



Hawaiian Telcom Selects Calix for Broadband Network Transformation Initiatives

Calix surpasses the 1000-customer mark including the addition of the 10th largest U.S. ILEC

PETALUMA, CA— January 9, 2012 – [Calix, Inc.](#) (NYSE: CALX) today announced that [Hawaiian Telcom](#), the largest full-service provider of communications services, products and solutions in Hawaii and the 10th largest U.S. incumbent local exchange carrier (ILEC) has selected the [Calix Unified Access portfolio](#) for its advanced broadband network transformation initiatives. Hawaiian Telcom plans to use the Calix [E3-12C Serviceable Below Grade \(SBG\) sealed Ethernet Service Access Node](#) (ESAN) and [E7-2 Ethernet Service Access Platform](#) (ESAP) to accelerate the transformation of their outside plant, pulling fiber deeper into the network and leveraging very high-speed digital subscriber line two (VDSL2), gigabit Ethernet (GE), and 10GE technologies to deliver a superior service experience for their subscribers – including ultra-fast high-speed data, reliable voice, and advanced Internet protocol television (IPTV). With the addition of Hawaiian Telcom, the Calix family continues to grow beyond the 1000-customer mark and expand across the globe.

“The flexibility and capacity of Calix E-Series systems are a great match for our emerging network requirements,” said Kurt Hoffman, chief operating officer at Hawaiian Telcom. “As we continue to introduce new and advanced broadband services like IPTV and hosted Voice over IP (VOIP), it is critical that we balance the needs of the future with bringing these exciting services to our customers quickly and efficiently. Calix brings deep experience in advanced services deployment and a portfolio of industry-leading solutions to our broadband initiatives, positioning us well to aggressively implement our service delivery plans.”

As communications service providers bring high-speed broadband services closer to the subscriber, they are often required to deploy systems in challenging environments. Many of these deployment scenarios are below grade and subject to tidal and rainwater flooding. The E3-12C SBG sealed ESAN meets this need even when fully immersed in salt water for extended periods of time. These sealed units, which deliver the flexibility to be deployed in a variety of other locations, all support 12 VDSL2/POTS combo ports with ADSL fallback and are capable of bonding. Hawaiian Telcom will be using the one rack-unit (1RU) E7-2 ESAP for aggregation of multiple GE lines from deployed E3-12Cs and for ringed 10GE transport. Both of these Calix platforms connect seamlessly into the Hawaiian Telcom back office systems through an XML northbound interface enabled by the [Calix Management System \(CMS\)](#), facilitating expedient deployment coupled with rapid provisioning and services turn-up.

Calix Momentum Continues Across the Globe with Over 1000 Customers

With Hawaiian Telcom’s selection of Calix for its latest broadband initiatives, 17 of the 20 largest U.S. ILECs, and over 1000 communications service providers globally now rely on the Calix Unified Access portfolio to deliver advanced broadband services to their subscribers. The North American market leader in multiservice access platform and fiber access optical line terminal revenues, Calix continues to build upon this leadership position to expand into new service provider networks and markets around the world. Calix added more than 400 new communications service provider customers in 2011, and is now enabling broadband service delivery in more than 40 countries and territories worldwide. A

significant portion of this customer base, including Hawaiian Telcom, was in attendance at the recent 2011 Calix User Group Conference in Las Vegas, where 1375 registered attendees were introduced to new innovative solutions from Calix, including the E3-12C SBG sealed ESAN.

“As a world-class provider of IP services, Hawaiian Telcom was looking for a vendor partner who could step up to the unique service and environmental challenges of its market – and Calix and its extensive Unified Access portfolio delivered,” said John Colvin, senior vice president of North American field sales and marketing. “Calix technologies, systems, and software are a perfect match for Hawaiian Telcom’s ambitious initiatives to transform their outside plant by pulling fiber closer to their subscribers and delivering increasingly advanced broadband services. As we surpass the 1000-customer milestone, we are excited to help innovative customers like Hawaiian Telcom to not only meet the advanced services demands of their subscribers today, but to also transform their networks and their businesses to be prepared for the exciting emerging applications and services that their subscribers will be seeking in the future.”

To learn more about Calix and its work with Hawaiian Telcom, visit Booth #18 at the 2012 Pacific Telecommunications Council Conference in Honolulu during exhibition hours on January 15-18.

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 September 24, 2011, filed with the SEC on October 21, 2011, available at <http://www.sec.gov>.

Press Inquiries:

Neila Matheny
707-766-3512

Neila.matheny@calix.com