



## **FiberNet Honored with NXTcomm08 Eos Award**

*Calix Customer's Fiber-To-The-Business Offering Named Winner in the Network Infrastructure Category*

**JUNE 17, 2008, PETALUMA, CA**—[Calix](#) today announced that its customer [FiberNet](#) was named a 2008 [NXTcomm Eos Award](#) winner in the Excellence in Network Design and Services – Network Infrastructure category. FiberNet's honor marks the second straight year a Calix customer has taken home the award in this category; Greenfield Communications was the 2007 recipient.

FiberNet boasts a fiber network that spans six states, including West Virginia, Ohio, and Maryland. The company is one of the leading integrated telecommunications providers in its service areas and serves 25,000 businesses and 4,000 residential customers with approximately 95,000 lines. Currently, FiberNet is deploying GPON in all of its markets in Maryland and Ohio.

The FiberNet network differs from typical fiber deployments since it is deployed in areas of the country that have been long underserved. Many of the areas the CLEC serves have had difficulty receiving basic communications services from incumbent providers. Many subscribers have never experienced fiber and do not realize the benefits it can bring to a community. However, FiberNet took a unique approach to this challenge by working directly with the mayors and city council members in each community, helping to educate the leaders and better articulate the benefits the fiber service would deliver.

"With the support and dedication of partners such as Calix, FiberNet has been able to deliver exceptional broadband services to businesses that have been without this strategic advantage for too long," said David Armentrout, CEO of FiberNet. "This award validates our commitment to fiber and illustrates how advanced services can benefit all, not just those in metropolitan areas or the well-to-do."

The second annual NXTcomm Eos Awards honor exhibiting companies that have developed the most promising new technologies or provided the best new network services and strategic support. A judging panel of 16 consultants, technical journalists, and service providers from the communications industry selected the Eos Award winners.

"This year's Eos winners demonstrated the best and most promising advancements to the network-enabled voice, video, and data ecosystem," said Wayne Crawford, NXTcomm executive director. "We congratulate FiberNet for its leadership, innovation, and role in driving our industry forward."

### **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 shareholder 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.

*About NXTcomm*

NXTcomm has replaced SUPERCOMM. The Telecommunications Industry Association (TIA) and the U.S. Telecom Association (USTelecom), the two organizations that owned and produced SUPERCOMM for 18 years, have joined forces again to produce NXTcomm, which replaces SUPERCOMM as the one event delivering the entire ecosystem of network-enabled voice, video, and data. NXTcomm08 comes to the Las Vegas Convention Center June 16-19 and will co-locate with InfoComm08, the leading audiovisual business-to-business marketplace. For more information, go to [www.NXTcommShow.com](http://www.NXTcommShow.com).

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