



Calix launches Compass software suite to accelerate service provider business transformation

Compass Flow Analyzer application provides powerful network traffic visibility and insight

DALLAS, TX—February 15, 2011—[Calix, Inc](#) (NYSE: CALX) today announced the launch of [Compass](#), a suite of software applications designed to help communications service providers accelerate their business transformation. Each Compass application is designed to directly affect key service provider business and operations functions, allowing service providers to identify new revenue opportunities while significantly reducing the costs of network operation. [Flow Analyzer](#), the first Compass application to market, is a powerful real-time traffic flow analysis tool, delivering up-to-the-minute information about bandwidth utilization viewed on a per-service, per-subscriber, per-location or per-interface basis. The Flow Analyzer application presents communications service providers with increased visibility and manageability of their subscribers and their subscribers' interactions with the network, providing the basis for better network management, proactive service management, and an improved subscriber experience.

"The capabilities of Compass Flow Analyzer have provided us with a high level of granularity in understanding traffic flows in our network, and we have been able to use this information to proactively address potential service-affecting issues," said Jerry Tilley, operations manager at [Nemont Telephone Cooperative](#) in Scobey, Montana. "For example, we know on a real-time basis which applications are consuming the most bandwidth in our network. With this tool we can analyze the type of traffic and where demand is greatest. This helps us to understand where upgrades are needed, thus avoiding bottlenecks in the network. Our ability to proactively improve the customer's service before they realize that there is a problem is a win-win for everyone involved."

Flow Analyzer non-intrusively accesses real-time and historical network flow data, segments it by application, and displays network utilization multi-dimensionally on a per-service and per-subscriber basis. This allows the service provider to quickly react to problems and opportunities, and proactively address them in the network or directly with the subscriber before they become service affecting. Like all Compass applications, Flow Analyzer follows a "software-as-a-service" model, where the solution is hosted in a Calix state-of-the-art, cloud-based datacenter via a secure web connection. A simple monthly service fee tailored to the size of the subscriber network governs full access to the Flow Analyzer application: no upfront fees, no hardware investments, and no long term contract commitments.

Flow Analyzer is the first of many applications planned as part of the Compass suite of software applications. The future Compass suite will contain a wide variety of applications addressing service provider capital or operational efficiencies and new service opportunities, including:

- Finding new revenue opportunities
- Driving enhanced subscriber satisfaction
- Optimizing network resources
- Reducing the costs of service delivery

Expansion of the Compass applications suite will target the full breadth of the service provider access network from the central office or data center to the subscriber premises, and will focus on addressing such business challenges and opportunities as business data collection and reporting, customer premises equipment (CPE) configuration and management, customer self-care, and service level monitoring. Like Flow Analyzer, emerging Compass applications will be supported across the [Calix Unified Access portfolio](#) as well as any other access infrastructure.

“Communications service providers are seeking new ways to accelerate their business,” said Miguel Alonso, senior director of the Compass software business at Calix. “Impending regulatory changes, increasing service demands, and the threat of new competition are driving our customers to introduce and monetize new services at low service delivery costs. Compass by Calix leverages our extensive expertise in the access network and intimate knowledge of service provider business models to enable a rich suite of software tools that allows our customers to address these challenges and opportunities head-on. This powerful new suite of applications and tools, coupled with a cloud-hosted ‘software-as-a-service’ model, provides an ideal combination that allows our customers to quickly adapt and meet the needs of a rapidly changing world.”

Compass by Calix and the Flow Analyzer application were introduced today at the [2011 NTCA Annual Meeting and Expo](#) in Dallas, TX, and will be demonstrated during exhibition hours on February 15 and 16 at Calix Booth 125. A video introducing Compass and the Flow Analyzer application can be viewed at: <http://www.calix.com/compass/>.

About Calix

Calix is a leading provider in North America of broadband communications access systems and software for fiber- and copper- based network architectures that enable communications service providers to connect to their residential and business subscribers. Calix has shipped over eight million ports of its Unified Access portfolio to more than 600 North American and international customers, whose networks serve over 40 million subscriber lines in total.

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 25, 2010, filed with the SEC on October 22, 2010, available at <http://www.sec.gov>.

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