



TriCounty Selects the Calix B6 for Regional Broadband Stimulus Initiative

GPON to bring advanced broadband services to three rural North Carolina counties

PETALUMA, CA—April 12, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that Broadband Stimulus award winner [TriCounty Telecom \(TriCounty\)](#) has selected the [Calix B6 Ethernet Service Access Nodes \(ESANs\)](#), along with the [2000 family of optical network terminals \(ONTs\)](#), to bring fiber-based broadband services to parts of Beaufort, Hyde, and Washington Counties in eastern North Carolina. TriCounty will deploy gigabit passive optical network (GPON) technology to deliver advanced services over fiber, such as internet protocol television (IPTV), extremely fast data services, and high quality voice over internet protocol (VOIP) services to more than 10,000 residents, businesses and community institutions. The TriCounty Broadband Stimulus award totals \$16.2 million in overall funds, including a \$10.6 million grant, a \$3.5 million loan, and private investment of \$2.1 million, which includes plant engineering, materials, labor, and other costs, including access equipment.

“We are extremely excited for this initiative, which will bring one of the nation’s premier broadband networks to the citizens and businesses of eastern North Carolina,” said Greg Coltrain, CEO and general manager of TriCounty. “Once in place, we believe this network will have an immediate impact on the quality of services available and the local economic development of the region. In Calix, we are partnering with the North American leader in fiber access and a team that for the last five years has been a key partner to us. This history of experience gives us confidence that we have chosen the right company to bring these critical new services and opportunities to our region.”

The B6 ESAN and the 2000 family of ONTs TriCounty will be deploying are the most recent additions to the Calix Unified Access portfolio – the most widely deployed fiber access solutions in North America as measured by both service provider deployments (Broadband Properties Magazine, October 2010) and OLT ports (Infonetics, Q4 2010). All residential and business services delivered across TriCounty’s service area – including IPTV, ultra-fast data, and reliable VOIP services – will leverage GPON technology for service delivery and be transported via standards-based 10 Gbps Ethernet ring technology integrated into the B6. TriCounty anticipates this Fiber Forward initiative will provide a foundation for economic growth and job creation in the region for decades to come by increasing access to online education, improving community health, strengthening public safety and security, and promoting rural economic development through local economic diversification and job creation.

"TriCounty has been the communications backbone of Beaufort, Hyde, and Washington counties for over 55 years, and by leveraging the Broadband Stimulus program is now making a substantial investment in the future of eastern North Carolina," said John Colvin, vice president of field operations at Calix. "We would like to congratulate TriCounty and the rural residents of this region on the enormous opportunity this initiative will provide them. Calix is honored to be playing a major role in bringing this advanced communications infrastructure to the area and looks forward to working closely with TriCounty to bring new economic development and an improved quality of life to its subscribers."

With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle mile" awards have now reached 40 different projects representing approximately \$730 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>.

Press Inquiries:

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