



Cass County Selects EXA Powered Calix E7 for Broadband Stimulus Initiative

Advanced open access fiber network to deliver advanced broadband services to rural Missouri

PETALUMA, CA—September 20, 2011—[Calix, Inc.](#) (NYSE: CALX) today announced that Broadband Stimulus award winner Cass County, Missouri, will deploy the Ethernet eXtensible Architecture ([EXA](#)) [Powered Calix E7-2 Ethernet Service Access Platform](#) (ESAP) to deliver advanced broadband services to 18 unserved and underserved communities in the region. This 1,286 mile fiber access network will leverage gigabit passive optical network (GPON) technology delivered via the E7-2 ESAP and [700GE family of optical network terminals](#) (ONTs) to deliver a variety of powerful broadband services across an open access network, including ultra high-speed data services of up to one gigabit per second (Gbps), reliable voice over Internet protocol (VOIP) services, video, smart grid management services, distance learning, and telemedicine. This infrastructure will serve 11,592 households, 701 business and 118 critical community anchor institutions within a 625 square mile area. One of just three counties to receive a Broadband Stimulus award through the Broadband Initiatives Program, Cass County's award totals \$26.6 million, consisting of an \$18.2 million grant and a \$7.8 million loan, along with \$600,000 of matching funds, of which only a portion is for access equipment. [Universal Asset Management](#) (UAM) will oversee this project, and Atlantic Engineering Group will serve as the construction partner.

"This last mile project is critical in bringing world-class broadband services to the 90 percent of Cass County currently lacking such services, and will create an open network to maximize competition from different providers on the network," said Michael West, executive vice-president, Operations at UAM. "Calix was the clear choice in an access partner to make this project a reality, as the company has provided excellent service and the innovative access solutions that provide flexibility for future growth. We are proud to partner with Calix in this effort to bring social and economic development to the rural residents of Cass County."

Soon to be home to one of the nation's most advanced broadband infrastructures, Cass County will leverage the E7-2 ESAP and 700GE family of ONTs for this ambitious project. The E7-2 is an all-Ethernet, environmentally hardened, high capacity fiber access platform condensed into a highly flexible, small form factor. Because the E7-2 is only one rack unit (RU) high, the platform can be deployed in hard-to-reach places, retrofit into existing cabinets, or deployed modularly as a virtual, highly customizable chassis, where multiple E7-2s are managed via a single Internet protocol (IP) address. In combination with the E7, Cass County will deploy the industry's broadest and most advanced optical network terminal portfolio, the 700GE family of ONTs.

"Cass County and its residents will greatly benefit from the opportunities this Stimulus award will soon provide," said John Colvin, senior vice president of North American field sales and marketing at Calix. "Through our partnership with Cass County and its partners, Calix will play a key role in enabling residents of this rural region, over 90 percent of which were not previously served by broadband, to enjoy an advanced broadband infrastructure superior to most major cities. As we've seen in dozens of similar deployments across the country, we expect this network will transform the lives of local residents, presenting extraordinary new opportunities for economic development and quality of life improvements to the region."

With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle mile" awards have now reached 73 different projects representing over \$1.3 billion 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 June 25, 2011, filed with the SEC on July 22, 2011, available at <http://www.sec.gov>.

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