

A well-honed strategy and customer care leads Granite to 1000 malls nationwide

November 3, 2015 // COMPTTEL PLUS, Don Witt, INCOMPAS, Podcasts, SR 11-8 podcast

Samuel Kline, Senior vice president – Corporate Strategy at Granite, discusses Granite history and new found success in retail and malls across the country with Don Witt of TelecomReseller.



Granite specializes in providing service to multi-location companies and adds 1,000 POTs lines per day to their 1.3 million POTs lines already using Granite services. Granite also provides service to 9 of the top 10 retailers and 77 of the fortune 100 and is currently generating 1.1 billion in sales.

Customer care and reliability is a big part of the equation. Preexisting mall service and redundancy for retailers is key to the new expansion into the 1000 malls nationwide.

With unparalleled North American coverage, Granite is the leading business communications service provider to multi-location companies through our scalable solutions, customized to manage all your local, regional, and national locations.

Products include:

- Local & Long Distance
- IP Voice & Data
- Structured Cabling
- Business Security
- Wireless Data

More at www.granitenet.com

Podcast: [Play in new window](#) | [Download](#) (Duration: 11:06 — 3.8MB)