



Granite

Presentation to:

*Margaret McCarthy, Legal Advisor –
Office of Commissioner Michael Copps
Federal Communications Commission*

March 8, 2011

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Granite Overview

A. Granite Background

B. Web Based Middleware/National Support

- I. North American Voice Management
- II. Structured Cabling and Systems
- III. Broadband Solutions
- IV. Security and Fire Alarm Systems

C. References

- I. City
- II. Industry



Background

- Granite's 8 year history has seen explosive growth, 2010 revenues exceed \$550 million.
- Headquartered in Boston, MA with offices throughout America, our debt free and profitable company, with no outside investors, is one of the fastest growing companies in the country, and employees 900 teammates.

Recent Recognition

- Ernst & Young Entrepreneur of the Year (2010)  *Quality In Everything We Do*
- BBJ Top 20 Charitable Contributor of the Year in Massachusetts 
(2009, 2010)
- Inc. 500/5000 Top 10 in Revenue/ Fastest Growing Private 
Companies (2007, 2008, 2009, 2010)
- BBJ Top 20 in Revenue with Private Companies in Massachusetts 
(2009, 2010)
- BBJ Top 20 Fastest Growing Private Companies in Massachusetts 
(2006, 2007, 2008, 2009, 2010)



National and Product Support

National

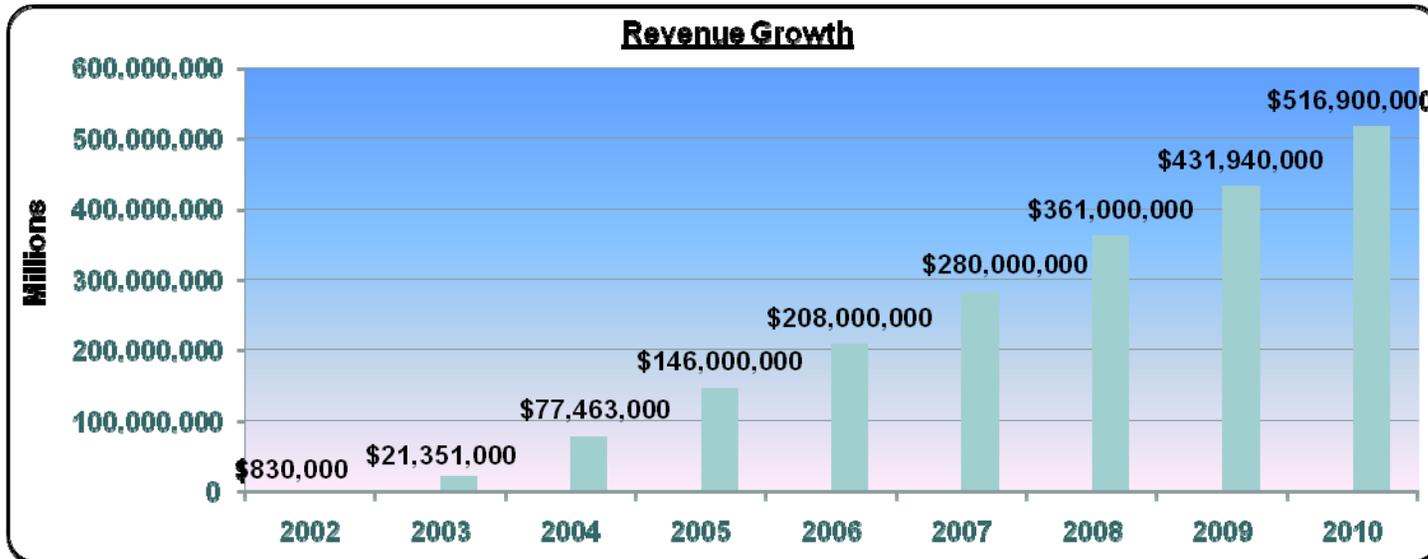
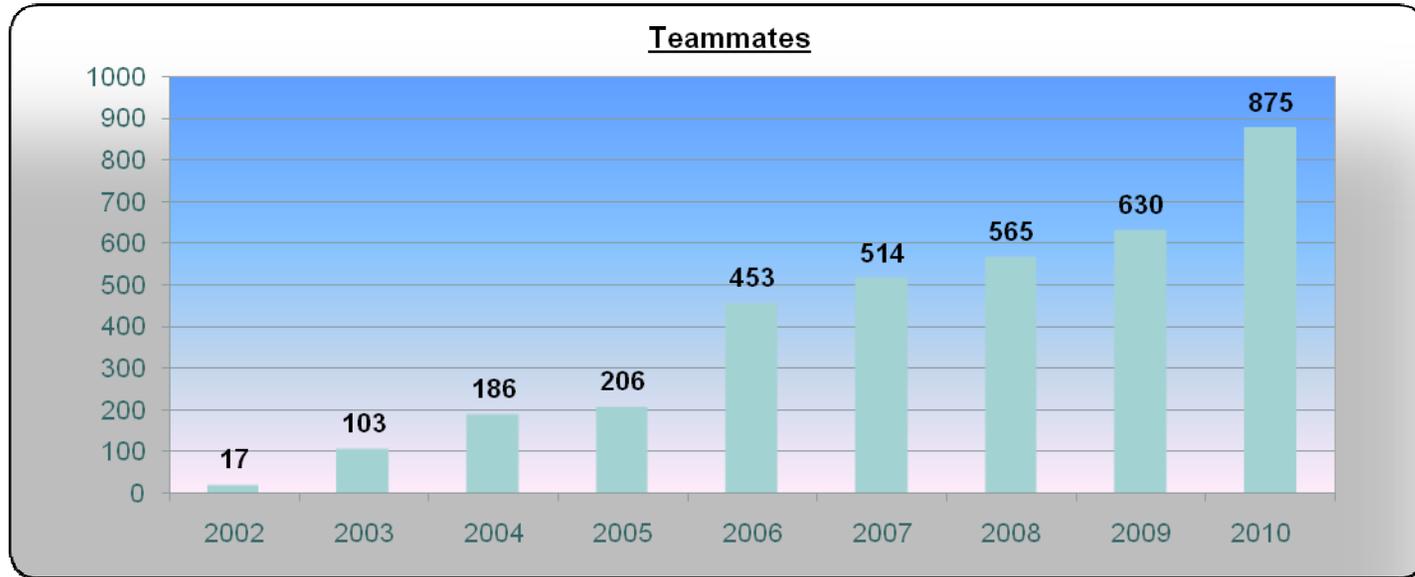
- Billing: Single customized file, compatible with Oracle, JP Edwards, SAP, and countless others
- Support: Single National Account Team for entire country.
- Pricing: Single National Rate

Product

- Voice: Local, Long distance, Analog, and Dedicated lines
- Broadband: DSL, Broadband, and T-1
- Alarm Monitoring Service: Fire and Burglar
- Cabling Support: New Builds, Remodels, Roll Outs, and Voice Systems

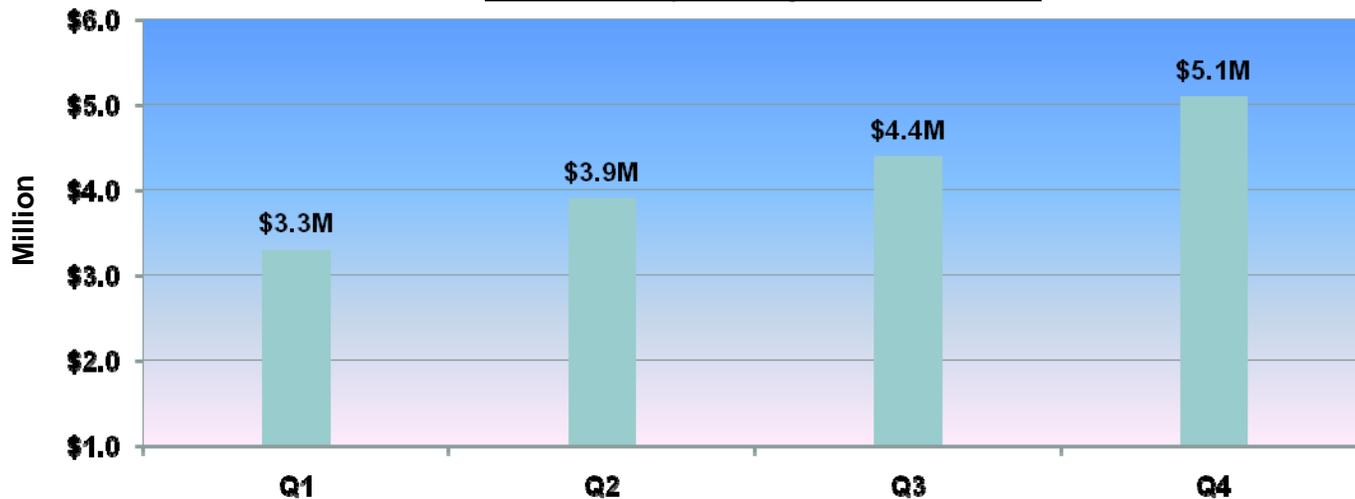


Background Last 8 Years

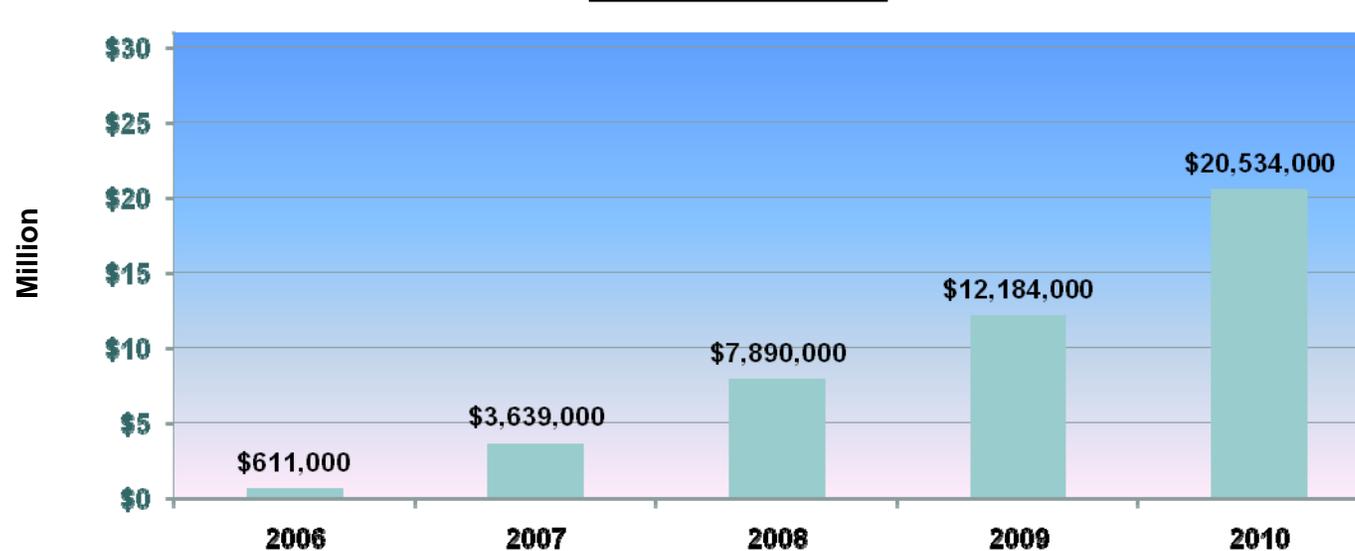




2010 Quarterly Cabling Revenue Growth

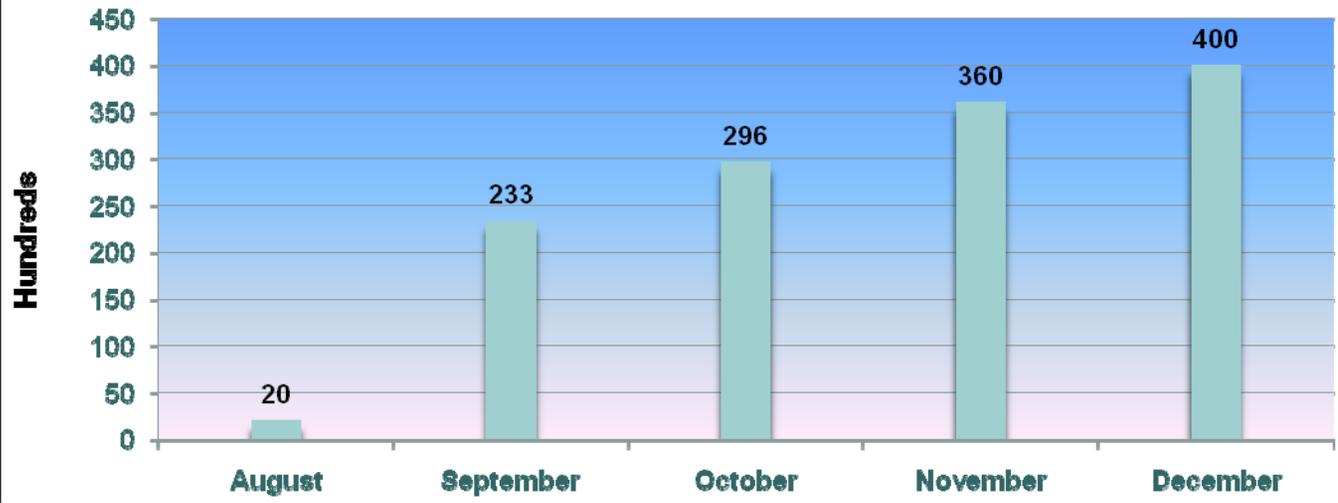


DSL Revenue Growth

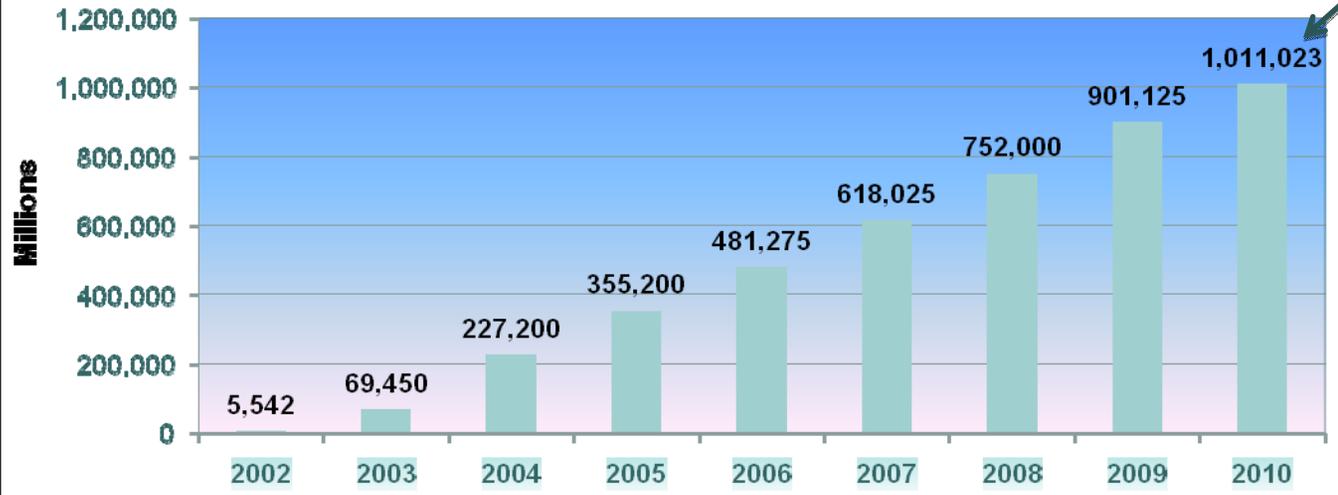




2010- Total Number of Alarm Services



Total Lines



***4.5** of
America's
Business
lines



North American Voice Consolidation

- The nation's largest distributor of Bell company analog services.
- North American consolidation of support and savings.
- Over 1,000,000 analog business lines under management.
Only competitor to ever have 1,000,000
- Customers include all 10 of America's 10 largest companies and 66 of the Fortune 100.
- Electronically bonded to 14 of the largest local carriers.



Structured Cabling and Systems

- Structured Cabling Installations: Design and installation of voice, data and video cabling for commercial and retail customers nationwide.
- Moves, adds, changes and repairs on existing cabling systems.
- Installation and maintenance of Avaya and Nortel phone systems.
- Rapid deployment of national rolls.
- Milestone - Online Project Management Tool.
- Partners - Avaya, Nortel, Samsung, Talk Switch, Leviton, Mohawk, Cisco, Shoretel, Systimax, and Novar.



Broadband Solutions

- Nationwide Broadband Service (30,000 lines installed)
- DSL, Cable, Wireless and Satellite
- One point of contact for ordering provisioning and management
- Scalable solutions
- 24/7/365 Broadband support
- Single consolidated invoice



Security & Fire Alarm Systems

- **SECURITY ALARM MONITORING AND MAINTENANCE**
 - Burglar alarm system monitoring
 - Back-up monitoring services utilizing cellular and long range radio service
 - Web access to manage and track account data
- **FIRE ALARM SYSTEM MONITORING AND MAINTENANCE**
 - Fire alarm service and monitoring
 - Water-flow/sprinkler monitoring
 - Fire extinguishers and suppression systems
 - Special hazard/clean agent systems
- **ACCESS CONTROL SYSTEM SERVICES**
 - Web-based, multi-site access control solutions
 - PC-based, small to mid-sized solutions
 - Biometric readers, eliminating the need for card management
- **CCTV SYSTEMS**
 - Digital video recording and storage
 - Remote video CCTV monitoring
 - Security video CCTV cameras
- **Products and Associations:** Honeywell, GE, UTC Fire & Security, DSC, NFPA, ESA, and CSAA

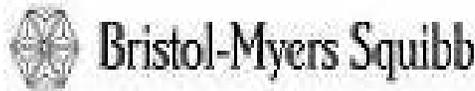


References





References





References



Let's Build Something Together™



Dominion



WILLIAMS-SONOMA



SHERWIN-WILLIAMS.



US Army Corps of Engineers



Abercrombie & Fitch

