



## **Broadband Stimulus Winner HTC Deploys EXA Powered Calix E7-20**

*Multi-terabit E7-20 ESAP delivering gigabit speeds over GPON and Active Ethernet to rural Minnesotans*

**PETALUMA, CA—July 11, 2011**—[Calix, Inc.](#) (NYSE: CALX) today announced that three-time Broadband Stimulus award winner [Halstad Telephone Company](#) (HTC) is the first Calix customer to deploy the [EXA Powered E7-20 multi-terabit Ethernet Service Access Platform](#) (ESAP) – delivering advanced broadband services to previously underserved and unserved subscribers in five towns and the surrounding rural areas of Norman and Polk Counties in northwestern Minnesota. HTC is leveraging both gigabit passive optical network (GPON) and Active Ethernet (AE) technologies delivered via the E7-20 and [700GE/GX family of optical network terminals](#) (ONTs) to deliver advanced IPTV services, ultra high-speed residential and business data services capable of speeds of up to one gigabit per second (Gbps), and reliable session initiation protocol (SIP) voice over IP (VOIP) services. The combination of GPON and AE technology support in the E7-20 and auto-detect technology in every 700GE/GX ONT provides extraordinary flexibility for HTC and its subscribers. HTC can now match the right technology and service to any customer elegantly and efficiently, offering gigabit per second speed across different technologies with the same deployment methodology. The E7-20 was first introduced to Calix customers at the [Calix User Group Conference](#) last Fall, and HTC’s deployment is the first of many scheduled over the next month at numerous Calix accounts across North America.

“We believe that the E7-20 ESAP represents the future of fiber access, and we are excited to be the first company in the world to deploy it in our network,” said Tom Maroney, chief executive officer at HTC. “In less than one hour the E7-20 was turned-up and placed in production delivering services over GPON and Active Ethernet to customers. Even in our rural market, we can foresee extraordinary bandwidth demand as video consumption continues to proliferate throughout our communities, and the E7-20 provides us with the capacity that we need to address this demand for decades to come.”

The E7-20 multi-terabit ESAP is a high capacity, low latency, all-fiber access concentrator designed for an all-video world. Architected to meet the needs of the next generation Internet where high bandwidth Internet protocol (IP) video streams proliferate and are delivered over fiber access infrastructure, the E7-20 is a two terabits per second (Tbps) access concentrator with the ability to deliver gigabit speeds to every residential or business subscriber in the network. Initially supporting GPON, AE, and point-to-point gigabit Ethernet (GE) services on the subscriber side and multiple 10 gigabit Ethernet (10GE)

transport services on the network side, the E7-20 has the capacity to symmetrically deliver 100 Gbps of non-blocking, fully redundant throughput to each of its 20 universal line card slots. HTC is deploying the E7-20 along with the [E7-2 ESAP](#), the [E5-120 Ethernet Service Access Node](#) (ESAN), and 700GE/GX family of ONTs with auto-detect capabilities across each of its three Broadband Stimulus awards, and using the [Calix Management System](#) (CMS) to provision and manage the delivery of advanced broadband services across GPON, AE, point-to-point GE, and VDSL2 to its subscribers. Each of these projects is progressing on schedule and is currently delivering advanced broadband services to paying customers.

“Calix is excited and proud to bring the E7-20 multi-terabit ESAP to market on-schedule, and to play a key role in helping HTC to deliver advanced broadband services to rural Minnesota,” said Kevin Pope, senior vice president of product development at Calix. “The E7-20 represents a new generation of access platforms necessary to address the realities of an all-video world. By investing in the E7, the 700GE/GX ONT family, and the rest of the [Calix Unified Access portfolio](#), communications service providers like HTC are making decisions today that will allow them to easily address the bandwidth and efficiency requirements of the market for the next decade or more.”

### **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](http://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-Q for the fiscal quarter ended March 26, 2011, filed with the SEC on April 29, 2011, available at <http://www.sec.gov>.

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