



Scott County Selects Calix E7 for Broadband Stimulus and Independent Fiber Access Projects

Virginia-based cooperative to enable gigabit Ethernet speeds to over 18,000 premises

PETALUMA, CA—January 31, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that [Scott County Telephone Cooperative](#) (Scott County) has selected the [Calix E7 Ethernet Service Access Platform](#) (ESAP) to bring Active Ethernet (AE) solutions to over 18,000 residences, businesses, and community institutions in the communities it serves in rural Appalachia. The two projects, which leverage both Broadband Stimulus funds and private investment, allow Scott County to move “Fiber Forward” across its southwestern Virginia footprint, replacing its aging copper infrastructure with advanced, standards-based fiber access networks that can deliver up to one gigabit per second (Gbps) to each premises. The Broadband Stimulus awarded project, which includes plant engineering, materials, labor, and other costs, including access equipment, totals \$24.9 million, composed of a \$7.5 million loan and \$17.4 million grant through the Broadband Initiatives Program (BIP) and reaches approximately 12,000 residences, 80 businesses, and 16 community institutions. The privately funded project reaches the remaining portions of its service area in and around Gate City, Virginia, reaching more than 6,000 residences and businesses.

“Between these two projects, the broadband infrastructure serving the citizens and businesses of Scott County will become one of the most advanced in the nation, bringing new economic opportunity and services to our corner of rural Appalachia,” said Bill Franklin, chief executive officer at Scott County. “With an all-fiber network capable of delivering up to a gigabit per second to every premises in our community, we are investing for the long term in both our subscribers and our business. Calix has already proven to be a valuable partner in turning our vision into reality, and we look forward to leveraging their continued innovation to successfully bring both of these projects to fruition.”

Scott County’s network is designed to deliver highly-demanded services such as IPTV, symmetrical residential and business data services, and reliable voice over internet protocol (VOIP) services, all while driving new deployment and operational efficiencies throughout its network. The company is using the Calix E7 ESAP and the broad [700GX/700GE ONT portfolio](#) to deliver these services, while leveraging the modularity and flexibility of these solutions to wring costs out of network installation and service deployment. Currently deploying 25 new subscribers per week on its new fiber access networks, hundreds of Scott County Active Ethernet subscribers are already experiencing the benefits of advanced broadband services.

“The combination of the vision of Scott County and the Broadband Stimulus program are laying the foundation for extraordinary transformation in rural Appalachia,” said John Colvin, vice president of field operations at Calix. “We are honored to assist Scott County in bringing advanced fiber access services to this region, and look forward to continuing to assist them in extending the successes that they have already seen to their entire network.”

With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle middle mile" awards have now reached twenty six different projects representing approximately \$416 million in Stimulus-related grants, loans, and private investment for plant engineering, materials, labor, and other costs, including access equipment.

About Calix

Calix is a leading North American provider of broadband communications access systems and software for fiber- 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 portfolio to more than 600 global 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>.

Press Contact:
Catherine Koo
415-992-4400
calix@lewispr.com