



## 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. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

Granite Telecommunications, LLC

(Vendor Name)

hereby provides notice of the following update to

Contract number: R200901 for Unified Communications as a Service (UCaaS) on this date 03/10/2023.

(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. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **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.**

☐ **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 two new services: Virtual Fax and Fax2Mail

Submitted By: Anastasia Foerschner

Title: Government Contracts SLED Team Lead

Contact Number: 571-570-4275

Email Address: GovtContracts@Granitenet.com

☐ **Approved Date** 3/20/2023 | 11:51 AM CDT

☐ **Denied Date** \_\_\_\_\_

Region 4 ESC:

DocuSigned by:

Robert Zingelmann

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10 March 2023

Region 4 Education Service Center (ESC)  
7145 West Tidwell Road  
Houston, Texas, 77092-2096

OMNIA Partners, Public Sector (OMNIA)  
5001 Aspen Grove Drive, Suite 600  
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.

To ensure that OMNIA members have access to these technologies, Granite respectfully requests the addition of two new services to our UCaaS contract: Virtual Fax, and Fax2Mail.

Enclosed you will find Granite’s proposed pricing, as well as supporting product and price documentation for these services.

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

Sincerely,

A handwritten signature in blue ink, appearing to read "Ryan M. Goldrick".

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

Attachments:

**Attachment 1: Proposed Pricing**

**Attachment 2: Product Documentation**

**Attachment 3: Pricing Support Documentation**

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## Attachment 1: Proposed Pricing

Granite is proposing to add Virtual Fax and Fax2Mail to our OMNIA price list. Below, please find Granite's proposed contract pricing for these services.

Service Name	Description	Service Charge	List Price	Percent Public Discount	Proposed Public Price
Fax2Mail - Inbound & Outbound	Fax2Mail is a HIPAA and PCI compliant digital fax service with password encryption that supports high-volume and long-form faxing. Users can easily exchange faxes within email applications. All charges are per line. This package includes inbound and outbound faxing, with a monthly allowance of 75 pages.	EA - Monthly	\$7.99	1.50%	\$7.87
Fax2Mail - Outbound Only	Fax2Mail is a HIPAA and PCI compliant digital fax service with password encryption that supports high-volume and long-form faxing. Users can easily exchange faxes within email applications. All charges are per line. This package includes outbound faxing only, with a monthly allowance of 75 pages.	EA - Monthly	\$4.99	1.50%	\$4.92
Fax2Mail - Set-Up Fee	One-time set-up fee per user	EA - One-Time Fee	\$4.00	1.50%	\$3.94
Fax2Mail - Overage Allowance (Per Page)	Per-page overage rate for Granite's Fax2Mail service.	EA - Usage-Based	\$0.08	1.50%	\$0.08
Virtual Fax - Inbound & Outbound	Virtual Fax is an electronic fax service. This package includes a monthly allowance of 300 inbound pages, and unlimited outbound pages. All charges are per-line.	EA - Monthly	\$15.99	1.50%	\$15.75
Virtual Fax - Inbound Only	Virtual Fax is an electronic fax service. This package includes a monthly allowance of 300 inbound pages. All charges are per-line.	EA - Monthly	\$7.95	1.50%	\$7.83
Virtual Fax - Outbound Only	Virtual Fax is an electronic fax service. This package includes a monthly allowance of unlimited outbound pages. All charges are per-line.	EA - Monthly	\$9.95	1.50%	\$9.80
Virtual Fax - Overage Allowance (Per Page)	Per-page overage rate for Granite's Virtual Fax service.	EA - Usage-Based	\$0.10	1.50%	\$0.10

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## Attachment 2: Product Documentation

Please find service descriptions for Virtual Fax and Fax2Mail beginning on the following page.



## Cloud: Electronic Fax Fax2Mail

# Secure, reliable, and scalable

Fax2Mail is an enterprise grade cloud fax service that simplifies faxing, while reducing the cost & complexity of managing on-site hardware, software, and telephony. It allows users to easily exchange faxes within email applications. Fax2Mail is strengthened by a global fax network built for reliability, scalability, and security to reduce risk, enable compliance, and accelerate time to revenue.

### Features

- HIPAA and PCI compliant using industry standard 128-bit encryption
- Admin and user portal available
- Integrates with any email application
- Secure password encryption
- Message management

### Rates\*

Plans	NRC	MRC	Rate per page
<b>Fax2Mail Inbound and Outbound</b>	\$4.00	\$7.99	\$0.08
<b>Outbound faxing only</b>	\$4.00	\$4.99	\$0.08

\* New customers only. All charges are based on a per line basis, includes 75 pages of faxing per month. Service not available in Canada.

### The Granite Advantage

- **SAVINGS and FLEXIBILITY:** Granite offers consistent pricing coast-to-coast, and low MRC
- **EXTENDED HOURS:** Available 24/7/365 with dedicated customer support



### About Granite

**More than 6,000  
corporate clients in over  
700,000 locations.**

**Dedicated relationship  
management teams.**

**Nationwide carrier  
agreements.**

**Focus on listening to  
our customers and  
exceeding expectations.**



# Virtual Fax

## Electronic Faxing



### CONTACT

Granite Headquarters  
100 Newport Ave Ext  
Quincy, MA 02171

P : 866.847.1500  
W : [www.granitenet.com](http://www.granitenet.com)  
S : @GraniteTelecom

### VIRTUAL FAX BENEFITS

- Monthly inbound page allowance
- Unlimited outbound faxing
- No monthly commitment
- Port current fax number
- Reduce fax infrastructure cost
- One Stop Shop 24/7 US Based Support
- Help Desk Services

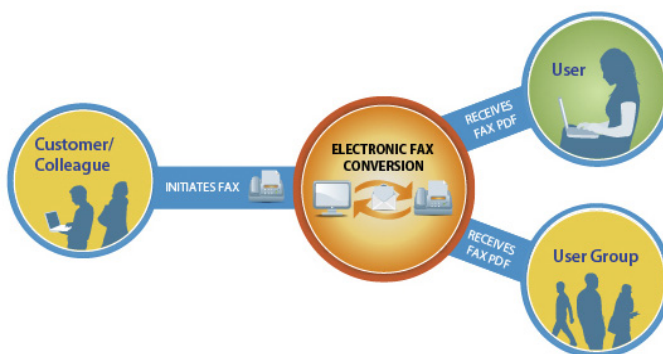
### FEATURES

- Each user is assigned their own DID for faxing
- Includes 300 pages of inbound faxes per month/per user  
A \$0.10 per page overage applies for each page thereafter
- Unlimited outbound faxing  
All customers provided with a master email address to send documents
- Inbound faxes delivery to multiple inboxes

### Rates and Fees

Plans	MRC	Rate per page
<b>Inbound only 300</b> <i>(includes 300 inbound pages)</i>	\$7.95	\$0.10
<b>Outbound only Unlimited</b> <i>(Unlimited outbound pages)</i>	\$9.95	NA
<b>Inbound&amp;Outbound</b> <i>(includes 300 inbound pages &amp; unlimited outbound pages)</i>	\$15.99	\$0.10

Monthly recurring charge and other applicable fees based on a per-line basis. Page pooling not allowed.



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### Attachment 3: Pricing Support Documentation

For the purpose of price verification, Granite has enclosed the current Fax2Mail and Virtual Fax pricing from our Suburban Purchasing Cooperative (SPC) contract (Contract # 205). This pricing can be found below.

Vendor Product or Identification number	Product Description	Purchase Unit of Measure	Price
Fax2Mail - Inbound & Outbound	Fax2Mail is a HIPAA and PCI compliant digital fax service with password encryption that supports high-volume and long-form faxing. Users can easily exchange faxes within email applications. All charges are per line. This package includes inbound and outbound faxing, with a monthly allowance of 75 pages.	EA - MRC	\$7.87
Fax2Mail - Outbound Only	Fax2Mail is a HIPAA and PCI compliant digital fax service with password encryption that supports high-volume and long-form faxing. Users can easily exchange faxes within email applications. All charges are per line. This package includes outbound faxing only, with a monthly allowance of 75 pages.	EA - MRC	\$4.92
Fax2Mail - Set-Up Fee	One-time set-up fee per user	EA- NRC Purchase Price	\$3.94
Fax2Mail - Overage Allowance (Per Page)	Per-page overage rate for Granite's Fax2Mail service.	EA - Usage	\$0.08
Virtual Fax - Inbound & Outbound	Virtual Fax is an electronic fax service. This package includes a monthly allowance of 300 inbound pages, and unlimited outbound pages. All charges are per-line.	EA - MRC	\$15.75
Virtual Fax - Inbound Only	Virtual Fax is an electronic fax service. This package includes a monthly allowance of 300 inbound pages. All charges are per-line.	EA - MRC	\$9.80
Virtual Fax - Outbound Only	Virtual Fax is an electronic fax service. This package includes a monthly allowance of unlimited outbound pages. All charges are per-line.	EA - MRC	\$7.83
Virtual Fax - Overage Allowance (Per Page)	Per-page overage rate for Granite's Virtual Fax service.	EA - Usage	\$0.10