



## **Allband Selects the EXA Powered Calix C7 and E7 for Two Broadband Stimulus Initiatives**

*GPON technology to bring advanced broadband services to four rural Michigan counties*

**PETALUMA, CA—April 14, 2011**—[Calix, Inc.](#) (NYSE: CALX) today announced that two-time Broadband Stimulus award winner [Allband Communications Cooperative \(Allband\)](#) has selected the [EXA Powered Calix C7 Multiservice Access Platform \(MSAP\)](#) and [E7 Ethernet Service Access Platform \(ESAP\)](#), along with the [700 GE/GX family of optical network terminals \(ONTs\)](#), to bring fiber-based broadband services to parts of Alcona, Oscoda, Alpena and Montmorency Counties in northeastern Michigan. Allband will deploy gigabit passive optical network (GPON) technology to deliver advanced broadband services over fiber, such as extremely fast data services and high quality voice over internet protocol (VOIP) services to nearly 2,000 residences, businesses and community institutions. The two Allband Broadband Stimulus awards total \$9.7 million in grants, which include plant engineering, materials, labor, and other costs, including access equipment.

“We are extremely excited about these two initiatives, which will bring one of the nation’s premier broadband networks to the citizens and businesses of northeastern Michigan,” said Ron Siegel, general manger of Allband. “This region was one of the hardest hit by the recent downturn in the economy, and we believe that this network will have an immediate impact on not only the economic development of the entire four-county area, but on the quality-of-life of those who live and work here. These initiatives are crucial for the future of our communities, so we are partnering with Calix, the North American leader in fiber access. Armed with a partner with the experience from hundreds of fiber access deployments, we are confident that we have chosen the right company to bring these critical new services and opportunities to our region.”

The Ethernet eXtensible Architecture (EXA) Powered C7 MSAP and E7 ESAP, along with the 700GE/GX family of ONTs, are integral parts of the Calix Unified Access fiber solutions portfolio – the most widely deployed in North America as measured by both service provider deployments (Broadband Properties Magazine, October 2010) and optical line terminal (OLT) ports (Infonetics, Q4 2010). All residential and business services delivered across Allband’s targeted four-county area – including ultra-fast data and reliable VOIP services and aspirations to deploy internet protocol television (IPTV) in the future – will leverage GPON technology for service delivery, and be transported via [standards-based 10](#)

[Gbps Ethernet ring technology](#) integrated into both the C7 and E7. In selecting Calix, Allband found exceptional value in the unique ability of the 700GX/GE family of ONTs to auto-detect both GPON and Active Ethernet (AE) technologies on the same ONT. Allband also anticipates that this Fiber Forward initiative will provide a foundation for economic growth and job creation in the region for decades to come by increasing access to online education, improving the delivery of community health services, strengthening public safety and security services, and promoting rural economic development through local economic diversification and job creation.

“Allband was the first cooperative in the state of Michigan, and, not surprisingly, the first service provider in the state of Michigan to deploy a full fiber access network,” said John Colvin, vice president of field operations at Calix. “Now, Allband is extending this leadership by making a substantial investment in the future of northeastern Michigan. We would like to congratulate Allband and the residents of this region on the enormous opportunity that this initiative will provide them. Calix is honored to be playing a major role in bringing this advanced communications infrastructure to the area, and looks forward to working closely with Allband and its partners to bring world-class broadband services to its subscribers.”

With today’s announcement, aggregate Calix vendor selections by Broadband Stimulus winners for “last mile” and “middle mile” awards have now reached 44 different projects representing approximately \$748 million in Stimulus-related grants, loans, and private investment for plant engineering, materials, labor, and other costs, including access equipment.

The Calix Unified Access portfolio, including the Calix C7 MSAP, E7 ESAP, and 700GE/GX family of ONTs, will be on display at the [IP Possibilities Conference and Expo](#) in Kansas City, MO, and will be demonstrated during exposition hours on April 14 at Calix booths 400-403.

### **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](http://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>.

**Press Inquiries:**

Catherine Koo  
415-992-4400  
[calix@lewispr.com](mailto:calix@lewispr.com)