



Venture Selects the EXA Powered Calix C7 for Regional Broadband Stimulus Initiative

GPON and Extended Reach GPON technologies to bring advanced broadband services to three rural South Dakota communities

PETALUMA, CA—April 5, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that Broadband Stimulus award winner [Venture Communications Cooperative \(Venture\)](#) has selected the [EXA Powered Calix C7 Multiservice Access Platform \(MSAP\)](#), along with the [700GX/GE family of ONTs](#), to bring advanced fiber-based broadband services to a trio of “underserved” communities in the heart of South Dakota. Venture will deploy gigabit passive optical network (GPON) and [Extended Reach GPON](#) technologies to deliver highly demanded services such as IPTV, extremely fast broadband speeds capable of delivering up to a gigabit per second (Gbps), and high quality voice services to more than 2,000 residents and dozens of businesses and community institutions in Cresbard, Faulkton and Orient, South Dakota. The Venture Broadband Stimulus award totals \$7 million in overall funds, including a \$2.6 million grant, a \$2.6 million loan and nearly \$1.8 million in private investment, which includes plant engineering, materials, labor, and other costs, including access equipment.

“This project is going to be transformational for the rural households, businesses, and key community organizations in this region, as these communities leapfrog from basic dial-up services today to soon having access to one of the nation’s premier broadband networks,” said Randy Houdek, general manager of Venture. “This Fiber Forward initiative is an investment in the future of these communities, and once in place will have an immediate impact on job creation and the economic development of the region. By working with our long time partner Calix, we are confident that we have chosen the right company to bring critical new services and opportunities to these communities, as well as improve the quality of life of its citizens.”

Venture will be leveraging the Ethernet eXtensible Architecture (EXA) Powered C7 MSAP in each of the three targeted communities, along with the industry's broadest portfolio of optical network terminals (ONTs), the 700GX/GE ONT family. Subscribers to this network will receive advanced IPTV services powered by [Innovative Systems](#) middleware, as well as ultra-fast residential and business data services and voice services, all transported across a 10 Gbps Ethernet ring. Venture will also leverage Calix standards-based Extended Reach GPON technology to enable cost-effective delivery of fiber access

services to rural areas up to 40 kilometers (24 miles) from the optical line terminal (OLT). A major part of the [Calix Unified Access portfolio](#), Calix fiber access solutions are the most widely deployed in North America as measured by both service provider deployments (Broadband Properties Magazine, October 2010) and OLT ports (Infonetics, Q3 2010).

"Venture prides itself on delivering to its members the very best in communications services, and now in conjunction with Broadband Stimulus it is able to extend advanced services to its recently acquired Western Telephone exchanges," said John Colvin, vice president of field operations at Calix. "We would like to congratulate Venture and the rural residents of this region of South Dakota on the enormous opportunity that this initiative will provide them. Calix is honored to be playing a major role in bringing one of the most advanced communications infrastructures in the nation to this region, and looks forward to seeing the local residents and businesses experience the transformational impact that ultra-fast broadband will bring to their economic development and quality of life."

With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle mile" awards have now reached 38 different projects representing approximately \$697 million in Stimulus-related grants, loans, and private investment for plant engineering, materials, labor, and other costs, including access equipment.

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>.

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