



Horry Telephone Cooperative Selects Calix as Fiber Access Supplier

Nation's largest cooperative deploys Calix portfolio of fiber access solutions to support demand for high-bandwidth services

PETALUMA, CA—March 1, 2010—[Calix](#) today announced that [Horry Telephone Cooperative](#) (HTC) (Conway, S.C.) has chosen the Calix Unified Access Infrastructure to deliver a variety of fiber services and applications in its network. The largest cooperative and the 18th largest Incumbent Local Exchange Carrier (ILEC) in the country, HTC is expanding its investment in advanced fiber access technologies to support a range of high-bandwidth services, including voice and advanced RF video to single family residences and multi-dwelling units.

HTC is utilizing gigabit passive optical network (GPON) technology in its network and plans to widely deploy the [Ethernet eXtensible Architecture \(EXA\)](#) Powered [Calix C7 Multiservice Access Platform \(MSAP\)](#) for residential and business GPON services and a variety of [Calix 700GX Optical Network Terminals \(ONTs\)](#) with the ability to support both GPON and Active Ethernet (AE) at the customer premises. The [Calix Management System \(CMS\)](#) will provide provisioning and service management across the entire Calix Unified Access Infrastructure.

"In our highly-competitive environment, it is crucial for HTC to deliver the most advanced services efficiently and effectively," said Frank Sarvis, chief executive network engineering of HTC. "Fiber to the premises provides us with the optimal delivery vehicle for addressing our competition head-on. The breadth and flexibility of the Calix fiber solutions portfolio gives us the tools we need to deliver the services that our customers want with the efficiency that our business demands."

Serving parts of Myrtle Beach and greater Horry County, South Carolina – one of the fastest growing areas in the country – HTC sees wide fiber deployment as key to its future. As HTC expands its fiber network and services, the Calix Unified Access Infrastructure provides the following benefits to HTC:

- The EXA Powered Calix C7 brings high density and services flexibility to HTC's targeted business and residential customers.
- The Calix family of 700GX ONTs deliver a variety of form factor and service options at the customer premises, including important residential features like integrated radio frequency over glass (RFOG) support, as well as key business service features like multiple T1 support. Calix ONTs provide HTC with optimized options for a range of applications.
- CMS provides HTC with a unified service activation and management model independent of service type, technology, or form factor.
- The Calix Unified Access Infrastructure provides HTC experience and network innovation. With more than 380 service providers across North America deploying Calix FTTP solutions, Calix has more U.S. FTTP customers than all other FTTP equipment vendors combined (Broadband Properties, September 2009).

"Service providers around the Southeast and cooperatives around the country look to HTC for its leadership in delivering advanced services to its customers," said John Colvin, vice president of field operations at Calix. "We feel privileged that HTC has selected Calix for its strategic fiber access

initiatives. HTC is constantly raising the services bar throughout its service area, and Calix Unified Access solutions and innovation will continue will provide an ever-expanding set of options to allow HTC to continue to lead their market.”

About HTC

HTC, Inc. is the nation’s largest telephone cooperative and the 18th largest telephone company. Founded in 1952, HTC celebrates more than 57 years of service to the community as a local communications leader.

HTC offers local telephone service, long distance, Digital Wireless, Digital Cable, High-Speed Internet Access, and advanced business services such as Remote Recovery Services, Local Area Network (LAN) and Wide Area Network (WAN) design, firewall and Virtual Private Network (VPN) security. HTC Communications, LLC, a wholly owned subsidiary of HTC, Inc., offers local telephone service in the city of Conway, Myrtle Beach, North Myrtle Beach, Little River, Pawleys Island and the city of Georgetown.

A full menu of communications services are available from HTC including, local telephone service, long distance, Digital Wireless, Digital Cable and High-Speed Internet access. HTC also provides GateKeeper Home Security and Fiber to the Home technology called HTC Bluewave, a state-of-the-art fiber optic network that delivers unparalleled bandwidth for extremely high-speed Internet access and data transmittal, 100 percent digital cable TV video, and traditional voice service through a single delivery point to a customer’s home.

About Calix

Calix is a leading provider in North America of broadband communications access systems and software for copper- and fiber- based network architectures that enable communications service providers to connect to their residential and business subscribers. Calix enables communications service providers to provide a wide range of revenue-generating services, from basic voice and data to advanced broadband services, over legacy and next-generation access networks. Calix’s Unified Access Portfolio helps these companies to transform their legacy and mixed protocol access networks to fiber and Ethernet. Calix has shipped over six million ports of its Unified Access Infrastructure portfolio to more than 500 North American and international customers, whose networks serve over 32 million subscriber lines in total. 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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