



VTel Selects Calix to Enable Vermonters to Connect to the WOW State-of-the-Art Fiber Internet Network

The Calix 700GE family of ONTs will power the delivery of gigabit Ethernet broadband services in rural Vermont

PETALUMA, CA – October 24, 2011 – [Calix, Inc.](#) (NYSE: CALX) today announced that Broadband Stimulus awardee [Vermont Telephone Company](#) (VTel) will deploy the Calix [700GE family of optical network terminals](#) (ONTs) to deliver advanced broadband services to more than 15,000 customers throughout its service area in southern Vermont. Last year, VTel was awarded federal American Reinvestment and Recovery Act funding for its [Wireless Open World](#) (WOW) network to extend fiber to every home and business in the VTel service area and roll out 4G/LTE high speed, wireless broadband services throughout Vermont.

The VTel WOW fiber-to-the-home network will leverage point-to-point gigabit Ethernet technologies to deliver voice over IP (VOIP) and ultra-high-speed residential and business data services. Powered by the 700GE family of ONTs, VTel will provide broadband services capable of up to one gigabit per second (Gbps) to each customer premise, making VTel's network among the most advanced in the world.

"Calix is a leading company enabling broadband access, and we are excited to have them helping us deliver broadband, voice, and television services to rural Vermonters with technology that is far superior to that available in most urban environments." said Justin Robinson, president of VTel.

VTel is delivering on the promise of bringing broadband, over both fiber and wireless technologies, to many of Vermont's unserved and underserved community anchor institutions, homes, and businesses. Construction on the three-year WOW project began in late September and is set to be completed in 2013. In addition to delivering broadband access, VTel is also delivering digital literacy training through thousands of Rural Broadband Farm Forums, patterned on the Rural Radio Farm Forum used successfully in rural America in the 1940s to help create jobs and share community ideas. These sessions use broadband access to improve the quality of life in Vermont communities.

"As new advanced applications are introduced into the market, it is clear that bandwidth needs are rapidly increasing," said John Colvin, senior vice president of North American field sales and marketing at Calix. "VTel is a great example of a communications service provider who is not only addressing the bandwidth challenges of today, but looking into the future to ensure customer needs are met for years to come. It is a privilege to work with innovative companies like VTel that are leveraging the Stimulus program to bring advanced broadband services to areas of our country that were previously underserved, or not served at all."

With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle mile" awards have now reached 74 different projects representing nearly \$1.5 billion 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.

According to a recent survey from [Infonetics Research](#), Calix is the leading provider of Ethernet ONTs, with over 50 percent of the installed ONT deployments in North America. With over a decade of experience in the market, Calix has built the industry's most complete and widely deployed ONT portfolio, including the 700GE family, which supports symmetrical, full gigabit Ethernet services, across both gigabit passive optical network (GPON) as well as point-to-point gigabit Ethernet technology. Each ONT in the Calix portfolio also features auto-detect capabilities, which gives communications service providers such as VTEL extensive flexibility and efficiency in their deployments. The Calix auto-detect feature automatically senses the network technology, GPON or point-to-point gigabit Ethernet, and can quickly synch-up to the appropriate technology without requiring a truck roll or change in equipment. These industry-leading innovations have been instrumental in the fact that 67 percent of Infonetics survey respondents globally named Calix as one of the top-three FTTH solutions providers in the market.

About VTel

VTel is a family-owned telephone company whose network began serving rural Vermont in 1890. It operates a four-state optical fiber network from Vermont with connections to New York City, Boston, and Montreal, with speeds of 1 Gig to 100 Gig, serving some of the most intensive data users in the northeast. VTel is also one of the largest owners of FCC wireless licenses in Vermont, New Hampshire and upstate New York, and is working with Vermont's largest public utilities to use 700 MHz to deploy statewide Smart Grid throughout Vermont.

In 2010, VTel received American Reinvestment and Recovery Act awards of \$129 million, in grants and loans, to help build America's first GigE-to-Every-Home network, to extend 4G/LTE wireless broadband to every un-served Vermont community, and to extend its fiber to 200 community anchors in three states.

VTel is committed to making a meaningful contribution to the prosperity of Vermont communities and the protection of its working landscape. To that end, VTel actively supports Vermont community groups, drives hybrid vehicles, utilizes clean energy including solar, hydro and wind power, and is committed to improving quality of life in Vermont. We are Vermonters proudly serving Vermonters.

For more information, visit www.vermontel.com.

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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 September 24, 2011, filed with the SEC on October 21, 2011, available at <http://www.sec.gov>.

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