



ATMC Selects the EXA Powered Calix E7 for Broadband Stimulus Initiative

GPON and Extended Reach GPON bring advanced broadband services to rural North Carolina

PETALUMA, CA—April 6, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that Broadband Stimulus award winner [Atlantic Telephone Membership Corporation \(ATMC\)](#), North Carolina’s largest telephone cooperative, has selected the [Ethernet eXtensible Architecture \(EXA\) Powered Calix E7 Ethernet Service Access Platform \(ESAP\)](#), along with the [700GX/GE family of optical network terminals \(ONTs\)](#), to bring fiber-based broadband services to Columbus County, North Carolina. ATMC will deploy gigabit passive optical network (GPON) and [Extended Reach GPON](#) technologies to deliver advanced services over fiber, such as cable TV, extremely fast data services capable of delivering up to a gigabit per second (Gbps), and high quality voice services to more than 9000 residents, businesses and community institutions. The ATMC Broadband Stimulus award totals \$16 million in overall funds, including an \$11.2 million grant and a \$4.8 million loan, which includes plant engineering, materials, labor, and other costs, including access equipment.

“We are extremely excited for the rural households, businesses, and key community organizations currently in underserved areas of Columbus County, as they will soon have access to one of the nation’s premier broadband networks,” said Allen Russ, CEO and general manager of ATMC. “This Fiber Forward initiative is an investment in the future of these North Carolina communities, and once in place will have an immediate impact on the quality of services available and the local economic development. In Calix, we are partnering with the North American leader in fiber access, with a history of experience and a breadth of solutions that gives us confidence that we have chosen the right company to bring these critical new services and opportunities to our region.”

ATMC will be leveraging the EXA Powered E7 ESAP in the targeted area, along with the industry's broadest portfolio of ONTs, the 700GX/GE ONT family. All residential and business services – including cable TV, ultra-fast data, and reliable session initiation protocol (SIP) voice over internet protocol (VOIP) services – will be delivered over GPON, and transported via standards-based 10 Gbps Ethernet ring technology integrated into the E7, greatly reducing transport costs for the network. ATMC 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). In selecting Calix, ATMC found exceptional value in some of the unique characteristics of the 700GX/GE family of ONTs, such as their ability to elegantly support both radio frequency (RF) video

and internet protocol television (IPTV), as well as their ability to auto-detect both GPON and Active Ethernet (AE) on the same ONT. Flexible features like these have made Calix fiber access solutions 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).

"ATMC has established a strong reputation for service excellence in Brunswick County, and now in conjunction with Broadband Stimulus it is able to extend advanced services to neighboring Columbus County," said John Colvin, vice president of field operations at Calix. "We would like to congratulate ATMC and the rural residents of this region of North Carolina 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 area, 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 39 different projects representing approximately \$713 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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