Calix is a leading global provider of broadband communications access systems and software – the largest telecommunications vendor in the world focused solely on the access space. Calix customers worldwide depend on our Unified Access portfolio to connect to their residential and business subscribers and deploy virtually any service over fiber- and copper-based network architectures. As service providers evolve to meet emerging broadband demands, Calix is at the forefront of the access innovation that allows these companies to become the broadband service providers of choice to their subscribers.

**DEPLOYMENT PROFILE**

**Customers**

The growing Calix customer base consists of service providers in 85 countries. Calix supplies strategic access solutions to a diverse base of service providers, including

- ILECs
- CLECs
- MSOs
- Municipalities
- Utilities
- Electric Cooperatives
- Vertical Markets
- Backhaul Providers

**Deployment Metrics**

Systems deployed ......................... 100,000+
Access interfaces .......................... 19,000,000+
Fiber access customers ................. 1,000+
Video customers ........................... 425+

**Market Share**

North America Broadband Access (Revenue) ....................... #1 market share (source: Infonetics)
North America Fiber Access (OLT Revenue) ..................... #1 market share (source: Infonetics)
North America Multiservice Access (DSL/Fiber ports)......... #1 market share (source: Infonetics)

**Current Events**

- Hosted 2014 Quarterly FSAN Meeting for NG-PON2 standards (source: Public announcements)
- The North American gigabit services deployment leader (source: Broadband Communities)
- Recognized as U.S. fiber access deployment leader (source: Broadband Communities)
- Won 2014 Internet Telephony Product of the Year Award (Compass Command Center)
UNIFIED ACCESS PORTFOLIO

COMPASS Application Suite:  
Software Tools that Accelerate Business Transformation

Compass is a suite of software-as-a-service (SaaS) applications that look beyond the Calix access infrastructure to operate the entire network more efficiently and identify, exploit new revenue opportunities, and increase subscriber satisfaction. The Service Verify application enables service providers to offer personalized SLA contracts to the growing and highly demanding business Ethernet services and mobile backhaul markets by automating collection, analysis, and reporting of key performance metrics from intelligent Ethernet access devices. The Flow Analyze application allows non-intrusive monitoring of network utilization on a per-service, per-subscriber, per-location, and per-interface basis. The Consumer Connect application enables service providers to become a virtual technician in the home — remotely activating new broadband devices and managing home networks. The Calix Management System (CMS) delivers superior tools and features to install and maintain multiservice copper and fiber networks built from the Calix Unified Access portfolio. The Command Center interface provides a single interface for all Compass tools and CMS.

E-Series:  
Ethernet Service Access Platforms (ESAPs)

A portfolio of highly flexible, carrier grade ESAPs with industry-leading density and capacity optimized for advanced services delivery and network transformation over fiber and copper.

**E7-2 modular ESAP:** Modular two-slot, 1RU chassis that delivers any mix of GPON, gigabit Ethernet (GE), VDSL2, and 10GE services and offers industry leading densities over copper and fiber.

**E7-20 multi-terabit ESAP:** A very high capacity, low latency access concentrator platform optimized for fiber access delivery, supporting over 10,000 GPON subscribers and 480 GE subscribers per chassis.

**E5-520 and E5-308 ESANs:** Fixed form factor nodes that integrate service demarcation and Ethernet aggregation capabilities to deliver premium Carrier Ethernet 2.0 business and mobile backhaul services with operational efficiency and service assurance.

**E3 and E5 ESANs:** Sealed and fixed form factor nodes designed for cost-effective delivery of VDSL2 services, with support for transformative technologies such as vectoring and 10GE transport.

Multiservice:  
B6 ESAN and C7 MSAP

The B6 Ethernet Service Access Node (ESAN) and C7 Multiservice Access Platform (MSAP) simplify broadband deployments with the flexibility to support high-density fiber and copper connectivity, as well as transport technologies, in the same chassis.

ONTs and Service Gateways:  
SFU, MDU, Business (MEF/OAM), Mobile Backhaul

The industry’s broadest and most versatile portfolio of innovative, standards-based optical network terminals (ONTs) and service gateways (SGs) for home and business use. Deliver full gigabit speeds over GPON and GE today, co-exist with 10GE PON technologies tomorrow.