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Contact:

Sue O'Keefe

Calysto Communications

sokeefe@calysto.com

508-494-7771

**Charlie Pagliazzo, VP of Channels for Granite Telecommunications
honored with 2016 Circle of Excellence Award**

LAS VEGAS – March 17, 2016 – [Channel Partners](#), the leader in providing news and analysis to the indirect IT and telecom sales channels, is pleased to announce that Charlie Pagliazzo, VP of Channels for Granite Telecommunications has been selected as a 2016 Channel Partners Circle of Excellence award winner. The Circle of Excellence is an elite group of channel chiefs and executives chosen for their leadership, vision and innovation.

Circle of Excellence winners were honored during an awards ceremony on March 17 at the [Spring Channel Partners Conference & Expo](#) in Las Vegas. Inductees will be featured throughout 2016 on a special [Channel Partners Immersion Center](#).

"The indirect channel is experiencing unprecedented change, and our community depends on visionaries to champion innovative services and products," said Art Wittmann, VP with the Informa Knowledge and Networking group. "We're pleased to recognize leaders who help partners expand their businesses and create business value for customers."

Charlie Pagliazzo is VP of channels for Granite Telecommunications, a U.S.-based CLEC that that services more than 1.5 million voice and data lines for business and government customers throughout the U.S. and Canada. He oversees sales and support for the company's channel partners. [Granite Channels](#) provides more than 300 contracted agent, wholesale and resale partners' access to Granite's voice, data and network integration solutions, generating more than \$125 million in annual revenue. Prior to Granite, Pagliazzo was responsible for the growth and management of data centers, carrier services and international telecommunications operations for another national facilities-based CLEC.

Channel Partners editors selected Circle of Excellence winners based on candidates' leadership in the industry, the channel and their companies, with an emphasis on advocacy for partners navigating the intersection of IT and telecom technologies.

About Informa

Informa is one of the world's leading knowledge providers. We create and deliver highly specialized information through publishing, events, training, market intelligence and expertise, providing valuable knowledge to individuals, businesses and organizations worldwide including the emerging markets of India, China and South Africa.

About Channel Partners

For more than two decades, Channel Partners has been the leader in providing news and analysis to indirect sales channels serving the business technology industry. It is the unrivaled resource for resellers, aggregators, agents, brokers, VARs, systems integrators, interconnects and dealers that provide network-based communications and computing services, associated CPE and applications as well as managed and professional services. Channel Partners is the official media of the Channel Partners Conference & Expo and Cloud Partners.

About Granite

Granite provides voice, data and other related communications products and services to multi-location businesses and governmental agencies throughout the United States and Canada. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and 1.5 million phone lines under management. Granite employs over 1,500 people at the company's headquarters in Quincy, MA, and offices in Atlanta, GA, Miami, FL, New York, NY, Providence, RI, Chicago, IL and Dallas, TX. For more information, visit www.granitenet.com.