



Westman selects Calix E7 to bring advanced fibre access services to Brandon, Manitoba

Canadian MSO will use Calix GPON and RFOG technology for new residential deployments

Brandon, MB and Petaluma, CA – November 29, 2010 – [Westman Communications Group](#) (Westman) and [Calix, Inc.](#) (NYSE: CALX) today announced that the [Calix E7 Ethernet Service Access Platform \(ESAP\)](#) and [725GX optical network terminals \(ONTs\)](#) will be deployed to residents in Brandon, Manitoba – bringing advanced fibre-based services to Manitoba’s second largest city and marking the first fibre-to-the-home (FTTH) deployment in western Manitoba. By extending a fibre-optic connection from Westman’s headend all the way to the residential subscriber premises, FTTH enables a variety of ultra-high capacity broadband services, including high-speed data, voice, and interactive radio frequency over glass (RFOG) video services. Westman’s FTTH subscribers, initially located in the new subdivision of Oakridge Estates but with future regional expansion plans, will receive these advanced services via gigabit passive optical network (GPON) technology, which is capable of delivering broadband speeds of up to one gigabit per second (Gbps).

“Westman takes pride in being an innovative communications service provider that provides superior communication services to the residents of our communities,” said Dave Baxter, President and CEO of Westman. “As technology evolves, we must meet the changing needs of our customers and fibre-to-the-home ensures that we remain at the forefront in providing the most advanced video entertainment and the fastest, most reliable high-speed Internet.”

The deployment by Westman represents another milestone in the adoption of fibre access technology in Canada. Westman will deploy the modular, EXA Powered Calix E7-2, the fastest adopted access platforms in Calix history having been deployed by over 150 communications service providers across North America, Latin America, and the Caribbean after just three quarters of availability. Calix 725GX ONTs, which combine industry standard GPON with the new Society for Cable Technology Engineers (SCTE) RFOG standards, will be deployed at subscribers’ homes, enabling the MSO to deliver both legacy and advanced new services over a single, fibre-based architecture.

“Calix, the North American leader in fibre access deployments, is excited to work with Westman Communications to pull ‘Fibre Forward’ in its network, and bring some of the most advanced services on the continent to the residents of Brandon,” said John Colvin, vice president of field operations at

Calix. "For decades, MSOs throughout Canada have been incrementally adding fibre feeders into their predominantly hybrid fibre coaxial (HFC) networks. Now, by taking the final step to bring fibre all the way to the home, Westman is putting in place an infrastructure that we believe can easily accommodate the ever-increasing broadband demands of tomorrow while also providing extremely high-quality video and voice services today."

About Westman Communications Group

Westman Communications Group is the operating name for Westman Media Cooperative Ltd., which provides service throughout Western Manitoba. Westman is a customer-owned cooperative, which operates cable systems in 36 communities. Westman is a leader in entertainment, communication and information technology products and services including Home Phone, Digital TV, and High Speed Internet. Westman also owns and operates local radio stations 880 CKLQ and 94.7 STAR FM, which broadcast throughout Western Manitoba. Westman is proud of its strong commitment to its customers and the communities it serves.

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About Calix

Calix is a leading North American provider of broadband communications access systems and software for fibre- and copper-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 600 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 September 25, 2010, filed with the SEC on October 22, 2010, available at <http://www.sec.gov>.

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