

# POTS Replacement Solicitation Pricing Sheet

All industry standard equipment and installation labor must be included in the not to exceed pricing offered. AND must be included in the work order level pricing offered to each participating entity and the time of service. Participating governments reserve the right to require reasonable price justification. Preference will be given to suppliers who can allow governments direct access to real time tools to verify price reasonableness in a self-service way to expedite procurement justifications if needed. Supplier will provide a list of broad examples of the equipment and installation services included in standard pricing.

CATEGORY:	Non-Recuring Not to Exceed Per Line Cost	Monthly Recuring Not to Exceed Per Line Cost
POTS Modernization	\$199.99	\$56.93
EPK UPGRADED	\$199.99	\$72.63
EPK Ground Shipping Per Device	\$99.00	N/A
Additional Site Survey Time	\$99.99/hr invoiced in 30-minute increments.	N/A

Applicable taxes, surcharges, fees, shipping, and delivery may not be included. All services are subject to the Terms and Conditions of Service set forth at [www.granitel.net.com/legal](http://www.granitel.net.com/legal) (as such may be modified from time to time). This Quote contains confidential and proprietary information.

\*Pricing includes: (1) a basic site survey of up to 2 hours on-site, if necessary, and (2) actual installation of up to 3 hours on-site. Additional time on-site will be charged at a rate of \$99.99 per hour and invoiced in 30-minute increments. Customer may elect to self-install without additional charge.

\*EPK includes dual SIM cards and diverse cellular connections. Certain jurisdictions may require wireless connections for certain applications (Fire / Life Safety) and wireless connections may be necessary to furnish service at certain locations.

\*For installations needed to occur on an expedited basis (within 5 business days), Granite may charge expedited installation fees.

EPK Upgraded - To support EPK service in remote areas. Includes 1 GB LTE plan per location, Access Fee per line, Managed Network Services per location, and Standard Installation Fee per location. Installation includes unlimited installation time. Cross connect Wiring may incur additional expense. Customer can elect to self-install pre-activated units. External antenna with extension cable for improving signal strength and quality of transport connectivity for EPK services.

Managed Network Services	Not to Exceed Monthly Per Line Cost
	\$39.99

## Connectivity

Broadband Internet	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not to Exceed Cost
1	Tier 1 up to 50M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$69.99
2	Tier 2 up to 50M Download	Consolidated/Fidum, Fairpoint, Alice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$82.99
3	Tier 3 up to 50M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$89.99
4	Tier 4 up to 50M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$99.99
5	Tier 5 up to 50M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$124.99
6	Rural/Other up to 50M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$172.99
7	Tier 1 up to 100M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$79.99
8	Tier 2 up to 100M Download	Consolidated/Fidum, Fairpoint, Alice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$134.99
9	Tier 3 up to 100M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$123.99
10	Tier 4 up to 100M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$140.99
11	Tier 5 up to 100M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$184.99
12	Rural/Other up to 100M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$282.99
13	Tier 1 up to 300M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$97.99
14	Tier 2 up to 300M Download	Consolidated/Fidum, Fairpoint, Alice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$109.99
15	Tier 3 up to 300M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$166.99
16	Tier 4 up to 300M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$181.99
17	Tier 5 up to 300M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$219.99
18	Rural/Other up to 300M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$442.99
19	Tier 1 up to 500M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$107.99
20	Tier 2 up to 500M Download	Consolidated/Fidum, Fairpoint, Alice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$137.99
21	Tier 3 up to 500M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$211.99
22	Tier 4 up to 500M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$224.99
23	Tier 5 up to 500M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$279.99
24	Rural/Other up to 500M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$494.99
25	Tier 1 up to 1G Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$197.99
26	Tier 2 up to 1G Download	Consolidated/Fidum, Fairpoint, Alice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$199.99
27	Tier 3 up to 1G Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$238.99
28	Tier 4 up to 1G Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$290.99
29	Tier 5 up to 1G Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$429.99
30	Rural/Other up to 1G Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees n	\$184.06	\$514.99
31	Static IP		Nationwide		N/A	\$14.99
32	Equipment		Nationwide		\$111.57	\$19.99
33	Specialty AT&T lines (up to 75/8M)	AT&T	Nationwide	Subject to prequalification, regulatory, taxes and fees not included	\$184.06	\$207.99

Voice over Broadband	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not To Exceed Cost	MRC Not To Exceed Cost
1	VOC	Comcast, Spectrum, Cox	Nationwide	Includes VOC, Seat, EUCL, ARC, LNP	N/A	\$51.41
2	Hosted Voice		Nationwide	Includes Hosted Business Seat, NAC, 1 DID, and Adtran 908-A		\$1,382.00
3	LEO SATELLITE		Nationwide	LEO Kit w edgeboot bundle, professional installation (customer may elect self install), standard device shipping, activation, and either 50 GB or 500 GB included Data Plan. Customers will be automatically opted in to receive an additional 50GB data at \$30 NRC when they hit 95% of their original data allotment. You can also add additional data blocks on top of these mains service plans for a maximum of 6TB of data.		\$283.54

Dedicated Internet Access	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not To Exceed Cost	MRC Not To Exceed Cost
1	AT&T Service Area	10 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,450.22
2	CenturyLink Service Area	10 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,081.44
3	Frontier Service Area	10 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,263.31
4	Verizon Service Area	10 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,102.23
5	Other Service Area	10 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,715.66
6	AT&T Service Area	20 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,806.57
7	CenturyLink Service Area	20 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,631.10
8	Frontier Service Area	20 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,615.61
9	Verizon Service Area	20 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,372.91
10	Other Service Area	20 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,265.41
11	AT&T Service Area	30 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,138.36
12	CenturyLink Service Area	30 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,793.96
13	Frontier Service Area	30 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,937.45
14	Verizon Service Area	30 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,593.44
15	Other Service Area	30 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,770.02
16	AT&T Service Area	50 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,475.01
17	CenturyLink Service Area	50 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,961.28
18	Frontier Service Area	50 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,648.06
19	Verizon Service Area	50 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,113.22
20	Other Service Area	50 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$4,301.70
21	AT&T Service Area	100 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,970.77
22	CenturyLink Service Area	100 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,553.26
23	Frontier Service Area	100 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$3,289.84
24	Verizon Service Area	100 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,908.87
25	Other Service Area	100 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$4,301.23
26	AT&T Service Area	1 Gbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$7,863.95
27	CenturyLink Service Area	1 Gbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$8,550.64
28	Frontier Service Area	1 Gbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$8,203.39
29	Verizon Service Area	1 Gbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$8,982.61
30	Other Service Area	1 Gbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$8,922.56
31	Any Service Area	2 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$9,115.12
32	Any Service Area	3 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$9,333.66
33	Any Service Area	5 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$9,650.45
34	Any Service Area	10 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$10,115.32
35	Any Service Area	100 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$22,162.50
36	AT&T Service Area	10 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$805.94
37	CenturyLink Service Area	10 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$599.77
38	Frontier Service Area	10 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$650.83
39	Verizon Service Area	10 Mbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$823.61
40	Other Service Area	10 Mbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$953.14
41	AT&T Service Area	20 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,003.65
42	CenturyLink Service Area	20 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$813.46
43	Frontier Service Area	20 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$862.85
44	Verizon Service Area	20 Mbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$994.34
45	Other Service Area	20 Mbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,258.35
46	AT&T Service Area	30 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,188.83
47	CenturyLink Service Area	30 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$949.21
48	Frontier Service Area	30 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,051.78

49	Verizon Service Area	30 Mbps – Verizon Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,000.56
50	Other Service Area	30 Mbps – Other Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,538.90
51	AT&T Service Area	50 Mbps – AT&T Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,376.00
52	CenturyLink Service Area	50 Mbps – CenturyLink Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,092.64
53	Frontier Service Area	50 Mbps – Frontier Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,410.96
54	Verizon Service Area	50 Mbps – Verizon Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,184.74
55	Other Service Area	50 Mbps – Other Service Area	Nationwide	36 Month Term		\$1,284.56	\$2,001.34
56	AT&T Service Area	100 Mbps – AT&T Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,651.41
57	CenturyLink Service Area	100 Mbps – CenturyLink Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,420.17
58	Frontier Service Area	100 Mbps – Frontier Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,876.36
59	Verizon Service Area	100 Mbps – Verizon Service Area	Nationwide	36 Month Term		\$1,284.56	\$1,527.42
60	Other Service Area	100 Mbps – Other Service Area	Nationwide	36 Month Term		\$1,284.56	\$2,389.80
61	AT&T Service Area	1 Gbps – AT&T Service Area	Nationwide	36 Month Term		\$1,284.56	\$4,368.39
62	CenturyLink Service Area	1 Gbps – CenturyLink Service Area	Nationwide	36 Month Term		\$1,284.56	\$6,521.31
63	Frontier Service Area	1 Gbps – Frontier Service Area	Nationwide	36 Month Term		\$1,284.56	\$6,274.37
64	Verizon Service Area	1 Gbps – Verizon Service Area	Nationwide	36 Month Term		\$1,284.56	\$4,198.46
65	Other Service Area	1 Gbps – Other Service Area	Nationwide	36 Month Term		\$1,284.56	\$4,956.86
66	Any Service Area	2 Gbps – Any Service Area	Nationwide	36 Month Term		\$1,284.56	\$5,116.54
67	Any Service Area	3 Gbps – Any Service Area	Nationwide	36 Month Term		\$1,284.56	\$6,230.47
68	Any Service Area	5 Gbps – Any Service Area	Nationwide	36 Month Term		\$1,284.56	\$7,450.12
69	Any Service Area	10 Gbps – Any Service Area	Nationwide	36 Month Term		\$1,284.56	\$8,786.90
70	Any Service Area	100 Gbps – Any Service Area	Nationwide	36 Month Term		\$1,284.56	\$22,162.50
71	Any Service Area	IP Block - /30	Nationwide	12 Month Term	N/A	N/A	
72	Any Service Area	IP Block - /29	Nationwide	12 Month Term	N/A		\$25.05
73	Any Service Area	IP Block - /28	Nationwide	12 Month Term	N/A		\$35.07
74	Any Service Area	IP Block - /27	Nationwide	12 Month Term	N/A		\$50.10
75	Any Service Area	IP Block - /26	Nationwide	12 Month Term	N/A		\$75.15
76	Any Service Area	IP Block - /25	Nationwide	12 Month Term	N/A		\$100.20
77	Any Service Area	IP Block - /24	Nationwide	12 Month Term	N/A		\$165.33
78	Any Service Area	IP Block - /30	Nationwide	36 Month Term	N/A	N/A	
79	Any Service Area	IP Block - /29	Nationwide	36 Month Term	N/A		\$25.05
80	Any Service Area	IP Block - /28	Nationwide	36 Month Term	N/A		\$35.07
81	Any Service Area	IP Block - /27	Nationwide	36 Month Term	N/A		\$50.10
82	Any Service Area	IP Block - /26	Nationwide	36 Month Term	N/A		\$75.15
83	Any Service Area	IP Block - /25	Nationwide	36 Month Term	N/A		\$100.20
84	Any Service Area	IP Block - /24	Nationwide	36 Month Term	N/A		\$165.33
84	Any Service Area	Router	Nationwide			\$2,760.00	\$104.99

Prices are subject to change if construction is necessary to deliver the requested service.

Prices exclude modem and router costs, which vary based on customer specifications and models.

Prices exclude applicable taxes, fees and surcharges in accordance with applicable law, tariff or regulatory provisions.

Ethernet Transport Services	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1	Ethernet Transport Services, Point to Point Circuits are subject to ceiling rates equivalent to the sum of each applicable ends Dedicated Internet Access rates, i.e. a 1 Gbps point to point circuit on a 36 month term where each end falls within AT&T service areas would be equal to \$4,956.86 MRC + \$4,956.86 MRC total ceiling rate.					

Wireless Data Services	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1						
2						
3						
4						
5						
6	Remote Geography or limited connectivity					

Analog POTS	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1	AL		AL		\$180.62	\$77.13

2	AR	AR	\$75.35	\$180.62	\$180.62	\$75.35
3	AZ	AZ	\$113.77	\$180.62	\$180.62	\$113.77
4	CA	CA	\$73.37	\$180.62	\$180.62	\$73.37
5	CO	CO	\$98.24	\$180.62	\$180.62	\$98.24
6	CT	CT	\$53.77	\$180.62	\$180.62	\$53.77
7	DC	DC	\$32.87	\$180.62	\$180.62	\$32.87
8	DE	DE	\$44.33	\$180.62	\$180.62	\$44.33
9	FL	FL	\$120.36	\$180.62	\$180.62	\$120.36
10	GA	GA	\$77.13	\$180.62	\$180.62	\$77.13
11	HI	HI	\$88.65	\$180.62	\$180.62	\$88.65
12	IA	IA	\$92.39	\$180.62	\$180.62	\$92.39
13	ID	ID	\$113.23	\$180.62	\$180.62	\$113.23
14	IL	IL	\$81.38	\$180.62	\$180.62	\$81.38
15	IN	IN	\$141.93	\$180.62	\$180.62	\$141.93
16	KS	KS	\$255.17	\$180.62	\$180.62	\$255.17
17	KY	KY	\$77.13	\$180.62	\$180.62	\$77.13
18	LA	LA	\$77.13	\$180.62	\$180.62	\$77.13
19	MA	MA	\$50.15	\$180.62	\$180.62	\$50.15
20	MD	MD	\$44.08	\$180.62	\$180.62	\$44.08
21	ME	ME	\$41.28	\$180.62	\$180.62	\$41.28
22	MI	MI	\$84.82	\$180.62	\$180.62	\$84.82
23	MN	MN	\$147.37	\$180.62	\$180.62	\$147.37
24	MO	MO	\$156.75	\$180.62	\$180.62	\$156.75
25	MS	MS	\$87.20	\$180.62	\$180.62	\$87.20
26	MT	MT	\$87.20	\$180.62	\$180.62	\$87.20
27	NC	NC	\$97.72	\$180.62	\$180.62	\$97.72
28	ND	ND	\$148.25	\$180.62	\$180.62	\$148.25
29	NE	NE	\$194.81	\$180.62	\$180.62	\$194.81
30	NH	NH	\$46.67	\$180.62	\$180.62	\$46.67
31	NJ	NJ	\$70.44	\$180.62	\$180.62	\$70.44
32	NM	NM	\$219.64	\$180.62	\$180.62	\$219.64
33	NV	NV	\$233.29	\$180.62	\$180.62	\$233.29
34	NY	NY	\$40.21	\$180.62	\$180.62	\$40.21
35	OH	OH	\$148.00	\$180.62	\$180.62	\$148.00
36	OK	OK	\$75.35	\$180.62	\$180.62	\$75.35
37	OR	OR	\$139.01	\$180.62	\$180.62	\$139.01
38	PA	PA	\$110.86	\$180.62	\$180.62	\$110.86
39	RI	RI	\$45.25	\$180.62	\$180.62	\$45.25
40	SC	SC	\$139.16	\$180.62	\$180.62	\$139.16
41	SD	SD	\$85.41	\$180.62	\$180.62	\$85.41
42	TN	TN	\$115.83	\$180.62	\$180.62	\$115.83
43	TX	TX	\$154.96	\$180.62	\$180.62	\$154.96
44	UT	UT	\$82.40	\$180.62	\$180.62	\$82.40
45	VA	VA	\$146.28	\$180.62	\$180.62	\$146.28
46	VT	VT	\$39.94	\$180.62	\$180.62	\$39.94
47	WA	WA	\$164.91	\$180.62	\$180.62	\$164.91
48	WI	WI	\$89.20	\$180.62	\$180.62	\$89.20
49	WV	WV	\$97.19	\$180.62	\$180.62	\$97.19
50	WY	WY	\$133.10	\$180.62	\$180.62	\$133.10
51						
51						

For services in resale or remote areas, additional surcharge may apply.  
For services outside of Granite's service area, Granite may re-bill and manage the line at a monthly fee.

POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not to Exceed Cost
1 Teams Direct Trunking Bundle			Includes 1 SIP Trunks Direct Routing Call Path, NAC, and up to 50 DID's	N/A	\$24.49
2 SIP to PRI Bundle			Includes 23 SIP Trunks, 23 NAC, and rental equipment. May be delivered over existing access, or paired with access quote.	N/A	\$165.00

Satellite Internet	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not to Exceed Cost

Other A	LEO SATELLITE, available for remote geography or limited connectivity.				LEO Kit w edgeboot bundle, professional installation (customer may elect self-install), standard device shipping, activation, and either 50 GB or 500 GB included Data Plan. Customers will be automatically opted in to receive an additional 50GB data at \$30 NRC when they hit 95% of their original data allotment. You can also add additional data blocks on top of these mains service plans for a maximum of 6TB of data. Service is provided on a Month to Month Term.	\$4,199.99	\$283.54
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Other A	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1	DID - SIP		Nationwide		N/A	\$ 0.35
2	LEO Add on Data - 50 GB		Nationwide		N/A	\$ 30.00
3	LEO Add on Data - 100 GB		Nationwide		N/A	\$ 60.00
4	LEO Add on Data - 150 GB		Nationwide		N/A	\$ 90.00
5	LEO Add on Data - 200 GB		Nationwide		N/A	\$ 120.00
6	LEO Add on Data - 500 GB		Nationwide		N/A	\$ 150.00
7	LEO Add on Data - 1 TB		Nationwide		N/A	\$ 300.00
8	LEO Add on Data - 1.5 TB		Nationwide		N/A	\$ 450.00
9	LEO Add on Data - 2 TB		Nationwide		N/A	\$ 600.00
10	LEO Add on Data - 2.5 TB		Nationwide		N/A	\$ 750.00
11	LEO Add on Data - 3 TB		Nationwide		N/A	\$ 900.00
12	LEO Add on Data - 3.5 TB		Nationwide		N/A	\$ 1,050.00
13	LEO Add on Data - 4 TB		Nationwide		N/A	\$ 1,200.00
14	LEO Add on Data - 4.5 TB		Nationwide		N/A	\$ 1,350.00
15	LEO Add on Data - 5 TB		Nationwide		N/A	\$ 1,500.00
16	LEO Add on Data - 5.5 TB		Nationwide		N/A	\$ 1,650.00
17	LEO Pause Service		Nationwide		N/A	\$ 19.99
18	Managed Network Services - Essentials		Nationwide		N/A	\$ 34.99
19	Managed Network Services - Enhanced		Nationwide		N/A	\$ 0.02
20	IE Usage - per minute		Nationwide		N/A	\$ 0.05
21	IA Usage - per minute		Nationwide		N/A	\$ 4.95
22	Toll Free Service		Nationwide		N/A	\$ 15.50
23	EasyAA		Nationwide		N/A	\$ 27.50
24	Premium AA		Nationwide		N/A	\$ 8.99
25	Operator Connect for Microsoft Teams		Nationwide		N/A	\$ 35.00
26	Direct Trunk Follower		Nationwide		N/A	\$ 34.95
27	edgeboot		Nationwide		N/A	\$ 5.99
28	edgeboot Additional Port		Nationwide		N/A	\$ 44.99
29	edgebootPro (1GB Plan)		Nationwide		N/A	\$ 199.00
30	edgebootPro (2GB Plan)		Nationwide		N/A	\$ 99.00
31	Granite Site Survey		Nationwide		N/A	\$ 85.00
32	Install, per hour billed in 30 minute increments.		Nationwide		N/A	\$ 145.00
33	EPK Wireline		Nationwide		N/A	\$ 85.00
34	Network Integration - Standard Service Order - Structured Cabling Technician Dispatch		Nationwide		N/A	\$ 109.00
35	Network Integration - Standard Service Order - Structured Cabling Technician Hourly, Billed in 30 minute increments		Nationwide		N/A	\$ 85.00
36	Network Integration - Standard Service Order - Voice/Data Technician Dispatch		Nationwide		N/A	\$ 145.00
37	Network Integration - Standard Service Order - Voice/Data Technician Hourly, Billed in 30 minute increments		Nationwide		N/A	\$ 85.00
38	Network Integration - Next Business Day Dispatch (Expedited) - Structured Cabling Technician Dispatch		Nationwide		N/A	\$ 160.00
39	Network Integration - Next Business Day Dispatch (Expedited) - Structured Cabling Technician Hourly, Billed in 30 minutes		Nationwide		N/A	\$ 85.00
40	Network Integration - Next Business Day Dispatch (Expedited) - Voice/Data Technician Dispatch		Nationwide		N/A	\$ 200.00
41	Network Integration - Next Business Day Dispatch (Expedited) - Voice/Data Technician Hourly, Billed in 30 minutes		Nationwide		N/A	\$ 100.00
42	Network Integration - Same Business Day Dispatch (Critical) - Structured Cabling Technician Dispatch		Nationwide		N/A	\$ 220.00
43	Network Integration - Same Business Day Dispatch (Critical) - Structured Cabling Technician Hourly, Billed in 30 minutes		Nationwide		N/A	\$ 115.00
44	Network Integration - Same Business Day Dispatch (Critical) - Voice/Data Technician Dispatch		Nationwide		N/A	\$ 220.00
45	Network Integration - Same Business Day Dispatch (Critical) - Voice/Data Technician Hourly, Billed in 30 minutes		Nationwide		N/A	\$ 44.99

All Network Integration is a minimum of 2 hours labor. Standard Service Order is defined as 48 hours advanced notice prior to 3PM EST. Next Business Day Dispatch for Expedited Service Orders is defined as a dispatch scheduled 24 to 48 hours in advance prior to 3 PM EST. Same Business Day Dispatch for Business Critical Service Orders is defined as same day if requested before 3 PM EST, next day if requested after 3 PM EST. Rates only apply to dispatches during BAM - 5PM Monday - Friday business hours. Dispatches outside of Business Hours are considered Same Business Day Dispatches. Dispatched canceled less than 24 hours in advance or same day will be charged a \$150.00 cancellation fee. All Service Tickets have an automatic \$14.50 miscellaneous materials charge. Structured Cabling Technicians: Cable Installation, T1 Extensions, Preconfigured Hardware Installation, Site Surveys, Site Audits, Wireless Access Points, Cable Clean Up, Cabling Removal, POS Installations, Cable Certifications.

*Data Technicians: Phone Systems, Fiber, Networking, Configurations, Switches, Cutovers, F-1 Turnups.*

For each Category 6 pricing supplier will explain what constitutes a "remote geography or limited connectivity exception" to the not to exceed pricing and will demonstrate how they will provide the local government with reasonable price justification for specific connectivity in a location. Supplier will provide as many options as possible include alternate connectivity such as satellite to mitigate costs and to support the government in justifying connectivity decision-making.

In the event that a government requires nonstandard equipment supplier may submit a catalog of hardware at the start of the contract and an update every 6 months thereafter along with a discount off list pricing for the hardware below. Government shall have to obligation to buy no standard equipment through this contract and this is provided as a convenience for POTS Modernization and MNS services.

# POTS Replacement Solicitation Pricing Sheet

All industry standard equipment and installation labor must be included in the not to exceed pricing offered, AND must be included in the work order level pricing offered to each participating entity and the time of service. Participating governments reserve the right to require reasonable price justification. Preference will be given to suppliers who can allow governments direct access to real time tools to verify price reasonableness in a self-service way to expedite procurement justifications if needed. Supplier will provide a list of broad examples of the equipment and installation services included in standard pricing.

CATEGORY:	Non-Recurring Not to Exceed Per Line Cost	Monthly Recurring Not to Exceed Per Line Cost
POTS Modernization		
EPIK	\$199.99	\$58.93
EPIK UPGRADED	\$199.99	\$73.63
EPIK Ground Shipping Per Device	\$99.00	N/A
Additional Site Survey Time	\$99.99 /hr invoiced in 30-minute increments.	N/A

Applicable taxes, surcharges, fees, shipping, and delivery may not be included. All services are subject to the Terms and Conditions of Service set forth at [www.granitenet.com/legal](http://www.granitenet.com/legal) (as such may be modified from time to time). This Quote contains confidential and proprietary information.

\*Pricing includes: (1) a basic site survey of up to 2 hours on-site, if necessary; and (2) actual installation of up to 3 hours on-site. Additional time on-site will be charged at a rate of \$99.99 per hour and invoiced in 30-minute increments. Customer may elect to self-install without additional charge.

\*EPIK includes dual SIM cards and diverse cellular connections. Certain jurisdictions may require wireline connections for certain applications (Fire / Life Safety) and wireline connections may be necessary to furnish service at certain locations.

\*For installations needed to occur on an expedited basis (within 5 business days), Granite may charge expedited installation fees.

EPIK Upgraded - To support EPIK service in remote areas. Includes 1 GB LTE plan per location, Access Fee per line, Managed Network Services per location, and Standard Installation Fee per location. Installation includes unlimited installation time. Cross connect Wiring may incur additional expense. Customer can elect to self-install pre-activated units. External antenna with extension cable for improving signal strength and quality of transport connectivity for Epik services.

Not to Exceed Monthly Per Line Cost	
Managed Network Services	\$39.99

## Connectivity

Broadband Internet	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1	Tier 1 up to 50M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$69.99
2	Tier 2 up to 50M Download	Consolidated/Fidium, Fairpoint, Altice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$82.99
3	Tier 3 up to 50M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$89.99
4	Tier 4 up to 50M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$99.99
5	Tier 5 up to 50M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$124.99
6	Rural/Other up to 50M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$172.99
7	Tier 1 up to 100M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$79.99
8	Tier 2 up to 100M Download	Consolidated/Fidium, Fairpoint, Altice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$134.99
9	Tier 3 up to 100M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$123.99
10	Tier 4 up to 100M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$140.99
11	Tier 5 up to 100M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$184.99
12	Rural/Other up to 100M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$282.99
13	Tier 1 up to 300M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$97.99
14	Tier 2 up to 300M Download	Consolidated/Fidium, Fairpoint, Altice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$109.99
15	Tier 3 up to 300M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$166.99
16	Tier 4 up to 300M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$181.99
17	Tier 5 up to 300M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$219.99
18	Rural/Other up to 300M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$442.99
19	Tier 1 up to 500M Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$107.99
20	Tier 2 up to 500M Download	Consolidated/Fidium, Fairpoint, Altice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$137.99
21	Tier 3 up to 500M Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$211.99
22	Tier 4 up to 500M Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$224.99
23	Tier 5 up to 500M Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$279.99
24	Rural/Other up to 500M Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$494.99
25	Tier 1 up to 1G Download	Spectrum, Cincinnati Bell, Frontier	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$197.99
26	Tier 2 up to 1G Download	Consolidated/Fidium, Fairpoint, Altice, NW Fiber, Telus	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$199.99
27	Tier 3 up to 1G Download	Nex-Tech, Penteledata, Windstream, Armstrong, Midco	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$238.99
28	Tier 4 up to 1G Download	Great Plains, Fidelity, Sparklight, Shentel, Cable One, H	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$290.99
29	Tier 5 up to 1G Download	Ritter, Vyve, Spectrum (Upgrade), Atlantic BB, Hunter	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$429.99
30	Rural/Other up to 1G Download	Other, Granite Rural	Nationwide	Carrier and Tier is subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$514.99
31	Static IP		Nationwide		N/A	\$14.99
32	Equipment		Nationwide		\$111.57	\$19.99
33	Specialty AT&T lines (up to 75/8M)	AT&T	Nationwide	Subject to prequalification, regulatory, taxes and fees not included.	\$184.06	\$207.99

Voice over Broadband	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	MRC Not To Exceed Cost	MRC Not To Exceed Cost
1	VOC	Comcast, Spectrum, Cox	Nationwide	Includes VOC Seat, EUCL, ARC, LNP	N/A	\$51.41
2	Hosted Voice		Nationwide	Includes Hosted Business Seat, NAC, 1.DID, and Adtran 908-A	\$1,382.00	\$59.33
3			Nationwide	LEO Kit w edgeboot bundle, professional installation (customer may elect self-install), standard device shipping, activation, and either 50 GB or 500 GB included Data Plan. Customers will be automatically opted in to receive an additional 50GB data at \$30 NRC when they hit 95% of their original data allotment. You can also add additional data blocks on top of these mains service plans for a maximum of 6TB of data.	\$4,199.99	\$283.54

Dedicated Internet Access	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	MRC Not To Exceed Cost	MRC Not To Exceed Cost
1	AT&T Service Area	10 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,450.22
2	CenturyLink Service Area	10 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,081.44
3	Frontier Service Area	10 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,263.31
4	Verizon Service Area	10 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,102.23
5	Other Service Area	10 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,715.66
6	AT&T Service Area	20 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,806.57
7	CenturyLink Service Area	20 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,631.10
8	Frontier Service Area	20 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,615.61
9	Verizon Service Area	20 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,372.91
10	Other Service Area	20 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,265.41
11	AT&T Service Area	30 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,138.36
12	CenturyLink Service Area	30 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,793.96
13	Frontier Service Area	30 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,937.45
14	Verizon Service Area	30 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,593.44
15	Other Service Area	30 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,770.02
16	AT&T Service Area	50 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,475.01
17	CenturyLink Service Area	50 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$1,961.28
18	Frontier Service Area	50 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,648.06
19	Verizon Service Area	50 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,113.22
20	Other Service Area	50 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$4,301.70
21	AT&T Service Area	100 Mbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,970.77
22	CenturyLink Service Area	100 Mbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,553.26
23	Frontier Service Area	100 Mbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$3,289.84
24	Verizon Service Area	100 Mbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$2,908.87
25	Other Service Area	100 Mbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$4,301.23
26	AT&T Service Area	1 Gbps - AT&T Service Area	Nationwide	12 Month Term	\$1,284.56	\$7,863.95
27	CenturyLink Service Area	1 Gbps - CenturyLink Service Area	Nationwide	12 Month Term	\$1,284.56	\$8,550.64
28	Frontier Service Area	1 Gbps - Frontier Service Area	Nationwide	12 Month Term	\$1,284.56	\$8,203.39
29	Verizon Service Area	1 Gbps - Verizon Service Area	Nationwide	12 Month Term	\$1,284.56	\$9,982.61
30	Other Service Area	1 Gbps - Other Service Area	Nationwide	12 Month Term	\$1,284.56	\$8,922.56
31	Any Service Area	2 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$9,115.12
32	Any Service Area	3 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$9,333.66
33	Any Service Area	5 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$9,650.45
34	Any Service Area	10 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$10,115.32
35	Any Service Area	100 Gbps - Any Service Area	Nationwide	12 Month Term	\$1,284.56	\$22,162.50
36	AT&T Service Area	10 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$605.94
37	CenturyLink Service Area	10 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$599.77
38	Frontier Service Area	10 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$650.83
39	Verizon Service Area	10 Mbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$823.61
40	Other Service Area	10 Mbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$953.14
41	AT&T Service Area	20 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,003.65
42	CenturyLink Service Area	20 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$813.46
43	Frontier Service Area	20 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$862.85
44	Verizon Service Area	20 Mbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$994.34
45	Other Service Area	20 Mbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,258.35
46	AT&T Service Area	30 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,188.83
47	CenturyLink Service Area	30 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$949.21
48	Frontier Service Area	30 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,051.78

49	Verizon Service Area	30 Mbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,000.56
50	Other Service Area	30 Mbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,538.90
51	AT&T Service Area	50 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,376.00
52	CenturyLink Service Area	50 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,092.64
53	Frontier Service Area	50 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,410.96
54	Verizon Service Area	50 Mbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,184.74
55	Other Service Area	50 Mbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$2,001.34
56	AT&T Service Area	100 Mbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,651.41
57	CenturyLink Service Area	100 Mbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,420.17
58	Frontier Service Area	100 Mbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,876.36
59	Verizon Service Area	100 Mbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$1,527.42
60	Other Service Area	100 Mbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$2,389.80
61	AT&T Service Area	1 Gbps - AT&T Service Area	Nationwide	36 Month Term	\$1,284.56	\$4,368.39
62	CenturyLink Service Area	1 Gbps - CenturyLink Service Area	Nationwide	36 Month Term	\$1,284.56	\$6,521.31
63	Frontier Service Area	1 Gbps - Frontier Service Area	Nationwide	36 Month Term	\$1,284.56	\$6,274.37
64	Verizon Service Area	1 Gbps - Verizon Service Area	Nationwide	36 Month Term	\$1,284.56	\$4,198.46
65	Other Service Area	1 Gbps - Other Service Area	Nationwide	36 Month Term	\$1,284.56	\$4,956.86
66	Any Service Area	2 Gbps - Any Service Area	Nationwide	36 Month Term	\$1,284.56	\$5,116.54
67	Any Service Area	3 Gbps - Any Service Area	Nationwide	36 Month Term	\$1,284.56	\$6,230.47
68	Any Service Area	5 Gbps - Any Service Area	Nationwide	36 Month Term	\$1,284.56	\$7,450.12
69	Any Service Area	10 Gbps - Any Service Area	Nationwide	36 Month Term	\$1,284.56	\$8,786.90
70	Any Service Area	100 Gbps - Any Service Area	Nationwide	36 Month Term	\$1,284.56	\$22,162.50
71	Any Service Area	IP Block - /30	N/A	12 Month Term	N/A	N/A
72	Any Service Area	IP Block - /29	Nationwide	12 Month Term	N/A	\$25.05
73	Any Service Area	IP Block - /28	Nationwide	12 Month Term	N/A	\$35.07
74	Any Service Area	IP Block - /27	Nationwide	12 Month Term	N/A	\$50.10
75	Any Service Area	IP Block - /26	Nationwide	12 Month Term	N/A	\$75.15
76	Any Service Area	IP Block - /25	Nationwide	12 Month Term	N/A	\$100.20
77	Any Service Area	IP Block - /24	Nationwide	12 Month Term	N/A	\$165.33
78	Any Service Area	IP Block - /30	Nationwide	36 Month Term	N/A	N/A
79	Any Service Area	IP Block - /29	Nationwide	36 Month Term	N/A	\$25.05
80	Any Service Area	IP Block - /28	Nationwide	36 Month Term	N/A	\$35.07
81	Any Service Area	IP Block - /27	Nationwide	36 Month Term	N/A	\$50.10
82	Any Service Area	IP Block - /26	Nationwide	36 Month Term	N/A	\$75.15
83	Any Service Area	IP Block - /25	Nationwide	36 Month Term	N/A	\$100.20
84	Any Service Area	IP Block - /24	Nationwide	36 Month Term	N/A	\$165.33
84	Any Service Area	Router	Nationwide	36 Month Term	\$2,760.00	\$104.99

Prices are subject to change if construction is necessary to deliver the requested service.

Prices exclude modem and router costs, which vary based on customer specifications and models.

Prices exclude applicable taxes, fees and surcharges in accordance with applicable law, tariff or regulatory provisions.

Ethernet Transport Services	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1	Ethernet Transport Services	Point to Point Circuits are subject to ceiling rates equivalent to the sum of each applicable ends Dedicated Internet Access rates, i.e. a 1 Gbps point to point circuit on a 36 month term where each end falls within AT&T service areas would be equal to \$4,956.86 MRC + \$4,956.86 MRC total ceiling rate.				
Wireless Data Services	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1						
2						
3						
4						
5						
6	Remote Geography or limited connectivity					
Analog POTS	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1			AL		\$180.62	\$77.13

2	AR		AR		\$180.62	\$75.35
3	AZ		AZ		\$180.62	\$113.77
4	CA		CA		\$180.62	\$73.37
5	CO		CO		\$180.62	\$98.24
6	CT		CT		\$180.62	\$53.77
7	DC		DC		\$180.62	\$32.87
8	DE		DE		\$180.62	\$44.33
9	FL		FL		\$180.62	\$120.36
10	GA		GA		\$180.62	\$77.13
11	HI		HI		\$180.62	\$88.65
12	IA		IA		\$180.62	\$92.39
13	ID		ID		\$180.62	\$113.23
14	IL		IL		\$180.62	\$81.38
15	IN		IN		\$180.62	\$141.93
16	KS		KS		\$180.62	\$255.17
17	KY		KY		\$180.62	\$77.13
18	LA		LA		\$180.62	\$77.13
19	MA		MA		\$180.62	\$50.15
20	MD		MD		\$180.62	\$44.08
21	ME		ME		\$180.62	\$41.28
22	MI		MI		\$180.62	\$84.82
23	MN		MN		\$180.62	\$147.37
24	MO		MO		\$180.62	\$156.75
25	MS		MS		\$180.62	\$77.13
26	MT		MT		\$180.62	\$87.20
27	NC		NC		\$180.62	\$97.72
28	ND		ND		\$180.62	\$148.25
29	NE		NE		\$180.62	\$194.81
30	NH		NH		\$180.62	\$46.67
31	NJ		NJ		\$180.62	\$70.44
32	NM		NM		\$180.62	\$219.64
33	NV		NV		\$180.62	\$233.29
34	NY		NY		\$180.62	\$40.21
35	OH		OH		\$180.62	\$148.00
36	OK		OK		\$180.62	\$75.35
37	OR		OR		\$180.62	\$139.01
38	PA		PA		\$180.62	\$110.86
39	RI		RI		\$180.62	\$45.25
40	SC		SC		\$180.62	\$139.16
41	SD		SD		\$180.62	\$85.41
42	TN		TN		\$180.62	\$115.83
43	TX		TX		\$180.62	\$154.96
44	UT		UT		\$180.62	\$82.40
45	VA		VA		\$180.62	\$146.28
46	VT		VT		\$180.62	\$39.94
47	WA		WA		\$180.62	\$164.91
48	WI		WI		\$180.62	\$89.20
49	WV		WV		\$180.62	\$97.19
50	WY		WY		\$180.62	\$133.10
51	Remote Geography or limited connectivity			For services in resale or remote areas, additional surcharge may apply.	N/A	\$9.99
51	Remote Geography or limited connectivity			For services outside of Granite's service area, Granite may re-bill and manage the line at a monthly fee.	N/A	\$9.95

PRI (TDM or IP based)	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1	Teams Direct Trunking Bundle			Includes 1 SIP Teams Direct Routing Call Path, NAC, and up to 50 DIDs	N/A	\$24.49
2	SIP to PRI Bundle			Includes 23 SIP Trunks, 23 NAC, and rental equipment. May be delivered over existing access, or paired with access quote.	N/A	\$165.00

Satellite Internet	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
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			LEO Kit w edgeboot bundle, professional installation (customer may elect self-install), standard device shipping, activation, and either 50 GB or 500 GB included Data Plan. Customers will be automatically opted in to receive an additional 50GB data at \$30 NRC when they hit 95% of their original data allotment. You can also add additional data blocks on top of these mains service plans for a maximum of 6TB of data. Service is provided on a Month to Month Term.		\$4,199.99	\$283.54
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Other A	POD/region	Carrier(s)	States or geographies	Other defining characteristics of the POD	NRC Not to Exceed Cost	MRC Not To Exceed Cost
1	DID - SIP		Nationwide		N/A	\$ 0.35
2	LEO Add on Data - 50 GB		Nationwide		N/A	\$ 30.00
3	LEO Add on Data - 100 GB		Nationwide		N/A	\$ 60.00
4	LEO Add on Data - 150 GB		Nationwide		N/A	\$ 90.00
5	LEO Add on Data - 200 GB		Nationwide		N/A	\$ 120.00
6	LEO Add on Data - 500 GB		Nationwide		N/A	\$ 150.00
7	LEO Add on Data - 1 TB		Nationwide		N/A	\$ 300.00
8	LEO Add on Data - 1.5 TB		Nationwide		N/A	\$ 450.00
9	LEO Add on Data - 2 TB		Nationwide		N/A	\$ 600.00
10	LEO Add on Data - 2.5 TB		Nationwide		N/A	\$ 750.00
11	LEO Add on Data - 3 TB		Nationwide		N/A	\$ 900.00
12	LEO Add on Data - 3.5 TB		Nationwide		N/A	\$ 1,050.00
13	LEO Add on Data - 4 TB		Nationwide		N/A	\$ 1,200.00
14	LEO Add on Data - 4.5 TB		Nationwide		N/A	\$ 1,350.00
15	LEO Add on Data - 5 TB		Nationwide		N/A	\$ 1,500.00
16	LEO Add on Data - 5.5 TB		Nationwide		N/A	\$ 1,650.00
17	LEO Pause Service		Nationwide		N/A	\$ 19.99
18	Managed Network Services - Essentials		Nationwide		N/A	\$ 34.99
19	Managed Network Services - Enhanced		Nationwide		N/A	\$ 0.02
20	IE Usage - per minute		Nationwide		N/A	\$ 0.05
21	IA Usage - per minute		Nationwide		N/A	\$ 4.95
22	Toll Free Service		Nationwide		N/A	\$ 15.50
23	Easy AA		Nationwide		N/A	\$ 27.50
24	Premium AA		Nationwide		N/A	\$ 8.99
25	Operator Connect for Microsoft Teams		Nationwide		N/A	\$ 35.00
26	Direct Trunk Failover		Nationwide		N/A	\$ 34.95
27	edgeboot		Nationwide		N/A	\$ 5.99
28	edgeboot-Additional Port		Nationwide		N/A	\$ 44.99
29	edgebootPro (1GB Plan)		Nationwide		N/A	\$ 49.99
30	edgebootPro (2GB Plan)		Nationwide		\$ 199.00	N/A
31	Granite Site Survey		Nationwide		\$ 99.00	N/A
32	Install, per hour billed in 30-minute increments.		Nationwide		N/A	\$ 44.99
33	EPIK Wireline		Nationwide		\$ 85.00	N/A
34	Network Integration - Standard Service Order - Structured Cabling Technician Dispatch		Nationwide		\$ 109.00	N/A
35	Network Integration - Standard Service Order - Structured Cabling Technician Hourly, Billed in 30 minute increments		Nationwide		\$ 85.00	N/A
36	Network Integration - Standard Service Order - Voice/Data Technician Dispatch		Nationwide		\$ 145.00	N/A
37	Network Integration - Standard Service Order - Voice/Data Technician Hourly, Billed in 30 minute increments		Nationwide		\$ 85.00	N/A
38	Network Integration - Next Business Day Dispatch (Expedited) - Structured Cabling Technician Dispatch		Nationwide		\$ 160.00	N/A
39	Network Integration - Next Business Day Dispatch (Expedited) - Structured Cabling Technician Hourly, Billed in 30 minute increments		Nationwide		\$ 85.00	N/A
40	Network Integration - Next Business Day Dispatch (Expedited) - Voice/Data Technician Dispatch		Nationwide		\$ 85.00	N/A
41	Network Integration - Next Business Day Dispatch (Expedited) - Voice/Data Technician Hourly, Billed in 30 minute increments		Nationwide		\$ 200.00	N/A
42	Network Integration - Same Business Day Dispatch (Critical) - Structured Cabling Technician Dispatch		Nationwide		\$ 100.00	N/A
43	Network Integration - Same Business Day Dispatch (Critical) - Structured Cabling Technician Hourly, Billed in 30 minute increments		Nationwide		\$ 220.00	N/A
44	Network Integration - Same Business Day Dispatch (Critical) - Voice/Data Technician Dispatch		Nationwide		\$ 115.00	N/A
45	Network Integration - Same Business Day Dispatch (Critical) - Voice/Data Technician Hourly, Billed in 30 minute increments		Nationwide		\$ 220.00	N/A

All Network Integration is a minimum of 2 hours labor. Standard Service Order is defined as 48 hours advanced notice prior to 3PM EST. Next Business Day Dispatch for Expedited Service Orders is defined as a dispatch scheduled 24 to 48 hours in advance prior to 3 PM EST. Same Business Day Dispatch for Business Critical Service Orders is defined as same day if requested before 3 PM EST, next day if requested after 3 PM EST. Rates only apply to dispatches during 8AM - 5PM Monday - Friday business hours. Dispatches outside of Business Hours are considered Same Business Day Dispatches. Dispatched canceled less than 24 hours in advance or same day will be charged a \$150.00 cancellation fee. All Service Tickets have an automatic \$14.50 miscellaneous materials charge. Structured Cabling Technicians: Cable Installation, T1 Extensions, Preconfigured Hardware Installation, Site Surveys, Site Audits, Wireless Access Points, Cable Clean Up, Cabling Removal, POS Installations, Cable Certifications

*Data Technicians: Phone Systems, Fiber, Networking, Configurations, Switches, Cutovers, T-1 Turnups.*

For each Category 6 pricing supplier will explain what constitutes a "remote geography or limited connectivity exception to the not to exceed pricing and will demonstrate how they will provide the local government with reasonable price justification for specific connectivity in a location. Supplier will provide as many options as possible include alternate connectivity such as satellite to mitigate costs and to support the government in justifying connectivity decision making.

In the event that a government requires nonstandard equipment supplier may submit a catalog of hardware at the start of the contract and an update every 6 months thereafter along with a discount off list pricing for the hardware below. Government shall have to obligation to buy no standard equipment through this contract and this is provided as a convenience for POTS Modernization and MNS services.