



Granite Extends Wholesale Arrangements with Largest Incumbent Carriers

**Multiyear Renewals with Largest ILECs Continues Service for Business and Government Entities;
Providing Options – Not Ultimatums**

November 30, 2021 05:17 PM Eastern Standard Time

QUINCY, Mass.--(BUSINESS WIRE)--Granite Telecommunications, LLC, a leading provider of communications solutions to businesses and government agencies throughout North America, announced extensions of its existing commercial wholesale agreements with one ILEC through mid-2026 and the other ILEC through 2024.

Granite, who pioneered the “one-stop communication solutions” model, has been a leader in helping small businesses and Fortune 100 companies grow and expand. The extended wholesale agreements will benefit the many businesses and governmental agencies that have continued needs for legacy TDM services. Some TDM users operate equipment or processes – like radar systems for the FAA, elevator systems or vault alarms – that were designed to operate on TDM and are difficult to reconfigure or replace. Other TDM users plan to migrate to IP for specialty lines, but currently lack the capital and time it takes to organize and execute an IP transition. Still others have rural or other locations where coaxial cable or fiber have not made economic sense and TDM-over-copper continues to supply acceptable service for the right price. Granite recognizes that businesses and governmental entities sometimes need to work on different timelines in deploying new technologies.

“Granite’s long relationships with these ILEC have delivered tremendous value over the years – most importantly to our customers, who have entrusted us with critical network connections that promote growth and job creation,” said Rob Hale, Granite’s President & CEO. “While IP solutions are clearly the future, we do not believe taking away tried-and-true cost saving TDM connections is the right answer for every business in every location. We believe in giving customers options – not ultimatums.”

For business entities and governmental agencies seeking next generation technologies, Granite has become an industry innovation leader. Earlier this year, Granite completed its acquisition of EPIK, a patented and approved device that supports many of the features and functionality that IP devices could not typically handle. Granite also offers customers an array of other POTS replacements, including cable voice services in partnership with major cable providers, hosted IP solutions, wireless options as well as fiber IP services, including those provided using next generation ILEC networks.

About Granite

Granite delivers one-stop communications solutions to multilocation businesses and government agencies throughout the United States and Canada. The \$1.65 billion company serves more than two-thirds of the Fortune 100 companies in the United States and has 1.75 million voice and data lines under management. Granite launched in 2002 and grew quickly by helping businesses simplify sourcing and managing local and long-distance phone services with one point of contact and one invoice for all their locations nationwide. Today, Granite is the leader in aggregating Plain Old Telephone Services (POTS) and has extended its unique value proposition – “one company, one contact, one bill” – to include a range of advance business communications services, including Internet access, SD-WAN, wireless WAN, hosted PBX, SIP trunking, mobile voice and data, mobile device management, managed security, network integration and much more. Granite employs more than 2,400 people at its headquarters in Quincy, Mass., and nine regional offices nationwide. For more information, visit www.granitenet.com.

Contacts

Media:

Lauren Grenier

Marketing Director

Granite

781.884.5290

lgrenier@granitenet.com

#Hashtags

[#wholesale](#)

[#business](#)

[#government](#)

[#channel](#)

[#carriers](#)

Social Media Profiles

[Granite Telecommunications](#)

[@GraniteTelecom](#)

[Granite Telecommunications](#)

[Granite Telecommunications](#)

[Granite Telecommunications](#)