



WCVT Selects Calix for Broadband Stimulus and Network Transformation Projects

Deployment flexibility of the Calix B6 and E7 enable efficient network upgrade across rural Vermont

PETALUMA, CA—December 5, 2011 – [Calix, Inc.](#) (NYSE: CALX) today announced that [Waitsfield and Champlain Valley Telecom](#) (WCVT), an independent, privately owned telephone company serving the Mad River and Central Champlain Valley regions of Vermont, has selected the [Calix Unified Access portfolio](#) to support its three-year network transformation project. Taking full advantage of the deployment flexibility of the Calix portfolio to transform its outside plant and bring advanced broadband services to its subscribers, WCVT is pulling fiber deep into its access network and using small-form-factor [B6 Ethernet Service Access Nodes](#) (ESANs) and [E7 Ethernet Service Access Platforms](#) (ESAPs) to retrofit existing cabinets and achieve significant capital and operational efficiencies. For its fiber-the-premises initiative funded by a \$5.5 million Broadband Initiatives Program (BIP) Broadband Stimulus award, WCVT will utilize the Ethernet eXtensible Architecture (EXA) powered Calix E7 Ethernet Service Access Platforms (ESAPs) and the 700GE family of optical network terminals (ONTs), including the [716GE-I indoor ONT](#), to bring gigabit passive optical network (GPON) services over fiber to over 1,300 businesses, residences and anchor institutions. Outside of the Broadband Stimulus areas, Calix B6 ESANs will be deployed to bring asynchronous digital subscriber line 2 plus (ADSL2+) services over copper.

Nestled in the heart of the Green Mountains, WCVT serves a wide variety of subscribers from rural residents and businesses to a number of Vermont's finest ski resorts, including the Bolton Valley, Mad River Glen, and Sugarbush Resorts. Throughout the WCVT serving area and across a wide variety of deployment scenarios, the one rack-unit (1RU) Calix B6 and E7 solutions will allow WCVT extraordinary flexibility to address their network transformation. With these small-form-factor solutions, WCVT will be able to prepare their network for the applications of the future, without replacing cabinets or requiring costly forklift upgrades.

"It is extremely important for WCVT to upgrade our network as efficiently as possible in order to bring the fastest broadband speeds to market without a lengthy and costly deployment period," said Lee Cheney, central office manager at WCVT. "After a very thorough trial process, we are confident that the Calix Unified Access portfolio provides us with the reliability, flexibility, and capacity to deliver the speeds our customers are looking for, without requiring major new construction or an overhaul of our existing network. As we begin this project that will cover over 669 square miles, we believe that the flexibility and ease of deployment of the Calix solutions complemented by the experience of the Calix team will help us to transform our network and deliver an extraordinary broadband experience to our subscribers."

Across both fiber- and copper-based networks, the Calix Unified Access portfolio offers a wide range of solutions to support any type of network transformation. With the small 1RU form factor available in the Calix B6 and E7, these solutions give service providers the flexibility to leverage existing infrastructure and fit into hard-to-reach spots in the network to efficiently deliver services over GPON, point-to-point Gigabit Ethernet (GE), VDSL2 and ADSL2+, as well as provide 10 gigabit Ethernet (10GE) network transport. In addition, the broad family of Calix 700GE ONTs is optimized to meet the

requirements of virtually any fiber access service or deployment scenario. WCVT will take advantage of the breadth of the Calix ONT portfolio by deploying a mix of 716GE-I ONTs for residences, 766GX ONTs for business customers, and 725GE RF return ONTs to deliver video services in certain areas.

“Communications service providers like WCVT are looking towards the future and preparing their networks and overall businesses for the bandwidth-intensive applications on the horizon,” said John Colvin, senior vice president of North America field sales and marketing at Calix. “With this network transformation, we are confident that WCVT will be able to quickly and efficiently roll out new services over the Calix platforms within minimal capital expenditure. We look forward to partnering with WCVT throughout their current projects and well into the future.”

With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle mile" awards have now reached 75 different projects representing over \$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.

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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