

TBI Adds Granite to Supplier Roster

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Posted on: 05/20/2010

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Chicago-based master agency [Telecom Brokerage Inc.](#) announced Thursday that it has added local reseller [Granite Telecommunications](#) to its vendor lineup.

Headquartered in Quincy, Mass., Granite Telecommunications provides nationwide local POTS, broadband data and structured cabling services to multilocation businesses.

"Granite's status as the nation's largest provider of POTS to multilocation business clients makes them a great fit for us," said TBI President Geoffrey Shepstone. "Granite has proved their commitment to providing outstanding support to their partners, and that is something that we highly value at TBI."

TBI is one of the nation's largest master agencies and represents more than 50 service providers offering Internet, data, local, long-distance, mobility and managed services.

"In choosing a master agency to partner with,, the team at TBI demonstrated to us that they are built to support professional telecom agents thoroughly; sales process, commissions, client support and more," said Charlie Pagliazzo, director of channels for Granite Telecommunications. "TBI is dedicated to growing with their agents. Granite's committed to providing TBI services their agents can use to grow their footprint, client base and most especially, revenues."