DoD Public Safety
TDM Modernization

Granite Telecommunications' *EPIK*

Hosted by
U.S. DISA Emerging Technology Directorate

Visit Our Website
www.granitenet.com

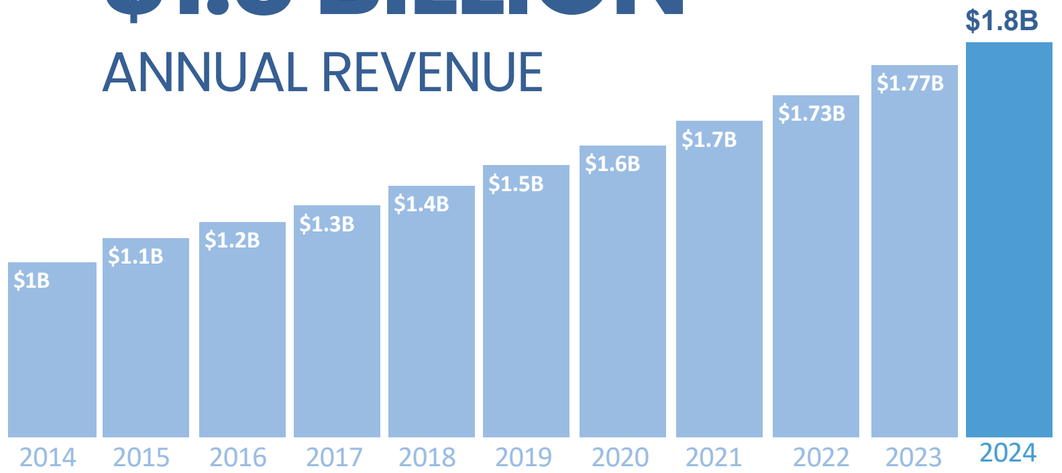
2025

About Granite

Granite provides voice, data and other products and services to multi-site businesses and governmental agencies.

$1.8 BILLION

ANNUAL REVENUE



1.75M
VOICE AND DATA LINES

700k
LOCATIONS SERVICED

6K+
SATISFIED CORPORATE CLIENTS

A+
RATING ON BBB

85+
FORTUNE 100 CUSTOMERS SERVED

80+
FEDERAL AGENCIES

$300 MILLION+
DONATED TO CHARITABLE ORGANIZATIONS... AND WE'RE JUST GETTING STARTED!

Introducing Granite's *EPIK*

Multi-Line Analog Replacement

Including
Alarms, Fax, Elevators, POS, Legacy Modems, vIPer & SCADA

The Time to Act is Now

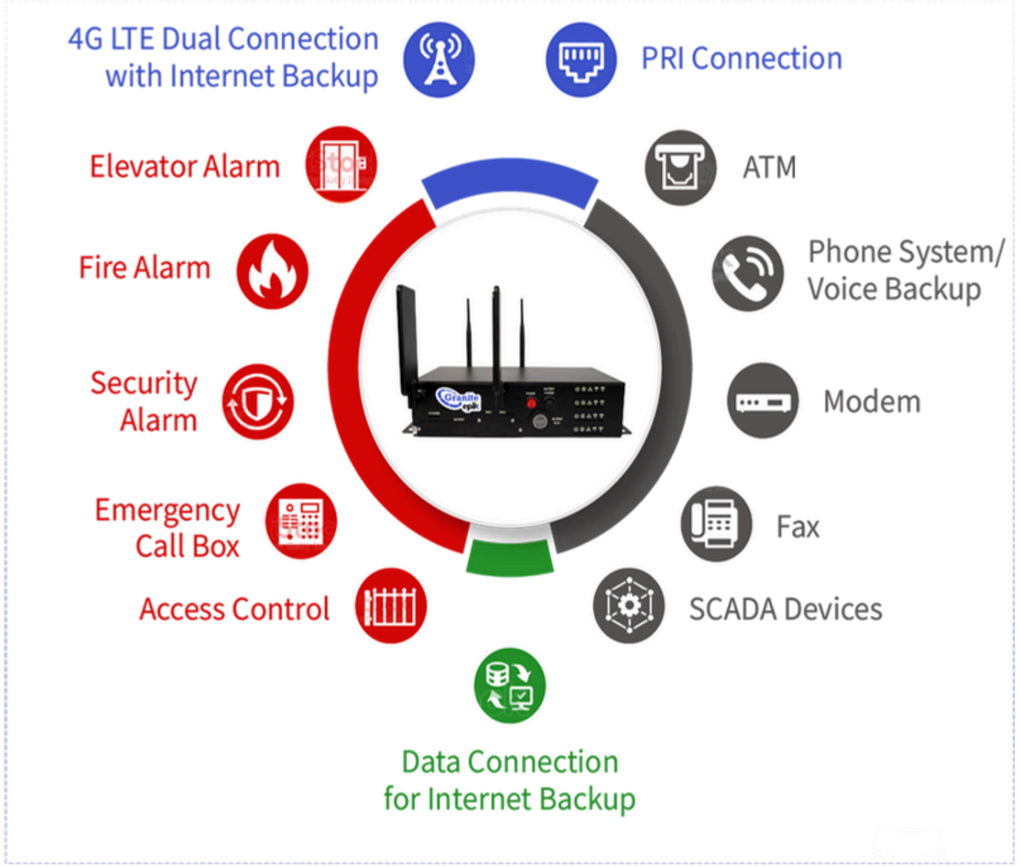
- DoD CIO Memorandum, *"Time Division Multiplexing Technology Elimination,"* October 18, 2021
- Business Case: Estimated Cost Efficiency for NAVY: $6 Billion reduced to $24 Million in modernization project spend
  - Data gathered directly from OPNAV N2/N6
- Landscape: Options are not abundant for DoD
  - Media Gateways
  - POTS in a Box
  - **EPIK**
    - Compliant ✓
    - Secure ✓
    - Cost efficient ✓
    - Turnkey ✓

Granite's *EPIK*

When to consider

Security, Resiliency, & Cost-efficiency

- **Granite's EPIK** is a **direct replacement** for existing analog lines, and supports a wide range of life safety, equipment, and hard-to-replace legacy devices, including
  - Alarms and elevator call boxes
  - Emergency calls, blue light boxes
  - Fax (high-volume and long-form)
  - Door or gate access controls
- Granite's EPIK delivers **reliability** equal to or greater than POTS, with connectivity provided by 4G cellular with optional dual SIMs and intelligent failover to internet or PRI, in addition to 24-hour standby battery capacity.
- Granite EPIK is **available across the US** – even in locations no longer served by traditional copper circuits. It can be **installed almost anywhere** without premises wiring.
- **Pricing is consistent** across the US and may enable **savings of up to 30%.**



Granite's *EPIK*

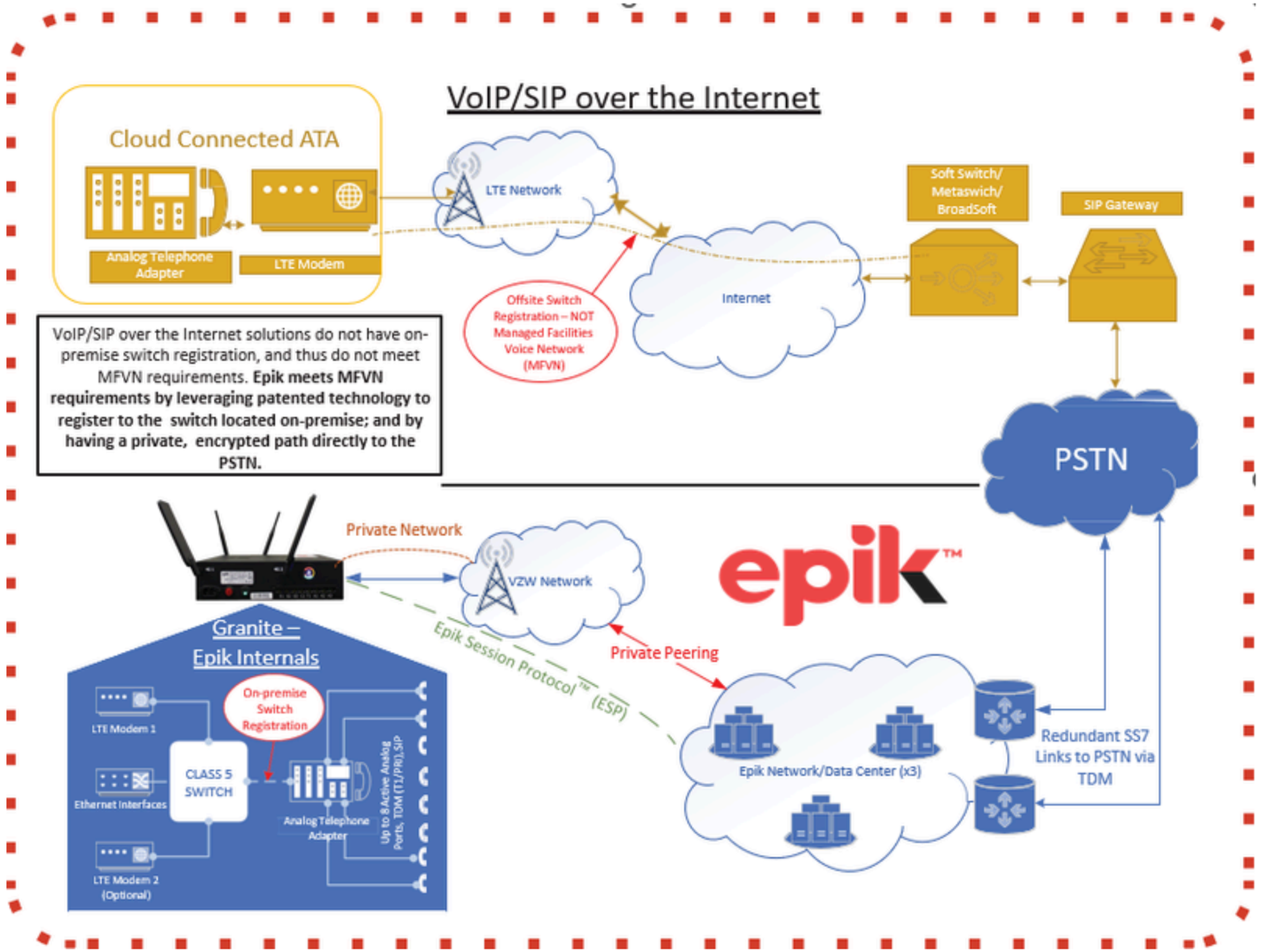
How it works

- Granite's EPIK is an **MFVN replacement for existing POTS lines** that delivers cost savings, reliability and availability with an all-in-one solution*
  - Rack- or wall-mounted Customer Premises Equipment (CPE) that uses 4G LTE, internet or traditional PRI
  - Up to 8 analog phone lines with RJ11, 66-block or PRI hand-off; up to 24 voice lines analog lines with an expansion unit
  - Direct replacement of existing POTS with loop start lines or ground start trunks
  - Internal Li-ion battery provides 24-hour standby power, with 8-hour capacity under full usage
  - Dual-SIM capable on diverse carriers for highest reliability
  - Advanced security with end-to-edge encryption on calls and faxes, private LTE network

*** Some jurisdictions may require wireline connections for certain applications (Fire/Life Safety), and wireline connections may be necessary to furnish service at some locations.**

Granite's *EPIK*
The Difference

Granite's *EPIK* MFVN – Compared to a typical cloud-based ATA



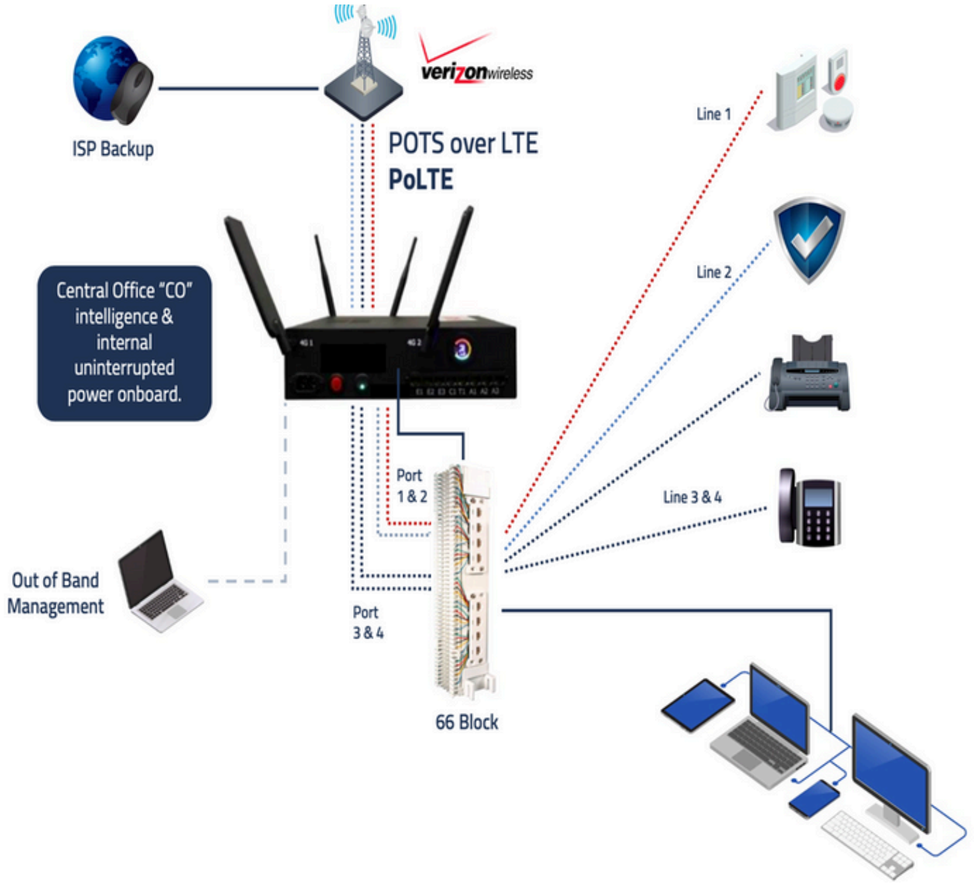
Granite's *EPIK*
Advanced Monitoring

Granite's *EPIK* provides 24/7/365 monitoring that continually monitors and inspects appliance health and key network and line metrics, and includes auto-notification of detected trouble via e-mail and/or text.

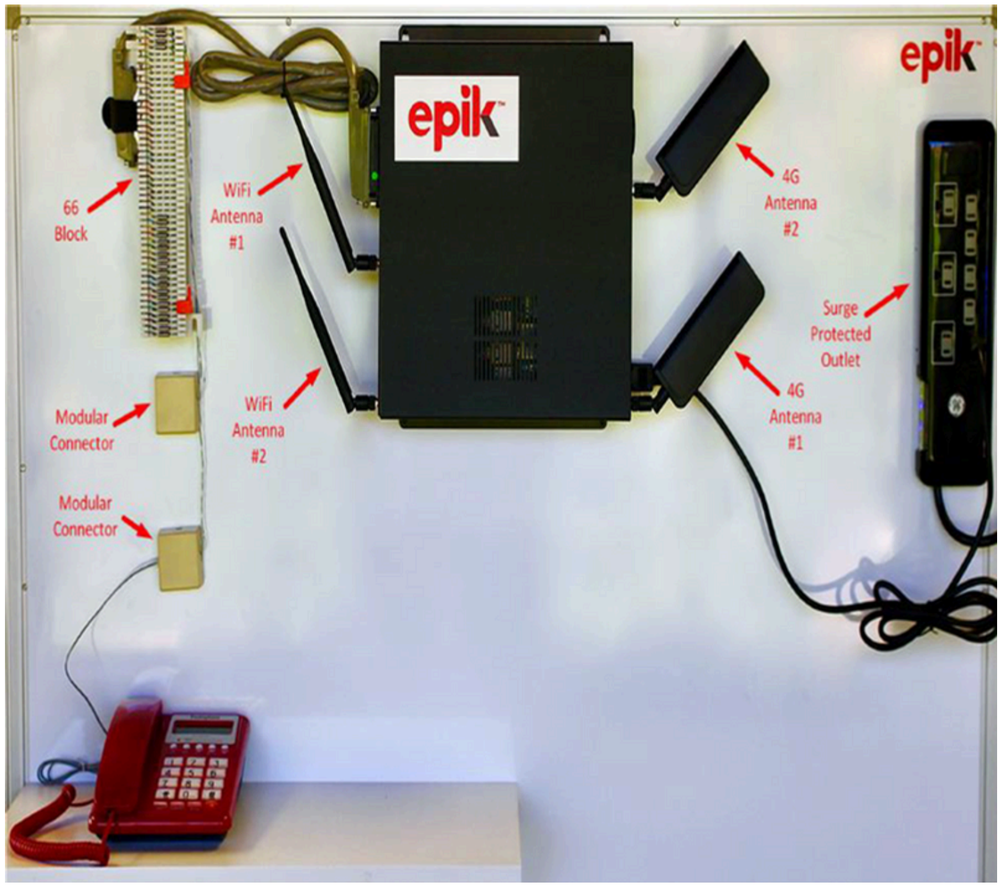
- **Remote network monitoring software continually inspects:**
  - Packet loss
  - Latency
  - Jitter
  - 4G connectivity
  - Bandwidth utilization
  - CPU usage and memory
  - Individual line status

Granite's *EPIK* Installation

Typical "66-Block" Deployment



Actual Installation Example



Granite's *EPIK*
Technical Specifications

- Dual Path Capable
- Private WAN Access over: 4G LTE
- Up to 8 analog connections (RJ 11 or RJ 48)
- Full Battery Back-up with 24-hour standby and 8-hour full voice usage
- Dual WAN equipped- LTE back-up/failover with multi-SIM card support
- Number Portability (LNP)
- 24 x 7 x 365 monitoring and notification
- Intelligent PRI and PRI Failover
- Remote out-of-band monitoring and management
- Auto provisioning support and deployment
- Traffic shaping, QoS management
- Cloud VPN + Smart MPLS
- Customer portal
- Location Programmable E-911 with monitoring and geo-fencing

Contracting/Acquisition

Granite holds the GSA EIS and GSA MAS Schedule 70 Contract

Contracting Agency	Contracting Title	Granite Contracting Number	Contract Publication Page
General Services Administration	Multiple Award Schedule	GS-35F-208BA	Contract Page
General Services Administration	Enterprise Information Systems	GS00Q17NSD3004	Contract Page

We are happy to work with your specific command if you have a preferred path to Simplified Acquisition

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Q&A

Open Discussion

THANK YOU!