



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 10/27/2022.

(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 one new service (Microsoft Teams Direct Routing) to Granite's contract price list.

Submitted By: Anastasia Foerschner

Title: Government Contracts SLED Team Lead

Contact Number: 571-570-4275

Email Address: GovtContracts@Granitenet.com

☐ **Approved Date** 11/2/2022 | 2:44 PM CDT

☐ **Denied Date** _____

Region 4 ESC: Robert Zingelmann
DocuSigned by:
0B1D33BB0130490...



27 October 2022

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

OMNIA Partners, Public Sector (OMNIA)
840 Crescent Centre 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 General Services Administration (GSA) Schedule contract (# GS-35F-208BA) to include a new telecommunications service that meet the scope of our Unified Communications as a Service (UCaaS) contract.

To ensure that OMNIA members have access to the same services and pricing, Granite respectfully requests the addition of Microsoft Teams Direct Routing to our UCaaS contract.

These changes are based on Granite’s most recent GSA Schedule price list, dated October 6, 2022. Supporting service information and price support documentation are enclosed.

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,

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

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

Attachments:

Attachment 1: Proposed Pricing

Attachment 2: Product Documentation

Attachment 3: Pricing Support Documentation

Region 4 ESC and OMNIA Partners, Public Sector
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Attachment 1: Proposed Pricing

Granite is proposing to add Microsoft Teams Direct Routing to our UCaaS price list. Below, please find Granite's proposed contract pricing for this service.

Microsoft Teams Direct Routing

Granite's SIP Direct Trunk Routing for Microsoft Teams is an alternative to standard SIP Trunking services, for customers with existing Microsoft Teams licenses.

While standard SIP Trunking requires peering or registering to a customer's Private Branch Exchange (PBX), Microsoft Teams Direct Routing enables Granite to peer with the customer's Microsoft Phone System. Calls are routed to Microsoft, and the customer's Microsoft Phone System works as their PBX.

Customers must have an existing (A, E, or G)5 Microsoft Phone System add-on license to use Microsoft Teams Direct Routing. This service is compatible with other SIP service add-ons and features offered by Granite (usage, DIDs, SIP portal, etc.).

Service Name	Description	Service Charge	List Price	Percent Public Discount	Proposed Public Price
Microsoft Teams Direct Routing	Employing Granite's Business SIP trunking, Direct Routing (DR) allows interconnection of the PSTN with your Microsoft cloud-based phone system, facilitating calls between Teams users and mobile or fixed line telephone subscribers anywhere in the world. Teams DR is recommended for customers with over 25 end users and the ability to maintain the Phone System add-on feature.	EA	\$11.99	1.50%	\$11.81

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Attachment 2: Product Documentation

Please find a service description for Microsoft Teams Direct Routing beginning on the following page.



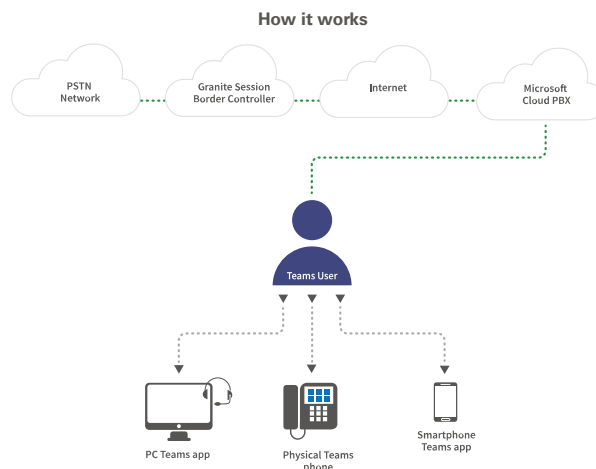
Granite POTS Alternatives Teams Direct Routing

Looking for a cost-effective, seamless voice solution?

Teams Direct Routing integrates voice with Microsoft Teams

Microsoft Teams, part of Office 365, provides a comprehensive solution for chat, collaboration, video conferencing, file sharing and presence. If you're looking to extend the convenience of Teams on your devices and desktop to include voice calls from and to the PSTN (public switch telephone network) – supporting hybrid and remote users – then Teams Direct Routing is a good option.* Granite can streamline implementation of Teams Direct Routing, with no up-front capital requirements, including:

- Rapid deployment on our redundant, geographically diverse, industry-leading Metaswitch platform, eliminating the need for complex, expensive and hard-to-manage Session Border Controllers (SBCs)
- The flexibility of optional SIP Trunk bursting to handle occasional high inbound or outbound volumes, eliminating the need to over-allocate the number of trunks
- Coordination of cutover from existing provider to Granite platform, with third-party expert support for every step of your migration, including E911 configuration
- Porting of local, LD numbers and toll-free numbers, and assignment of new DIDs



Are you looking for a cost-effective voice solution that **integrates seamlessly with Microsoft Teams** and avoids the complexity of managing an SBC?

Are **advanced calling features** and options for traditional handsets, PC calling or smartphone apps priorities?

Do you have an **aging on-site PBX** or a **cloud voice solution** that no longer meets your needs?

Have you decided you want to implement voice calling from Teams and are looking for **speed, simplicity and confidence in the implementation plan**?

Do you want a **simple solution to replace POTS or PRI** and provide full-featured voice in remote locations?

The Granite advantage

- **SECURITY:** All Teams Direct traffic is end-to-edge encrypted, and our SBC is built on Granite's industry-leading Metaswitch software and hardware
- **SPEED of DEPLOYMENT:** As a leading Teams Direct SIP trunk provider, Granite can provision calling paths within hours, allowing for rapid onboard and flexible scalability to handle growth
- **FLEXIBILITY:** Granite offers a wide array of local and LD calling plans, including unlimited options and pooling across all users; a selection of advanced Teams-certified devices are also available, including executive, business and conference room phones
- **SUPERIOR QUALITY:** Enable high-quality voice with direct connections to Microsoft data centers, Granite's state-of-the-art MPLS network and direct connections to North American PSTN providers including Verizon, AT&T, CenturyLink and Bell Canada
- **SAVINGS:** Cost savings of 40% or more over Microsoft Calling Plans

* Note, Granite Microsoft Teams Direct is available for Office 365 Enterprise or Educational plans with a Microsoft Phone System add-on license or E5 or A5 plan.

About Granite

More than 6,000 corporate clients in over 650,000 locations.

Service 1.75 million voice and data lines.

Focus on listening to our customers and exceeding expectations