



Two Colorado Broadband Stimulus Winners Select EXA Powered Calix Access Platforms for Regional Projects

Fiber Forward initiatives will leverage GPON to bring advanced broadband services to rural Colorado

PETALUMA, CA—May 24, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that Broadband Stimulus award winners [Nunn Telephone Company](#) (Nunn) and [Wiggins Telephone Association](#) (WTA) have each selected [Ethernet Extensible Architecture \(EXA\) Powered Calix Unified Access platforms](#) and the [700GE family of optical network terminals \(ONTs\)](#) to address their respective Fiber Forward initiatives in northern Colorado. Both companies plan to use these awards to bring advanced broadband services to “unserved” and “underserved” communities throughout the region. These projects, which were awarded through the Broadband Initiatives Program (BIP), in aggregate amount to over \$9.5 million in overall funds and consist of \$6 million in grants and \$3.5 million in loans, which include plant engineering, materials, labor, and other costs, including access equipment.

“By bringing fiber-to-the-premises to our communities, we are enabling the network capacity to not only meet the service requirements of our subscribers today, but also be prepared for more advanced services in the years to come,” said Greg Grablander, general manager at Nunn. “We see this initiative as laying the foundation for future economic development and improved quality of life in our communities, and positioning our north central Colorado serving area as an alternative to big city living with superior broadband resources. This project is critically important to our region, and Calix’s deep experience in fiber access and rural broadband gives us the peace of mind that we have chosen the right partner to make this ambitious plan a reality.”

“Two years ago, subscribers in the communities targeted by our Stimulus project were begging us for advanced broadband services, but we didn’t have the resources to connect them,” said Terry Hendrickson, CEO of WTA. “Our Stimulus award will allow us to bring vital broadband connectivity to these communities, enabling access to a range of new services and fostering economic development. Calix has been a long-time partner to WTA, and we are looking forward to working with them to bring twenty-first century services to these rural communities.”

Subscribers in the regions served by Nunn and WTA will have access to powerful fiber access infrastructure enabled by the EXA Powered [C7 Multiservice Access Platform \(MSAP\)](#) and [E7 Ethernet Service Access Platform \(ESAP\)](#), along with the 700GE family of optical network terminals (ONTs). All

residential and business services will leverage gigabit passive optical network (GPON) technology for service delivery, and 10 gigabits per second Ethernet (10GE) for services transport. Enabled by powerful Calix systems, these networks will be capable of delivering a full gigabit per second of bandwidth to each home and business if required, and possess the scalability to meet the expected broadband demands of subscribers in these communities for the next decade or more.

- Nunn will use its BIP “last mile” award, which consists of \$3.9 million in grants and \$1.3 million loans, to build an advanced GPON infrastructure to the communities of Nunn and Carr, Colorado. The network, engineered around the Calix C7 MSAP, is expected to benefit 200 local businesses and 1,000 individuals.
- WTA will use its \$2.1 million grant and \$2.2 million loan to provide high-speed Internet access to hundreds of homes in the Weldon Valley, which includes the towns of Weldon, Goodrich and Orchard in northeastern Colorado. The company plans to leverage GPON and 10GE transport technologies over the E7 ESAP to offer an advanced bundle of services including high-speed data services, video, and reliable voice services.

With today’s announcement, aggregate Calix vendor selections by Broadband Stimulus winners for “last mile” and “middle-mile” awards have now reached 50 different projects representing approximately \$932 million in Stimulus-related grants, loans, and private investment for plant engineering, materials, labor, and other costs, including access equipment.

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-Q for the fiscal quarter ended March 26, 2011, filed with the SEC on April 29, 2011, available at <http://www.sec.gov>.

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