



Lakeland Communications Selects EXA Powered Calix E7 for Fiber Access Expansion

Fiber Forward initiative to bring enhanced broadband services to thousands in northwestern Wisconsin

PETALUMA, CA—March 23, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that [Lakeland Communications \(Lakeland\)](#) has selected the [EXA Powered Calix E7 Ethernet Service Access Platform \(ESAP\)](#) and [700GE family of optical network terminals \(ONTs\)](#) for its fiber-to-the-premises (FTTP) deployments in Luck and Milltown, WI. Already underway, this ambitious project will bring advanced Fiber Forward services to thousands of residents and businesses of these northwestern Wisconsin communities. With this expansion of an ongoing initiative to pull fiber deep into the communities of the region, Lakeland will be extending a fiber-optic connection from its headend and central office all the way to each subscriber premises in Luck and Milltown. Residents and businesses passed by this FTTP network, which will leverage both gigabit passive optical network (GPON) and Active Ethernet (AE) technologies, should see significant enhancements their existing voice, video, and data services, such as the potential to receive broadband speeds of up to one gigabit per second (Gbps).

"Lakeland Communications takes pride in being an innovative service provider to the residents and businesses of the communities we serve," said John Klatt, president and CEO of Lakeland. "Our investment and partnership with Calix has provided our corner of northwestern Wisconsin with an advanced broadband network on par or superior to that of virtually any urban center in the nation. We expect this to not only provide a world class broadband experience for our subscribers, but lay the foundations for regional economic development as well."

The deployment of this advanced network by Lakeland represents another milestone in the adoption of fiber access technology in northwestern Wisconsin. The 103-year old company provides advanced voice, video, and data services to businesses and residences in an area that spans approximately 209 square miles. To date, the company has deployed the [Calix Unified Access portfolio](#) widely, pulling fiber deep into its network for advanced digital subscriber line (DSL) services. For the Luck and Milltown fiber access projects, Lakeland will be deploying the modular, EXA Powered Calix E7-2 ESAP and the 700GE family of ONTs for not only residential and business services, but also fiber-fed mobile backhaul. These solutions will provide these communities with one of the nation's most powerful network infrastructures, expected to be easily capable of meeting the ever-increasing broadband demands of its subscribers.

"Lakeland has been systematically investing in an advanced Fiber Forward access infrastructure for years, and in doing so bringing powerful broadband services to its subscribers," said John Colvin, vice president of field operations at Calix. "Now, by pulling fiber all the way to the premises in Luck and Milltown, Lakeland is taking its access network to a whole new level, putting in place an infrastructure that is not only world class by today's standards, but we believe capable of easily accommodating the ever-increasing broadband demands of tomorrow. Calix is excited to work with Lakeland to pull Fiber Forward in its network, and we look forward to helping to bring some of the nation's most advanced broadband services to these communities, and laying the foundation for economic development for the residents of northwestern Wisconsin."

About Calix

Calix (NYSE: CALX) is a global leader in access innovation. Its Unified Access portfolio of broadband communications access systems and software enable communications service providers worldwide to be the broadband provider of choice to their subscribers. For more information, visit the Calix website at 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, 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-K for the fiscal year ended December 31, 2010, filed with the SEC on February 24, 2011, available at <http://www.sec.gov>.

Press Inquiries:

Catherine Koo
415-992-4400
calix@lewispr.com