



Building for the Future

**Broadband to transform your
community for generations**

Michael Weening
President and CEO, Calix

Thank You



Thank You to Our Tribal Customer Council



25 Years

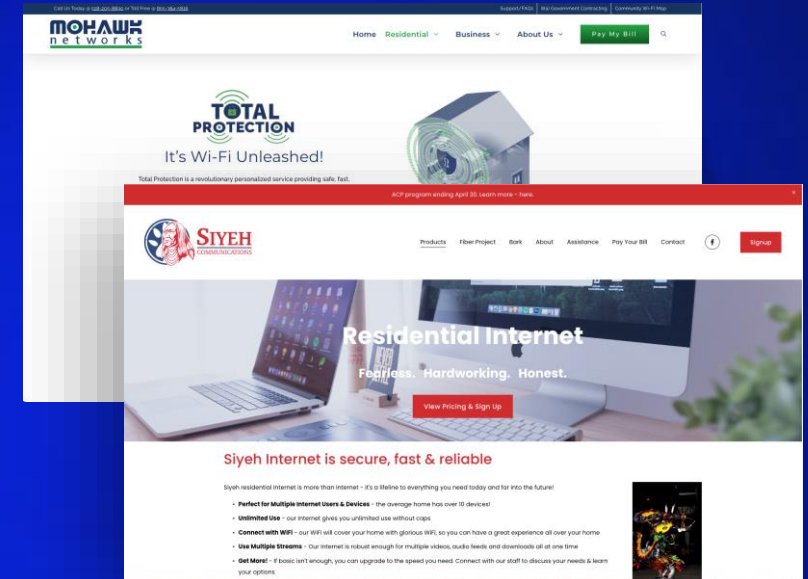
Every Tribe is Different



Just getting started



Already operating and growing



Finding new ways to create value for your community

What We've Heard You Say



Remove Complexity

Foster Collaboration

Enable True Sustainability

Remove Complexity

- ” The whole process seems daunting.
- ” Free money is never free.
- ” Where do I start?
- ” What do I build first that I can afford?
- ” Who can support me in the journey?



Simplifying the Process of Getting Started

A resource built in partnership with NTTA and our tribal customers that answers:

Where do we begin?

What do we build?

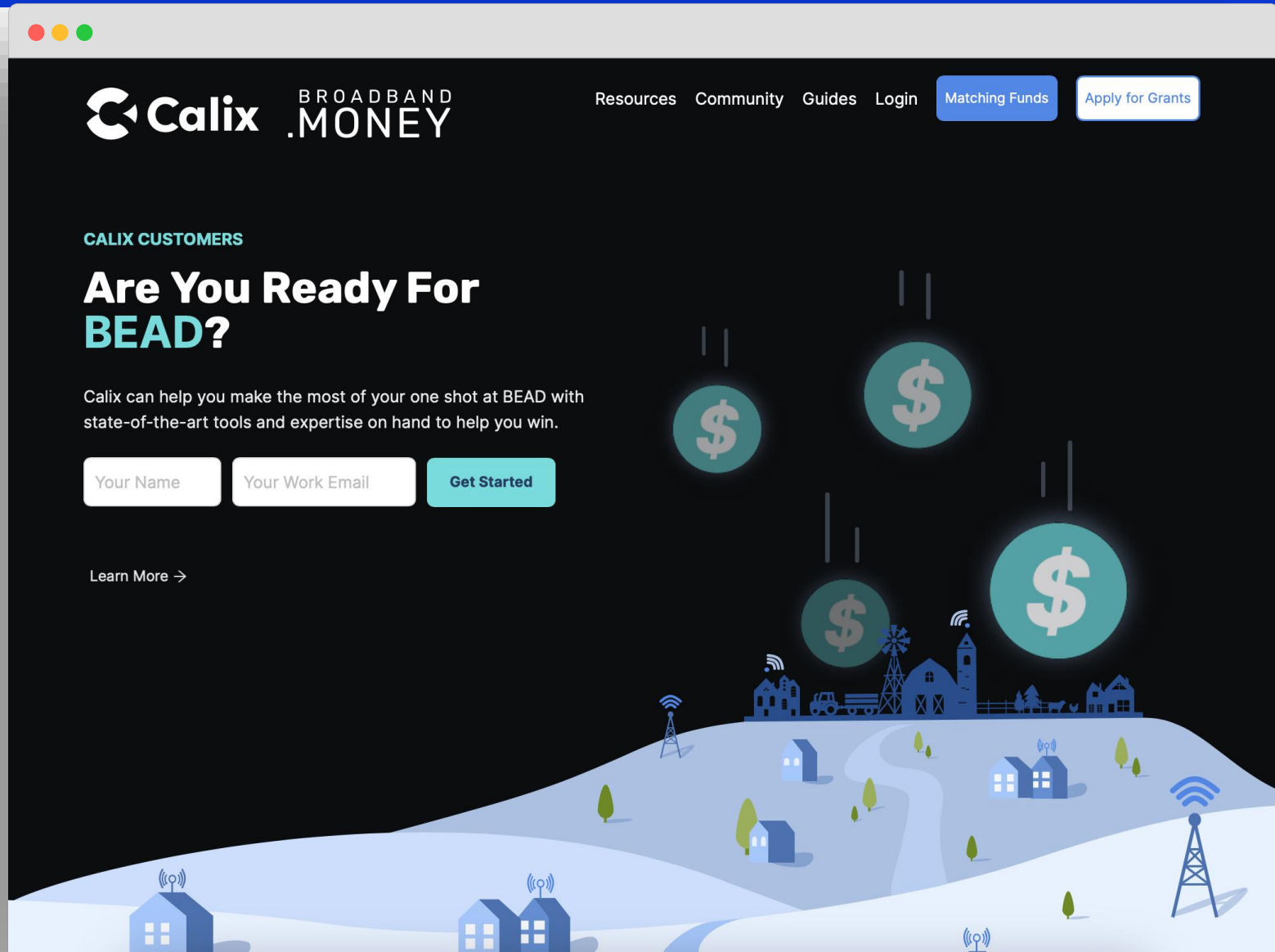
Who can support us?



Making Access to Funding Easier

Your resource for many federal funding programs

- You and your trusted Consulting Engineering firm
- 1 + 1 = 4 (Calix | Ready.net)



The screenshot shows the Calix Broadband Money website. The header includes the Calix logo, the text "BROADBAND MONEY", and navigation links for Resources, Community, Guides, Login, Matching Funds, and Apply for Grants. The main content area features a heading "CALIX CUSTOMERS" followed by "Are You Ready For BEAD?". Below this is a sub-headline: "Calix can help you make the most of your one shot at BEAD with state-of-the-art tools and expertise on hand to help you win." There are three input fields: "Your Name", "Your Work Email", and a "Get Started" button. A "Learn More" link with a right-pointing arrow is also present. The background of the page features a stylized illustration of a rural landscape with houses, trees, and wireless towers, overlaid with several large green dollar signs.



Simplify. Innovate. Grow.

New Simplified Broadband Starter Solutions for Tribes



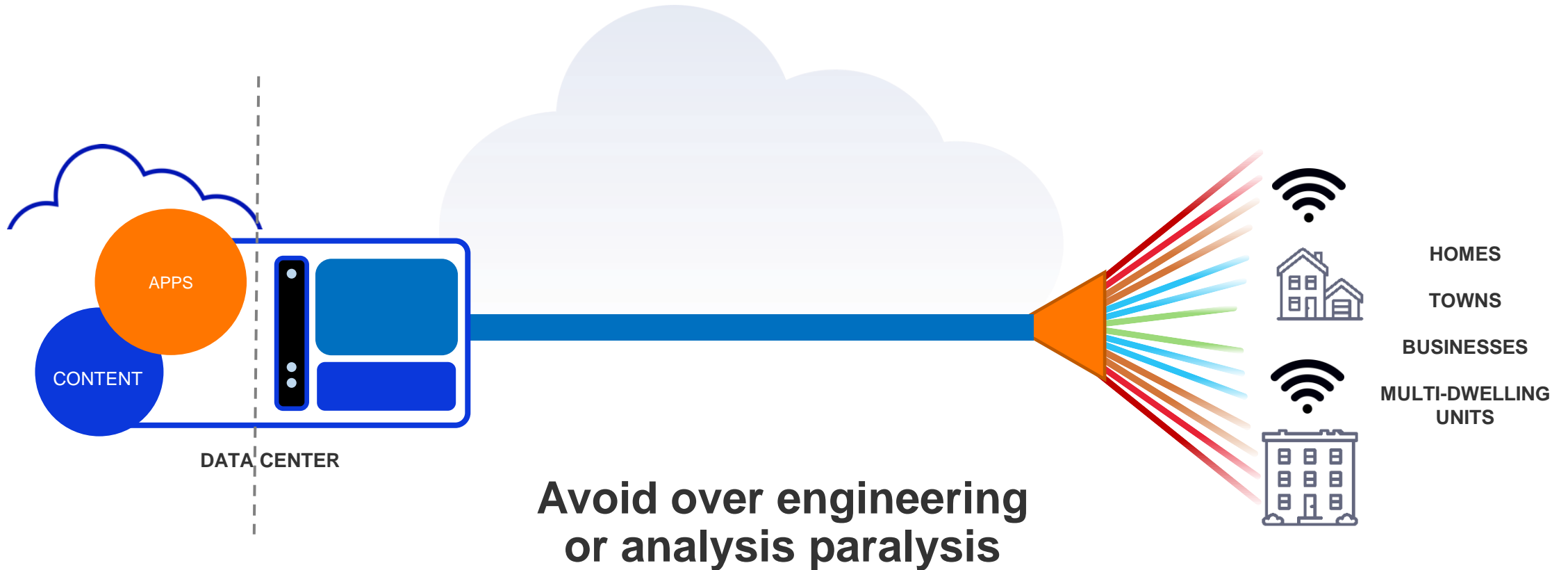
Meet your community's needs today while building the foundation for future generations

- New offering for tribes connecting less than 500 households
- Solutions to enable network ownership while partnering on the aspects that feel too overwhelming to manage
- Preferred pricing on equipment
- Complimentary training



Simplify the Start of Your Journey

Networks that are **simple & approachable for all**
500 to 100M subscribers



Partners to Guide You on Your Journey

Calix Trusted Partner Ecosystem

End-to-End Services



- Over 20 years building networks in rural communities
- Over \$2b in Federal, State, and local funding secured
- Over 70 customers – all operating networks based on Calix platforms and solutions
- Over 500,000 Americans connected to world-class fiber broadband
- Workforce development core to engagement model

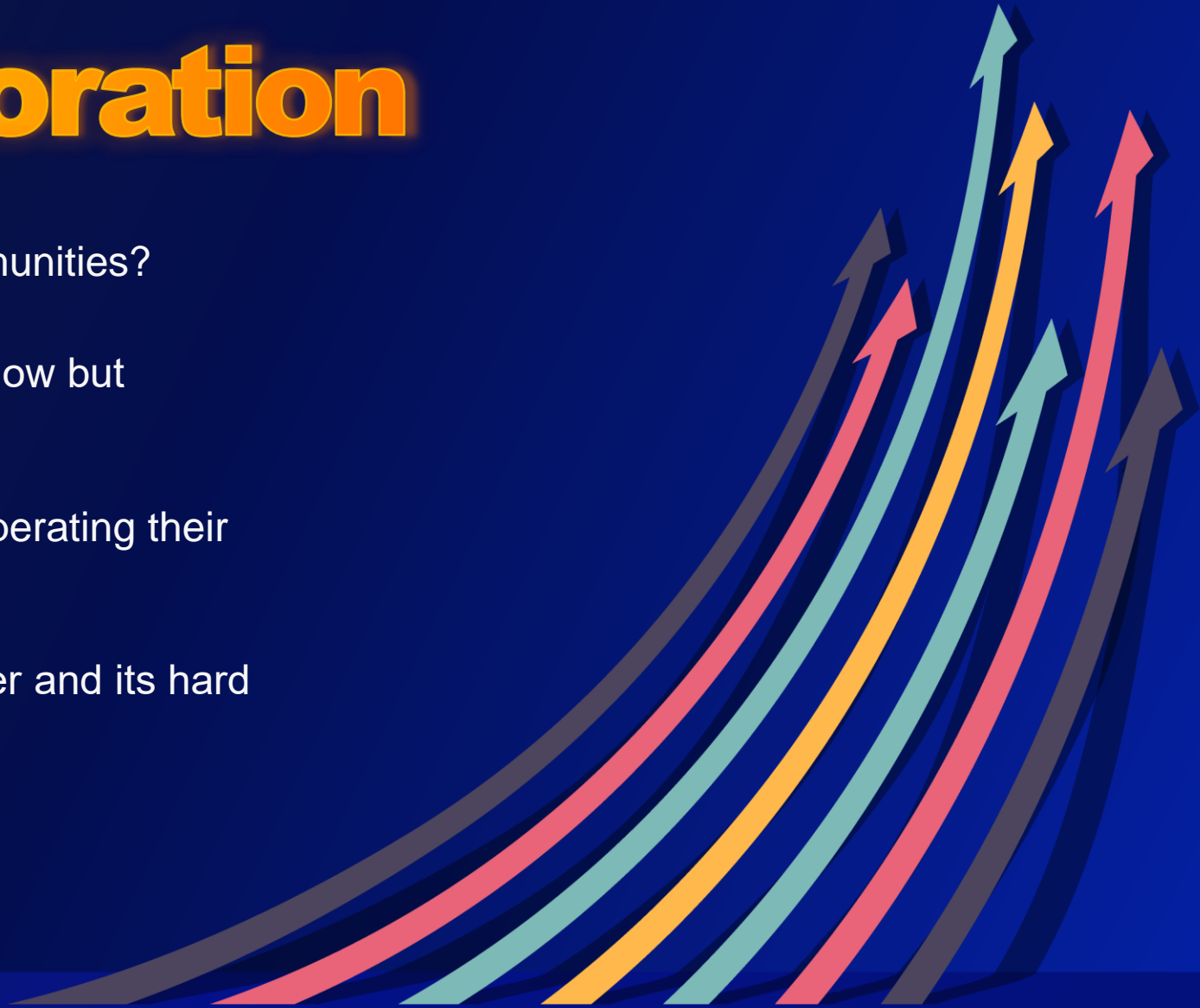


- Calix customer for over 18 years
- Assisting Bois Forte Band of Chippewa and Mille Lacs Band of Ojibwe in Minnesota today
- Strong history of partnering with others to plan, deploy, operate and maintain broadband networks



Foster Collaboration

- ” How has broadband benefited other communities?
- ” I’m focused on building the network right now but I know I need to be thinking farther ahead.
- ” I want to learn from other tribes that are operating their own broadband on territory.
- ” Ultimately, the “Sharks” are still in the water and its hard to know who to trust.



How Do I Effectively Connect With My Peers?



Tribal Broadband Bootcamps



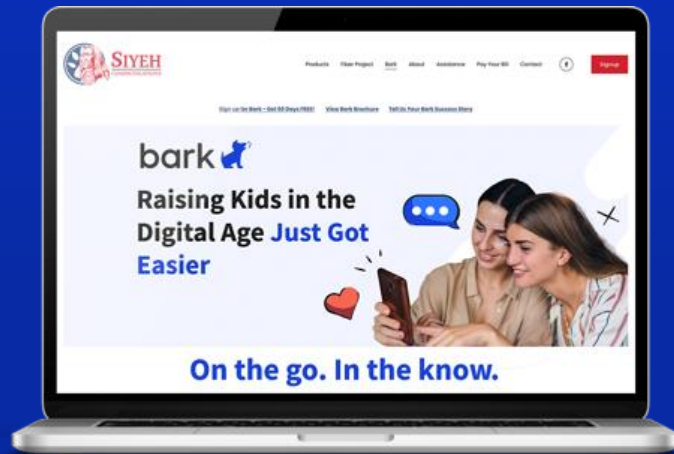
“Circles of Success”
connecting you with your peers.



Days to Launch

bark 

Protecting Kids & Mental Health



Social Media Monitoring for Families & Communities



SIYEH
COMMUNICATIONS



True Sustainability

- ” Government funding only covers infrastructure, not ongoing operations.
- ” The tribe wants to exercise our sovereign rights by taking ownership of the network.
- ” We want to provide the best service to our community members.
- ” Selling broadband isn't enough, we need to find ways to bring in more streams of revenue.
- ” We want to provide skilled jobs to the community.



Also Subscribers Are Different

Consumer or Business?



Platform Strategy Saved Ford



CONSUMER



BUSINESS

Consumer or Business?

21+



 **Smart Home™**



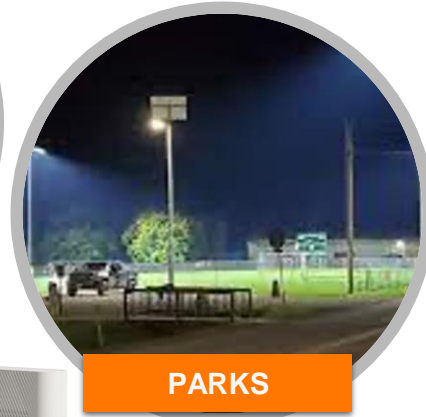
HOMES



FARMS



EVENTS



PARKS

 **Smart Town®**




BACKYARDS



BUSINESSES

 **Smart Biz™**

ManagedBiz

 Simplify. Innovate. Grow.



APARTMENTS



BUSINESS CENTERS



SCHOOLS

 **Smart MDU™**

Platform Enables new Use Cases **without** Cost



for First Responders

**Education, Tribal Roaming
Community Events**






Partnering for Local Skills Development



Certifications

Join the Elite Group of Calix Specialists
We offer blended learning solutions to aid you in becoming a Calix Specialist. Join virtual instructor-led classes from anywhere, or take any of our self-paced eLearning courses at any time. Interact with hands-on exercises to demonstrate proficiency in provisioning and managing broadband services. Show employers you are actively working to improve and validate your expertise in using Calix access networking products by becoming a Calix Specialist.

What it Takes to Pass an Exam
Score: 70% or above
Attempts: 2

AXOS E7 Specialist	EXA E7 GPON Specialist	EXA E7 Active Ethernet Specialist
 AXOS E7 Specialist	 EXA E7 GPON Specialist	 EXA E7 Active Ethernet Specialist
The E7 AXOS certification exam is designed for those who are interested in achieving the E7 AXOS Certified designation. Candidates must demonstrate their ability to turn-up an E7, provision Ethernet transport, and activate voice, video, and data services using SIDs.	The E7 GPON Specialist certification exam is designed for technicians who provision and maintain E7 GPON services. Candidates must demonstrate their ability to turn-up an E7, provision Ethernet transport, activate voice, video, and data services for GPON subscribers, and troubleshoot common faults to restore services.	The E7 Active Ethernet Specialist certification exam is designed for technicians who provision and maintain E7 Active Ethernet services. Candidates must demonstrate their ability to turn-up an E7, provision Ethernet transport, activate voice, video, and data services for Active Ethernet subscribers, and troubleshoot common faults to restore services.
Want to study before taking the exam? Take courses in the AXOS E7-2 Learning Plan	Want to study before taking the exam? Take courses in the EXA E7 GPON Learning Plan	Want to study before taking the exam? Take courses in the EXA E7-2 Active Ethernet Learning Plan
Take the Exam	Take the Exam	Take the Exam

Calix University

Your path to developing skills to build, deploy, and manage the next generation broadband services

My Activities

View courses, badges, certifications, and more!

My Education Subscriptions

Premium courses and classes, included with your subscription

Bundles and Subscriptions

An overview of available Calix courses and classes

Solutions Academy

Learn about Calix solutions based on your role

Enroll in Instructor-Led Training Classes

Take five, online classes with our instructors

Success for All (Available to all Calix Customers)

Broadband Academy

Learn about the five pillars of the Broadband Service Industry

Cybersecurity Awareness

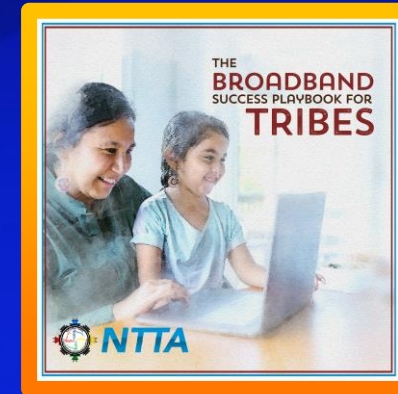
Introductory courses to keep communities safe

Calix SmartLife™ Managed Services

Learn about services that enhance subscriber and community experiences

The Calix Tribal Broadband Initiative

Supporting NTTA's vision for Smart Tribal Nations



Simple



Sustainable



Collaborative



Thank You



Q&A