

# Granite Channels

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Future is NOW



# Spend and Distribution

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Global IT spend to reach \$4.5T in 2022 – *Gartner 2021*

- In 2021, U.S. spending on technology products, services and staff was estimated at \$1.94T – *Statista*
- SLED Projected IT expected spend for Fiscal 2022 is \$128.9B – *Deltek 2021*
- US Federal Gov't Fiscal 2022 IT Budget is \$95.7B – *Deltek 2021*

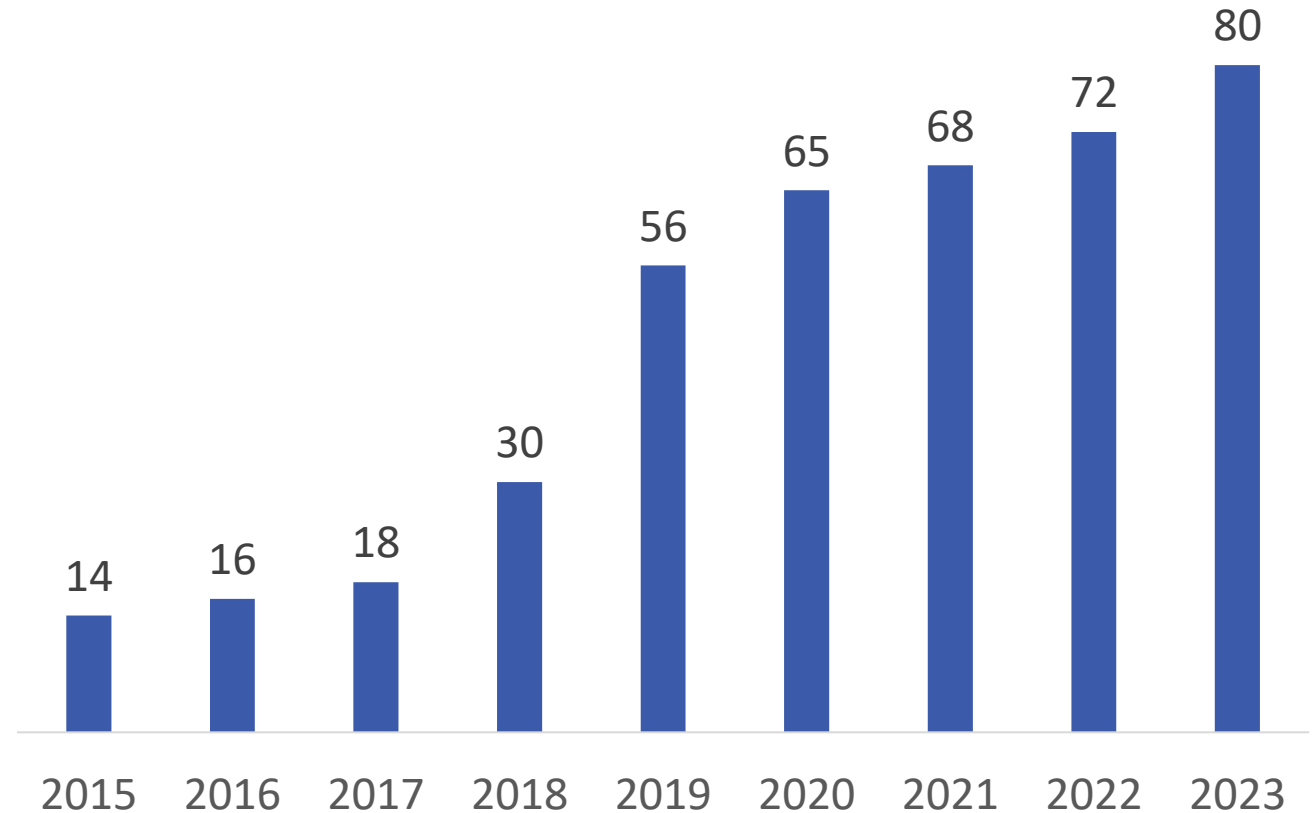
Currently, 64% of tech industry spending flows through the channel or indirect sales –  
*Forrester Research 2022*

# The Channel

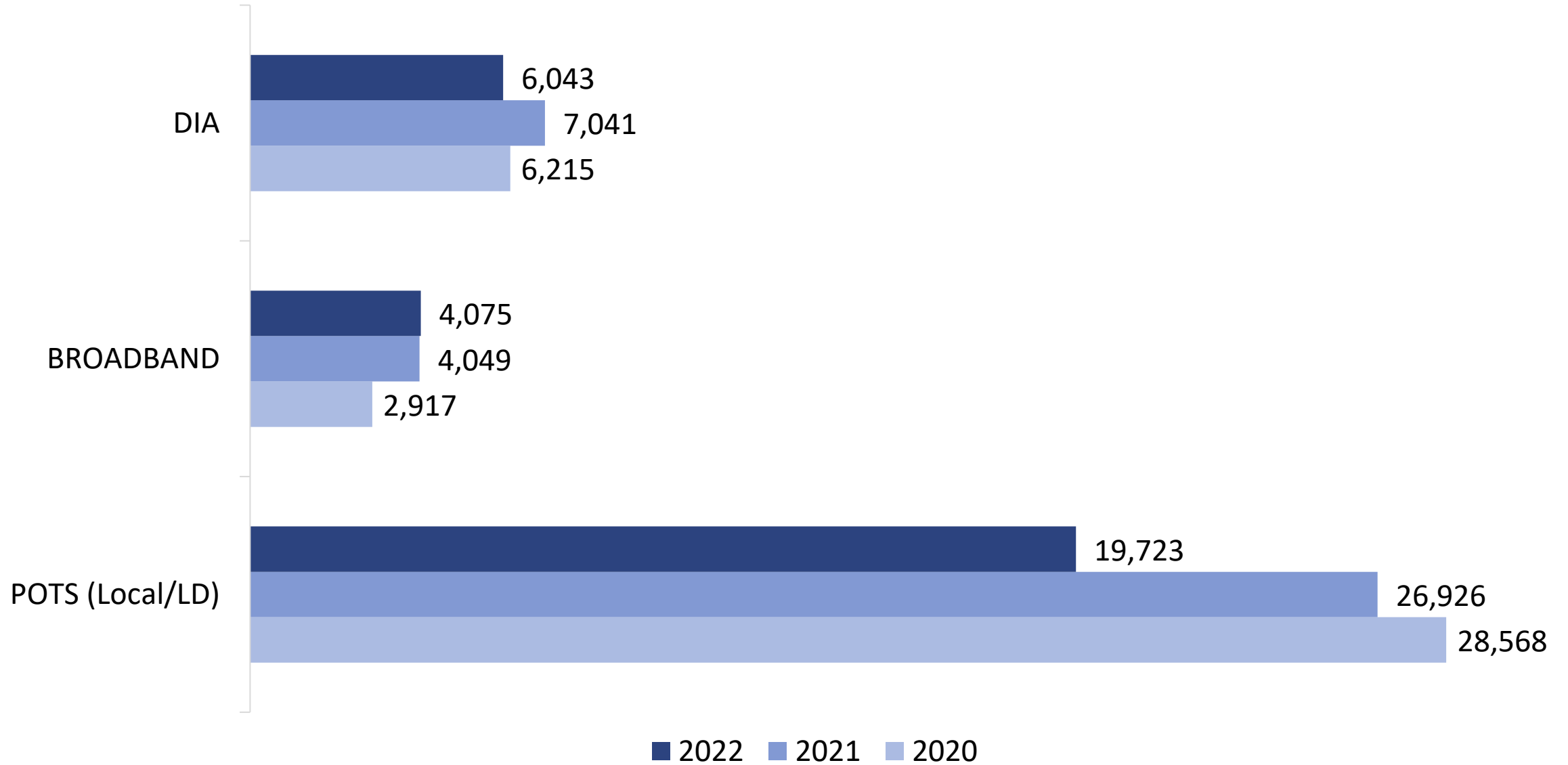
- Our team interacts with every facet of Granite's organization:

- Product
- Operations
- Legal
- Carrier Relations
- Networks/IT
- Finance
- Customer Support
- Facilities, Government
- Relationship Development
- Project Management

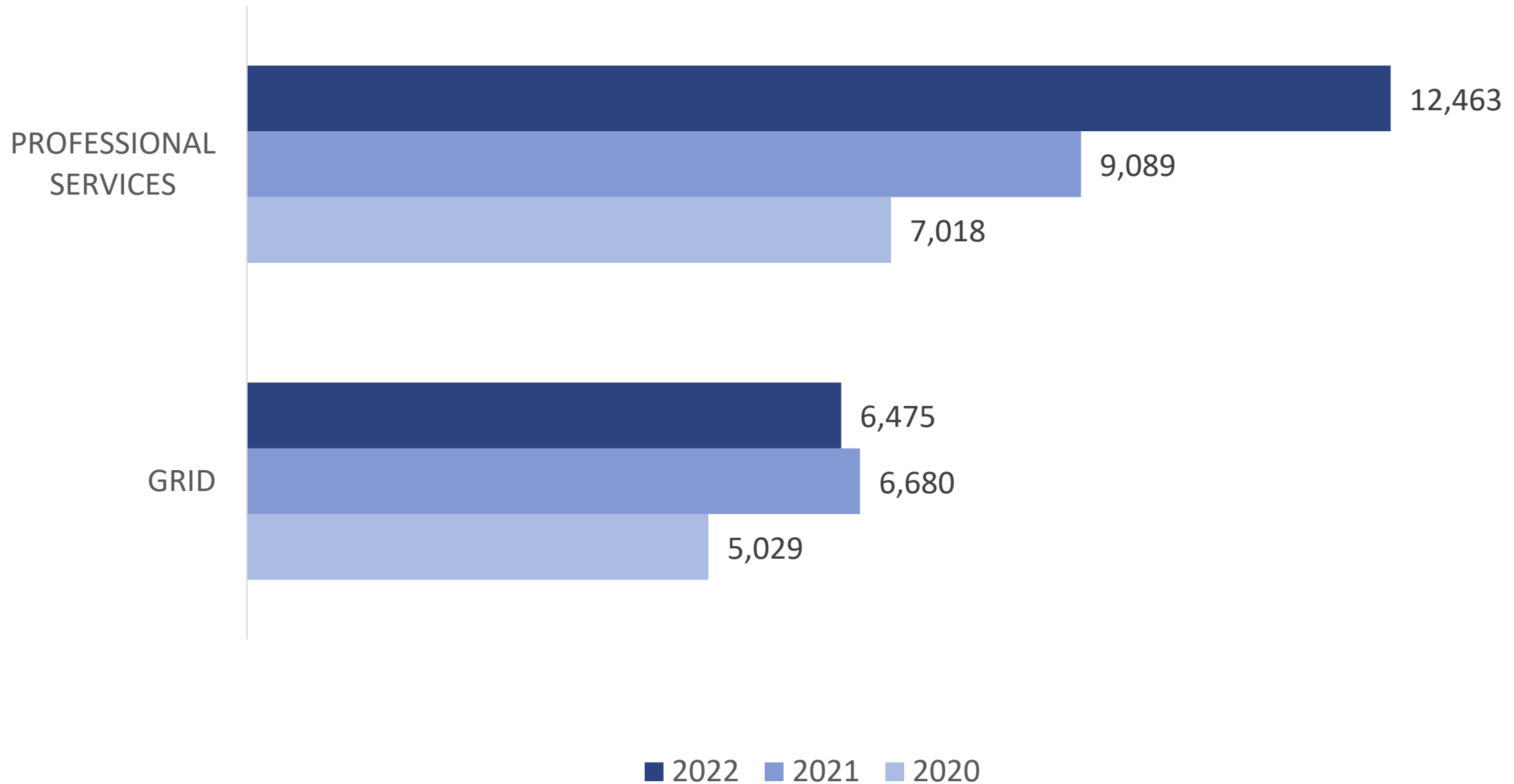
- Multiple Responsibilities
- Drive Dynamic Growth
- Long Term Opportunity to Succeed



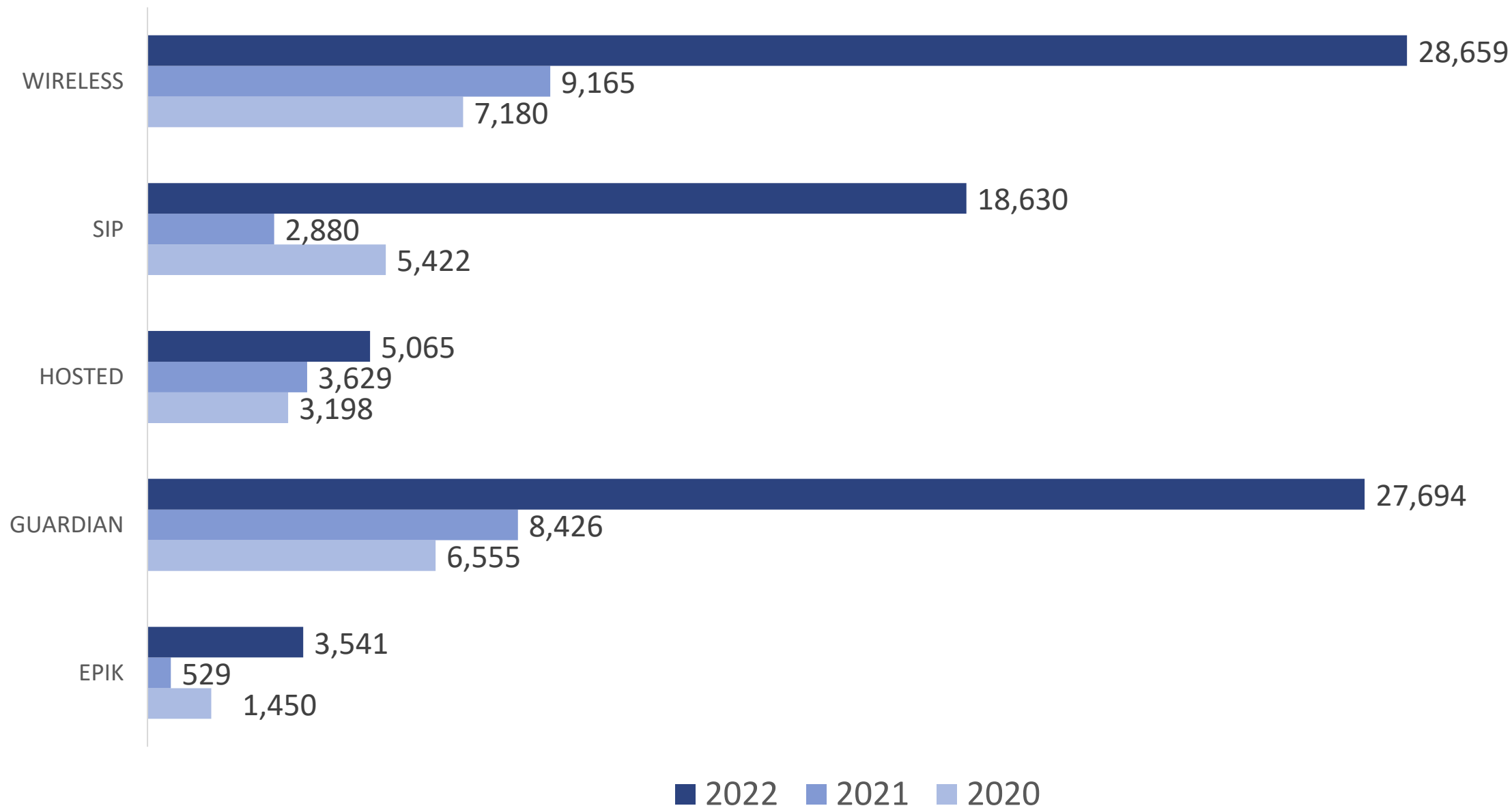
# Growing Channels



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# Growing Channels





- 20 Years of Commitment
- 42% of Annual Growth
- Nationwide Regional Expansion
- Dedicated Support
- Collaboration Potential
- Client Services
- New Products
- Next Milestone: \$510,000,000

# Power of Partnership

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# Thank you

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**#PowerOfPartnership**

**The Future is NOW**