

Exclusive: Quincy's Granite plans to hire hundreds in 2016; lands big-name clients

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Rob Hale, the CEO of Quincy's **Granite Telecommunications**, said his company has seen annual revenue grow by more than \$100 million over the past eight years.

Fueled by some recent big-name client wins including H&R Block and Lowe's, the telecommunications company is expecting to end 2015 with \$1.1 billion in revenue, up from \$1

billion in 2014.

Plans for new hires are currently underway, with Hale expecting to add 200 new employees next year, bringing total headcount to 1,700. Of those new hires, about 150 will be hired in Quincy (1,250 employees are currently based in Quincy).

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Revenue for 2016 is expected to be \$1.25 billion, Hale said in an interview.

Hale said growth in 2015 was "spectacular" and surpassed expectations. Granite offers corporate communications services to large multi-location companies, and considers wireless communications giants like Verizon (NYSE: VZ) and AT&T (NYSE: T) as its closest competitors.

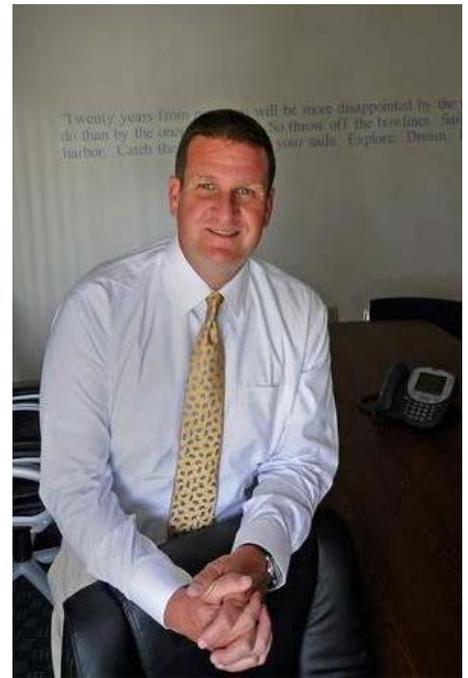
"We're unique in that we're focused on the multi-location big business with the vision of becoming a one-stop shop for voice-data and wifi needs," Hale said.

Granite has 1.4 million analog telephone lines to transition to IP and wireless solutions over time. "The (product and service) roadmap for us is continuing to grow," said Hale, who founded Granite in 2002.

Granite has partnered with major real estate investment trusts to provide high-speed fiber services within large retail spaces, including more than 100 malls across the country. That number is expected to triple next year.

Also, as part of Granite's growth plan next year, the company expects to open three or four new offices in undetermined locations in 2016, up from two newly opened offices this year (in Dallas and Chicago).

Dozens of network and support technicians will be hired next year by Granite, as well as engineers and sales representatives to support large customers.



Rob Hale Jr., President and CEO, Granite Telecommunications