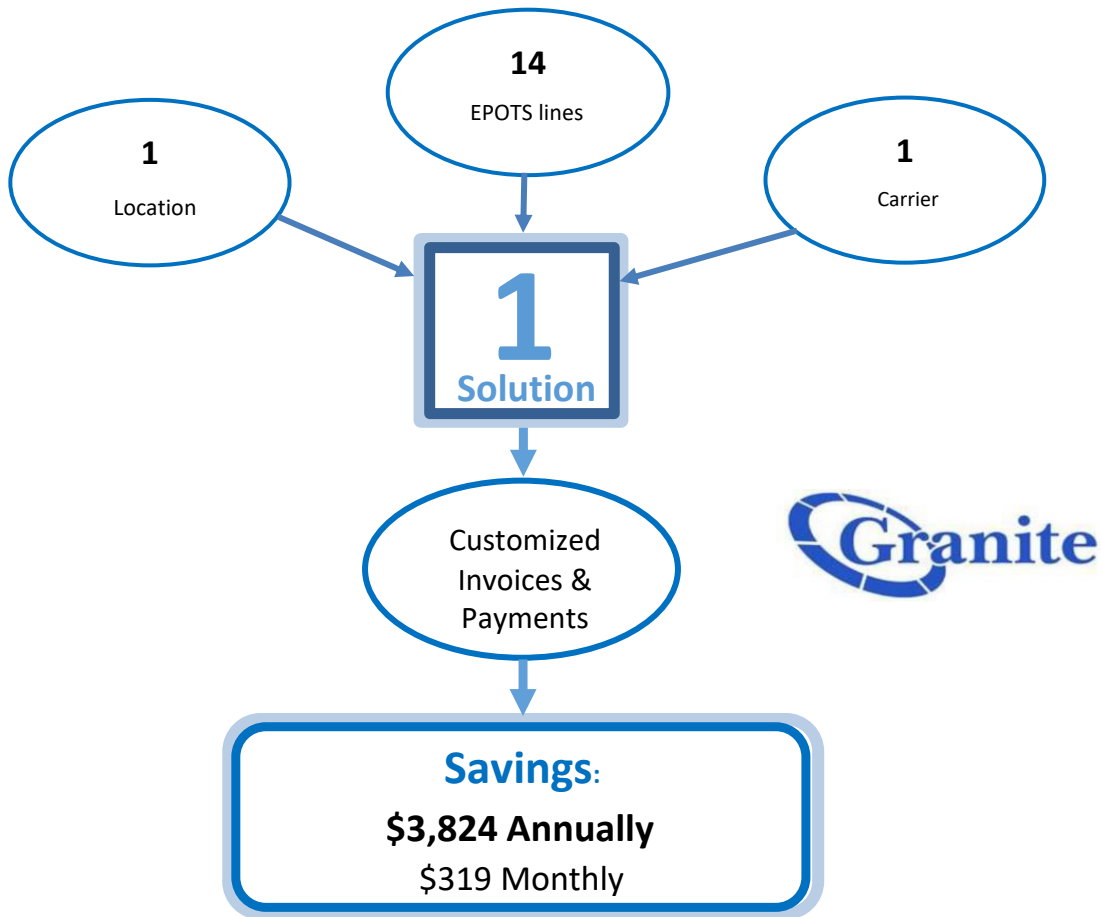


The Value in Partnering with Granite

Granite provides voice, data and other products and services to multi-site businesses and governmental agencies. Granite serves more than two-thirds of the *Fortune* 100 companies, servicing more than 1.75 million voice and data lines. Since 2002, Granite has helped customers simplify and manage local and long-distance phone services, with a single point of contact and one invoice for all locations throughout the United States and Canada. No longer just the industry leader for Plain Old Telephone Services (POTS), Granite provides a full range of advanced communications solutions, including Internet access, SD-WAN, wireless WAN, hosted PBX, SIP trunking, mobile voice and data, mobile device management, managed security and network integration – all in a single, seamless solution.



- ◆ 1 National Account Manager
- ◆ 1 Customized bill with standard accounting software integration
- ◆ 1 Customer portal with extensive data analytics
- ◆ 1 National Account Manager with Industry expertise

◆ Complete Coverage

◆ One Source, One Bill

◆ Support 24/7

Granitenet.com

866.847.1500



ADS Quote Request Summary

Prepared On: 04/21/2022

Quote Expiration Date: 07/20/2022

Quote Request: 44157

Address	City	State	NPA	NXX	Granite Service	Current Amount	Granite Amount	Savings	Term
9893549644		MI	989	354	14 Emulated POTS	\$534.52	\$215.86	\$318.66	3 Year
Grand Total						\$534.52	\$215.86	\$318.66	3 Year
Total Savings %								60%	

Equipment	NRC	MRC	Qty	Total NRC	Total MRC
HT812 ATA	\$38.00	\$1.99	2	\$76.00	\$3.98
HT814 ATA	\$90.00	\$7.99	2	\$180.00	\$15.98
HT818 ATA	\$140.00	\$12.99	1	\$140.00	\$12.99

THIS QUOTE IS AN ESTIMATE. Pricing is subject to availability.

All Services are subject to the General Terms and Conditions of Service set forth at www.granitenet.com.

The information contained herein is confidential and proprietary.

Some taxes, surcharges, regulatory fees and non-recurring charges may be included, additional may apply.



Path to Partnership

County of Alpena

ADS Quote Request Detail

Prepared On: 04/21/2022

Quote Expiration Date: 07/20/2022

Quote Request: 44157

Address	Granite Service	Speed	Current Amount	Granite Amount	Savings	Term
9893549644	Emulated POTS		\$534.52	\$153.86	\$380.66	3 Year
9893549644	Network Access Charge		\$0.00	\$56.00	-\$56.00	3 Year
9893549644	Unlimited Domestic (ePOTS)		\$0.00	\$6.00	-\$6.00	3 Year
Grand Total			\$534.52	\$215.86	\$318.66	3 Year
Total Savings %					60%	

THIS QUOTE IS AN ESTIMATE. Pricing is subject to availability.

All Services are subject to the General Terms and Conditions of Service set forth at www.granitenet.com.

The information contained herein is confidential and proprietary.

Some taxes, surcharges, regulatory fees and non-recurring charges may be included, additional may apply.



Network Integration Products

Monthly Payment Option

Service	NRC	1 Year	2 Year	3 Year
Site Survey	\$199.00	\$18.42	\$10.11	\$7.38
Predictive Heat Mapping (up to 10k Sq Ft)	\$349.00	\$32.30	\$17.73	\$12.93
Installation of a Broadband or DIA circuit, a Router, Managed Service, Cradlepoint &/or Switch	\$199.00	\$18.42	\$10.11	\$7.38
Hosted Voice Installation (Analog Handoff)	\$199.00	\$18.42	\$10.11	\$7.38
Hosted PBX Installation (up to 4 phones)	\$298.00	\$27.58	\$15.14	\$11.04
Hosted PBX Installation - Additional phone	\$25.00	\$2.31	\$1.27	\$0.93
ADS Diagnostic Dispatch - hourly rate	\$125.00	\$11.57	\$6.35	\$4.63
Test & Tone - hourly rate	\$99.00	\$9.16	\$5.03	\$3.67
Additional Hour for On-site Data Technician	\$125.00	\$11.57	\$6.35	\$4.63
Single Cat 5e Plenum Cable Drop	\$299.00	\$27.67	\$15.19	\$11.08
Single Cat 6 Plenum Cable Drop	\$325.00	\$30.08	\$16.51	\$12.05
Dmarc Cat 5e Plenum Cable Drop	\$325.00	\$30.08	\$16.51	\$12.05
Warehouse Cat 5e Plenum Cable Drop	\$449.00	\$41.55	\$22.81	\$16.64
WAN Wireless Antenna Install Short	\$50.00	\$4.63	\$2.54	\$1.85
WAN Wireless Antenna Install Long	\$100.00	\$9.25	\$5.08	\$3.71
PRI Installation	\$199.00	\$18.42	\$10.11	\$7.38
Managed Wi-Fi Installation	\$199.00	\$18.42	\$10.11	\$7.38
Additional WAP Installation	\$49.00	\$4.53	\$2.49	\$1.82
Managed Wi-Fi Peripherals Installation	\$49.00	\$4.53	\$2.49	\$1.82
MPOE Extension - After Site Survey				
***Travel / Dispatch	\$65.00	\$6.02	\$3.30	\$2.41



Granite Guardian Services

Access Remediation Options

Keep your business safe and productive using optimal network bandwidth and access to your services using Granite's web-based monitoring tool, notifying you in a timely manner and addressing any issues directly to your service provider.

Proactive Ticketing - Access \$10 per Month Min 1 Year Term

24x7 Monitoring and Remediation Service that can be added to any Broadband Circuit with a Public IP Address

Includes:

- 24/7 monitoring via ICMP ping to Static IP
- Automatic ticketing
- Remediation
- Trouble ticket reporting

Advanced Monitoring - Wireless Broadband/IoT Access \$20 per Month Min 2 Year Term

24x7 Monitoring and Remediation Service that can be added to any Cradlepoint or Digi Mobility Device

Includes:

- Proactive Ticketing +
- Portal with Granalytics and reporting

Advanced Monitoring - On-Net Access \$30 per Month Min 2 Year Term

24x7 Monitoring and Remediation Service that can be added to any DIA Circuit on Granite's Network

Includes:

- Proactive Ticketing +
- Portal with Granalytics and reporting

Advanced Monitoring - Off-Net Access \$40 per Month Min 2 Year Term

24x7 Monitoring and Remediation Service that can be added to a 1 Gbps or less DIA or Broadband Circuit that is not on Granite's

Includes:

- Proactive Ticketing +
- Portal with Granalytics and reporting
- 1 Gbps throughput network interface hardware provided by Granite



GOVERNMENT ACCOUNT FORM AND LETTER OF AGENCY

Multi-Services

Sales Rep: John Barnett

Order Date: 4/21/2022

CUSTOMER INFORMATION

Government Entity Name ("Customer"):	County of Alpena
Billing Telephone Number:	
Designated Contact:	
Contact Phone Number:	
Service Address (Street/Suite): See Appendix A-1	
Mailing/Billing Address (Street/Suite):	
City:	
State/Zip Code:	
Additional Comments/Notes (if any):	

AGREEMENT AND AUTHORIZATION

By signing this Government Account Form and Letter of Agency ("LOA"), Customer hereby (a) engages Granite Telecommunications, LLC and/or its affiliates ("Granite") to provide Services as set forth in **Appendix A**, attached hereto and incorporated herein, and such other Services as Customer may order from time to time after the date hereof and (b) authorizes and appoints Granite to act as its agent solely for the purposes of handling all arrangements for establishing, converting, ordering, changing and/or maintaining such Services, and to take such other actions as are reasonably necessary to provide such Services and as Customer may request from time to time. Customer directs its current service provider(s), if any, to work with Granite to affect these changes.

Customer agrees to all of the Terms and Conditions of Service as set forth at www.granitenet.com/legal (as such may be modified from time to time, the "Terms of Service"), including, without limitation, the additional terms and conditions of service specifically applicable to a specific service.

Services under this Agreement shall be for 3 years. Customer may cancel services at any time given 30 (thirty) days written notice.

The Terms of Service set forth rights and responsibilities of Customer and Granite concerning Services to be provided and in regards to other important topics. If Customer does not agree to the Terms of Service, the authorized representative of Customer should not sign this LOA. All terms and conditions of the Terms of Service are incorporated herein by reference. **The Customer Disclosures attached hereto are an integral part of this LOA. This LOA is confidential and may not be disclosed to third parties except as required by applicable law.**

SIGNATURE

The undersigned is authorized to sign on behalf of Customer and Customer agrees to be bound by the Terms of Service. This LOA is effective as of the date of execution below.

Customer:

By: _____

Print Name: _____

Title: _____

Date: _____

Signing this Government Account Form and Letter of Agency will result in a change of service provider(s).



CUSTOMER DISCLOSURES INTERNET BASED SERVICES

Customer acknowledges and agrees that certain Internet Based Services (which for purposes of this Customer Disclosure, includes, but is not limited to, Hosted PBX, SIP Trunking, SIP PRI, Hosted Voice, Virtual Auto Attendant and Virtual Voicemail Services), ordered through Granite may not operate in the same manner as traditional wireline phone service and that the following terms and conditions apply with respect to such Internet-Based Services: (a) such services are designed only for use with a compatible PBX or similar advanced telephone system; (b) such services only support Granite's local, intralata toll, interstate long distance and international voice services; (c) such services DO NOT support auto dialers, predictive dialers, telemarketing applications, modems, credit card process, heavy faxing lines and elevator lines (only POTS lines should be used for these purposes); (d) a qualified vendor must install the equipment and service at Customer's sole expense and Granite will not process any order without a qualified vendor involved in the installation process; and (e) Granite requires that Customer provide a complete list of all phone numbers to be ported, any numbers omitted from the list may result in those numbers not being ported at the time of circuit turn-up. Granite will attempt to retrieve CSRs from the existing carrier(s), but cannot guarantee its ability to obtain such CSRs. Customer agrees to provide Granite with complete CSRs, if requested. CUSTOMER ACKNOWLEDGES AND AGREES THAT SOME OF THE SERVICES PROVIDED BY GRANITE ARE INTERNET-BASED SERVICES AND THAT 911 SERVICES ON INTERNET-BASED SERVICES ARE DIFFERENT THAN THAT OF TRADITIONAL WIRELINE SERVICE. FOR BASIC 911 OR E911 TO BE ACCURATELY ROUTED TO THE APPROPRIATE EMERGENCY RESPONDER, CUSTOMER MUST PROVIDE GRANITE WITH THE TELEPHONE NUMBER(S) ASSOCIATED WITH SUCH INTERNET-BASED SERVICES FOR THE REGISTERED ADDRESS. CUSTOMER ACKNOWLEDGES THAT INTERNET-BASED SERVICES PROVIDED BY GRANITE MAY NOT SUPPORT BASIC 911 OR E911 DIALING IN THE SAME MANNER AS TRADITIONAL WIRELINE PHONE SERVICE. CUSTOMER AGREES TO INFORM THIRD PARTIES OF THE POTENTIAL COMPLICATIONS ARISING FROM BASIC 911 OR E911 DIALING. SPECIFICALLY, CUSTOMER ACKNOWLEDGES AND AGREES TO INFORM ALL EMPLOYEES, GUESTS, AND OTHER THIRD PERSONS WHO MAY USE SUCH INTERNET-BASED SERVICES THAT BASIC 911 AND E911 SERVICES WILL NOT FUNCTION IN THE CASE OF A SERVICE FAILURE FOR ANY OF THE FOLLOWING REASONS: (A) POWER FAILURES; (B) SUSPENDED OR TERMINATED INTERNET ACCESS SERVICE; (C) SUSPENSION OF SERVICES DUE TO BILLING ISSUES; AND/OR (D) ANY OTHER SERVICE OUTAGES NOT DESCRIBED HEREIN. CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT FAILURE TO PROVIDE A CORRECT PHYSICAL ADDRESS IN THE REQUISITE FORMAT MAY CAUSE ALL BASIC 911 OR E911 CALLS TO BE ROUTED TO THE INCORRECT LOCAL EMERGENCY SERVICE PROVIDER. FURTHERMORE, CUSTOMER RECOGNIZES THAT USE OF SUCH INTERNET-BASED SERVICES FROM A LOCATION OTHER THAN THE LOCATION TO WHICH SUCH SERVICE WAS ORDERED, I.E., THE "REGISTERED ADDRESS," MAY RESULT IN BASIC 911 OR E911 CALLS BEING ROUTED TO THE INCORRECT LOCAL EMERGENCY SERVICE PROVIDER. CUSTOMER IS REQUIRED TO REGISTER THE PHYSICAL LOCATION OF THEIR EQUIPMENT (I.E., IP PHONE, SOFTPHONE, DIGITAL TELEPHONE ADAPTER OR VIDEOPHONE, ETC.) WITH GRANITE AND AGREES TO UPDATE, AND PROVIDE PRIOR WRITTEN NOTICE TO, GRANITE OF THE LOCATION OF SUCH EQUIPMENT WHENEVER THE PHYSICAL LOCATION OF SERVICE FOR A PARTICULAR TELEPHONE NUMBER CHANGES. TO THE EXTENT THAT GRANITE PROVIDES INTERNET-BASED SERVICES WHICH CUSTOMER UTILIZES FOR TRANSMISSION OF ALARM SYSTEM SIGNALS, CUSTOMER ACKNOWLEDGES THAT GRANITE IS NOT RESPONSIBLE FOR THE FUNCTIONALITY OF SUCH ALARM SYSTEMS AND SIGNALS. CUSTOMER UNDERSTANDS THAT INTERNET-BASED SERVICES ARE NOT INFALLIBLE. CUSTOMER SPECIFICALLY ACKNOWLEDGES THAT GRANITE DOES NOT REPRESENT OR WARRANT THAT THE TRANSMISSION OF ALARM SIGNALS WILL NOT BE INTERRUPTED, CIRCUMVENTED OR COMPROMISED. IF INTERNET BASED SERVICES ARE NOT OPERATIVE, NO ALARM SIGNALS CAN BE RECEIVED BY THE MONITORING STATION. CUSTOMER UNDERSTANDS THAT INTERNET-BASED SERVICES MAY BE IMPAIRED OR INTERRUPTED BY ATMOSPHERIC CONDITIONS, INCLUDING ELECTRICAL STORMS, POWER FAILURES OR OTHER CONDITIONS AND EVENTS BEYOND GRANITE'S CONTROL. THE USE OF INTERNET-BASED SERVICES MAY PREVENT FROM THE TRANSMISSION OF ALARM SIGNALS AT ANY TIME, AND/OR INTERFERE WITH THE TELEPHONE LINE-SEIZURE FEATURES OF CUSTOMER'S ALARM SYSTEM. IN THE EVENT CUSTOMER ELECTS TO USE INTERNET-BASED SERVICES FOR ALARM LINES; CUSTOMER IS RESPONSIBLE FOR HAVING THESE SERVICES TESTED BY AN AUTHORIZED ALARM INSPECTION COMPANY TO ENSURE SIGNAL TRANSMISSION FEATURES ARE OPERATIONAL. THESE FEATURES INCLUDE BUT ARE NOT LIMITED TO PROPER FUNCTIONING OF LINE SEIZURE AND THE SUCCESSFUL TRANSMISSION OF SIGNALS TO THE MONITORING STATION. CUSTOMER ACCEPTS FULL RESPONSIBILITY FOR ALARM SYSTEM COMPLIANCE WITH THE AUTHORITY HAVING JURISDICTION. CUSTOMER ACKNOWLEDGES AND AGREES THAT CUSTOMER SHALL BEAR THE SOLE RESPONSIBILITY OF INFORMING THIRD-PARTIES OF POTENTIAL CALL RECORDING USING THE INTERNET-BASED SERVICES.

Initialed by Authorized Signer

Appendix A Services Selected

- checkbox Voice Services (POTs, Long Distance, Local and LD T1 and PRI) (See Note 1)
checkbox Broadband Services
checkbox MPLS and/or Dedicated Internet Access Services
checkbox VoIP Services (Hosted PBX, SIP Trunking, SIP PRI, Hosted Voice, Voice over Cable, Virtual Auto Attendant and Virtual Voicemail Services)
checkbox Mobility Services (Mobility Data and Mobility Voice)
checkbox Granite Grid Services
checkbox Conferencing Services (Audio Conferencing and Web Conferencing)
checkbox Managed Services
checkbox Monitoring Services
checkbox Other Services (List):

Note 1: Unless otherwise noted herein, in addition to these rates and charges set forth in this LOA (a) certain other rates and charges may apply, as provided for by tariff, the FCC or other governmental entity, or other regulation or requirements and (b) Customer will pay to Granite all applicable taxes (including sales, use and excise taxes). In the event that Customer elects additional services, additional fees may apply. Customer acknowledges that it will be charged in accordance with the rates and plans listed on Appendix A-1, attached hereto and incorporated herein, plus any and all additional charges as may be set forth in the Terms of Service.

Note 2: See quote and other documents attached hereto as Appendix A-1 for specific details related to Services ordered.

Appendix A-1 Service Locations and Specifics