



Granite Solutions

Presented by Vincent D'Aria



- The nation's largest wholesaler of voice and data services
- \$1.85 billion dollar corporation
- Debt free; privately held; no outside investors
- Headquartered in Quincy, MA, with 10 regional offices nationwide
- Serve more than two-thirds of the Fortune 500
- Provide award-winning customer service along with the lowest wholesale pricing in the nation for voice and data needs

Four efficiencies Granite delivers to all customers...

Customization with your AP software

- Invoicing tailored to your needs; EDI file compatible with all accounting software
- Detailed breakdown provided by location
- GL codes pre-filled on invoices to simplify or even eliminate manual effort

Dedicated National Account Manager and Client Service team

- Team of 10 Account Managers focused on Higher Ed customers
- Single point of contact in Premier Service for billing questions; moves, adds and changes; repairs, openings, closings, reporting, transfer of service and any client requests

Online portal to manage your inventory

- Audit for unused lines, unwarranted features, 3rd party billing; typically add another 10-12% in savings
- Store all invoices for all locations for the life of the account in easy to use
- Able to source the best solution, fastest speeds, and lowest prices from over 150 data contracts
- Audit circuits to improve all speeds and lower costs

Savings

- **Up to 50%, based on geographic location and incumbent carrier**

Single point of contact

- Granite provides you with one dedicated point of contact to handle your account on a day-to-day basis for any Moves, Adds and Changes, backed by a team of specialists

Out-of-the-box

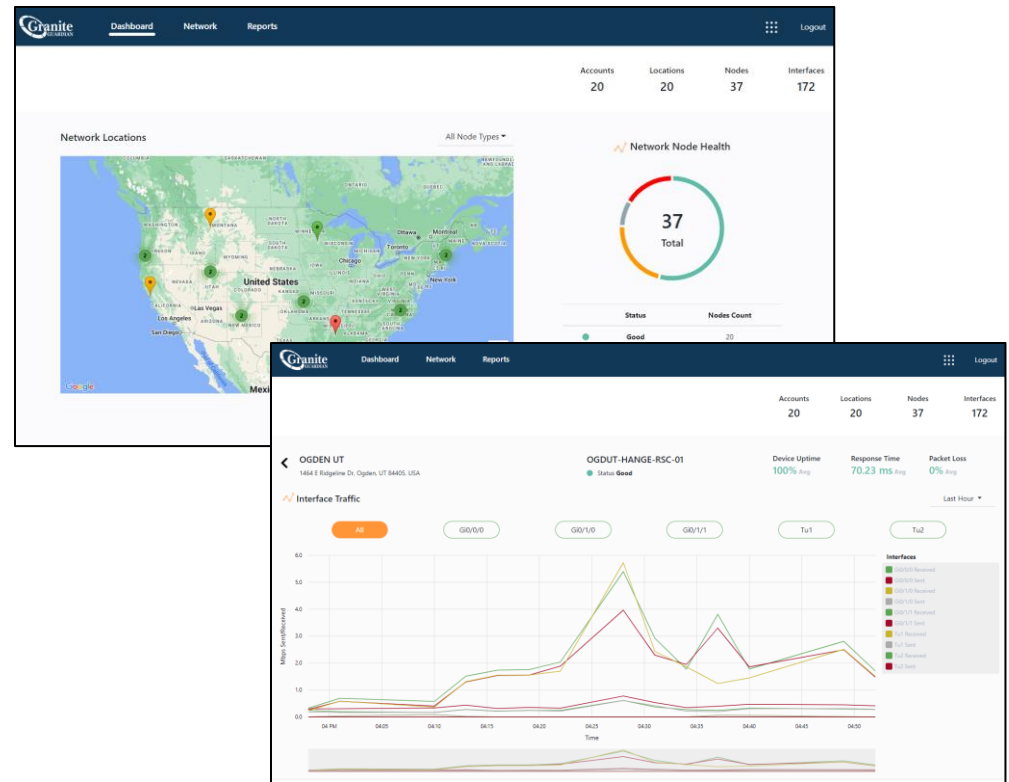
- Reports and robust search capabilities are designed to let clients understand Asset Management, Invoices and Payments, Moves, Adds, and Changes, Trouble Tickets and Issue Resolution, Auditing

Granite Rock Reports

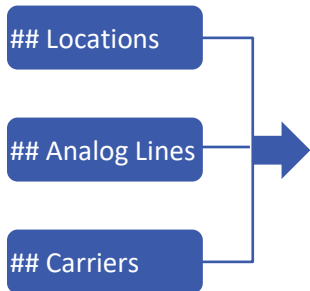
- Our online portal provides instant access to your inventory, invoice and service ticketing

Call us any time

- Our Client Service team is open 24/7 and can instantaneously access your account



- We offer coast-to-coast coverage for voice, data and wireless, eliminating the challenges of dealing with multiple carriers.
- Granite provides a single point of contact for moves, adds and changes, maintenance and customer service, and customized billing with accounting software integration to simplify your accounting.
- Whether you needs voice, access, wireless or customized and integrated management of these connectivity solutions, Granite delivers industry expertise, outstanding service, proven solutions and savings.



- **Customized bills:** by property, region or business unit
- **Industry knowledge:** National Account Leader who specializes in Higher Ed.
- **Proprietary portal:** offering a consolidated view of bills, circuits and any service tickets, as well as extensive analytics available on demand
- **Dedicated Client Services** team, with clear escalations, available 24/7

Granite Rates	\$### Monthly \$#,### Annually
\$### Annual Savings	



Services Consolidated

Services	Consolidated Units	Current Monthly Cost	Granite Monthly Total	Monthly Savings	Annual Savings	Savings
Analog	312	\$13,447	\$9,416	\$4,031	\$48,372	30%
Total	312	\$13,447	\$9,416	\$4,031	\$48,372	30%

Example, George Washington University

						LEC Rate	Granite Rate	Monthly Savings	Annual Savings
						\$10,382	\$7,910	\$2,472	\$29,664
						\$2,932	\$1,384	\$1,548	\$18,576
						\$133	\$122	\$10	\$120
Total						\$13,447	\$9,416	\$4,031	\$48,372
Savings (%)									30%

Voice and Access

- POTS
- SIP Trunks
- Voice T1 / PRI, Integrated T1
- Hosted Voice (Emulated POTS)
- Hosted PBX (Cloud PBX)
- UCaaS
- Granite EPIK (MFVN POTS replacement)
- DSL/Cable Broadband
- Ethernet
- SD-WAN
- Data Aggregation

Managed and advanced solutions include

- Guardian Monitoring
- Guardian Managed Service Provider
- Managed Field Services and Premium Dispatch
- Managed Mobility (Cell Phones, Tablets, Hot Spots) and Cross-carrier Data Pooling
- Wireless Broadband

Phase 1: POTS – Savings & Auditing

- General use cases
 - Voice lines
 - Fax lines
 - Security lines
 - Elevators
 - Fire alarms
 - Gate access
 - Call boxes
- Instant savings
- Single bill, single maintenance contact
- No contracts, no fees, no obligations

Phase 2: Data & Internet Circuits

- Audit data circuit spend
- Source faster speeds, increased bandwidth, better reliability, improved security and reduced cost

Phase 3: Usage Audits & Advanced Data Solutions

- 84 optimization and usage reports
 - Purging unused lines
 - Unwarranted features
 - 3rd party billing
- Optimize your solutions
 - Advanced data solutions and emerging technology



We want to prove we deserve to be your trusted partner as we are for so many

- 94 of the Fortune 100
- All 10 of the Top 10 Forbes retailers
- More than 6,000 corporate clients, 650,000 locations
- Manage over 1.5mm POTS lines and 100k broadband circuits nationally

Our Mission:

- Be your one source for all **your** voice and data needs from voice and access to complete managed solutions
- Become your trusted telecom advisor.

For an “apples-to-apples” savings analysis for your properties’ communications services, send your invoices for a recent month (please include all pages, front/back) to

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Find out how much you can save.
There is no cost, fee or obligation to learn your potential savings.