



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 04/27/2023.
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 one new service: Voice Over Cable

Submitted By: Chay Diamond

Title: Government Solutions Contracts Analyst

Contact Number: 617-837-5401

Email Address: GovtContracts@Granitenet.com

☐ **Approved Date** 5/9/2023 | 9:48 AM CDT

☐ **Denied Date** _____

Region 4 ESC:

DocuSigned by:

Robert Zingelmann

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27 April 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 Education Service Center (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 a new telecommunications service that meets the scope of our Unified Communications as a Service (UCaaS) contract.

To ensure that OMNIA members have access to this technology, Granite respectfully requests the addition of Voice Over Cable to our UCaaS contract.

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, 571-570-4275 or Chay Diamond at govtcontracts@granitenet.com, 617-837-5401.

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

Region 4 ESC and OMNIA Partners, Public Sector
 Contract No.: R200901
 Request for Vendor Contract Update



Attachment 1: Proposed Pricing

Granite is proposing to add Voice Over Cable to our OMNIA price list. Below, please find Granite's proposed contract pricing for these services.

POTS OVER THE INTERNET (VOC)

Granite's Voice over Cable (VOC) service, part of the Granite Merged Voice product suite, delivers digital voice to an Embedded Media Terminal Adaptor (eMTA) for POTS devices, reducing and eliminating infrastructure change. Includes unlimited local and LD calling usage; international usage not included. VOC offers a multitude of calling features and can present significant cost savings versus traditional POTS lines. VOC is delivered over a broadband circuit providing a robust solution that works with your existing phone equipment.

Includes the following features: Supports ported in telephone numbers, Unlimited local and long distance, Call forwarding, Call transfer, Directory Listing, Caller ID, Hunting

Service Name	Description	Service Charge	List Price	Percent Public Discount	Proposed Public Price
VOC Line Charge	Granite's Voice over Cable (VOC) service, part of the Granite Merged Voice product suite, delivers digital voice to an Embedded Media Terminal Adaptor (eMTA) for POTS devices, reducing and eliminating infrastructure change. Includes unlimited local and LD calling usage; international usage not included. Sold on a 12-month, 24-month, or 36-month term.	Monthly	\$39.99	1.50%	\$39.39
VOC Installation - 12 months	One-time installation charge for installing Voice Over Cable	One-time charge	\$199.99	1.50%	\$196.99
VOC Installation - 24 months	One-time installation charge for installing Voice Over Cable	One-time charge	\$99.99	1.50%	\$98.49
VOC Installation - 36 months	One-time installation charge for installing Voice Over Cable	One-time charge	\$ -	1.50%	\$ -

VOC Service Notes:

1. Prequal required to determine availability of service and features. Additional features may be available based on location.
2. Additional fees, surcharges and Regulatory fees may apply.

Region 4 ESC and OMNIA Partners, Public Sector
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Attachment 2: Product Documentation

Please find a service description for Voice Over Cable beginning on the following page.



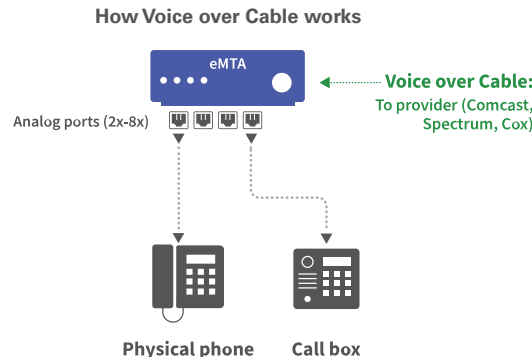
Granite POTS Alternatives Voice over Cable

Looking for an easy and reliable POTS replacement option?

Voice over Cable delivers simplicity and savings

Voice over Cable provides a flexible and cost-effective POTS alternative by using an eMTA (embedded multimedia terminal adapter) with an onsite cable connection to connect analog devices to a cable connection. A single device can support 4 to 8 lines, and stacking eMTAs allows expansion. Where cable is present or easy to implement, Voice over Cable:

- Delivers savings over POTS or PRI lines and includes unlimited local and LD calling
- Offers a wide range of calling features, including call forwarding, 3-way calling and both circular and sequential hunting; additional features available, depending on region
- Supports wide range of analog applications including legacy PBXs and phones, paging systems, door boxes and standard fax
- Can support alarm applications in most cases; certified as an MFVN (Managed Facilities Voice Network) by NFPA 72*
- Provides battery backup for up to 8 hours of standby time
- Is simple to implement, requiring only addition of the eMTA devices
- Uses private connection to internet, avoiding interaction with existing corporate LAN and reducing security risk to data network



Are you **concerned about increasing costs or slowing service response** on existing POTS or PRI lines across any or all of your locations?

Are you looking to **lock in consistent pricing for voice** across your footprint for the next 3 years?

Is **minimizing up-front capital expenditure** a priority?

Do you want to **maintain your existing PBX** equipment?

Is **ease of deployment and maintenance** a priority?

The Granite advantage

- **SIMPLICITY:** Granite's project engineering team will design and configure your Voice over Cable solution – and Managed Field Services can reduce your IT workload by managing deployment nationwide, including device shipping, installation, E911 registration and local number porting
- **SAVINGS and FLEXIBILITY:** Granite offers consistent pricing coast-to-coast, and the option for no up-front capital expenditure
- **SPEED and AVAILABILITY:** Granite agreements with major cable providers enable coverage in 48 states and typical installation timelines of under a month
- **SCALABILITY:** Easily add more lines to adjust to site growth

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.

*Given variation across regional jurisdictions, compatibility with alarm providers should be confirmed locally