



**-For Immediate Release-**

## **Calix Ships 1,000th C7 Simplified Services Platform—Over 80 Service Providers Deploy More Than 100,000 Ports**

*Innovative Platform Allows Service Providers to Deliver Voice, Data, and Video Services*

**JULY 21, 2003, PETALUMA, CALIFORNIA**—Calix, a supplier of advanced telecommunications platforms that fundamentally alter voice, data, and video service delivery economics for wireline carriers of all sizes, today announced that it has shipped over 1,000 of its flagship products, the C7 simplified services platform. Specifically engineered to facilitate the delivery of all telecom services to business and residential subscribers over copper and fiber access media, the Calix C7 platform is being actively deployed by over 80 service providers. As of the end of Q2, 2003, Calix had shipped over 100,000 ports, including POTS, DSL, Ethernet, DS1, DS3, and OC-3/12/48 SONET, into production service provider networks.

Deployed in service points of presence, central offices, and remote terminal locations, the Calix C7 platform provides the capacity, functionality, and service flexibility required to aggregate, transport and deliver an array of voice, data, and advanced video services. Most importantly for service providers competing with aggressive cable MSOs, the Calix C7 platform enables the delivery not only of broadcast video, but interactive and on-demand video entertainment as well.

“Every service provider I have spoken with is focused on one thing: delivering a compelling bundle of communications, information, and entertainment services to their subscribers,” stated Carl Russo, president and CEO of Calix. “The fact that we have shipped over 1,000 Calix C7 platforms in our first year of commercial product shipments would seem to support the premise that ultimately it is subscriber services that matter most.”

The Calix C7 platform also enhances service provider flexibility by enabling the delivery of video services over a combination of copper and fiber broadband access connections. This unique characteristic allows service providers to market video services—and capture triple play subscribers—well before full deployment of fiber to the premises.

According to Jerry Melick, General Manager of Iowa-based Liberty Communications, “With the Calix platform, we were able to quickly and economically deliver a complete range of services throughout our entire operating network. Service provisioning is simple and straightforward, just point and click, yet we don’t sacrifice troubleshooting tools or the quality of service control necessary for video and DSL services.”

"Traditional wireline service providers are rightly focused on the delivery of advanced video services," reports Michael Howard, principal analyst at Infonetics Research. "Video as part of the triple play is a triple threat to competition and churn: video is a known way to keep customers, to attract new customers, and keep the cable operators at bay. Delivering video services in a manner that scales without sacrificing the telcos' customary control requires new carrier-class systems with substantial new capacity and advanced provisioning capabilities. The Calix platform is certainly one that fits the bill."

***About Calix***

Calix is a leading supplier of telecommunications infrastructure platforms engineered to facilitate all aspects of voice, data, and video service delivery to business and residential subscribers for local exchange carriers of all sizes. Providing massive metallic and optical density, unprecedented system capacity and functional headroom, advanced management and provisioning capabilities, and complete service flexibility, the Calix C7™ platform dramatically simplifies service provider networks, yielding radical improvements in infrastructure value.

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*For additional information contact:*

*Jacquelyn Dara  
Calix Corporate Communications  
T: 707.766.3337  
E: [jdara@calix.com](mailto:jdara@calix.com)*