



# Building for the Future

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**Broadband to transform your  
community for generations**

**Michael Weening**  
President and CEO, Calix



# Neglected by Big Telco/Cable for Decades

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Thunder Bay

## Schools resort to phone and fax machine to restart classes in northern Ontario First Nations

Long-standing gaps in infrastructure hamper online learning in remote First Nations

Jody Porter · Posted: Aug 27, 2020 8:00 AM CDT | Last Updated: September 2, 2020



The Matawa Education and Care Centre, where students are seen working in 2016, provides continuous enrolment and flexible learning for more than 100 students from nine First Nations in northern Ontario. (Jody Porter/CBC)



# Why?

## Decades of Big Telco/Cable Dominance

**Big Telco/Cable  
Ignored or  
Under Serviced  
(At a High Price)  
Small  
Communities**

**Most  
Vendors  
Built What  
Big  
Telco/Cable  
Wanted  
(Not Calix)**

**Complexity and  
Customization  
Dominated**

**Old world Makes  
Starting  
Broadband  
VERY HARD**



# Change Started Two Decades AGO ... is Gaining Speed

**Tribes and Not-for-Profits Took Control to Transform Their Communities**

**23** Years Rural  
Founded on Rural

**42%** Not For Profit

**90%** Small, Medium Community



# The BIG Power Shift to YOU

**Software  
and Cloud  
Platforms  
Empower**

**Small | Medium Gains the  
ADVANTAGE**

**Build a Business Out of the Box  
with Clouds**

**Changes Everything**



# Enabling Community Success

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“Our investments will transform **generations**. We did it because big telco/cable would not”

**+\$200M**

**to the local economy**

“Fiber is not a business. It is the start. We are so profitable that we have begun 2 mile runs to farms that big providers would never do”

**32**

**Year payback  
All about the community**



Simplify. Excite. Grow.

# OUR MISSION

Our platform and teams enable broadband service providers **of all sizes** to **simplify** their business and **excite** their subscribers to **grow** the value of their business for their community for generations.



# The World's Only BSP Platform

\$1.2+ Billion Invested in Rural

\$160M+ 2023

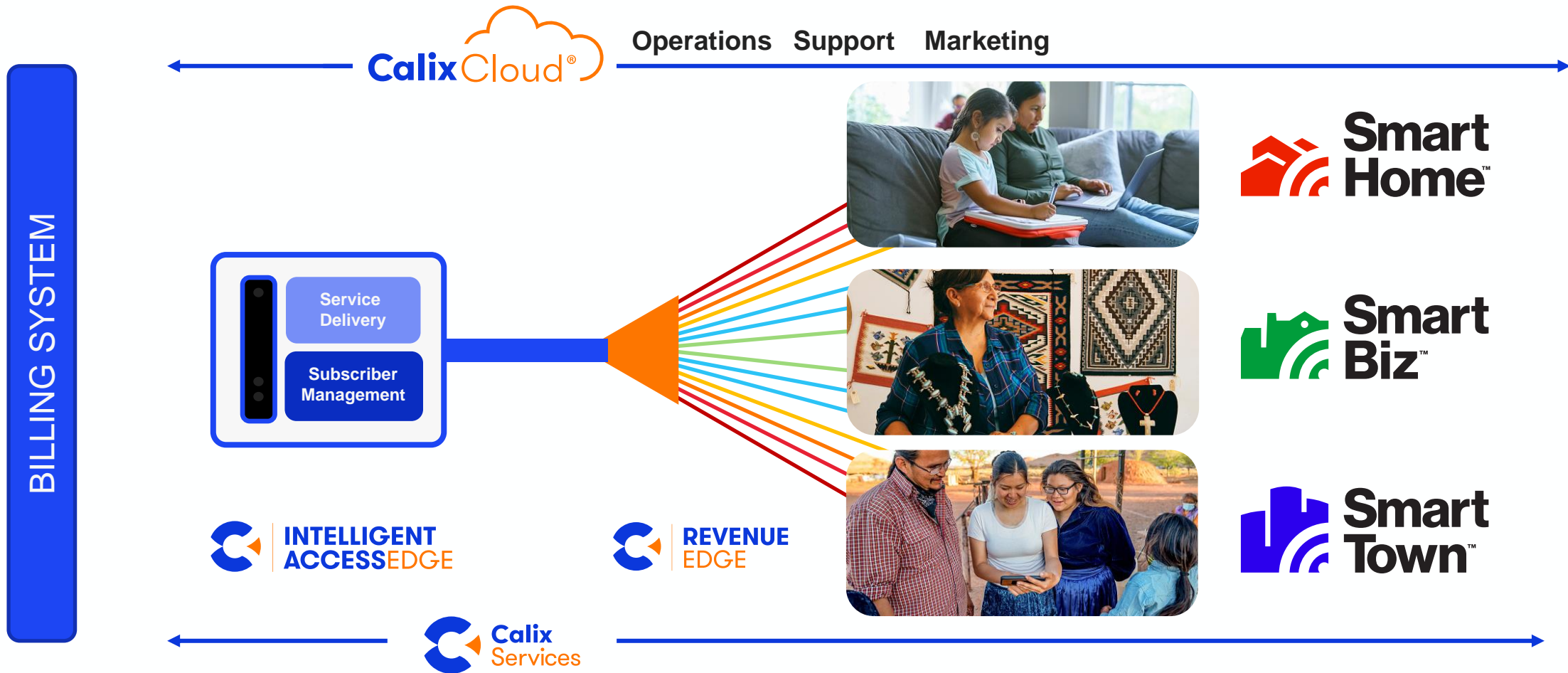
2021

2011





# The **Unique** End-to-End Platform for Success



# Simple for Parents with Schools

## Cyberbullying, Self Harm, Addiction

Help Us Partner Beyond Parental Controls



**bark** 

### Which do I choose?



Best Practices  
Community Collaboration  
Community Marketing | Education

# Simple to Expand Education

Every Wi-fi Router is a Small Cell  
**ZERO Capital**

**Get Broadband to All Kids**

Help Get a Broadband  
Signal to Every Child



Walmart 

Fire, Police, Ambulance, Events, Alliances

Education Roaming

Member Roaming



# Simple to Enable Small | Med Business

Enterprise Solutions  
do not Scale Down  
for Small Med Biz

## Expand Residential to Managed Business with ZERO Complexity

### JUST THE START



Best Practices  
Marketing for Business



# Simple means **GREEN** Community

## Single System

Complex Means  
Buy 4-5 boxes

Provider Edge  
BNG (Subscriber)  
Access  
Aggregation

Multiple Dumb Boxes  
Cobble Them Together  
Hope They Work

**All Functions Virtualized**  
**All Functions Automated**  
**One Team for All**  
**THE BEST IN THE WORLD**

**75% Less Energy**



# Tribally Owned BSP

**MOHAWK**  
networks

- \$15 million broadband project
- Tribally owned and operated
- 1500 residences, 100 biz and institutions
- Fiber to the home and Fixed wireless Network
- 80% of truck-rolls eliminated (Up 2 hour drives)  
with profits reinvested into the community

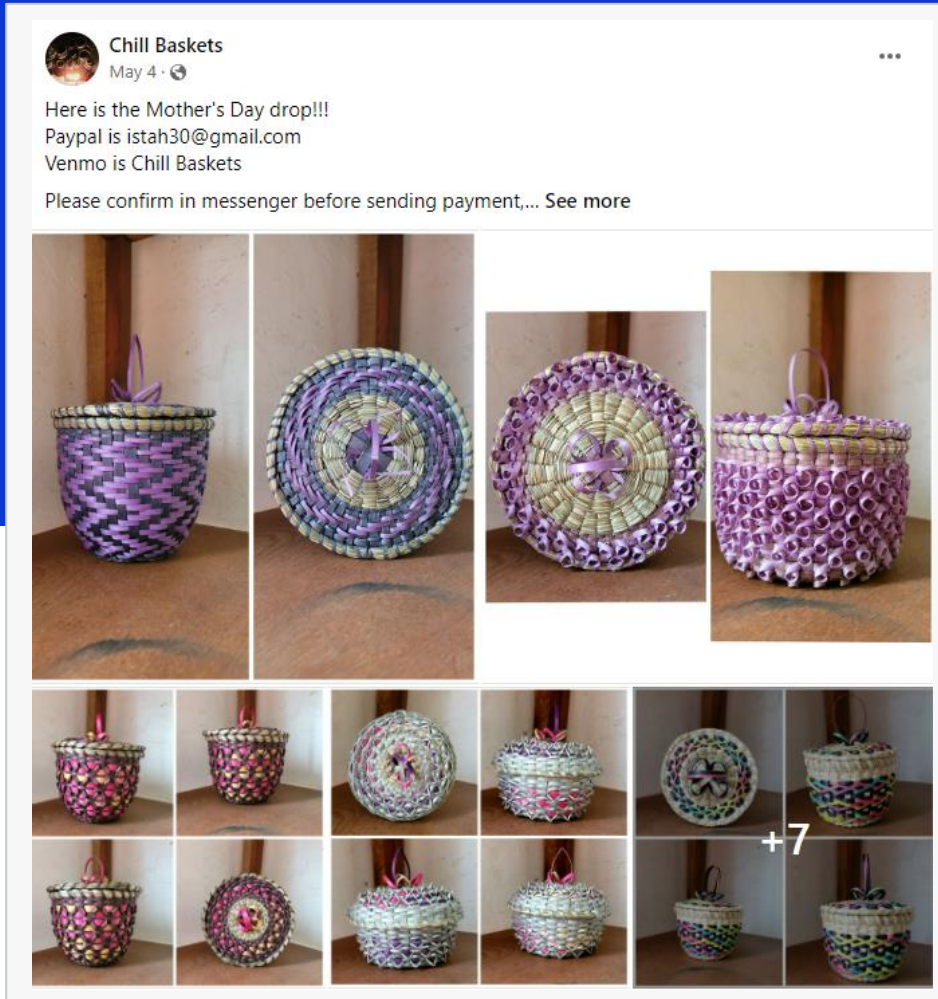
✓ Tribal Sovereignty

✓ Community Focus

✓ Job Creation



# Economic Impact





Simplify. Excite. Grow.

- **Highest Profit to Reinvest**
- **New Services to Grow**
- **Highest Satisfaction**
- **Independence**
- **Success because ....**

**23** Years Investing





# Calix Tribal Advisory Board



**Mona Thompson**  
GENERAL MANAGER  
Cheyenne River Sioux Tribe  
Telephone Authority



**Jennifer Burkhalter**  
CEO & CFO  
Gila River Telecommunication



**Allyson Mitchell**  
GENERAL MANAGER  
Mohawk Networks



**Brian DeMarco**  
GENERAL MANAGER  
Siyeh Communications



**Anthony Giacobbe**  
DIRECTOR  
Seneca Energy



**Kristan Johnson**  
OPERATIONS MANAGER  
Tohono O'odham Utility Authority

Additional  
Invites

5

23

Years  
LISTENING

# Simple to Build Broadband for the Community

Complexity  
Cobble it Together



Hope it Works

## Go Fast, Be Heard, Succeed



**Together We Succeed. Thank You**

