTS and VOIP, and high-speed data services to residential and business clients.

Téléphone Warwick and IVIC Télécom networks are linked across a high-speed fiber backbone network from Calix C7 platforms. Both companies can also extend fiber to the customer premises using the standards-based Calix 2.5 Gbps gigabit passive optical network (GPON) line cards. Video offerings are planned for the future, since the Calix C7 network fully supports IPTV services. The new services deliverable by the Calix C7 enable Téléphone Warwick to position itself against its cable competition and IVIC Télécom to compete against services offered by Bell Canada (TSX: BCE-T, NYSE: BCE-N).

Téléphone Warwick began the planning process to implement a more robust voice and data infrastructure in late 2006. The ILEC was looking to improve the stability and reliability of their network infrastructure while also seeking a better service and support relationship with their supplier. At the same time, they needed to implement a new infrastructure for IVIC Télécom that was more capable of delivering high-bandwidth, IP-based services. After evaluating several alternatives, Téléphone Warwick selected the Calix C7 based on Calix's reputation for excellence and broad Canadian presence.

"Calix has a strong, proven record of providing superior products, and it supports all of our access requirements and planned services, including POTS, DSL, GPON, VOIP, and IPTV," said Luc Couture, general manager of La Compagnie de Téléphone Warwick. "The company also has the proven ability to support aggressive client growth and network scaling. The Calix C7 is cost efficient and highly scalable; it can handle advanced services from a single platform; and Calix's CMS makes system management and service provisioning simple."

Téléphone Warwick was particularly impressed with the flexibility of the Calix C7 platform. With 200 Gbps of capacity and the ability to deliver a wide range of advanced fiber- and copper-based IP services, Téléphone Warwick is building a future-ready network better able to respond to customer demands and fend off competition.

Additionally, Téléphone de Warwick saw considerable value in the Calix five-year warrantee program; most vendors offer only a one- or two-year warrantee. They also cited the support and maintenance feature included with the Calix Management System; in addition to CMS software, CMS customers receive ongoing software upgrades on all Calix products as well as technical support services. This technical support plan provides a wide array of support functions resulting in substantially lower overall operational costs for the Canadian ILEC.

*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 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.

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