



FOR IMMEDIATE RELEASE

Granite Telecommunications Recognized as Emerging Partner of the Year at Cradlepoint Connect 2019 Partner Summit Awards

Communications Provider Honored for Outstanding Performance and Growth in Managed Wireless Solution Sales

Quincy, Mass. – April 23, 2019 – [Granite Telecommunications](#), a \$1.4 billion annual revenue provider of communications services to multilocation businesses and government agencies, announced today that [Cradlepoint](#), the global leader in cloud-delivered LTE and 5G wireless network edge solutions, has awarded Granite with the Emerging Partner of The Year Award. The award was presented at the annual Cradlepoint Connect 2019 Partner Summit held in San Diego, Calif., on April 2, 2019.

Cradlepoint's Partner Awards recognize excellent performance and significant achievements of its partners. To earn the award, Granite demonstrated exceptional year-over-year growth and a continued commitment in Cradlepoint solutions.

"Granite is committed to providing our customers and partners with best-of-breed solutions for their wireless WAN and is one of the only truly end-to-end scale managed services providers in the space," said Granite CEO Rob Hale Jr. "Together with our broadband and SD-WAN solutions, Granite's managed wireless product line with Cradlepoint achieves that goal. We're truly pleased to have been named one of their fastest growing, top partners globally, and we will continue to win with Cradlepoint."

"Cradlepoint is excited to be leading the rise of the software-defined WANs that harness the full potential of Gigabit-Class LTE and 5G," said Eric Purcell, senior vice president of global partner sales and alliances. "Our diverse set of resellers, service providers, distributors and technology partners understand the potential of wireless to change the world — across all industries. We celebrate their work to help organizations large and small connect their people, places, and things around the globe."

About Granite Telecommunications

Granite delivers one-stop communications solutions to multilocation businesses and government agencies throughout the United States and Canada. The \$1.4 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 to simplify sourcing and management of local and long distance phone services with one point of contact and one invoice for all their office 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 2,100 people at its headquarters in Quincy, Mass., and nine regional offices nationwide. For more information, visit www.granitenet.com.

About Cradlepoint

Cradlepoint is the global leader in cloud-delivered wireless edge solutions for branch, mobile, and IoT networks. The Cradlepoint NetCloud service, based on the Elastic Edge™ vision, delivers agile, pervasive, and software-driven wireless WANs built on LTE and 5G services to connect people, places and things everywhere with resiliency, security, and control. More than 27,000 enterprise and government organizations around the world, including 75 percent of the world’s top retailers, 50 percent of the Fortune 100, and first responder agencies in 10 of the largest U.S. cities, rely on Cradlepoint to keep critical branches, points of commerce, field forces, vehicles, and IoT devices always connected and protected. Major service providers use Cradlepoint wireless solutions as the foundation for innovative managed network services. Founded in 2006, Cradlepoint is a privately held company headquartered in Boise, Idaho, with a development center in Silicon Valley and international offices in the UK and Australia.

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