



BVU Selects the EXA Powered Calix C7 for Regional Broadband Stimulus Initiative

Middle Mile project builds on BVU's existing fiber access network to deliver advanced broadband services across southwestern Virginia

PETALUMA, CA—March 14, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that Broadband Stimulus award winner [Bristol Virginia Utilities \(BVU\)](#) has selected the [EXA Powered Calix C7 Multiservice Access Platform \(MSAP\)](#) along with the [700GX/GE family of ONTs](#) to expand its existing fiber access network across an eight-county region of southwestern Virginia. This “Fiber Forward” initiative will bring advanced broadband services to an estimated 122 community anchor institutions, and more than 18,000 businesses and residences. Capable of transporting traffic at speeds up to 10 gigabits per second (Gbps), and delivering ultra broadband speeds over gigabit passive optical network (GPON) to each premises of up to one gigabit per second (Gbps), the Calix C7 MSAP will deliver advanced IP services across the entire network, including voice and high speed data services. The BVU Broadband Stimulus award totals \$28.4 million in overall funds, including a \$22.7 million grant from the National Telecommunications and Information Administration (NTIA) and a matching portion of \$5.7 million provided by the Virginia Tobacco Commission (VTC), for plant engineering, materials, labor, and other costs, including access equipment.

“Thanks to the generosity of the NTIA and VTC, the rural subscribers of our region will now enjoy the benefits of the same world class fiber network infrastructure that we have deployed in the City of Bristol, Virginia to worldwide acclaim,” said Wes Rosenbalm, president and CEO of BVU. “This project will be a strategic investment in the future of our communities, stimulating future economic development and leading to a better quality of life for all southwest Virginia citizens. By continuing to work closely with our long-time partner Calix, we are confident that we have the right partner to deliver new opportunity to a region that will leap from economically disadvantaged with a lack of adequate broadband services to one that will reap the benefits of being among the most connected regions in the world.”

BVU will be leveraging the Ethernet eXtensible Architecture (EXA) Powered C7 MSAP. The C7 supports up to 5120 GPON subscribers out of a single chassis, and well as 10 Gbps Ethernet (10GE) transport. In combination with the C7, BVU will continue to deploy the industry's broadest and most advanced optical network terminal (ONT) portfolio, the 700GX/GE family of ONTs.

“We would like to congratulate BVU and the rural residents of southwestern Virginia for their Stimulus award and the enormous opportunity that this award provides,” said John Colvin, vice president of field

operations at Calix. "As BVU has already proven in its initial deployments in the City of Bristol, these projects can be transformative to the residents and businesses of this region, providing the advantages that come with having access to one of the nation's most advanced communications infrastructures. Calix is proud to have been a key enabler to BVU's worldwide recognition as a pioneer in municipal broadband, and is honored to have been chosen to support and enable this broader initiative to extend advanced broadband access throughout southwestern Virginia."

With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle mile" awards have now reached thirty four different projects representing approximately \$659 million in Stimulus-related grants, loans, and private investment for plant engineering, materials, labor, and other costs, including access equipment.

About BVU

BVU is a utility that provides electric, water, wastewater, cable and advanced fiber-optic broadband services to customers in a 125-square-mile area that includes Bristol, Abingdon and Washington County, Va. BVU's advanced broadband division, OptiNet, was the first in the nation to provide the triple play of services (voice, video and broadband) over a fiber-to-the-user network. For more information, visit www.bvu-optinet.com.

About Calix

Calix (NYSE: CALX) is a global leader in access innovation. Its Unified Access portfolio of broadband communications access systems and software enable communications service providers worldwide to be the broadband provider of choice to their subscribers. 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, 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-K for the fiscal year ended December 31, 2010, filed with the SEC on February 24, 2011, available at <http://www.sec.gov>.

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