



## Press Release

For Immediate Release

### **Granite Becomes Fastest Growing National Wireline Telecommunications Company**

Quincy, MA – Granite Telecommunications, an enterprise wholesaler of telephone, inside wiring and broadband services, announced today that it has surpassed the 400,000 line mark. This benchmark puts the 4 year old company at an annualized growth rate of 460%, with projected revenues exceeding \$200,000,000, making Granite the fastest growing wireline telecommunications company in the US.

While much of the nation's telecommunications companies are seeing a decrease in demand for POTS (Plain Old Telephone Service), Granite has gained a dominant position among Local Exchange Carriers. Through multiple long-term commercial wholesale contracts, Granite has the ability to offer service nationally. Granite's savvy understanding of the telecomm industry has allowed the company to leverage these contracts and pass a significant discount on to their customers. Granite's focus is primarily on multi-location companies. It differentiates itself in the crowded POTS field by incorporating Cornerstone Software into their product offering. Cornerstone provides customers with one consolidated bill which is easily integrated into whatever accounting platform the customer is using. To ensure satisfaction Granite offers customers one point

of contact to meet their needs. Providing a single look at telephone bills for the entire company and one point of contact gives customers both hard and soft savings. Rob Hale, Granite's CEO explains, "We are a single supplier who can provide national discounted service, and ease the burden of management by decreasing accounting and administrative costs. Our customers are seeing operational savings far beyond the immediate discount that is reflected in their telephone bills."

Granite's customer list reads like a virtual Who's Who of Corporate America, servicing a quarter of the nation's Fortune 100 companies. Reaching 400,000 lines is especially significant for Granite because the company does not require customers to sign a contract for their telephone service. With a 99% customer retention rate, Granite's customer satisfaction speaks for itself. Mr. Hale went on to say, "We earn our customers' business everyday, without contracts we have to be completely focused on customer satisfaction. If they aren't happy they can simply leave".

Granite Telecommunications was established in 2002 and is privately held. Headquartered in Quincy, MA, it is an enterprise wholesaler of telephone and broadband service. Granite specializes in multi-location businesses, providing consolidated billing and one point of contact available 24/7/365.

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