



Calix Introduces Three ONTs for Advanced Business Services

741GE, 742GE and 743GE ONTs deliver Ethernet service assurance for SMB and mobile backhaul services

ORLANDO, FL – September 28, 2011 – [Calix, Inc.](#) (NYSE: CALX) today announced the introduction of three new optical network terminals (ONTs) to its [Calix Unified Access Portfolio](#) targeted at the fast growing small- and medium-sized business (SMB) and mobile backhaul markets. The [741GE, 742GE and 743GE ONTs](#) feature industry-standard [Ethernet operations, administration and management \(OAM\)](#) to enable communications service providers to offer cost-effective solutions for small businesses and mobile backhaul. Available in an environmentally hardened, wall mountable form factor, each model supports a full gigabit per second of symmetrical bandwidth. These newest members of the Calix [700GE family](#) further expand the broadest portfolio of ONTs in the industry with an extensive range of advanced broadband services.

“Over the years, we have created and marketed a broad suite of business services, including business voice, security, high capacity broadband and even web design and hosted offerings,” said Kent Claussen, CTO at [Enhanced Telecommunications Corporation](#) in southeast Indiana. “Meeting service level agreements (SLAs) for our business customers is essential to the success of these services and customer satisfaction. With the OAM capabilities that Calix offers on the 740GE ONTs, we will be able to test and monitor our services with more granularity than ever before and provide a better quality of service to our business customers.”

Small- and medium-sized businesses increasingly require higher levels of service. The 740GEs feature a full complement of standards-based Ethernet service assurance that enable communications service providers to offer even the smallest businesses Metro Ethernet Forum (MEF) services and the tools to ensure conformance to SLAs.

“As fiber networks continue to expand across the world, they are reaching a level of maturity that requires the delivery of new advanced services,” said Kevin Pope, senior vice president of product development at Calix. “Business and mobile backhaul services provide our customers with opportunities to generate new revenue streams and to establish new customer relationships and strengthen existing ones. The addition of these ONTs can help our customers keep growing – and clearly differentiate them from their competition.”

The 740GE ONTs feature unique Calix auto-detect technology, which supports both point-to-point Gigabit Ethernet and GPON and provides communications service providers with a significantly increased level of flexibility and operational efficiency. For example, with Calix auto-detect, a small business can begin with a 100 megabits per second (Mbps) service over GPON and easily transition to a full dedicated gigabit per second of symmetrical bandwidth as needed. This upgrade can be completed without an equipment change or a costly truck roll.

“Communications service providers have the opportunity to take advantage of an emerging revenue source targeted at the SMB market,” said Matt Davis, director, Consumer and SMB Telecom Services

at IDC. "By utilizing the OAM capabilities built into the Calix 740GE ONTs and guaranteeing SLAs for small- and medium-sized businesses over fiber, service providers can potentially deliver a whole new level of advanced business services that are powerful, flexible, cost effective to deliver, and differentiated from their competition."

Each model of the 740GE ONTs is optimized for specific deployment scenarios:

- The 741GE, the base business unit with OAM support, features two GE and two POTS ports
- The 742GE and 743GE ONTs feature OAM support, and customer-facing small form-factor pluggable transceivers (SFPs) supporting both copper and fiber interfaces.
- The 743GE ONT also supports two T1/E1s, which together with Gigabit Ethernet optimizes the ONT for mobile backhaul to small cell sites and government institutions that require T1s or fractional T1 services.

The new ONTs were introduced today at the 2011 FTTH Conference and Expo in Orlando, FL, and will be on display during exhibition hours on September 28-30 at Calix Booth 1019.

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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