region 4®

Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. <u>No request will be officially approved without the prior authorization of Region 4</u>.   Region 4 reserves the right to accept or reject any request.

Granite Telecommunications, LLC _____ hereby provides notice of the following update to
(Vendor Name)

Contract number:___R200901___ for Unified Communications as a Service (UCaaS) on this date _08/15/2023_.
Contract Title

Instructions: Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. <u>Request received without supporting documentation will be returned.</u> Be sure to sign prior to submitting your update for approval. <mark>**This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "*Notice of Material Change to Vendor Contract*" form.**</mark>

☐ **Authorized Distributors/Dealers**
_____ Addition
_____ Deletion
_____ Supporting Documentation

☑ **Products/Services**
✓ New Addition
_____ Update Only
✓ Supporting Documentation

☐ **States/Territories**
_____ Supporting Documentation

☐ **Price Update**
_____ Supporting Documentation

☐ **Discontinued Products/Services**
_____ Supporting Documentation

☐ **Other** _____
_____ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary).
Addition of new services to Granite's price list:
1) Mobility Services
2) 100 Gbps DIA (Other Service Area)

Submitted By: ___Anastasia Foerschner___

Title: ___Government Contracts SLED Team Lead___

Contact Number: __571-570-4275__

Email Address: GovtContracts@Granitenet.com

☐ **Approved Date** _8/24/2023 | 2:25 PM CDT_

☐ **Denied Date** _____

Region 4 ESC: _Robert Zingelmann_
DocuSigned by:
0B1D33BB0130490...

15 August 2023

Region 4 Education Service Center (ESC)   OMNIA Partners, Public Sector (OMNIA)
7145 West Tidwell Road   5001 Aspen Grove Drive, Suite 600
Houston, Texas, 77092-2096   Franklin, TN 37067

Attention: Region 4 ESC and OMNIA Partners, Public Sector

Subject: Contract # R200901 – Request for Vendor Contract Update

Dear Region 4 ESC and OMNIA Partners team,

Granite Telecommunications, LLC ("Granite") recently updated its portfolio to include new telecommunications services that meet the scope of our Unified Communications as a Service (UCaaS) contract (#R200901).

To ensure that OMNIA members have access to these technologies, Granite respectfully requests the addition of the following services to our contract price list:

- Mobility Services
- 100Gbps Dedicated Internet Access (DIA)

Enclosed you will find Granite's proposed pricing, as well as supporting product documentation for this service.

If you have any questions or require additional information, please contact Anastasia Foerschner at govtcontracts@granitenet.com, or via telephone at 571-570-4275.

Sincerely,

Ryan M. Goldrick
AVP, Contracts and Compliance
Granite Telecommunications, LLC

Attachments:

Attachment 1: Proposed Pricing

Attachment 2: Product Documentation

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Region 4 ESC and OMNIA Partners, Public Sector
Contract No.: R200901
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Attachment 1: Proposed Pricing

Mobility Services

Granite's mobility portfolio offers all 4 major US Mobile Operators available on one platform, along with benefits such as a dedicated Premier support team, advanced online portals for management and reporting, and optional TEM services.

Granite is proposing to add 35 new mobility services to our OMNIA contract price list, including phone plans, data device plans, and mobile broadband services.

The proposed services will replace the following mobile plans which are being retired from Granite's contract price list:

- Government Basic Phone - 100 MB Pooled Plan Smartphone and Basic Phone Only
- Government 1 GB-Pooled Plan- Data, Hotspot, and Tablet
- Government 2 GB-Pooled Plan- Smartphone and Basic Phone Only
- Government 4 GB-Pooled Plan- Smartphone and Basic Phone Only
- Government 5 GB-Pooled Plan- Data, Hotspot, and Tablet
- Government Unlimited Plan - Data, Hotspot, and Tablet
- Government 2 GB-Non-Pooled Plan- Smartphone and Basic Phone Only

Below, please find Granite's contract pricing for the proposed services.

Service Name	Description	Service Charge	List Price	Percent Public Discount	Proposed Public Price
AT&T Wireless Broadband 25Mbps - 300GB (Non-Throttled)	The 25Mbps plan comes with 300GB of speed-restricted data for fixed wireless router applications within AT&T's Cellular Footprint.	EA - MRC	$99.00	1.50%	$97.52
AT&T Wireless Broadband 50Mbps - 300GB (Non-Throttled)	The 55Mbps plan comes with 300GB of speed-restricted data for fixed wireless router applications within AT&T's Cellular Footprint.	EA - MRC	$125.00	1.50%	$123.13
AT&T Wireless Broadband 100Mbps - 300GB (Non-Throttled)	The 100Mbps plan comes with 300GB of speed-restricted data for fixed wireless router applications within AT&T's Cellular Footprint.	EA - MRC	$140.00	1.50%	$137.90
Verizon 300GB Fixed Wireless Plan at 25Mbps	The 25Mbps plan comes with 300GB of speed-restricted data for fixed wireless router applications within Verizon's 4G/LTE Cellular Footprint.	EA - MRC	$99.00	1.50%	$97.52
Verizon 300GB Fixed Wireless Plan at 50Mbps	The 50Mbps plan comes with 300GB of speed-restricted data for fixed wireless router applications within Verizon's 4G/LTE Cellular Footprint.	EA - MRC	$130.00	1.50%	$128.05
Verizon Unlimited 5G Fixed Wireless Plan at 100Mbps	The 100Mbps Plan offers unlimited data usage for fixed wireless router applications within Verizon's 5G Cellular Footprint. This plan requires	EA - MRC	$99.00	1.50%	$97.52

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Service Name	Description	Service Charge	List Price	Percent Public Discount	Proposed Public Price
	5G Verizon Ultrawideband availability as well as a certified, compatible router.				
Verizon Unlimited 5G Fixed Wireless Plan at 200Mbps	The 200Mbps Plan offers unlimited data usage for fixed wireless router applications within Verizon's 5G Cellular Footprint. This plan requires 5G Verizon Ultrawideband availability as well as a certified, compatible router.	EA - MRC	$130.00	1.50%	$128.05
T-Mobile 100GB Mobile Broadband Plan ($4.99/GB after 100GB)	The 100GB High-Bandwidth plan comes with 100GB of cellular data for fixed wireless router applications on T-Mobiles Cellular Footprint.	EA - MRC	$260.00	1.50%	$256.10
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 100MB Pooled Data Plan	The 100MB Cross Carrier Pooled plan comes with 100MB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$5.00	1.50%	$4.93
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 250MB Pooled Data Plan	The 250MB Cross Carrier Pooled plan comes with 250MB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$7.00	1.50%	$6.90
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 500MB Pooled Data Plan	The 500MB Cross Carrier Pooled plan comes with 500MB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$9.00	1.50%	$8.87
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 1GB Pooled Data Plan	The 1GB Cross Carrier Pooled plan comes with 1GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$15.00	1.50%	$ 14.78
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 2GB Pooled Data Plan	The 2GB Cross Carrier Pooled plan comes with 2GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$23.00	1.50%	$ 22.66
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 3GB Pooled Data Plan	The 3GB Cross Carrier Pooled plan comes with 3GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$30.00	1.50%	$ 29.55
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 5GB Pooled Data Plan	The 5GB Cross Carrier Pooled plan comes with 5GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$40.00	1.50%	$ 39.40
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 10GB Pooled Data Plan	The 10GB Cross Carrier Pooled plan comes with 10GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$70.00	1.50%	$ 68.95
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 20GB Pooled Data Plan	The 20GB Cross Carrier Pooled plan comes with 20GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$ 110.00	1.50%	$108.35
Cross Carrier (Choice of: Verizon, AT&T,	The 40GB Cross Carrier Pooled plan comes with 40GB of cellular data for	EA - MRC	$ 170.00	1.50%	$167.45

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Service Name	Description	Service Charge	List Price	Percent Public Discount	Proposed Public Price
T-Mobile) 40GB Pooled Data Plan	tablets, hotspots, routers, and other data only applications.				
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 50GB Pooled Data Plan	The 50GB Cross Carrier Pooled plan comes with 50GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$ 190.00	1.50%	$187.15
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 60GB Pooled Data Plan	The 60GB Cross Carrier Pooled plan comes with 60GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$ 220.00	1.50%	$216.70
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 80GB Pooled Data Plan	The 80GB Cross Carrier Pooled plan comes with 80GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$ 280.00	1.50%	$275.80
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 100GB Pooled Data Plan	The 100GB Cross Carrier Pooled plan comes with 100GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$ 350.00	1.50%	$344.75
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 200GB Pooled Data Plan	The 200GB Cross Carrier Pooled plan comes with 200GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$ 650.00	1.50%	$640.25
Cross Carrier (Choice of: Verizon, AT&T, T-Mobile) 300GB Pooled Data Plan	The 300GB Cross Carrier Pooled plan comes with 300GB of cellular data for tablets, hotspots, routers, and other data only applications.	EA - MRC	$1,000.00	1.50%	$985.00
Basic Phone Plan Granite Wireless (Choice of: Verizon, AT&T)	The Basic Phone plan includes unlimited talk and text for basic phones. Basic Phone Plan offers a choice of Verizon or AT&T.	EA - MRC	$30.00	1.50%	$ 29.55
3GB Granite Wireless VzW Smartphone Pooled	The 3GB Smartphone plan includes 3GB of cellular data in addition to unlimited talk and text for smartphones or basic phones.	EA - MRC	$50.00	1.50%	$ 49.25
5GB Granite Wireless VzW Smartphone Pooled	The 5GB Smartphone plan includes 5GB of cellular data in addition to unlimited talk and text for smartphones or basic phones.	EA - MRC	$55.00	1.50%	$ 54.18
Unlimited Smartphone Plan Granite Wireless VzW	The Unlimited Smartphone plan includes up to 22GB of high-speed data while mitigating the possibility of overages at a fixed rate. In addition to the data the Unlimited Smartphone plan includes unlimited talk and text.	EA - MRC	$95.00	1.50%	$ 93.58
1 Gb Mobile Select AT&T Pooled Smartphone Plan	The 1GB Smartphone plan includes 1GB of cellular data in addition to unlimited talk and text for smartphones or basic phones.	EA - MRC	$30.00	1.50%	$ 29.55
2 Gb Mobile Select AT&T Pooled Smartphone Plan	The 2GB Smartphone plan includes 2GB of cellular data in addition to	EA - MRC	$40.00	1.50%	$ 39.40

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Service Name	Description	Service Charge	List Price	Percent Public Discount	Proposed Public Price
	unlimited talk and text for smartphones or basic phones.				
3 Gb Mobile Select AT&T Pooled Smartphone Plan	The 3GB Smartphone plan includes 3GB of cellular data in addition to unlimited talk and text for smartphones or basic phones.	EA - MRC	$45.00	1.50%	$ 44.33
4 Gb Mobile Select AT&T Pooled Smartphone Plan	The 4GB Smartphone plan includes 4GB of cellular data in addition to unlimited talk and text for smartphones or basic phones.	EA - MRC	$50.00	1.50%	$ 49.25
5 Gb Mobile Select AT&T Pooled Smartphone Plan	The 5GB Smartphone plan includes 5GB of cellular data in addition to unlimited talk and text for smartphones or basic phones.	EA - MRC	$60.00	1.50%	$ 59.10
Unlimited AT&T Smartphone Plan	The Unlimited Smartphone plan includes 15GB of high-speed data while mitigating the possibility of overages at a fixed rate. In addition to the data the Unlimited Smartphone plan includes unlimited talk and text.	EA - MRC	$70.00	1.50%	$ 68.95
Mobility Static IP	A Static IP address is a permanent address configured to a device before it connects to a network, which allows the device to interact with, receive information from, and otherwise contact other devices and networks on the internet. Once assigned to a device, the Static IP address does not change.	EA - MRC	$2.99	1.50%	$2.95

Mobility Services Terms and Conditions

1. Granite's price includes a dedicated Premier support team, advanced online portals for management and reporting, as well as optional TEM services.
2. Granite's Cross Carrier Pooled plans offer the choice of Verizon, AT&T, or T-Mobile to provide coverage flexibility while retaining the simplicity of a single management interface and bill.
3. For services outside of Granite's service area, Granite may re-bill and manage the line at cost, with an added monthly fee of $17.95 per paper invoice.
4. Minimum service term commitments may apply
5. Prices do not include overage charges, SIM card or any equipment, which will be separately assessed. Additional devices not itemized in Granite's price list are available at MSRP.
6. Phase 1 conversion may take up to 3 months to complete
7. Applicable taxes, fees, shipping, and delivery are not included.
8. International Day Pass will be activated for $10 per day when traveling internationally
9. No Granite Wireless VzW Domestic Roaming or International Services.

Wireless Broadband Terms and Conditions

1. AT&T may slow speeds, after 75GB of 12Mbps data usage, 125GB of 50Mbps data usage and or 175GB of 100Mbps data usage. After 300GB usage overage of $3.50/GB.
2. Verizon 100x100Mbps requires 5G connectivity, if there is no 5G in the area then Verizon reserves the right to bump the plan to the 10x10Mbps 25x25Mbps plan.
3. Verizon plans deprioritize at 25GB for 10x10Mbps plan, 50GB for 25x25Mbps Plan. After 300GB usage overage of $3.50/GB.

Dedicated Internet Access (DIA) – 100 Gbps

Granite is proposing to add one new speed and carrier option for our DIA services, to supplement the existing DIA speeds that are currently available on our price list.

Service Name	Service Description	Service Charge	Service Area	Service Term	List Price	Percent Public Discount	Proposed Public Price
DIA Ethernet 100000X	100 Gbps – Other Service Area	Monthly	Nationwide	36 Months	$22,500.00	1.50%	$22,162.50

Attachment 2: Product Documentation

Please find service descriptions for Granite's mobility services beginning on the following page.

MOBILITY

CONTACT

Granite Headquarters
100 Newport Ave Ext
Quincy, MA 02171

P : 866.847.1500
W : www.granitenet.com
S : @GraniteTelecom

GEOGRAPHIC PERFECTION

- All major mobile operators available on one platform
- Various data packages available with overages protection plans
- Access to multiple carrier networks from a single SIM card
- Customized ordering marketplace
- Mobile Device Management, with optional expense management
- Mobile data usage control and security & policy compliance solutions

BENEFITS

- Daily dashboard manages data pools and mitigates overages
- Flexibility to convert multiple services onto one platform
- Device financing options
- Award-winning Customer Support 24/7/365
- Option to use existing devices "BYOD" or buy new devices directly from Granite

Contact us today to see a demo.

WIRELESS
BROADBAND

CONTACT

Granite Headquarters
100 Newport Ave Ext
Quincy, MA 02171

P : 866.847.1500
F: 617.328.0312
W : www.granitenet.com

A diversified product line with flexible devices that works with all carriers.

SOLUTION OVERVIEW

Granite offers a complete wireless solution for primary or backup connectivity to enable an always-on Internet. This no Capex solution combines multi-carrier connectivity, a wide choice of LTE routers, full lifecycle management, staging, kitting, logistics, installation, support, and a powerful cloud-based portal for remote management, monitoring, reporting, and troubleshooting.

BENEFITS

- Easily order, deploy, and scale customized to your business needs;
- Granite blends all major North American mobile operators into one consolidated platform to maximize coverage;
- Flexible data plans from 250MB to 300GB, with optional standby second live Carrier SIM;
- Optional secure bandwidth and policy management solution to protect from runaway usage.

APPLICATIONS AND FEATURES

Granite's wireless broadband is an easy and cost-effective solution to keep your business up and running.

- Wireless backup to existing wireline services, or for temporary or primary connectivity for pop-up retail, kiosks or construction sites;
- Relocate or open new locations with scalable and reliable wireless connectivity for convenient and quick deployments;
- Centrally manage, monitor, and control remotely through a powerful cloud-based dashboard, for in-depth visibility and remote troubleshooting.