Granite

Presentation to:

Wireline Competition Bureau
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Federal Communications Commission

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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)**
- 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

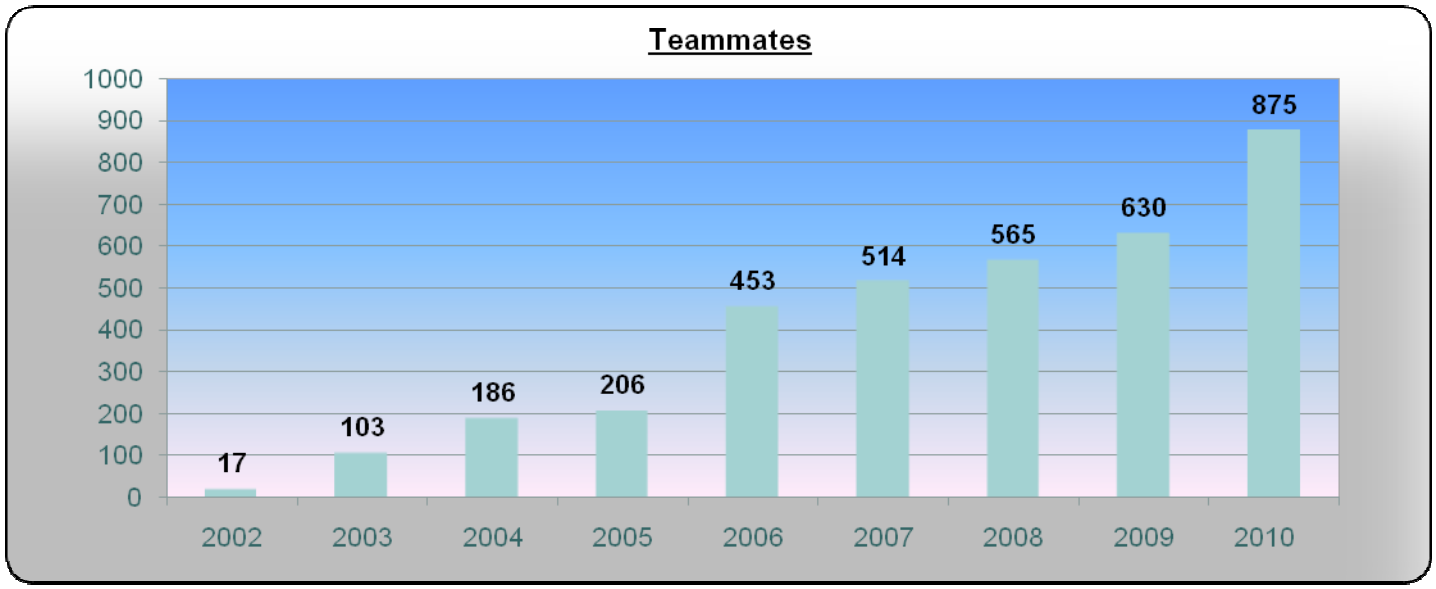
National

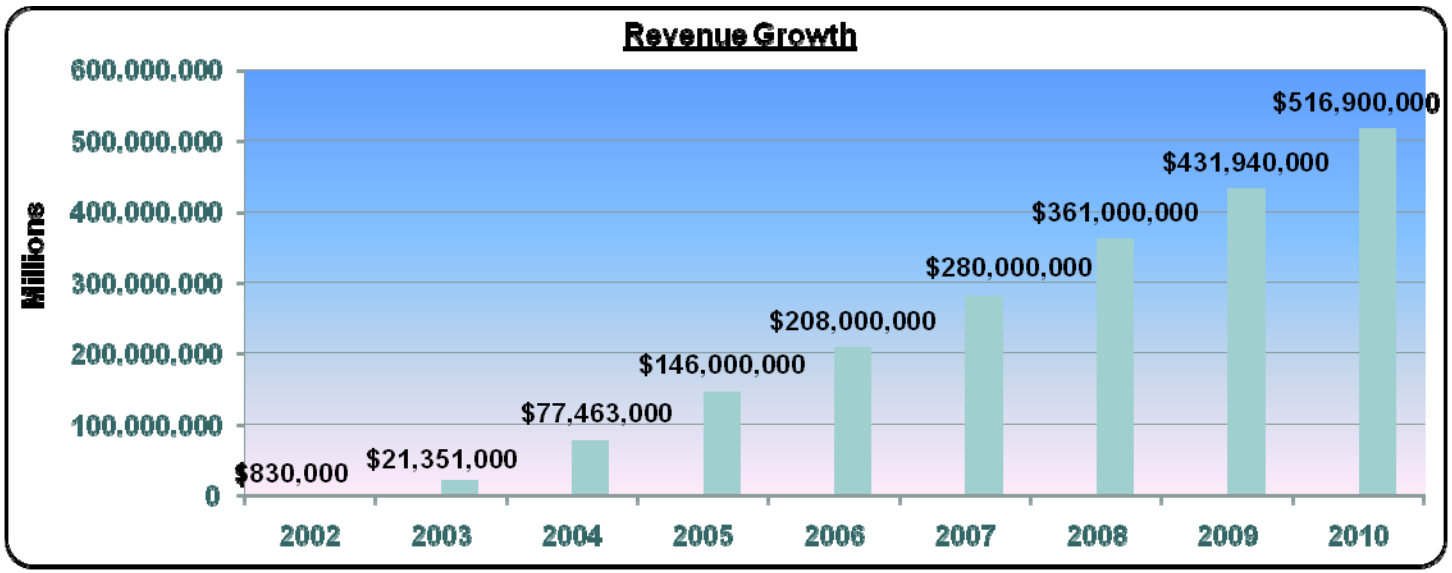
- Billing: Single customized file, compatible with Oracle, JP Edwards, SAP, and countless others
- Support: Single National Account Team for entire country.
- Pricing: Single National Rate

Product

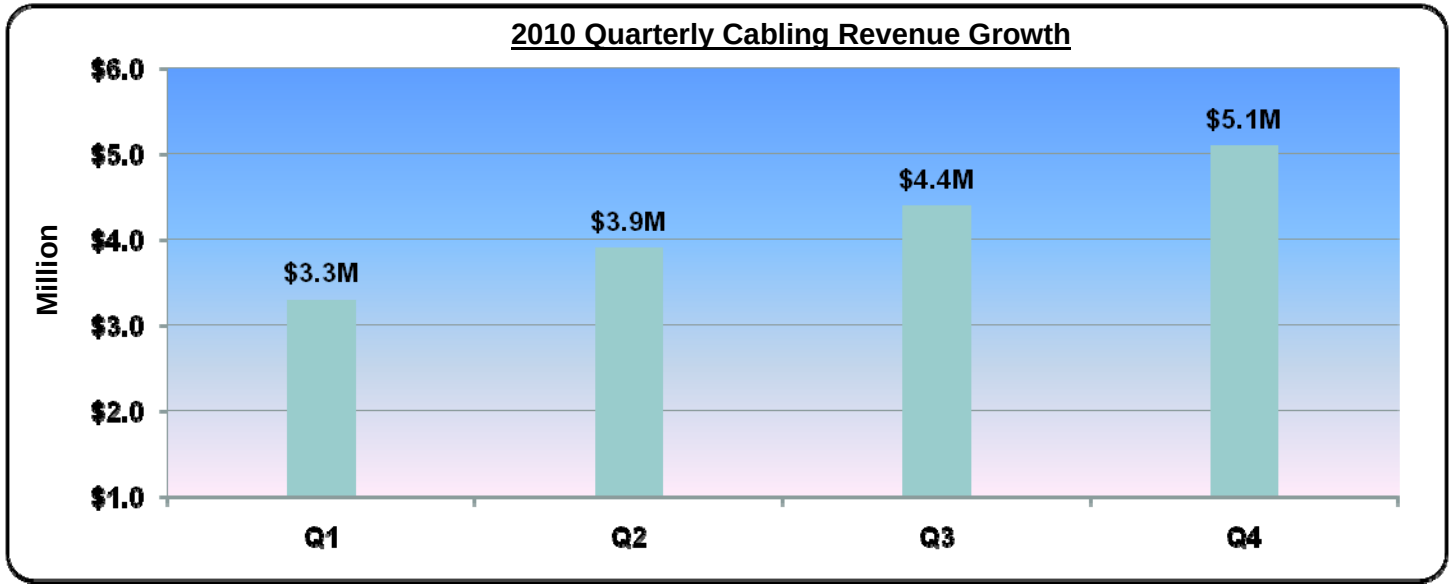
- Voice: Local, Long distance, Analog, and Dedicated lines
- Broadband: DSL, Broadband, and T-1
- Alarm Monitoring Service: Fire and Burglar
- Cabling Support: New Builds, Remodels, Roll Outs, and Voice Systems

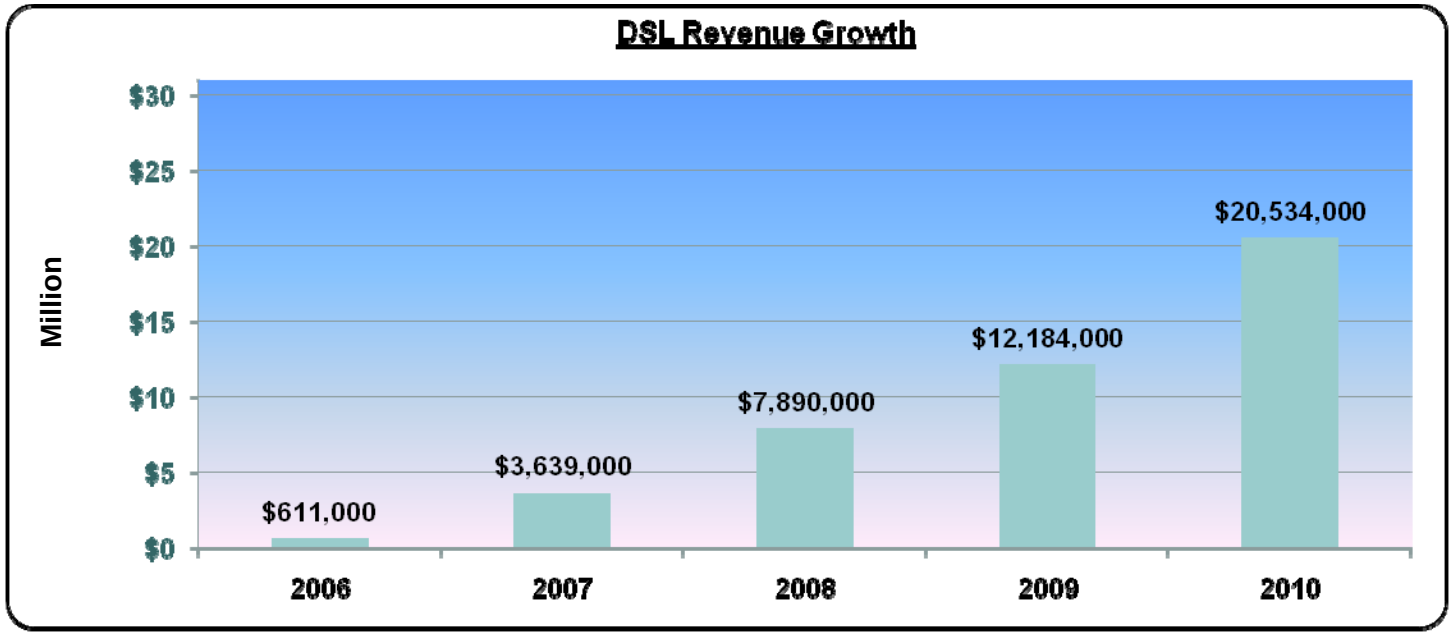
Background Last 8 Years

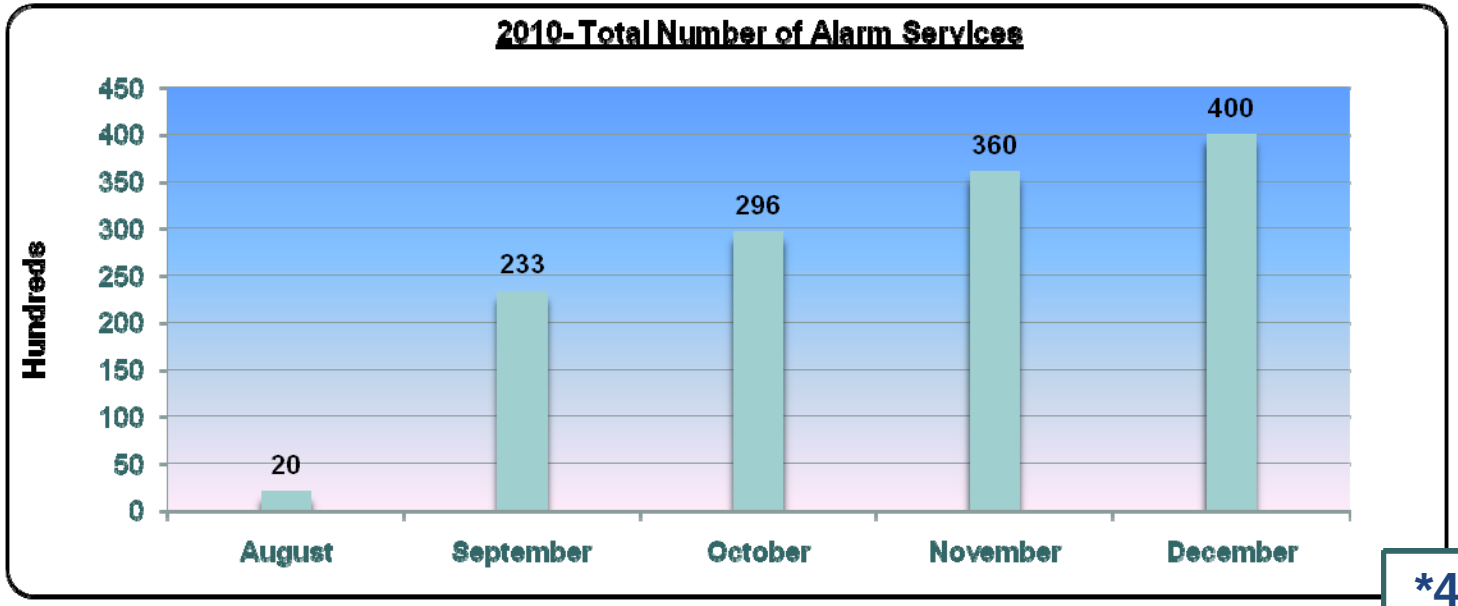


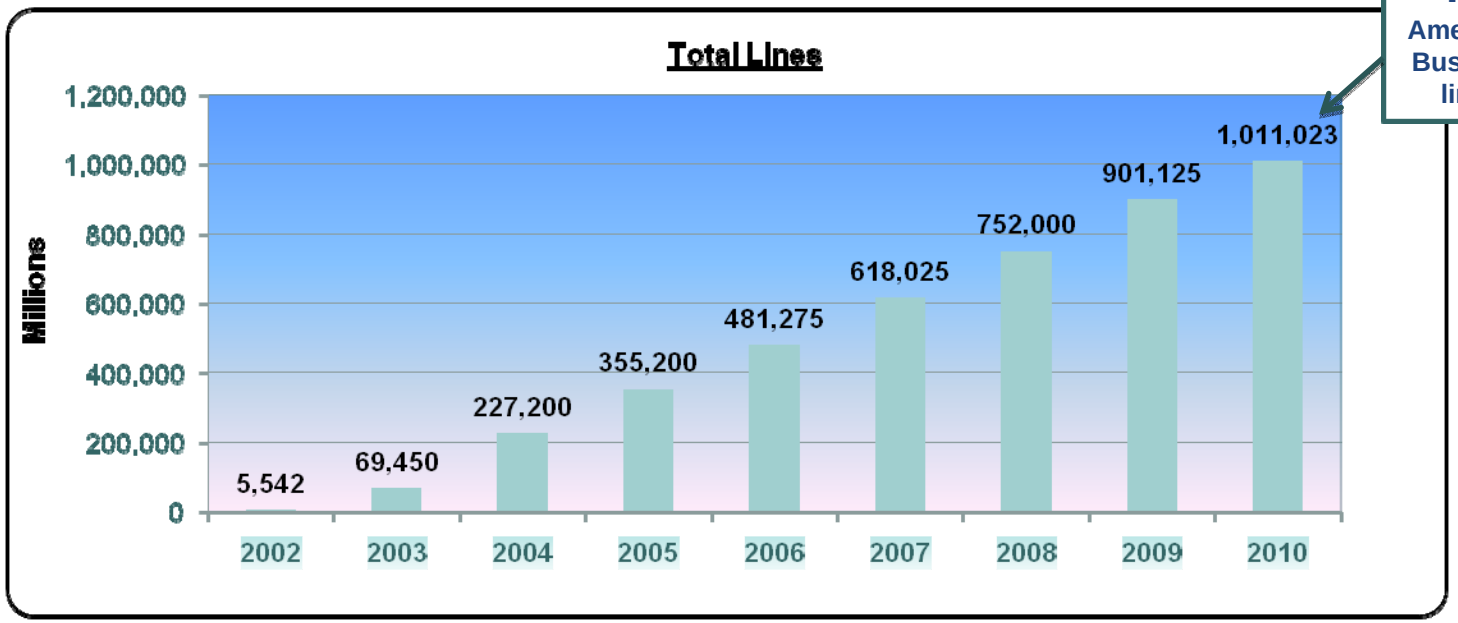


Granite
NATIONAL SERVICE









*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
- **Product s and Associations:** Honeywell, GE, UTC Fire & Security, DSC, NFPA, ESA, and CSAA

References

Granite
NATIONAL SERVICE
GE
WHOLE FOODS MARKET
PACSUN
Ryder
BARNES & NOBLE
BOOKSELLERS
Domino's Pizza
Equity Office
TARGET
Walgreens
PEARLE VISION
7-ELEVEN
T.G.I. FRIDAY'S
citi
Red Roof Inn & Suites
Ford
Ryder
Applebee's
Neighborhood Grill & Bar
claire's
accessories
PETSMART
CVS
BURGER KING
WAL★MART
Michaels
Imaginate.
Hilton
FedEx
Sears
Wendy's
OLD FASHIONED HAMBURGERS
UNITED STATES POSTAL SERVICE
GANDER MTN.
WE LIVE OUTDOORS
ALDO
DANA-FARBER
CANCER INSTITUTE
i'm lovin' it
GOODYEAR
RALPH LAUREN
LOWE'S
Home Improvement Warehouse
Improving Home Improvement
Reebok
SUNOCO
AA
American Airlines
PETCO
Where the pets go.
YANKEE CANDLE
EQUITY RESIDENTIAL
APARTMENT & OFF-CAMPUS STUDENT HOUSING
PRAXAIR
Continental Airlines

References

Granite
NATIONAL SERVICE
ORKIN
SIRIUS
SATELLITE RADIO
Fidelity
INVESTMENTS
BASF
The Chemical Company
Talbots
DICK'S
SPORTING GOODS
BIG LOTS!
USDA
Chevron
alltel
wireless
Kroger
Citizens Bank
Not your typical bank.
Sears
DOLLAR GENERAL
YANKEE CANDLE
a passion for fragrance
CHUCK E. CHEESE'S
JCPenney
Office DEPOT
Taking Care of Business
McKESSON
Empowering Healthcare
BEST BUY
adidas
Burlington
coat factory
O'Reilly AUTO PARTS
PROFESSIONAL PARTS PEOPLE
PENSKE
Quest Diagnostics
BB&T
Coinstar
TIFFANY & CO.
touchpoint media
DAVE AND BUSTER'S
D&B
LAND O'LAKES
The Vitamin Shoppe
SINCE 1977
Answers For Every Body
HESS
LUXOTTICA
BOEING
Commerce Bank
America's Most Convenient Bank
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