



## Calix Awards Visionary Partners for Driving Broadband Provider Success, Enabling Joint Customers to Achieve 150 Percent Campaign ROI, and More

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*Calix recognizes standout members of its partner community who are helping joint customers achieve exceptional business results, like reducing OPEX, tripling subscriber engagement, delivering uninterrupted experiences, and more*

SAN JOSE, Calif.--(BUSINESS WIRE)--Oct. 16, 2024-- Today, [Calix Inc.](#) (NYSE: CALX) revealed the winners of the [2024 Partner Innovations Awards](#) at [Calix ConneXions](#), honoring six visionary companies that contributed to and positively impacted broadband service providers (BSPs) throughout the year. The awards celebrate excellence in transformation, innovation, subscriber experience, and overall business impact on shared customers between Calix and its partners. Each honoree displays the vision, dedication, and execution needed to champion BSPs within the broadband industry.

Calix unites more than 250 partners in its diverse and growing ecosystem, spanning channel and solution partner segments, strategic alliances, and network suppliers and manufacturers. This innovative community enables Calix customers to deliver exceptional experiences for consumer, business, and municipal subscribers while leveraging the [Calix Broadband Platform](#).

The 2024 Calix Partner Innovations Award winners:

- **Conexon is honored for their market impact, connecting nearly 5,000 subscribers and bringing high-speed internet to rural communities.** With 51 joint customers, [Conexon](#) is transforming rural connectivity with outstanding business performance. This is best demonstrated by Washington EMC's \$54.5 million fiber network project in Georgia that was completed ahead of schedule. Conexon's innovative solutions continue to close the digital divide, making a lasting impact in underserved areas.
- **ePlus is honored for setting the bar for training and accreditation with the highest team participation of any Calix partner.** In 2024, 75 percent of the [ePlus](#) sales and engineering teams completed Calix Partner Accreditations and 100 percent completed Cloud value training. ePlus also contributed to Calix training initiatives by developing custom workshops, enabling municipalities, electric cooperatives, and tribal communities to launch networks in record time, significantly reducing project costs.
- **GLDS wins for their positive community impact on customers and the industry.** [GLDS](#) is always at the forefront of developing new integrations to support BSPs in serving their communities. Integrated with Calix webhooks, GLDS' proactive outage management and communication system, including SMS and email notifications, provides a seamless customer experience during major outages like natural disasters. This allows BSPs to significantly reduce call volumes while increasing subscriber satisfaction.
- **GOCare is recognized for their visionary commitment to innovative solutions, boosting Home Telecom's campaign ROI by 150 percent in just one year .** Through their Digital Experience Platform (DXP), [GOCare](#) enhances customer engagement and enables BSPs to embrace customer preference for digital communications. Leveraging insights via [Calix Engagement Cloud](#), GOCare enabled Home Telecom to execute a highly targeted upgrade campaign, resulting in a 90 percent improvement in response times and a three times higher response rate.
- **Nex-Tech is recognized for their innovative support, services, and marketing campaigns for BSPs that accelerate and expand go-to-market activities.** [Nex-Tech](#) — a Calix customer and GTM partner—brings over 70 years of telecommunications expertise to the Calix community. The Nex-Tech marketing team provides award-winning marketing strategies for Calix customers based on its deep understanding of Calix products. Nex-Tech's

data-driven campaigns have helped BSPs accelerate subscriber acquisition, increase market penetration, and achieve impressive ROI.

- **Positron wins Partner of the Year award for enabling service providers to deliver fiber-based experiences to MDUs.** [Positron Access Solutions](#) enables service providers to efficiently deploy gigabit Ethernet services within legacy multi-unit dwellings (MDUs) using [existing infrastructure](#) without rewiring. By integrating seamlessly with the Calix Platform, Positron extends XGS-PON and enables service providers to leverage their backend systems without modifications. This allows service providers to serve legacy MDUs and lower infrastructure costs, accelerate their fiber deployment to high-density properties, and convert homes passed to homes served.

“Our partners help our customers plan and expand their businesses, deploy and integrate new capabilities, and enhance the value of the Calix Platform,” said Matt Collins, chief commercial operations officer at Calix. “This is how BSPs are transforming lives, driving growth, and bringing value to local communities with a growing range of innovative managed services. Our award-winning partners help accelerate and amplify this process, ensuring our customers are well-positioned to enhance and differentiate their offerings while driving success across residential, business, and community markets. We look forward to continuing collaboration with our partners that enable BSPs of any size to simplify their business, innovate for their subscribers, and grow value for themselves and their community.”

Visit [Calix Partner Innovations Awards](#) to learn more about these award-winning Calix partners and how they support BSPs.

#### About Calix

[Calix, Inc.](#) (NYSE: CALX)—Calix is a platform, cloud, and managed services company. Broadband service providers leverage Calix’s broadband platform, cloud, and managed services to simplify their operations, subscriber engagement, and services; innovate for their consumer, business, and municipal subscribers; and grow their value for members, investors, and the communities they serve.

Our end-to-end platform and managed services democratize the use of data—enabling our customers of any size to operate efficiently, acquire subscribers, and deliver exceptional experiences. Calix is dedicated to driving continuous improvement in partnership with our growing ecosystem to support the transformation of our customers and their communities.

This press release contains 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 Calix’s business. The reader is cautioned not to 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 quarterly reports on Form 10-Q and Annual Report on Form 10-K filed with the SEC and available at [www.sec.gov](#).

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