



Calix Honors Seven Customers with Calix Innovation Awards

Innovative applications of the Calix Unified Access portfolio showcased at the record-breaking Calix User Group Conference

PETALUMA, CA – November 14, 2011 – [Calix, Inc.](#) (NYSE: CALX) today announced that seven communications service provider customers were named Calix Innovation Award winners at the [Calix User Group Conference](#) in Las Vegas. These inaugural awards were presented to service providers who demonstrated excellence in leveraging the [Calix Unified Access portfolio](#) to deliver new revenue generating services, commitment to their local communities, and overall business transformation. Each recipient was highlighted in a video case study and honored in front of the 1375 registered attendees at the Calix User Group Conference.

The inaugural Calix Innovation Award winners are:

- [BEK Communications](#) – Innovation in local content creation and delivery
- [CenturyLink](#) – Innovation in advanced entertainment services
- [Dickey Rural Networks](#) (DRN) – Innovation in fiber-enabled operational efficiencies
- [Palmetto Rural Telephone Cooperative](#) (PRTC) – Innovation in network and regional transformation
- [Reservation Telephone Cooperative](#) (RTC) – Innovation in advanced security services
- [Sebastian Corporation](#) – Innovation in broadband service delivery to remote areas
- [Volcano Communications](#) – Innovation in broadband service delivery in extreme conditions

“We have been dedicated to bringing fiber to our community in order to accelerate economic development in rural South Carolina,” said Tony Stout, CTO of PRTC. “The Calix Innovation Award is another validation of the transformation that advanced broadband services can foster, not only in our region, but all over the country. It was a true honor to receive this recognition in front of my peers, and we are proud that PRTC was given the opportunity to share its powerful experiences with hundreds of other service providers in the Calix community.”

The video case studies of each of these award winners will be available on the [Calix blog](#) in the coming weeks. In addition, nominations for the 2012 Calix Innovation Awards will open early next year. For more information on how to submit a nomination, please check the Calix website in January, 2012.

Calix User Group Conference Attracts Record Number of Attendees

In its eighth year, the Calix User Group Conference attracted a record number of service providers, consulting engineers and Calix Compatible partners to the Wynn Las Vegas, making it one of the largest communications-focused events in North America. The event included four full days of main stage and breakout presentations, training classes, partner expositions, and social events, in which attendees learned about new product and technology innovations across the Calix Unified Access portfolio, while sharing ideas and experiences with their peers and planning their networks for 2012. Keynote presentations on Wednesday morning focused on a wide variety of new product

announcements, including an array of new VDSL2 options available across the Calix Unified Access portfolio. One of many product highlights was a live demonstration of 10G PON coexisting with currently deployed Calix 700GE ONTs – which resulted in spontaneous audience applause. On Thursday, a keynote panel discussion on the future of gigabit applications, which featured Sunriver Communications president and former Facebook executive Brian Walsh, Case Western Reserve University CIO and Gig U. advisor Lev Gonick, and U.S. Ignite executive director and former Nortel and NSN executive Sue Spradley, concluded the main stage presentations. In addition, attendees were also treated to a private concert from Hootie and the Blowfish.

“Our eighth Calix User Group Conference was another tremendous success,” said John Colvin, senior vice president of North American field sales and marketing. “This event provides a clear vision of the future of the communications industry and the role that Calix access innovation plays in facilitating service provider transformation and future success. With our largest number of attendees to date and overwhelmingly positive feedback, we are looking forward to continuing to build on this tradition in 2012 and producing the highest quality event for our customers that will assist them in meeting their business objectives for years to come.”

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-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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