



Calix E7 Platform Selected by Cox for Fiber-based Business Services

MSO leverages Calix fiber access flexibility to address rapidly growing SMB market

PETALUMA, CA—October 19, 2010—[Calix, Inc.](#) (NYSE: CALX) today announced that [Cox Business](#), currently the fourth largest provider of business Ethernet services in the U.S., is deploying the [Calix E7 Ethernet Service Access Platform \(ESAP\)](#) and a variety of [Calix 700GX optical network terminals \(ONTs\)](#) to deliver advanced business services to small- and medium-sized businesses (SMBs). Currently deployed in several of the Cox markets across the country, the E7 and 700GX ONTs, along with a Calix cabinet package called the Fiber Access Node, provide Cox Business with the flexibility to deliver commercial-grade, fiber-based Ethernet services over both point-to-point Ethernet and passive optical network (PON) technologies.

“Fiber-based Ethernet services deliver efficient, flexible, and robust business data transport at a significantly lower cost than competitive solutions,” says Dan Estes, executive director of technology, Cox Business. “The modularity of the E7 is well-suited to our operational model, allowing us to pay-as-we-grow as we pull fiber to Fiber Access Nodes deeper in the network and incrementally add new customers.”

The Calix E7 is an all-Ethernet, environmentally hardened, high capacity fiber access platform condensed into a highly flexible, small form factor. Only one rack unit (RU) high, the E7 can be deployed with or without an erbium-doped fiber amplifier (EDFA) in a Calix ODC-100 cabinet to create a “Fiber Access Node,” supporting up to 256 subscribers over PON and point-to-point Ethernet to business locations like office parks and high density commercial areas. Accessing 200 gigabits per second (Gbps) of available bandwidth capacity, each E7 line card supports a variety of technologies – point-to-point Ethernet, PON and 10 gigabit Ethernet (10GE) transport rings – and is well-suited to a wide range of business needs.

Complementing the E7 is the industry's broadest portfolio of ONTs, each of which supports both point-to-point Ethernet and PON, providing extensive deployment flexibility. Calix business ONTs also feature time-division multiplexing (TDM) and pseudowire emulation edge-to-edge (PWE3) T1s, multiple full line-rate gigabit Ethernet ports, voice-over internet protocol (VOIP) and TDM voice, as well as radio frequency (RF) video and internet protocol television (IPTV) support.

"Ethernet business services over fiber have emerged as a viable, compelling, and growing service offering for multiple systems operators (MSOs), allowing them to dramatically reset the competitive bar in many markets from both a services and a price standpoint," said John Colvin, vice president of field operations at Calix. "The E7 and the 700GX family of ONTs provide Cox Business with the right tools to help scale their fiber-rich network infrastructure, and the Fiber Access Node provides a field-ready package that allows for rapid deployment virtually anywhere in the network. Currently ranked highest among small/midsize business data service providers according to [J.D Power and Associates](#), Cox Business has a history of success in driving advanced business services to subscribers across the country, and we look forward to the growing role that the Calix E7 and the 700GX family of ONTs will play as Cox increasingly leverages fiber and Ethernet to extend this leadership."

The Calix E7 and the 700GX family of ONTs – as well as a Calix Fiber Access Node based on the ODC-100 cabinet– will be on display at the [SCTE Cable-Tec Expo](#), October 20-22, 2010 at Calix Booth 1607 at the Ernest N. Morial Convention Center in New Orleans, Louisiana.

About Calix

Calix is a leading North American provider 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 seven million ports of its Unified Access Infrastructure portfolio to more than 500 North American and international customers, whose networks serve over 40 million subscriber lines in total.

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, 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 report on Form 10-Q for the fiscal quarter ended June 26, 2010, filed with the SEC on July 23, 2010, available at <http://www.sec.gov>.

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