



CenturyLink Widely Deploys Calix GPON Solutions for Mobile Backhaul

New Calix 766GX, 766GX-R, and 765G-R ONTs Specifically Designed to Address Demands of Next-Generation Mobile Services

September 28, 2009, PETALUMA, CA — [Calix](#), the largest communications equipment supplier focused solely on access solutions for broadband service delivery, today announced that telecom provider [CenturyLink](#) (CenturyTel, Inc., NYSE: CTL) has selected the new [Calix 766GX, 766GX-R, and 765G-R GPON optical network terminals \(ONTs\)](#) for fiber-fed mobile backhaul services. CenturyLink has begun implementing this application throughout its service areas in 33 states, which range from small rural communities to large metropolitan areas like Orlando, Florida and Las Vegas, Nevada. These ONTs can be utilized in conjunction with the extensive infrastructure of Calix C7 platforms deployed throughout the CenturyLink footprint.

CenturyLink is leveraging Calix GPON-fed mobile backhaul solutions that support multiple T1 and gigabit Ethernet ports to provide its mobile operator customers a cost-effective way to address the ever-increasing demand for bandwidth-intensive multimedia and data services by mobile subscribers. The transition to Long Term Evolution (LTE) is on the horizon for many mobile operators, which necessitates backhaul rates of at least 100 Mbps. GPON gives wireline service providers an ideal tool to meet demand for reliability and service quality, while delivering a transition path to meet the mobile operators' increasing bandwidth requirements. The result is new revenue opportunities, along with lower implementation and maintenance costs made possible through Calix GPON ONT solutions and their support today for service speeds from T1 all the way up to 1 Gbps of throughput.

"By incorporating Calix GPON solutions into the portfolio of options available to our mobile operator customers, we can easily address their demands for more bandwidth to deal with the ever-increasing volume of multimedia and data traffic," said Dennis Huber, executive vice president, network and IT, CenturyLink. "We have been aggressively deploying fiber to cell towers and selling backhaul transport to assist mobile operators. Our goal, leveraging our extensive Calix footprint and Calix's powerful ONT portfolio, is to continue to meet the transport needs of our mobile operator customers."

"Calix is the leader in the fast-growing North American market for GPON fiber-fed mobile backhaul," said David Emberley, research manager, telecommunications equipment service, IDC. "As the future services of mobile operators expand to include rich, interactive applications like streaming video, telepresence, gaming, and other video-centric applications, service providers like CenturyLink will increasingly look to GPON, with its high-bandwidth capacity, as being best aligned to meet this demand. With hundreds of thousands of cell towers spread across North America, and tens of thousands added every year, this is a significant market."

Growth Opportunity for GPON Backhaul

The growth potential for GPON-fed mobile backhaul can be seen in the relative lack of fiber connectivity to cell towers today. A recently published New Paradigm Resources Group (NPRG) report found that there were more than 250,000 cell towers in North America, yet less than 16 percent of them were fiber fed. Major wireless players now routinely offer exclusive long term contracts to service providers who invest in pulling fiber to the cell tower. Additionally, cell towers are growing at a fast pace, with an average of over 18,000 towers added each year over the last four years.

“Wireline and wireless networks are often seen as competitive, but in fact they are extremely complementary,” said Kevin Pope, senior vice president of product development at Calix. “Every cell tower employs mobile backhaul, and we believe this backhaul is ripe to be converted from microwave or copper to fiber access. For our service provider customers, this represents a significant opportunity to use the flexibility of their Calix-driven networks to mine new revenue streams and cement their role in a growing area of consumer interest complementary to their own wireline infrastructures – mobile broadband access.”

About Calix

Calix is the largest communications 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.

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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