



## **Calix Enriches Management Portfolio by Expanding Partnership with Xangati**

### ***Now Reselling Xangati's Application Management 2.0 Solution***

**February 18, 2009, PETALUMA, CA** — [Calix](#), the largest telecom equipment supplier focused solely on access solutions for broadband service delivery, today announced a reseller relationship with Xangati. This formalized relationship reflects the positive service provider response to initial integration efforts between the [Calix Management System \(CMS\)](#) and the Xangati Application Management 2.0 solution announced in June 2008.

The integration of Xangati with CMS provides a 360-degree perspective into every network subscriber's application usage and overall traffic. A single two-rack unit appliance, the Xangati solution plugs into any available data management network port and is treated as just another operations support system in the back office. The solution has zero-footprint in the network, with no hardware probes or software agents. Service providers can use the combination of Xangati and CMS to dramatically lower OPEX by remotely identifying, diagnosing, and resolving many network problems without dispatching a field technician to the subscriber premises.

"Subscriber application visibility is a must-have for service providers today," says Phil Fine, Calix director of market development for multiservice management. "The confluence of a variety of bandwidth-intensive applications, malware, and viruses that affect network performance and user experience, and the need for effective yet efficient customer service, create a unique and growing challenge for service providers. Calix and Xangati address this challenge head-on with an integrated solution that provides unprecedented visibility throughout the network down to every application and every subscriber."

Matt Weller, manager of IP operations at All West Communications in Kamas, Utah, needed a management solution that looked beyond the physical infrastructure to provide a real-time understanding of how subscribers use applications in All West's network. "Now that I have both CMS and Xangati, I've got all the visibility I need to manage my infrastructure and my subscribers," says Weller. "Not only do I know what is going on comprehensively across my network, but I can also isolate down to a physical subscriber and his applications to identify and resolve issues in no time."

Customers like All West benefit from the combined solution in the following ways:

- They can anticipate problems that could affect service levels and rapidly identify those that already have
- They can see which applications and end-users are monopolizing critical resources
- They can see the effects of major changes on high-value resources

Alan Robin, CEO of Xangati, says, "We are incredibly pleased to be partnering with Calix, the pre-eminent vendor in the access market. This is a great validation of our solution and our company. We attribute this relationship to the strength of our mutual customer base, and we will continue to jointly provide innovations that will allow our customers to always be several steps ahead of their competition."

For more information on the integrated CMS-Xangati solution, please visit:

<http://www.calix.com/products/cms/cms+xangati.html>

### ***About Calix***

Calix is the largest telecom equipment supplier focused solely on access solutions for broadband service delivery. Service providers deploy Calix access systems to enable a rich set of information, communication, and entertainment services and to expand their revenue base beyond connectivity. Calix access innovation helps service providers transform their networks from circuit to packet, narrowband to broadband, and copper to fiber. Calix has deployed millions of ports and tens of thousands of systems into hundreds of service provider networks throughout North America. For more information, visit the Calix website at [www.calix.com](http://www.calix.com).

### ***About Xangati***

Xangati is the provider of the industry's first Application Management 2.0 solution for both service providers and IT organizations that want a highly-developed solution for managing the dynamic and unpredictable nature of applications. Xangati has integrated prominent Web 2.0 concepts like streaming, collaboration and user-generated content into a comprehensive system for managing networked application environments. This delivers much needed visibility to IT and service provider operations groups to more effectively implement rollouts and updates and resolve issues in real time, reducing OPEX, CAPEX and application downtime for users. Xangati, Inc. was founded in 2006 and has been recognized by InfoWorld as a Top Tech Start Up for 2008 and by Network World as a Top IT Management Software Company. The privately held company is headquartered in Cupertino, California. For more information, visit the company website at <http://www.xangati.com> or you can take a [test drive](#) of the Xangati solution.

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. Actual results and the timing of events could differ materially from current expectations.

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