



## **Paul Bunyan Telephone Cooperative First to Install New Calix 700GE ONTs**

*Moves "Fiber Forward" with Calix, Leveraging a New Family of ONTs That Brings Gigabit Ethernet Line Rates to Subscribers Via Auto-Detect GPON and Active Ethernet Technology*

**April 12, 2010, PETALUMA, CA**—[Calix](#) today announced that [Paul Bunyan Telephone Cooperative](#) continues to move "Fiber Forward" with Calix as the first communications service provider (CSP) to deploy the new [700GE family of optical network terminals \(ONTs\)](#). By leveraging the 700GE ONT family, currently composed of six ONT models designed with two or four gigabit Ethernet ports delivering 1 gigabit per second (Gbps) symmetrical bandwidth, Paul Bunyan Telephone stands ready to meet the emerging demands of advanced residential and business services – from IPTV to Metro Ethernet Forum (MEF) E-Line and E-LAN services. With each ONT capable of auto-detecting both GPON and Active/Point-to-Point Ethernet technologies and each gigabit Ethernet port capable of supporting multiple services and multiple virtual local area networks (VLANs), Paul Bunyan Telephone has the flexibility to deploy the "right" technology and service models to meet the expanding service requirements of its wide range of customers.

"With broadband coverage across 100% of our customers, our challenge has moved beyond basic connectivity to optimally meeting consumer and business service requirements," said Rob St. Clair, plant manager at Paul Bunyan Telephone in Bemidji, Minnesota. "The range of customer demands continues to widen, putting us in a position to implement solutions that provide us with a broad array of options. For the portion of our network that is currently fiber access or rapidly transitioning to fiber, the 700GE ONTs, coupled with the 10 Gbps transport functionality of the Calix C7 and E7 platforms, provide us with the flexibility and operational simplicity we need to meet our anticipated bandwidth demands and our service requirements."

### **Pushing "Fiber Forward" – Raising the Bar in ONT Performance and Flexibility**

The new 700GE ONT family builds on the capabilities of the 700GX ONT family. Available initially in six different models, the 700GE ONTs support International Telecommunications Union (ITU), Institute of Electrical and Electronics Engineers (IEEE) and MEF fiber access standards while also supporting valued Calix advanced service and operational features, such as remote ONT activation (RONTA). Furthermore, they were designed as an integral part of the Calix Unified Access Infrastructure, complementary to the [EXA Powered C7 Multiservice Access Platform \(MSAP\)](#) and [E7 Ethernet Services Access Platform \(ESAP\)](#) and managed by [Calix Management System \(CMS\)](#), providing a host of deployment and architectural options while retaining simple and consistent management and provisioning.

The 700GE family of ONTs provides the following value to CSPs:

- **Auto-detect support for both GPON and AE / Point-to-Point technologies**– CSPs can operationalize a common ONT platform independent of technology, or transition between technologies in the future without replacing ONTs.
- **Multiple gigabit Ethernet ports** – Each of the 2 or 4 gigabit Ethernet ports (model dependent) is designed to deliver 1 Gbps of symmetrical bandwidth.
- **Multiple service support on each gigabit Ethernet port** – Each of the 2 or 4 gigabit Ethernet ports (model dependent) can support multiple services (IPTV, data, VOIP, etc.) as well as multiple VLANs (including multiple MEF service modes like E-Line and E-LAN).
- **Remote ONT activation (RONTA) support** – Allows customer service profiles to be pre-provisioned and auto-recognized by the network upon installation of the ONT through a voice activated response system in the ONT.
- **Extended Reach GPON support to 40 km** – Supported by each ONT to 40 km, this feature is enabled via simple optical interface module inserted in any optical line terminal (OLT) GPON port.
- **Rich advanced services support** – All ONTs can support IPTV, POTS, and VOIP (SIP), and many models support RF video overlay (up to 1 GHz).
- **Support for TDM voice** – The 700GEs support GR303, TR-08 and GR57 voice in conjunction with the VIPR and EGW cards on the Calix C7 MSAP.
- **A wide variety of models** – The 700GE ONT family initially consists of the following models:
  - 711GE (2 10/100/1000 Ethernet ports, 2 POTS)
  - 716GE (4 10/100/1000 Ethernet ports, 2 POTS)
  - 717GE (4 10/100/1000 Ethernet ports, 4 POTS)
  - 721GE (2 10/100/1000 Ethernet ports, 2 POTS, RF video support)
  - 726GE (4 10/100/1000 Ethernet ports, 2 POTS, RF video support)
  - 727GE (4 10/100/1000 Ethernet ports, 4 POTS, RF video support)

The 700GE family of ONTs are complementary members of the broad [Calix P-Series ONT portfolio](#), which consists of 30 ONT models optimized for a wide variety of fiber access deployment scenarios from residential and business premises, to multiple-dwelling units (MDUs) and mobile backhaul. Moreover, each P-Series ONT is designed to be compatible with the Calix Unified Access Infrastructure, which has been selected by more independent U.S. CSPs building fiber-to-the-home networks than all other equipment vendors combined, according to Broadband Properties Magazine's report for March/April 2010, based on CSPs who have reported the vendor supplying their fiber access solutions. Calix believes that CSPs will transform their access networks to deliver advanced broadband services over fiber-based networks, thereby preparing networks for continued bandwidth growth, the

introduction of new services, and more cost-effective operations. The 700GE family of ONTs and Unified Access Infrastructure portfolio are designed to facilitate the evolution of CSP access networks to fiber-based network architectures efficiently and flexibly.

The Calix 700GE ONT family as well as its broad Unified Access portfolio will be on display in Calix booths 210-212 at the [IP Possibilities Expo](#) in St. Louis, Missouri April 13-15, 2010.

**About Calix**

Calix is a leading provider in North America of broadband communications access systems and software for copper- and fiber- based network architectures that enable communications service providers to connect to their residential and business subscribers. Calix has shipped over six million ports of its Unified Access Infrastructure portfolio to more than 500 North American and international customers, whose networks serve over 32 million subscriber lines in total.

This press release may contain forward-looking statements, including with respect to the Calix 700GE ONTs, 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, except as required by law. Actual results and the timing of events could differ materially from current expectations, based on risks and uncertainties affecting the Company's business. The reader is cautioned not to unduly rely on the forward-looking statements contained in this press release. Additional information on potential factors that could affect Calix's results and other risks and uncertainties are detailed in its prospectus, filed with the SEC on March 24, 2010, available at <http://www.sec.gov>.

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