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FOR IMMEDIATE RELEASE

Granite Pursues AOTMP Efficiency First® Solution Certification

INDIANAPOLIS—September 26, 2013—AOTMP is pleased to announce the participation of Granite Telecommunications, LLC, a premier North American-based communications services and solutions provider, in the Efficiency First® Solution Certification Program.

During the Efficiency First® Solution Certification Program, a comprehensive evaluation of Granite's product and service offerings and delivery performance will be conducted with findings compared to the principles of the Efficiency First® Framework v2.0, a disciplined, best practice-driven approach to managing fixed and mobile telecom environments. The degree of alignment will illustrate how likely Granite's solutions are to support enterprises in their quest to gain technical, financial and operational efficiencies.

Granite's solutions will also be scored for certification based on performance and client experience. Certification will be awarded to Granite upon its ability to meet or exceed the top tier performance requirements as outlined in the Efficiency First® Solution Certification Program.

"AOTMP is thrilled to partner with Granite throughout the Efficiency First® Solution Certification Program," said CEO Tim Lybrook. "With one company, one bill and one point of contact, Granite's offerings provide customers with operational savings and ease the burden of management by decreasing accounting and administrative costs. Participation in this Program will enable Granite to further demonstrate to clients and the marketplace its commitment to delivering business efficiencies and business value."

ABOUT GRANITE

Granite provides communications products to multi-location businesses throughout the United States and Canada. Granite's core services are local and long distance telephone services, which Granite centralizes and offers a single point of billing and contact for its customers over incumbent carrier networks. Granite offers an array of other communications products, including broadband data, network and voice services, inside wiring and alarm and security and monitoring installation and services. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and 1.3 million phone lines under management. Granite employs over 1,050 people, most of whom work at its headquarters in Quincy, MA. For more information, visit www.granitenet.com.

ABOUT AOTMP

AOTMP, an information services company, is a leading authority on driving efficiency and performance into enterprise fixed and mobile telecom environments. Working hand-in-hand with both enterprises and industry suppliers, AOTMP leverages information to drive results. For more information, visit www.aotmp.com.

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