



Granite Telecommunications Selects Metaswitch Networks

Metaswitch Networks powers Granite's ability to provide multi-location companies with intelligent, IP-based voice communications

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LONDON – February 19, 2014 -- Granite Telecommunications, LLC, has built a geographically redundant IP-based voice infrastructure using Metaswitch Networks' software and equipment for its core voice switching functionality.

Granite is a provider of phone, data, networking, alarm services and other communications services for businesses. With more than 1.3 million business voice lines and nearly 50,000 data connections serving more than 16,400 customers, Granite is known for providing one bill and one point of contact with the ability to scale its services to any level as its customer base grows.

In order to remain in front of its customers' ever changing needs, Granite has built its own geographically redundant network to deliver MPLS data services and IP-based, business-class voice services.

Granite's new IP-based voice services are built on Metaswitch components, including Metaswitch's Perimeta Session Border Controller, deployed in a distributed environment; MetaSphere Multiservice Telephony Application Server, for IP call control, unified communications, voicemail, and other features; and Metaswitch's MetaView Service Assurance Servers (SAS) for always-on diagnostics, including internal policy application and network protocol tracing.

"At Granite, we're always looking to provide a better overall experience for our business customers, especially those in the multi-location space," says Sam Kline, senior vice president of strategy at Granite. "The technology and support we've received from Metaswitch allows us to provide a more thorough suite of services for our customers."

"This flexible, IP-based network provides Granite the flexibility and efficiency to better serve its business customers," says Bruce Hembree, EVP of field operations for Metaswitch. "We're pleased to assist Granite as they continue to simplify their customers' communications infrastructures to a single platform."

About Granite Telecommunications

Granite provides communications products to multi-location businesses throughout the United States and Canada. Granite offers a broad array of communications products, including data, network and voice services, inside wiring, alarm and security products, network and device monitoring and installation services. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and has 1.3 million business phone lines under management. Granite employs over 1,100 people, most of whom work at its headquarters in Quincy, MA. For more information, visit www.granitenet.com (<http://www.granitenet.com>).

About Metaswitch Networks

Metaswitch is powering the transition of communication networks into a cloud-based, software-centric future. The company develops openly programmable solutions that run on standard hardware or in virtualized environments and act as the key control points in elastic voice, video and data networks. In its 30-year history, Metaswitch has helped hundreds of service providers worldwide advance their infrastructures, retain their customers, extend their brands and reduce their costs through every major network transformation. For more information, please visit <http://www.metaswitch.com> (<http://www.metaswitch.com>).

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