NETWORK TRANSFORMATION
“NETWORK TRANSFORMATION...” It’s both the challenge and the opportunity that stands directly before communications service providers as they look for ways to evolve their network and transform their business models to achieve:

- **Simplicity:** Streamline the broadband network infrastructure and processes to lower operating costs, gain capital efficiencies, and facilitate subscriber transactions.
- **Connected:** Allow subscribers to effortlessly access the content they want, when they want it, at the quality level they desire.
- **Everywhere:** Deliver an optimal broadband service experience through flexibility, mobility, and unconstrained access.

Service providers are strategically positioned as the gateway between the rapidly growing cloud and the proliferation of video-enabled broadband devices. Those who succeed in the future will leverage their greatest asset, their access infrastructure, to **innovate continuously**, and nimbly stay a step ahead of the needs of their subscribers … and the challenges of their competitors.

For over a decade Calix has maintained a **focus on access innovation**, while continually refining the way we do business to allow our customers to find success by focusing on their primary responsibility – **being the broadband service provider of choice to their subscribers.**

**CALIX UNIFIED ACCESS PORTFOLIO: Flexible solutions for any deployment scenario**

The Calix Unified Access portfolio provides the industry’s premier systems and software solutions for enabling service provider success. **Optimized for their differing roles** in the network, Calix Unified Access solutions are both **flexible and unified** by a strict adherence to industry standards, a shared Ethernet eXtensible Architecture (EXA), and a single comprehensive management system. The result is a Unified Access infrastructure that provides the following benefits: Simplified deployment, low operating costs, easy and efficient upgrades, and faster time-to-market.

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### UNIFIED ACCESS

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*E7 modular chassis can be combined to form a logical chassis 1-10 RU in size, any location – managed by 1 IP address.*
THE CALIX DEVELOPMENT PHILOSOPHY: The successful service providers of the future will deliver services at the lowest cost per bit per mile

For Calix, there is no single right answer for network transformation, just as there is no single right answer that meets all subscriber requirements. Service providers, both today and even more so in the future, must be nimble – able to simply address a wide variety of architectures, topologies, and subscriber requirements. At the same time, they must constantly be moving fiber forward, with an eye toward elegant transformation to an all-IP network in the future over fiber and wireless.

Calix designs access systems with a sharp eye on this destination, but also with an understanding that service provider success will be defined by the efficiency by which they get there. As a result, Calix architects its systems for:

- **Ultra long-life** – Standards-based, carrier-grade solutions are designed for sustained network relevance of a decade or more, resulting in extraordinary CAPEX efficiency.

- **Operational efficiency** – The Ethernet eXtensible Architecture (EXA) and a single powerful management system (CMS) enable ease of deployment and maintenance as well as OPEX efficiency.

- **Ultra high capacity, resiliency, quality** – A complete portfolio of world-class fiber and copper access solutions meet the demands of the all-video world.

- **Fit** – The industry’s most comprehensive access portfolio includes a wide variety of flexible solutions and purpose-built systems for virtually any deployment scenario.

- **First-to-market** – A focus on access innovation and deployable standards results in sustainable competitive advantage for our customers.

The Calix Unified Access portfolio provides the industry’s most comprehensive access solutions for enabling network transformation to a new generation of high capacity, native Ethernet technologies.
THE CALIX BUSINESS PHILOSOPHY: The successful service providers of the future will seek out business model alignment, and value the partner with the lowest transactional cost

Calix is constantly refining its business model and practices to best enable customers’ success. This translates into the following benefits:

- **Simplified transactions** – Our customers pay three simple fees: a one-time fee for hardware; a yearly fee for management, support, and upgrades (Calix Advantage); and monthly fees for value-added software (Compass).
- **Long-term view** – Ultra long-life systems are designed to stay in the network for decades; our systems footprint and financial strength as a vendor provide investment protection.
- **Focus on access innovation** – Our R&D is totally focused on the portion of the network that connects the service provider to the subscriber and defines the service experience.
- **Focused expertise provided to our customers** – From sales engineers in the field to technical support engineers, to Calix Professional Services, we are laser-focused on what works in the access network.
- **End-to-end solutions** – Calix Professional Services can support the service provider from inception through installation and beyond.
- **Ecosystem assurance** – The Calix Compatible program offers the industry’s most advanced interoperability evaluation capabilities, assuring solution interoperability across the advanced services ecosystem.
- **Emphasis on the subscriber experience** – Calix access innovation is focused on the emerging requirements of subscribers, and works its way back through the network or business, enabling the service provider to leverage Calix solutions to deliver the optimal subscriber experience – and best position itself to be the broadband service provider of choice for its markets.
COMPASS: Software applications that accelerate your business transformation

Compass by Calix is a growing suite of software tools that help communications service providers accelerate their business transformation. Compass applications are designed to drive access network operational efficiency and identify and exploit new revenue opportunities. Each Compass application is delivered as software as a service (SaaS), hosted in a Calix state-of-the-art, cloud-based data center via a secure web connection. Each application is offered for a simple monthly fee based on the size of the subscriber base. No up-front fees, no hardware investments, no long-term contract.

CALIX ADVANTAGE: The simple way to maximize the value of Calix solutions

Calix Advantage is a comprehensive program that provides management software, technical support, and software upgrades in a single package, for a single annual fee. The Advantage program is designed to make it as simple as possible for service providers to obtain the complete suite of tools and services they need for managing and maintaining their Calix access solutions. No right-to-use fees, no support contracts, no surprises – just a simpler way to do business that lets the service provider focus on the subscriber, not managing the vendor.

CALIX SUPPORT AND SERVICES: Investing in our customers’ success

As our customers invest in Calix solutions, Calix invests in our customers through an array of programs and services designed to minimize time-to-market, assure ecosystem interoperability, and maximize the value that service providers receive from their Calix solutions.

- **Calix Compatible**: The industry’s broadest service assurance program with nearly 70 partners and over $8 million in testing infrastructure
- **Calix Professional Services**: A world-class team of experts focused on accelerating the deployment of advanced services and maximizing return on investment
- **Calix Training**: A broad variety of classes and online learning resources designed to maximize operational efficiency for deploying, provisioning, and troubleshooting Calix solutions
- **Calix Certification**: Programs for building credentialed expertise on Calix systems and software
- **Calix Community**: More than 4,000 members strong, an ongoing resource for learning and sharing knowledge
The industry’s broadest and most advanced ONT portfolio

There’s no substitute for experience, and Calix is on its eighth generation of ONTs. With comprehensive solutions for residential, business, MDU, and mobile backhaul applications, Calix has the best selection of ONTs for virtually any deployment scenario.

**Specialized Form Factors**

### SFU
- Outdoor Wall-Mounted / Indoor Structured Wiring Enclosure
- Indoor Wall-Mounted
- Indoor Desktop

### MDU
- Outdoor Wall-Mounted
- Outdoor / Indoor Structured Wiring Enclosure
- Rack-Mounted

### Business / Mobile Backhaul
- Outdoor Wall-Mounted
- Outdoor Wall-Mounted / Indoor Structured Wiring Enclosure
- Rack-Mounted

**Calix ONTs are designed to minimize OPEX and CAPEX while maximizing revenue**

**PREMISES: The crucial decision point for fiber access success**

Pulling fiber to the subscriber premises is the foundation for a fiber deployment, but the success of an FTTP project often depends mostly on the **tight market fit of the ONT selected for deployment**. After all, the ONT is the most costly component of any fiber access build-out and the primary point of ongoing operational costs and future capital expenses. Just as important, the ONT can also be the **enabler for higher margin revenue**. Put simply, to gain the greatest likelihood of success in fiber access deployments, service providers must be able to select the best ONT for each deployment scenario designed to deliver the best economics for their specific deployment.

The Calix P-Series is the industry’s broadest portfolio of ONTs:

- **A variety of form factors** – wall-mounted, rack-mounted, indoor, and multiple dwelling unit (MDU)
- **Auto-detect technology** that supports both GPON and point-to-point GE
- **Extended Reach GPON** capability that provides a standards-based solution for cost effective rural deployments (up to 40 km)
- Support for **advanced Ethernet business services**, including Ethernet operations, administration, and management (OAM)
- Multiple **10/100/1000 Ethernet interfaces**
- Support for robust voice, video, and data services
- **Voice-activated Remote ONT Activation** (RONTA)
- **Enhanced voice solutions**: SIP, H.248, MGCP, POTS
- Filters for seamless coexistence in **10G PON** networks (700GE models)
- Upgradeable **residential gateway** functionality (700GE-I models) enables home services management

### The industry’s broadest and most advanced ONT portfolio

There’s no substitute for experience, and Calix is on its eighth generation of ONTs. With comprehensive solutions for residential, business, MDU, and mobile backhaul applications, Calix has the best selection of ONTs for virtually any deployment scenario.
Single family unit and MDU ONTs optimized for a wide variety of residential scenarios

Optical network terminals (ONTs) are the critical component of any fiber access solution in terms of both revenue and customer satisfaction. The ONT determines the breadth of services that can be delivered to the home and the key interfaces to the subscriber and management of the home network. At the same time, because ONTs are distributed at the endpoints of the network, they are costly to upgrade and change out. For these reasons, deploying the “right” ONT to the home – optimized to meet current requirements, yet with the flexibility to meet future demands – is essential for business success.

Calix 710GE, 720GE, and 2000 single family unit (SFU) ONTs and 760GX multi-dwelling unit (MDU) ONTs offer the industry’s widest range of form factors and features, including both outdoor and indoor models, as well as optimization for advanced IPTV, RF video, and smart grid applications. Calix indoor ONTs include models that support residential gateway functionality and wireless data. Calix SFU / MDU ONTs offer from two to eight gigabit Ethernet (GE) ports, with the intelligence to support multiple VLANs and a variety of IP-over-Ethernet services, as well as up to eight POTS ports, which can be provisioned as TDM or VOIP. Calix MDU ONTs also support four RF video ports, with a fifth high power port for difficult-to-reach customers, as well as the flexibility to separately provision each MDU port, so that truck rolls are not required for adds, moves, and changes. Some MDU ONTs also support SCTE RFOG micronodes, to provide RF return.

ONTs for capturing growing business services and mobile backhaul opportunities

GPON and point-to-point gigabit Ethernet technologies are the ideal vehicles for innovative business and mobile backhaul services. Unlike other more expensive technologies that require multiple transceivers or dedicated equipment, GPON and GE can cost-effectively deliver native Ethernet services while supporting legacy services such as T1s. Calix continues to expand the industry’s largest portfolio of application-specific ONTs designed to address the special needs of business services and mobile backhaul.

The 740G, 760GX, and 760GE ONTs include support for:

- Metro Ethernet Forum (MEF) **E-Line and E-LAN** services
- T1 / E1 support over **PWE3**
- Full **symmetrical line rate GE** support
- **Ethernet OAM** support for conformance with service level agreements (SLAs)
- **T1 / E1 in-band loopbacks**, which eliminate the need for smart jacks
- Support for both **-48VDC and +24VDC**
- Integrated optical filters, which allow for **coexistence with emerging 10G PON standards**
- Support for GPON and point-to-point GE
**REMO T NOD E: An increasingly strategic access network location**

Service providers today are pulling Fiber Forward to deeper locations in the access network. The challenge is that these deeper locations are often found in uncontrolled environments, existing junction points, or non-traditional access points with limited space, no power, and low line counts.

The E3 sealed Ethernet Service Access Nodes (ESANs) meet this challenge, providing:

- **VDSL2 with ADSL2+ fallback** and support for **bonding and vectoring**
- **Standards-based 10GE and GE Ethernet uplinks** that support multiple transport topologies, including rings, daisy chains, and point-to-point
- **Extensive deployment flexibility**, including a variety of mounting and powering options – local or remote
- Layer 2 Ethernet switching model with advanced Layer 3 service awareness
- Advanced broadband services in environments that may experience temporary submersion due to flooding or tidal activity – (E3-12C SBG)

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**The E3 ESANs: A new family of cost-effective systems optimized for fast time-to-market and broad scalability in ports and capacity**

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**Extraordinary deployment flexibility**

Calix E3 ESANs can be deployed in a variety of ways that allow communications service providers the ultimate in flexibility in dealing with unique deployment challenges. From rings to daisy chains and point-to-point star topologies, E3 ESANs can be deployed in every outside plant deployment scenario.

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Diagram showing:
- **Point-to-Point GE**
- **Linear Daisy Chain**
- **Access Ring**
The E3-12C sealed ESAN – designed for rural and MDU deployments

The E3-12C sealed ESAN is optimized for rapid deployment of advanced copper-based broadband services to remote areas and MDUs, offering an ideal solution for cost-effective and targeted tactical broadband deployments.

Key features:

- **12 VDSL2 combo ports** with full ADSL2+ backward compatibility and capable of supporting bonding
- **Integrated voice** – SIP or H.248
- **A variety of mounting and powering options** – local and remote
- **High capacity uplinks** – two standards-based GE uplinks
- **Universal transport topology support** – rings, daisy chains, and point-to-point
- Broadband services support in environments that may experience temporary submersion due to flooding or tidal activity – available in the E3-12C SBG

The E3-48 sealed ESAN – designed for higher density, high bandwidth copper deployments

The E3-48 sealed ESAN is designed for rapid deployment of advanced copper-based broadband services and optimized to meet the needs of higher subscriber density.

Key features:

- **48 VDSL2 ports** with full ADSL2+ backward compatibility and capable of supporting both bonding and vectoring
- **30 Gbps of aggregate uplink capacity** – ready for the bandwidth requirements of an all-video world
- **A variety of mounting and powering options** – local and remote
- **High capacity uplinks** – two standards-based 10GE uplinks and four GE / 2.5GE uplinks
- **Universal transport topology support** – rings, daisy chains, and point-to-point
REMOTE TERMINAL: A pivotal location for expanding broadband capacity

As broadband bandwidth requirements continue to rise, driven by an increasingly all-video world, service providers are rapidly updating existing cabinets with universal DSL technologies like VDSL2 and DSL bonding – or they are deploying small form factor, modular, pay-as-you-grow products. **Calix small form factor and remote terminal solutions are optimized for these targeted applications**, using standards-based GE or 10GE uplinks and designed for maximum deployment flexibility.

**Calix remote terminal solutions are optimized for retrofit or modular, pay-as-you-grow deployment**

The B6 small form factor ESANs – multiservice solutions over copper and fiber

The Calix B6-001 and B6-006 Ethernet Service Access Nodes (ESANs) are hardened, chassis-based, multiservice delivery systems that use distributed intelligence to flexibly deliver **advanced broadband services**.

B6-001 and B6-006 key features:

- **Scalable 1RU (B6-001) or six slot 7RU chassis (B6-006)** delivers any mix of services from any slot, with line cards supporting up to 48 ports
- **Broad voice support**, including lifeline POTS and Emergency Stand Alone (ESA), as well as MGCP and SIP VOIP protocols
- Delivery of a wide variety of advanced broadband services – VDSL2, ADSL2+, GPON, and point-to-point gigabit Ethernet (option 2)
- **Transport and business service support** including T1 circuit emulation (PWE3), point-to-point business Ethernet services (MEF 9 and 14), and 10GE and GE transport (Ethernet Protection Switching / EPS)

The EXA Powered C7 MSAP – pushing closer to the network edge

The Calix C7 is North America’s **leading multiservice access platform** (MSAP) and supports the **industry’s broadest** array of advanced Ethernet and legacy services. Key features for remote terminal deployment:

- **Unprecedented flexibility**: Operates as a Ethernet service delivery platform while also supporting TDM, ATM, SONET and a vast array of special circuits.
- **Extraordinary VDSL2 density**: 480 ports per 8RU shelf and bonding support.
- **High density line rate GPON**: 80 GPON ports (5,120 premises) per shelf.
- **10GE transport**: The EXA Powered RAP-10GE delivers up to 24 Gbps of transport bandwidth.
- **High density T1 / PWE cards**: Industry-first 1:N protection and cross-card GR303 for high reliability and low cost.
- **Extended Reach GPON**: Pluggable optical interface modules (OIMs) extend the reach of any GPON port to 40 km, minimizing outside plant costs for rural, low-density areas.
- **Flexible deployment options**: Fully hardened and deployable in a wide variety of cabinet configurations – from a single shelf to large scale cabinet options supporting thousands of subscribers.
EXA Powered E7-2 ESAP – modular chassis enables pay-as-you-grow deployment, facilitated retrofits, and industry-leading copper and fiber access densities

The Calix E7-2 has emerged as the industry’s most powerful and flexible vehicle for broadband service delivery, with industry-leading VDSL2 density and extensive fiber access flexibility across GPON and point-to-point gigabit Ethernet.

E7-2 key features:
- A modular two-slot, 1RU chassis with a 100 Gbps non-blocking backplane that delivers any mix of GPON, point-to-point gigabit Ethernet (GE), VDSL2, and 10GE services, including Extended Reach GPON (40 km)
- Architecture that leverages the first standards-based Ethernet kernel built for access, Ethernet eXtensible Architecture (EXA)
- A simple, cost-effective network architecture that delivers advanced services and expanded network capacity when needed
- Modular chassis functionality: Up to 10 E7-2s can be connected together and managed as a single, customizable chassis
- Line card service options: Vectoring and bonding capable VDSL2 overlay and combo, GPON, and point-to-point GE
- VDSL2 line cards that support an industry-high 48 combo ports or 24 overlay ports per card, or 96 combo and 48 overlay ports per 1RU chassis – and up to 192 combo ports in a small form factor ODC-100 cabinet
- GPON that can be deployed in four-port increments and point-to-point GE in 8-, 12-, or 24-port increments (per line card)

E5-100 and E5-400 ESANs – flexible small form factor solutions for advanced broadband services

The Calix E5-100 and E5-400 Ethernet Service Access Nodes (ESANs) are hardened, small form factor systems designed to deliver high bandwidth, advanced broadband services.

E5-100 family key features:
- Delivery of VDSL2 or ADSL2+ services from traditional DLC locations, MDUs, or remote nodes – SIP and H.248 with combo
- Service flexibility to deliver advanced revenue generating IP services
- Support for Layer 2 switching (for simplicity) with Layer 3 service awareness (for security)

EXA Powered E5-400 key features:
- Support for 10GE, NxGE, and GE transport (Ethernet Ring Protection Switching / ERPS) and aggregation (RSTP / LAG)
- Twelve ports of point-to-point gigabit Ethernet, high-capacity point-to-point gigabit Ethernet (GE), and point-to-point business Ethernet services (MEF 9 and 14)
- Support for Layer 2 switching (for simplicity) with Layer 3 service awareness (for security)
CeNTraL OFFiCE: Rapidly evolving to a data center

The concept of the central office is rapidly changing. Services are increasingly becoming virtual, and copper is being replaced by fiber with its much longer reach and less costly maintenance. The access systems serving this environment need to support this shift. They must provide the flexibility to bridge the gap from legacy telephony services to advanced IP / Ethernet services and the scalability to handle today’s burgeoning bandwidth demands.

Central offices are looking a lot more like data centers, disseminating and aggregating IP services at ever higher capacities

The EXA Powered C7 MSAP – evolution made simple

The Calix C7 is North America’s leading multiservice access platform (MSAP) and supports the industry’s broadest array of advanced Ethernet and traditional legacy services. The C7 allows service providers to fully evolve their networks from SONET and TDM to pure IP and EXA Powered 10 Gbps Ethernet services. The C7 provides the scalability and versatility necessary to enable a broad array of new revenue-generating services and new operational efficiencies.

Key C7 MSAP features:

• **Unprecedented flexibility:** Operates as a native Ethernet service delivery platform while also supporting traditional TDM, ATM, and SONET services.

• **Extraordinary VDSL2 density:** 480 ports per 8RU shelf and bonding support.

• **High density line rate GPON:** 80 GPON ports (5,120 premises) per shelf.

• **10GE transport:** The EXA Powered RAP-10GE delivers up to 24 Gbps of transport bandwidth.

• **High density T1 / PWE cards:** Industry-first 1:N protection and cross-card GR303 for high reliability and low cost.

• **No shelf or line card left behind:** Any of the 30,000+ C7s in service can be upgraded to support the RAP-10GE and EXA Powered line cards while continuing to use existing line cards.

• **Extended Reach GPON:** Pluggable optical interface modules (OIMs) extend the reach of any GPON port to 40 km, minimizing outside plant costs for rural, low-density areas.

• **Native IPv6 support**
The EXA Powered E7-20 ESAP – fiber optimized multi-terabit Ethernet access platform

The E7-20 ESAP brings a new generation of low latency, high capacity Ethernet to the access network. Designed for IP over glass and an all-video world, the E7-20 seamlessly delivers advanced fiber technologies (GPON, AE / point-to-point GE). The E7-20 serves up to 480 dedicated point-to-point Ethernet subscribers or over 10,000 GPON subscribers today – with sufficient headroom to accommodate 20,000 subscribers through the introduction of higher capacity line cards in the future.

Key E7-20 features:

• 2 terabit per second backplane, 100 Gbps to each slot
• Optimized for fiber-based greenfield data center and CO
• Centralized switching controllers that deliver fully redundant, carrier grade performance
• Over 10,000 GPON subscribers today (GPON-8x line card), with capacity to serve over 20,000 in the future
• Capacity to deliver emerging fiber technologies (10G PON, 10GE aggregation, 100GE uplinks / transport) and Extended Reach GPON

The B6-012 / B6-012i – high capacity chassis delivering advanced broadband services over copper and fiber

The Calix B6-012 and B6-012i Ethernet Service Access Nodes are high capacity, chassis-based, multiservice delivery systems that use distributed intelligence to flexibly deliver advanced broadband services.

B6-012 and B6-012i key features:

• Twelve slot, 12RU chassis that supports a wide variety of line cards over copper and fiber media
• Up to 576 directly connected subscribers (DSL, AE) or 1,536 GPON subscribers from each chassis
• Distributed packet processing architecture that enables each B6 line card to operate as either a standalone network element or as part of a common chassis access node
• Broad voice support, including lifeline POTS and Emergency Stand Alone (ESA), as well as MGCP and SIP VOIP
• Delivery of a wide variety of advanced broadband services – VDSL2, ADSL2+, GPON, and point-to-point GE (option 2)
• Transport and business service support that includes T1 circuit emulation (PWE3), point-to-point business Ethernet services (MEF 9 and 14), and 10GE and GE transport (Ethernet Protection Switching / EPS)
• Any mix of services from any slot, with line cards providing up to 48 ports
UNIFIED ACCESS MANAGEMENT: Driving network efficiency, enabling business transformation

The Calix Management System (CMS) has proven to be an ideal strategic vehicle for provisioning, managing, and troubleshooting the access network and for optimizing both CAPEX and OPEX.

Increased competition is forcing service providers to focus on network efficiencies that simplify the operational model and enhance subscriber value

CMS provides complete access network management:

- Performs all provisioning, maintenance, and troubleshooting operations for the Calix product portfolio over copper and fiber networks.
- Scales from small networks to large, geographically dispersed networks consisting of thousands of Calix access systems.
- Provides an enhanced GUI interface that delivers a granular view and control of ACL, alarm reporting, CPR records, security, and other advanced management functions.

The OccamView element management system is currently used to provide management services for B6 ESANs and the 2000 family of ONTs. These capabilities will be integrated into CMS in a coming release.
COMPASS APPLICATIONS SUITE: Accelerating business transformation

As competition for subscribers continues to intensify, successful service providers will need to transform their way of doing business to decrease operating expenses, identify new revenue streams, and deliver more value to subscribers. Compass is an expanding suite of cloud-based software solutions that help communications service providers accelerate their business transformation.

Compass applications simplify the complex challenges of broadband service activation, maintenance, and planning by focusing on critical strategic functions for virtually all service providers:

- **Consumer Connect**: Connectivity, service activation, and device management at the customer premises
- **Flow Analyze**: Analysis of broadband traffic and usage patterns

**Consumer CONNECT**

Consumer Connect virtually extends the access network beyond the traditional demarcation point and all the way to consumer devices. This enhances visibility and control of services, and allows service providers to:

- Minimize on-site support requirements through auto-discovery of premises gateways and intelligent devices in the home network.
- Reduce operating expenses through cloud-based device management.
- Launch a variety of new value-added services that target subscriber needs – such as content filtering and virtual IT assistance in the home.

**Flow ANALYZE**

Flow Analyze allows service providers to **know their network** by providing a non-intrusive view of Internet traffic by service, subscriber, location, and interface – both in real time and in historical reports. The in-depth information – presented in a rich graphical user interface – allows service providers to:

- Increase subscriber satisfaction by proactively identifying problems before they impact the customer.
- Identify new revenue opportunities by offering new services that target subscribers’ usage patterns.
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