



**Granite and AT&T Agree to Multi-Year Contract Extension**  
***Data, Wireless & Governmental Business***  
***Increasingly Fuels Granite's Growth***

(January 16, 2018) QUINCY, MA--Granite Telecommunications, LLC, a provider of communications solutions to businesses and governmental agencies, announced an extended Local Wholesale Complete (LWC) agreement with AT&T through 2020. The extension preserves Granite's access to AT&T's traditional copper network for voice services for a footprint that covers 40% of business locations in the United States.

The LWC Extension clarifies the continued availability for the foreseeable future of the network that many businesses and governmental agencies continue to choose for local and long distance voice services, back-up lines and many other mission-critical applications. Granite has also parlayed relationships begun with traditional voice service to demonstrate Granite's ability to deliver similar successes with next generation communications products, including broadband, internet access, wireless, SD WAN and other managed solutions – all of which are growing rapidly for Granite. In November, Granite announced that it had surpassed its 2017 fiscal goal of annualized revenues of \$1.35 billion, the company's seventh straight year of \$100 million or more in annualized revenue growth. Earlier in 2017, Granite announced it was selected as one of just nine services providers to be eligible to supply \$50 billion of next generation voice and data products to governmental agencies for the next fifteen years.

“Although the Granite and AT&T collaboration brings tremendous value to both organizations, it is our customers who stand to benefit the most from the relationship,” said Rob Hale, Granite's President & CEO. “Businesses and governmental agencies that consolidate services with Granite are going to get the highest quality solutions and support along with very competitive rates. I'm excited about how this deal will help our customers improve their own businesses while Granite and AT&T continue to grow together.”

**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 voice and data lines under management. Granite employs over 1,800 people at the company's headquarters in Quincy, MA, and offices in Atlanta, GA, Chicago, IL, Dallas, TX, New York, NY, Orlando, FL, Philadelphia, PA, Providence, RI and West Palm Beach, FL. For more information, visit [www.granitenet.com](http://www.granitenet.com).

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