



## **Calix Access Solutions to Support Microsoft Mediaroom**

*Relationship Expands Access Opportunities for Microsoft IPTV Service Providers*

**OCTOBER 24, 2007, ATLANTA (TelcoTV)**—Calix today announced a relationship with Microsoft Corp. (Nasdaq: MSFT) to enable interoperability between its network access products and the award-winning Microsoft Mediaroom Internet Protocol Television (IPTV) and multimedia software platform. As part of this process, Calix will license Microsoft Mediaroom products to simulate the Microsoft Mediaroom platform in a development and testing environment. Editorial Note: Calix will demonstrate Microsoft Mediaroom delivered over the Calix C7 and E5 access platforms at TelcoTV in Atlanta (October 23-25, Georgia World Congress Center, booth #613).

John Colvin, Calix vice president, field operations said, "The relationship with Microsoft builds on Calix leadership and long track record in delivering IPTV services to more than 175 operational video deployments in North America. This will enable carriers to enter the IPTV market quickly, and with the advantages of Microsoft Mediaroom's compelling connected TV user experience, across the full portfolio of bandwidth-rich and cost-effective Calix solutions. The relationship further expands the Mediaroom ecosystem, giving service providers more choice as they deliver enriched IPTV services around the world."

Microsoft Mediaroom is designed for service providers to deliver connected TV services and new entertainment experiences to consumers. The platform enables service providers to deliver advanced digital TV features and media-sharing capabilities to their subscribers.

Calix access products are optimized for the delivery of rich multimedia service environments, providing the capacity necessary to support advanced IPTV services, including HDTV, on-demand video, picture-in-picture, and robust interactivity. Calix also provides the leadership and experience necessary to deliver IPTV; the company has been consistently ranked by Dell'Oro Group and Infonetics Research as the #1 global supplier of gigabit passive optical networks (GPON), both in terms of optical line terminal (OLT) and optical network terminal (ONT) deployments.

Teresa Mastrangelo, principal analyst with broadbandtrends.com, said, "Both Calix and Microsoft have real-world IPTV experience and understand what's required to help service providers deliver full-scale IPTV services to their subscribers. The work between Calix and Microsoft now gives telcos a powerful new vehicle to attract and retain customers. The combination of Mediaroom and Calix solutions will be especially attractive to large service providers that are planning to deliver large-scale IPTV services."

### **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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