



Calix Announces a New Portfolio of GPON ONTs for Multi-Dwelling Unit and Business Applications

The Calix 760 ONTs Target Underserved and Growing Commercial Market

APRIL 29, 2008, PETALUMA, CA— [Calix](#) today announced a versatile portfolio of gigabit passive optical network (GPON) optical network terminals (ONTs) for the multi-dwelling unit (MDU) and small to mid-sized business markets. The three new products, part of [Calix's 700G family](#) of GPON ONTs, are aimed at the unique requirements of commercial deployment environments, from residential and mixed-use apartment buildings, dormitories, or hospitality locations, to business parks, strip malls, and stand-alone enterprises. Service providers can use the portfolio to offer a mix of services and applications, including IPTV, RF video, gigabit Ethernet, TDM voice, support for DS-1 lines, and even cellular backhaul — all over fiber to the premises (FTTP).

Features and applications of the new Calix 760G ONT portfolio:

- The [760G](#) supports eight POTS lines, four 10/100/1000 Ethernet ports, four RF video ports, and one hot RF video port; it is designed for MDUs, hospitality, and mixed-use business/residential deployments.
- The 762G supports eight POTS lines, eight 10/100/1000 Ethernet ports, four RF video ports, and one hot RF video port; it is designed for MDUs, hospitality and mixed-use business/residential deployments.
- The 765G supports eight POTS lines, four DS-1 lines, four 10/100/1000 Ethernet ports, four RF video ports, and one hot RF video port; it is designed for business and mixed-used business/residential deployments and cellular backhaul applications.
- All of the 760G ONTs support 2.5 gigabit per second (Gbps) GPON on the Calix C7 multiservice access platform with Release 6.0 software.
- Every ONT in the portfolio is hardened, and power supplies are available for indoor and outdoor locations.

“Calix is filling an important market need in our markets across Florida and the Caribbean with its new MDU and business ONTs,” said Jeff Beekhoo, principal of DVI Consultants, Inc. “Many of our developer customers use advanced communications services – in particular the extraordinary bandwidth enabled via fiber to the premises technology – as a way to differentiate their MDU properties. My customers demand cutting-edge services delivered flexibly and cost-effectively, and with the new Calix products I can surpass their expectations.”

Calix is the first company to specifically target the “sweet spot” of the small to mid-sized MDU and business market with a portfolio of ONT products that can accommodate a variety of line-size options

and offer the flexibility to address mixed business/residential deployments. As the worldwide leader in GPON ONT deployments (Dell'Oro Group, February 2008), Calix serves an FTTP customer base of hundreds of North American service providers. The company has a history of drawing feedback from its diverse customers and aligning itself with their business interests.

"The business case for FTTP requires service providers to take full advantage of every service opportunity that is within reach of their deployed fiber," said David Russell, solutions marketing director at Calix. "The diversity, modularity, and flexibility of the Calix GPON ONT family, boosted by the new 760G portfolio, allow service providers to optimally address nearly any residential, business, mixed-use, single family unit (SFU), or MDU environment."

"With over a third of the population in North America living in MDUs, and with tens of thousands of businesses spread throughout the country, service providers deploying FTTP must have solutions to address these critical market segments," said Teresa Mastrangelo, principal analyst of broadbandtrends.com. "Calix has done a great job at providing a comprehensive portfolio of ONTs to address these underserved opportunities."

Links

Calix MDU ONT portfolio - https://www.calix.com/products/p-series/calix_760.html

Calix 700 ONT - http://www.calix.com/products/p-series/calix_700.html

Calix C7 - http://www.calix.com/products/p-series/calix_700.html

Keywords

GPON, Optical Network Terminal, ONT, FTTP, IPTV, IP video, Broadband Access

About Calix

Calix is the largest telecom equipment supplier focused solely on access solutions for broadband service delivery. Service providers deploy Calix access systems to enable a rich set of information, communication, and entertainment services and to expand their revenue base beyond connectivity. Calix access innovation helps service providers transform their networks from circuit to packet, narrowband to broadband, and copper to fiber. Calix has deployed millions of ports and tens of thousands of systems into hundreds of service provider networks throughout North America. 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. Actual results and the timing of events could differ materially from current expectations.

For additional information contact:

Neila Matheny
Engage PR
510-748-8200 x215
nmatheny@engagepr.com

