



## **Calix Enables IPTV Service Over GPON throughout Minnesota**

*Calix 700G GPON ONTs Enable Minnesota Service Providers to Offer Advanced Broadband Services*

**MARCH 3, 2008, PETALUMA, CA**— [Calix](#) today announced the wide deployment of [Calix 700G GPON Optical Network Terminals](#) (ONTs) across the state of Minnesota, providing advanced information, communication, and entertainment services over fiber to the premises (FTTP) networks. Service providers deploying the 700G line of ONTs for residential and business use include Paul Bunyan Telephone Cooperative, Garden Valley Telephone Co., and Consolidated Telecommunications Co. (CTC).

Taking advantage of Gigabit Ethernet subscriber interfaces on each 700G ONT and a shared 2.5 gigabits per second (Gbps) across each gigabit passive optical network (GPON) implemented on the Calix C7 multiservice access platform (MSAP), these service providers are offering their customers bandwidth-intensive IPTV services, including HDTV, as well as massive data capacity and lifeline POTS services over their fiber infrastructures.

The 700G line of ONTs is the latest innovation in the Calix line of GPON ONTs, the world's most widely deployed line of GPONs, according to data from industry research firm Dell'Oro Group. Over 220,000 Calix GPON ONTs have shipped to date and have been deployed by over 250 service providers throughout North America. Minnesota, which also boasts a key development center for the Calix ONT line, leads all states in overall Calix ONT deployment, representing over 10 percent of the nation's total.

Paul Bunyan Telephone Cooperative, a rapidly expanding service provider headquartered in Bemidji, offers advanced services throughout an area of 3,500 square miles, 30,000 access lines, and 14,000 video subscribers. Paul Bunyan is now using GPON and its extraordinary data capacity to vie in highly competitive areas within its service region.

"We are connecting all of our new GPON customers via the Calix solution," said Rob St. Clair, plant manager for Paul Bunyan Telephone. "With the enormous bandwidth enabled to each customer via the Gigabit Ethernet ports on Calix 700G ONTs, we're confident that we can stay a step ahead of our competition."

The Garden Valley Telephone Co. serves a base of more than 12,000 members and over 15,000 access lines in 24 exchanges, distributed over an area of 3,700 square miles of northwest Minnesota. "The Calix solution fits our needs; rural America is spread out, and Calix gives us transport and access in one platform. Our customers can now get extremely fast internet speeds, and we are getting ready to roll out IPTV service this summer," said Randy Versdahl, facilities manager at Garden Valley Telephone. "More than just great technology, Calix provides us with top-notch customer support; it's a very good company to work with."

CTC, a long time Calix FTTP customer serving more than 15,000 subscribers around the Brainerd area, delivers advanced voice, data, and IPTV services over Calix products. "Our long-term working relationship with the Calix team, especially those in the Minneapolis branch, helped to guide CTC through our delivery of advanced IP services to our subscribers," said Kevin Larson, CEO and general manager of CTC. "Calix has been a key partner in our network deployment plans for many years, and the Calix 700G ONT marks the next natural step to providing our customers with the cutting-edge broadband services they demand."

"The success of the Calix 700G ONT across Minnesota is a testament to the dedication of service providers in this state to offering the most advanced high-bandwidth services and technology available to their customers," said Dr. Dave Cleary, director of advanced technology at Calix. "The Calix team in Minnesota has played a critical role over the last five years in contributing to the GPON standards and in designing, fostering, and commercializing GPON technology. It's only fitting that service providers in Minnesota are leading North America in advanced service deployment using this powerful technology."

#### *Links*

Calix C7 - [http://www.calix.com/products/p-series/calix\\_700.html](http://www.calix.com/products/p-series/calix_700.html)

Calix 700G GPON ONT - [http://www.calix.com/products/p-series/calix\\_700.html](http://www.calix.com/products/p-series/calix_700.html)

#### *Keywords*

GPON, Optical Network Terminal, ONT, FTTP, IPTV, IP video, Broadband Access

#### **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).

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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