



Calix Delivers New E7 Ethernet Service Access Platform to Address Accelerating Broadband Demand in Access Networks

Modular, extensible E7 introduces flexible new high-capacity option to Calix Unified Access portfolio

November 9, 2009, ORLANDO, FL (TelcoTV)— [Calix](#), the largest communications equipment supplier focused solely on access solutions for broadband service delivery, today unveiled a revolutionary new approach to access networks: the [E7 Ethernet Service Access Platform \(ESAP\)](#), a modular, chassis-based pure Ethernet platform architected for carrier class performance, deployment flexibility and management simplicity. Marrying an advanced 100 gigabits per second (Gbps) backplane with a one rack unit (RU), two slot chassis, the [E7](#) can deploy any mix of GPON, point-to-point gigabit Ethernet (GE) or Active Ethernet (AE), and 10GE transport for business and residential services, allowing communications service providers (CSPs) to combine multiple E7 platforms as a single, manageable network element.

The E7 is a highly extensible standards-based, Ethernet platform that offers CSPs the flexibility needed to address the bandwidth and operational challenges of an increasingly all-video world, while maintaining an architectural simplicity that eases provisioning and operations. A powerful new option in the Calix Unified Access portfolio, the E7 ESAP complements the [C7](#), North America's most widely deployed multiservice access platform (MSAP). Together, these solutions provide an array of deployment options for CSPs looking to transform their networks from legacy to advanced services efficiently and cost-effectively.

With Internet traffic growing 60 percent annually, video is becoming the predominant consumer application. CSPs are struggling to keep pace with the exponential need for access network bandwidth. Simultaneously, they face an increasingly competitive environment that renders services uptake extremely unpredictable. The modularity of the E7 is well-suited to address these challenges head-on, allowing CSPs to meet emerging service demands with bandwidth-rich GPON, residential AE, and point-to-point GE [business services](#), while deploying a customized mix of E7 chassis that are optimized to their deployment needs. As subscriber penetration increases, E7 chassis can be added incrementally, with each additional platform providing supplementary GPON, AE, and 10GE ports, yet managed as a single network element with one IP address as well as a single configuration database. This gives CSPs flexibility to easily add new service cards as demand dictates, with the extra capacity to meet network bandwidth challenges cost effectively while maintaining operational efficiency across the extensible modular chassis.

"As one of the first large scale switched digital video deployments in the country, we know what it takes to deliver and keep pace with the accelerating demands of advanced video services," said Joe Corbin, vice president of operations, Horizon Telecom (Chillicothe, Ohio). "The E7 allows us to immediately address emerging access needs and to simplify and reduce our cost of operations. Where existing fiber is available, we can install an E7 and install advanced video and broadband services to multiple

customers, all on the same day. Calix has become a partner which Horizon can rely on to deliver solutions to keep us ahead of our competition.”

“The last big revolution in the access network occurred when voice started giving way to data, a situation that called for altogether new approaches to network architectures to meet bandwidth demands,” said Matt Davis, director of multiplay services at IDC. “Today, we are seeing another explosive growth in bandwidth demand driven by new broadband video services. The difference, however, is that competition is much more fierce and the rate of change is much faster this time around, challenging the predictability of service penetration. A modular, flexible, and high-capacity platform like the E7 is ideally suited for this transition, as it allows service providers to meet their service demand challenges with the optimal capital and operational efficiency.”

New Ethernet eXtensible Architecture Ensures Maximum Platform Flexibility

The Calix E7 is designed for easy service deployment and rapid service expansion by a combination of innovative hardware and software architectures. In addition to its modularity and wide fiber access services support, the E7 platform leverages a standards-based Ethernet kernel built for access, called Ethernet eXtensible Architecture (EXA). The EXA Powered E7 delivers operational simplicity and network awareness, allowing the E7 to be easily provisioned, dramatically facilitating faster installation and turn-up. Whether deployed in the central office, remote terminal or node, in the basement of a building or cellular tower hut, as a retrofit, or in a network with other Calix C7s and [E5](#) platforms, the combination of the EXA Powered E7 and [Calix Management System \(CMS\)](#) allows cross-network and cross-platform service provisioning and a single management view of the whole network. This results in network-wide element awareness for all services for maximal operational efficiency, flexibility, and responsiveness.

The E7 delivers native Ethernet service across a variety of applications from an extensible two-slot, one RU chassis:

- GPON-4 Line Card (Business and residential services): Enables fiber access flexibility with four GPON ports, eight gigabit Ethernet ports, and standards-based 10GE transport on the same line card.
- 10GE-4 Line Card ([Transport and aggregation services](#)): Advanced carrier-grade, standards-based 10GE transport and MEF 9/14 certified business services aggregation on the same line card.
- GE-12 Line Card (Residential Active Ethernet services): Delivers residential AE service drops in 12-port increments, with integrated, standards-based 10GE transport on the same line card.

Unified Access Portfolio Expands Communications Service Provider Options

The new E7 ESAP brings new flexibility to the Calix Unified Access portfolio. Complementing the C7 MSAP, the E7 ESAP is focused exclusively on Ethernet in a modular form factor. Service providers taking an evolutionary approach to access network transformation, where they transition systematically from legacy services to advanced Ethernet services, will look to the C7 as the optimal platform for this migration. Service providers that need to take a revolutionary approach and leap directly into fiber-fed Ethernet services can opt for the simplicity of the E7. In many networks, both products will likely be

deployed together, with the optimal form factor, density, and services mix leveraged on a case-by-case basis. With both platforms managed seamlessly by CMS and both capable of supporting the full range of [P-Series ONTs](#), service providers must merely choose the “right” solution optimized to their specific deployment scenario and pace of transformation.

“The Calix Unified Access Infrastructure reflects a core development philosophy – Build systems with long useful lives that provide a clear migration path to a single, unified access network,” said Kevin Pope, senior vice president of product development at Calix. “Communications service providers that deployed other solutions over the last seven years have in many cases been forced into wholesale change-out and upgrades of this equipment, yet those who deployed Calix C7 platforms are still adding new cards and turning-up new advanced services after seven years of value. The EXA Powered E7 has been architected to these same principles, but with a narrower focus on exclusively Ethernet services over fiber and the extensibility requirements of an all-video world.”

About Calix

Calix is a leading provider of communications access systems and related software that enable communications service providers to connect to their residential and business subscribers. Calix enables communications service providers to provide a wide range of revenue-generating services, from basic voice and data to advanced broadband services, over legacy and next-generation access networks. Calix access innovation helps these companies to 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.

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