Granite Channels

Future is NOW
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

<table>
<thead>
<tr>
<th>Service</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROFESSIONAL SERVICES</td>
<td>5,029</td>
<td>7,018</td>
<td>9,089</td>
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<tr>
<td>GRID</td>
<td>5,029</td>
<td>6,680</td>
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2022 2021 2020
Growing Channels

<table>
<thead>
<tr>
<th>Channel</th>
<th>2022</th>
<th>2021</th>
<th>2020</th>
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<tbody>
<tr>
<td>Wireless</td>
<td>28,659</td>
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<td>SIP</td>
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<td>5,422</td>
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<td>6,555</td>
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<tr>
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<td>6,555</td>
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<tr>
<td>EPIK</td>
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<td>1,450</td>
<td>529</td>
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Channels Future

- 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
Thank you

#PowerOfPartnership
The Future is NOW