



Cincinnati Bell Selects EXA Powered Calix C7 for Fioptics Expansion

Fiber Forward initiative will leverage VDSL2 to bring triple play services to 70,000 additional homes

PETALUMA, CA—September 12, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that [Cincinnati Bell Telephone \(CBT\)](#) (NYSE: CBB) has selected the [Ethernet eXtensible Architecture \(EXA\) Powered Calix C7 Multiservice Access Platform \(MSAP\)](#) as a key enabler to the expansion of its [Fioptics](#) services. This Fiber Forward initiative will leverage existing fiber pulled deep into CBT's access network and very high-speed digital subscriber line 2 (VDSL2) technology to expand the current Fioptics marketable area by an additional 70,000 homes. After completion of this initiative, over 150,000 homes in southwestern Ohio and northern Kentucky will have the option to connect to the Fioptics services, featuring access to state-of-the-art video capabilities, advanced broadband Internet access, and better communication via sophisticated wireline communication services.

"We are extremely excited to work with Calix to rapidly expand the Fioptics broadband initiative to a whole new set of potential customers," said Darrick Zucco, Vice President and GM of Consumer Markets at CBT. "Calix provides us with a tight product and technology fit, and simplified business and support model. This rare combination puts us in a great position to execute effectively on this important initiative," said Jeff Carr, Chief Technology Officer at CBT.

The EXA Powered Calix C7 provides CBT with new potential efficiencies in turning-up new Fioptics customers through its ease of video provisioning and extensive operational flexibility. North America's leading MSAP, the C7 brings industry-leading VDSL2 density to CBT's network, as well as integrated 10 gigabit Ethernet transport. CBT plans to deploy C7 software release 7.2 in its network, which supports a variety of new features including link aggregation (802.3ad) and a pure IP video model across its EXA Powered line cards. Architected with extraordinary flexibility and capacity, the C7 also provides CBT the capability to offer gigabit passive optical network (GPON) services in the future.

"Fioptics has proven to be a powerful initiative for driving new and deeper broadband service relationships in targeted markets for CBT," said John Colvin, senior vice president of North American field sales and marketing at Calix. "CBT is now moving into expansion mode for Fioptics services, and looking to Calix to help them to efficiently and effectively leverage this success across a significantly wider footprint. Calix is honored to be playing a major role in bringing advanced Fioptics services to CBT's subscribers, and looks forward to making this ambitious initiative a reality."

Calix will be highlighting the C7 and the rest of its Unified Access portfolio during exhibition hours on September 13 and 14 in Calix Booth 736/738 at [OSP Expo 2011](#) at the Duke Energy Convention Center in Cincinnati, OH.

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 June 25, 2011, filed with the SEC on July 22, 2011, available at <http://www.sec.gov>.

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