



Calix Introduces Fifteen New ONTs; Extends Industry Fiber Access Leadership

Expansion of industry's broadest ONT portfolio addresses new service provider revenue applications

September 22, 2009, PETALUMA, CA — [Calix](#), the largest communications equipment supplier focused solely on access solutions for broadband service delivery, today announced an unprecedented expansion to its [industry leading portfolio of optical network terminals \(ONTs\)](#). These new models extend the total number of distinct ONT models to 24, each optimized for unique service-provider deployment scenarios. The complete breadth of the Calix ONT portfolio will be on display at the Calix booth (#501) at the [2009 Fiber to the Home Council Conference and Expo](#) at the George R. Brown Convention Center in Houston, Texas, September 28-30.

New applications, such as mobile backhaul, multi-dwelling unit (MDU) services, and small and medium-sized business (SMB) deployments, are emerging as large revenue opportunities that often complement residential fiber access networks. Each application requires a different set of ONT form factors and features. With more than 250,000 mobile wireless towers in North America, an estimated five million MDUs, and more than five million SMBs in North America today, the incremental size of the opportunity for service providers is enormous.

"These 15 new ONTs provide our customers with unparalleled flexibility in deploying fiber access networks," said Kevin Pope, senior vice president of product development. "As the demand for bandwidth continues to grow in both residential and business environments, and as service providers seek new opportunities to capitalize on their fiber infrastructure, specialized applications like mobile backhaul become critical to meeting community requirements as well as enhancing the fiber access business case. Our extensive portfolio of ONTs means that service providers seeking to address these requirements aren't trying to fit a square peg in a round hole – they are leveraging the optimal form factor and feature set to meet the real requirements for any deployment scenario."

Each of the 15 ONTs is optimized for one of four applications:

- [Mobile backhaul](#) – Designed to meet the strict performance criteria imposed by mobile service providers.
 - 766GX / 766GX-R / 766GX-R24 (8 T1s (TDM or pseudowire), 4 GE, 8 POTS, available in wall and rack mounted versions, +24V and -48V options)
- [MDU services](#) – Broad feature set designed for residential deployment of four and eight living units and featuring the first MDU ONT in the industry with an embedded and managed RF return for two-way RF video.

- 760GX and 762GX (4-8 GE, 8 POTS, 4 RF ports up to 1 GHz)
- 763GX / 763GX-R (8 GE, 8 POTS, 8 RF ports up to 1 GHz, integrated SCTE RFOG micronode)
- [Small and medium-sized businesses](#) – Optimized for the wide deployment requirements of business parks, strip malls, and office buildings
 - 765G-R / 765G-R24 (4T1s, 4 GE, 8 POTS, available in wall and rack mounted versions, +24V and -48V options)
 - 767GX-R Rack mounted design for mixed residential and business environments that require support of T1s and two-way RF video (8 T1s (TDM or pseudowire), 4 GE, 8 POTS, 8 RF ports up to 1 GHz, integrated SCTE RFOG micronode)
- [Single-family residential](#) – A variety of new units supporting 1 GHz RF video
 - 720GX, 721GX, 722GX, 724GX (1 GE, 1 FE, 2-4 POTS, 1 RF port up to 1 GHz, HPNA support on some models)
 - [725GX](#), includes an embedded and managed SCTE RFOG micronode (1 GE, 2 POTS, 1 RF port up to 1 GHz, integrated SCTE RFOG support)

ONTs: The Critical Network Element in Fiber Access

Because of its key role in the infrastructure cost and future services capability, the ONT is the most important element of a fiber access solution. The ONT acts as the interface to the subscriber and defines what revenue generating services can be offered to subscribers today and in the future. The ONT also accounts for over two-thirds of a service provider's electronics costs for fiber access equipment. Thus, ONTs factor heavily in the initial business case, as well as play a major role in the ongoing economic viability of a fiber access deployment. For these reasons, ONTs and the outside plant fiber infrastructure should be the most future-proof parts of a fiber access network.

Calix stands as the clear leader in fiber access innovation. With the unrivaled breadth and excellence of the Calix P-series portfolio of ONTs, Calix service-provider customers gain extraordinary advantage in fiber access deployment. The portfolio enables the best opportunity for service penetration at the lowest initial CAPEX and ongoing OPEX. The following features of the Calix ONT portfolio are specifically designed to help Calix customers win:

- The [Calix 700GX family of ONTs](#) is the only line of ONTs in the industry to support both GPON and Active Ethernet in one ONT. This auto-detect technology allows service providers to switch from one technology to the other with ease and without a truck roll, saving significant capital and operational costs.
- All Calix ONTs feature a unique remote-provisioning capability that sharply reduces the cost to install and turn up a new ONT.

- All Calix ONTs offer a 10/100/1000 Ethernet port into the home. This interface future proofs the ONT to ensure a long service life.
- Calix ONTs feature an intelligent Ethernet interface that supports multiple VLANs and multiple types of services over a single interface in the home, substantially simplifying wiring in the home.
- All Calix ONTs support standards-based extended reach GPON, which doubles the traditional reach of GPON-delivered services out to 40 km and dramatically increases addressable serving areas by up to four times.
- Each ONT is managed by the [Calix Management System \(CMS\)](#) which provides a single network view and a common user experience independent of media type, protocol, or service.

About Calix

Calix is the largest communications 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:

Jeannette Bitz
Engage PR
510-748-8200 x207
jbitz@engagepr.com