



AMERICA'S CHOICE FOR WAN SERVICES

Granite's 'WAN Size Fits All' allows you to choose the products that are right for your business and budget.

WWW.GRANITENET.COM



WAN Size Fits All

For 18 years, Granite has excelled helping large companies manage access providers. With Granite's 'WAN Size Fits All' approach, you choose the products that are right for your business and budget. As a customer, you dictate what your business needs to thrive and Granite uses our geographic perfection to choose the providers that can deliver.

Our customers can reduce operational complexities, while leveraging Granite's platform and our telco and cable management reducing hard dollar costs.



Our Company

"I have no other vendor-partner who takes the time to meet with me weekly. This is very impressive and shows the level of commitment that Granite has to make customer satisfaction a top priority."

Lone Star Foods

Granite provides voice, data and enhanced technologies to multi-site businesses and governmental agencies. Granite serves more than two-thirds of the Fortune 100 companies, servicing more than 1.75 million voice and data lines including More than 6,000 corporate clients in over 700,000 locations.

Since 2002, Granite has helped customers simplify and manage local and long-distance phone services, with a single point of contact and one invoice for all locations throughout the United States and Canada.

Granite provides a full range of advanced communications solutions, including Internet Access, SD-WAN, Wireless WAN, Hosted PBX, SIP Trunking, Mobile Voice and Data, Mobile Device Management, Security, LAN services and Network Integration – in a single, all-in seamless solution.

You Have Choices

Choose your Access Service

While the telcos and cable providers focused on their own footprint, Granite has been managing telco and cable companies for the best coverage across the United States. With the advent of SD-WAN, these providers are now entering a landscape that Granite has mastered.

With our code of constant improvement, we learn from every install and improve processes weekly. Having visited over 700,000 locations outside of our own footprint, no one has the experience that Granite does.



Mobility

Voice, Data \ Machine to Machine; all major carriers; 250M to 10G data plans



Granite Switched Ethernet

Layer 2; P2P or Multi-point



Broadband

Nationwide coverage; 3M to 1G speeds available



Granite Grid

250+ mall locations currently serviceable; 1M to 500M speeds available



Dedicated Ethernet (DIA)

Carrier redundant, nationwide coverage; 20M to 10G speeds available



Satellite

Nationwide coverage; 35M to 100M speeds available



Benefits

- Access to a Real Time Dashboard for Granalytics (analytics at enhanced reporting)
- Includes Granite's Solution Engineering, Project Management / Provisioning and Premier Account Support
- Granite Monitors All Locations on our via 24/7 State of the Art Network Operations Center
- Guaranteed SLA's
- Reduce or Outsource IT Costs
- Help Desk Services

Choose Your Granite Guardian Service

Granite Guardian is a monitoring and management platform providing our customers worry-free proactive support for all of their network elements, utilizing our team of engineers to design, install, deploy, monitor and manage industry-leading technologies and infrastructure for all their locations.

Let Granite help protect your business and keep it up and running smoothly.

Advanced Monitoring



Proactive alerting and ticketing in the event of a network edge via SNMP/API 24/7 monitoring; Customer is responsible for configuration changes; Ideal for businesses who have an existing SD-WAN network with IT staff.

Managed Monitoring



Proactive alerting and ticketing in the event of a network edge via SNMP/API 24/7 monitoring; Granite is responsible for configuration changes; Ideal for businesses who want to outsource their IT or do not have the staff to train on a new technology.

Choose Your WAN Optimization Service

Granite understands that not every SD-WAN appliance is built or costs the same. Depending on a specific site's threshold for losing packets or an internet session, Granite offers the right device at the right budget. Granite has built a 'you choose' platform that will allow for the right access type, appliance and managed service level at each location and can be built into a seamless WAN for our customers.



Fortinet SD-WAN

Ideal for businesses that need one box for SD-WAN and Firewall capabilities

Meraki SD-WAN

Best fit for low cost, low IT resource sites; embedded LTE fail-over with content filtering

VeloCloud SD-WAN

Best suited for businesses that need high quality voice and SaaS application performance

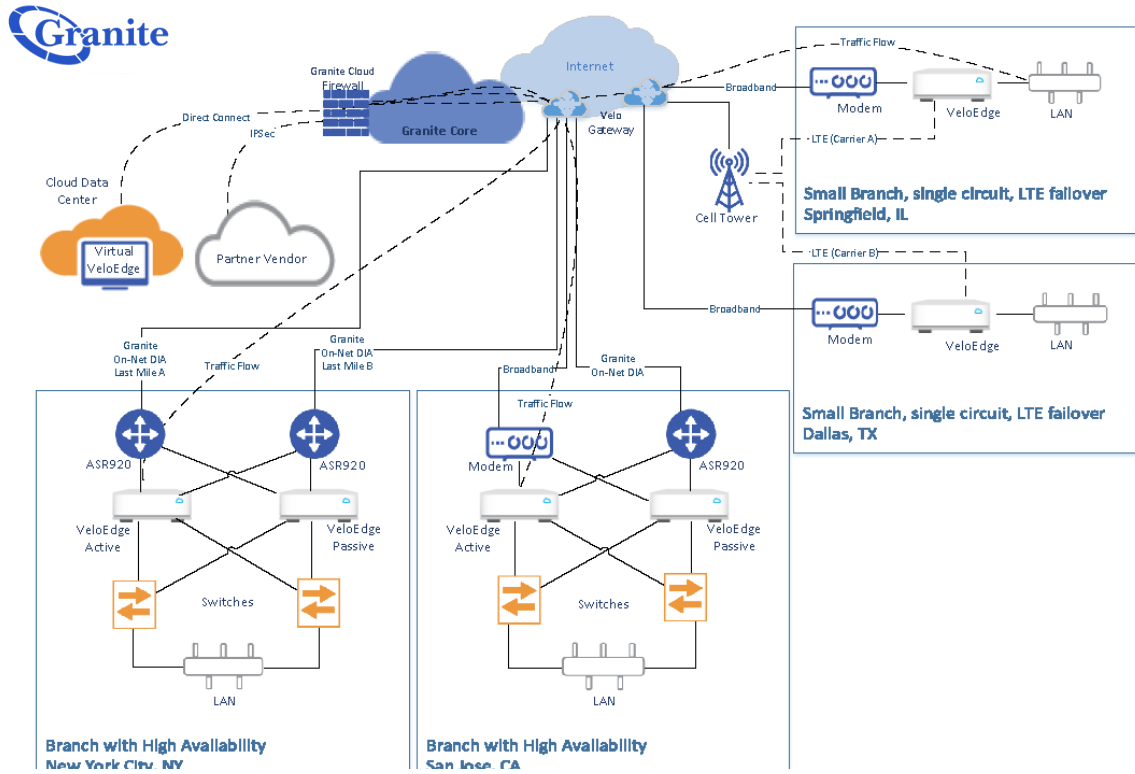
Viptela SD-WAN

Ideal for business that already have Cisco infrastructure

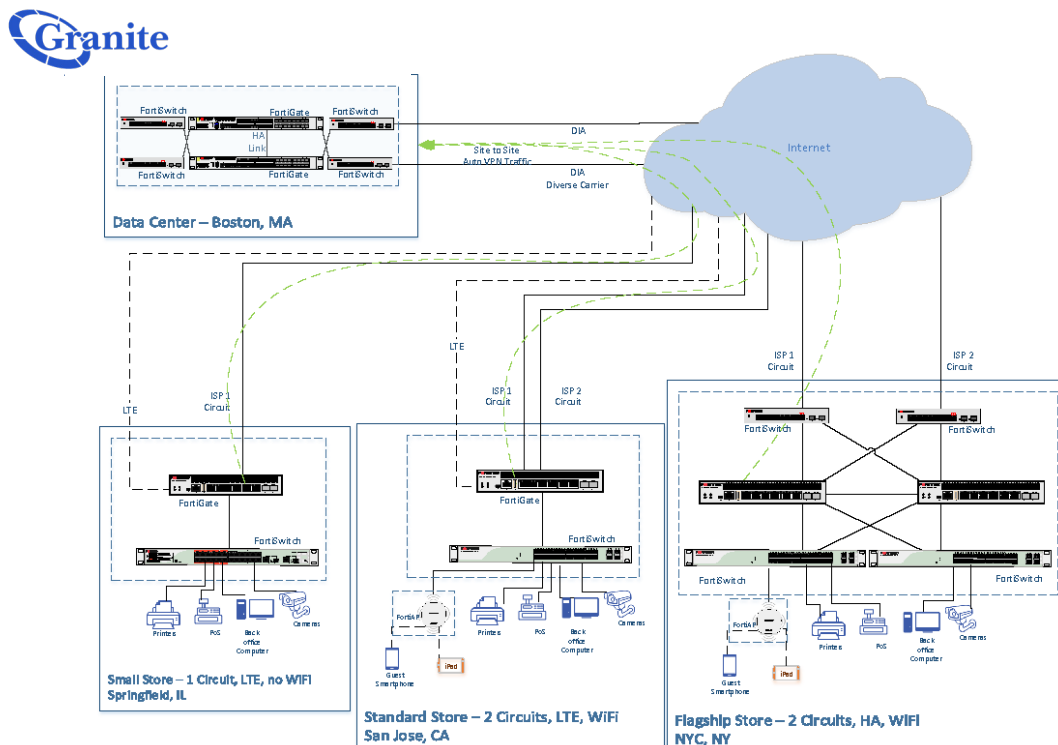


SD-WAN Technical Retail Blueprint

VeloCloud Diagram

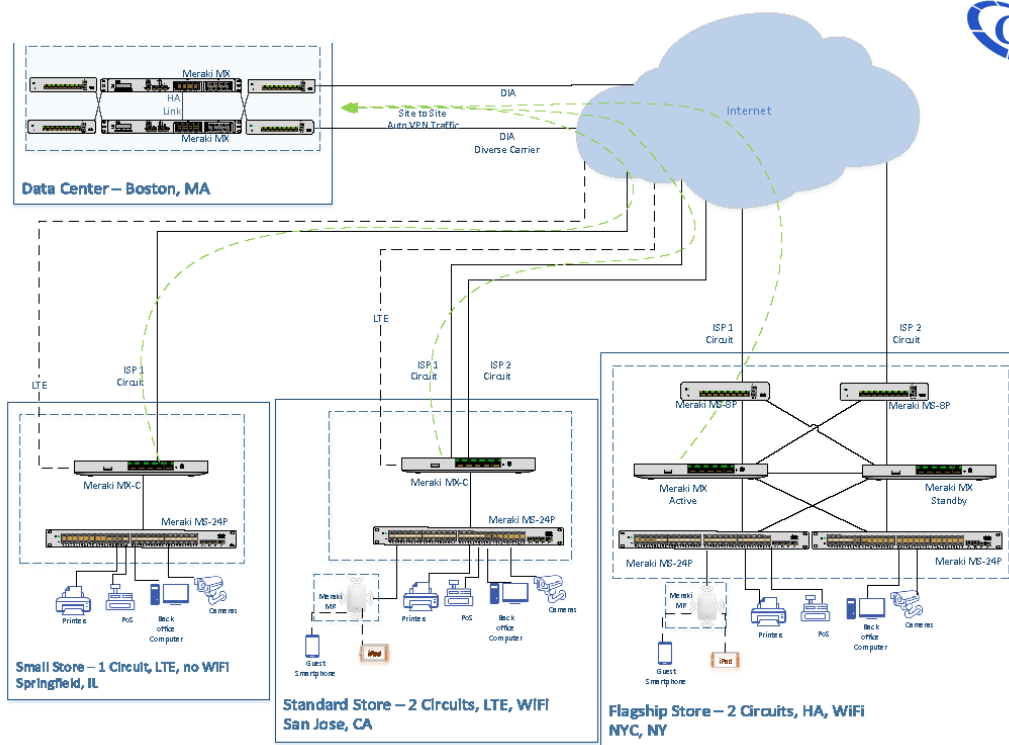


Fortinet Diagram

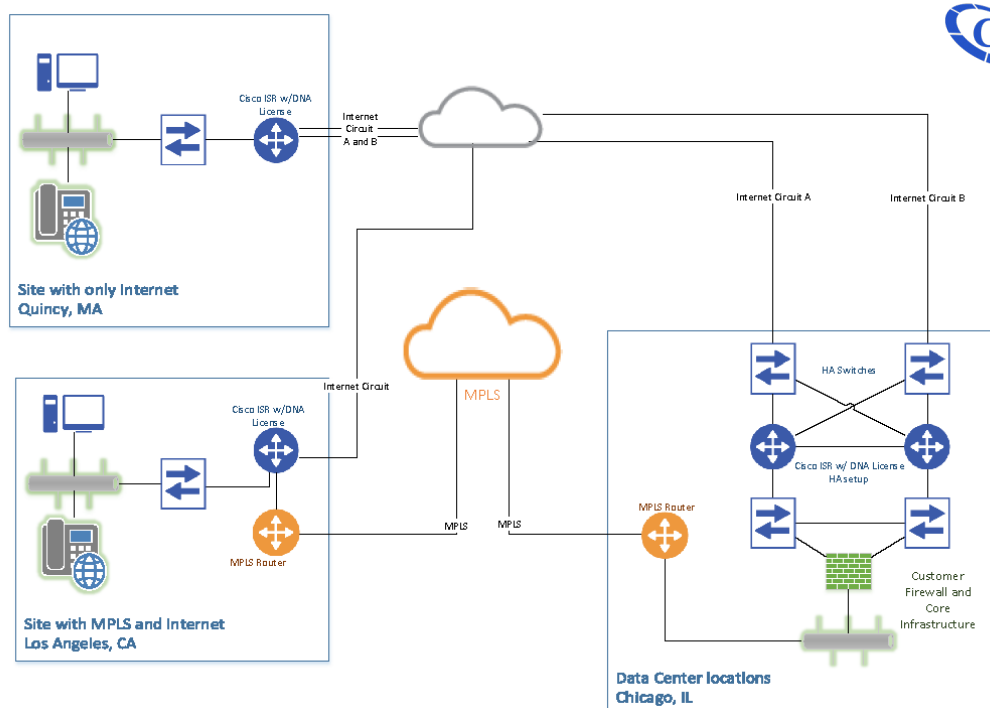


SD-WAN Technical Retail Blueprint

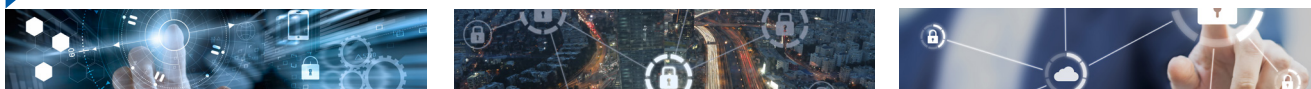
Meraki Diagram



Viptela Diagram



Granite SD-WAN Top Sellers Matrix



Technology	Meraki	VeloCloud	Fortinet
Granite Service Options	Granite Guardian: Monitoring and Management options available	Granite Guardian: Monitoring and Management options available	Granite Guardian: Monitoring and Management options available
General Technology Architecture	Cloud hosted multi-tenant servers and datacenters to support Meraki Dashboard/Organizations	Cloud hosted multi-tenant VeloCloud controller with Domains, distributed VeloCloud Gateways; Premium service included in offering	Datacenter-based multi-tenant vManage controller with vAnalyzer; Hub and Spoke, Full Mesh, Core Gateway, Dynamic VPN
Scalability	Max 25000 devices per organization; Hardware and software capable of supporting 2G of throughput	Unlimited scalability to the customer with dedicated controller; Hardware and software capable of supporting 10G throughput	Max 100,000 devices per vManage if upgraded to capacity; Hardware and software capable of supporting 100G throughput
Important Features	Easy to use & deploy; AutoVPN has out of the box full mesh capabilities, user friendly dashboard for analytics; content filtering and IDS/IPS included with Advanced Security license	Premium service allows for improved application performance and delivery to cloud SaaS providers; sub-second failover and forward error correction allow for increased voice/video performance and survivability	SD-WAN architecture built on top of industry leading next generation firewall service; SLA target customization, forward error correction, SSL or IPSEC
Granite Price: Hardware & Software; 200M, 3 YR Term (approximation only)	\$40 per month (approximation only)	\$130 per month (approximation only)	\$50 per month (approximation only)
Deployment	Physical or Virtual	Physical or Virtual	Physical or Virtual
Deployment Differentiator	Build networks within organization using templates	Create customer domains within controller using profiles	Shared or Customer VDOMs used to build customer networks
Access Types	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)
Active/Active or Active/Passive	2 Active only with standby failover	3+ with standby failover option	3+ with standby failover option
Routing & Redundancy Capabilities	Dual VPN, Dynamic path selection, QoS, Traffic Shaping, Policy-based routing; High Availability pairs option on any device	Dynamic routing (multicast, OSPF, BGP), dynamic mesh VPN, hub clustering, customizable business policy, WAN Optimization, Application Acceleration, QoS, Traffic Shaping, Internet Gateways, Packet Duplication, Link Aggregation; High Availability pairs option on any device	Full Routing capabilities, BGP, OSPF, etc), customizable SLA targets for application control, WAN Optimization, Application Identification and Steering, QoS, Traffic Shaping; High availability pairs on all models
Encryption	Yes	Yes	Yes
Firewall Features	Premise-based Advanced Security features integrated into SD-WAN device	Need to leverage a separate premise or cloud-based firewall solution	Device bundle includes Unified Threat Management service
Cloud Connect	Can leverage any cloud connect services supplied by carriers	AWS, Azure, Google	AWS, Azure, Google, O365; all major Cloud providers supported
Additional Notes/ Limitations	Does not include application optimization. Failover events typically take 30 seconds so voice/video sessions will be dropped in the event of a down link	Does not include security, must be paired with cloud or premise-based firewall solution	Upgrading portal to be more appealing to users, storage for log retention



Granite Telecommunications
100 Newport Ave Ext
Quincy, MA 02171

www.granitenet.com