



Telecommunications Solutions

**Mercanus is a service-based business delivering
Telecommunications solutions to our customers**

NAICS Codes

517911 - Telecommunications Resellers
541611 - Administrative Management and General Management Consulting Services
541618 - Other Management Consulting Services
561320 - Temporary Help Services

Product Service Codes

D - Automatic Data Processing and Telecommunication
N - Installation of Equipment

Mercanus and Granite

Mercanus is an authorized value-added reseller for Granite Telecommunications. This is a very important relationship for Mercanus and our customers since we both have an expectation of delivering on our promises.

We help our customers:

- Redeploy money
- Receive best in class customer service
- Have a trusted business partner



Key Facts on Mercanus

- Owned and operated by a third-generation combat veteran stretching from WWI to Desert Storm
- CVE certified Service-Disabled Veteran Owned Small Business (SDVOSB) – 12/2018
- VA Procurement Ready Certified – 12/2019
- Over 30 years' experience in Non-IT and IT Program and Project Management including a large scale DMAC project for a Fortune 50 company
- Certified Lean Six Sigma Black Belt Professional
- Over 8 years' experience leading an In-House IT services MSP for a Fortune 50 company
- Over 12 years serving as a board member for HVAF of Indiana, a homeless veteran organization



CBRS Offering

- Citizens Band Radio Service (CBRS) is 150 MHz of spectrum ranging from 3550 to 3700 MHz in the 3.5 GHz band
- The 3.5GHz band is mostly an unused spectrum across the US
- The signal can travel further than WiFi
- Works like a private WiFi
- Can work indoors and outdoors
- Can cast a signal out to 7 miles on a 150-foot pole
- There is a revenue share model available



Products and Services

We can customize the communications strategy tailored to your business needs, for voice and data including:

- Dedicated Internet Access
- Managed Wi-Fi/Firewall
- SD WAN
- Network Monitoring
- LAN / WAN Wireless
- Granite Grid
- Broadband
- Voice/VoIP/SIP
- MPLS
- Hosted PBX
- Public Safety Communications Solution

Benefits



- Boost network performance
- Integrate data redundancy
- Customizable geographical solution
- Customized invoicing
- One source for all communications
- Offer competitive rates
- Reduce capital investments
- Deliver ongoing strategy

Key Facts on Granite

- Founded in 2002
- Over \$1.55 billion in annualized revenue with no debt and more than 2,300 employees
- Customers include over 85 of the Fortune 100 companies
- Serving more than 6,000 corporate customers in over 650,000 locations
Servicing over 1.5 million voice lines and more than 400,000 data lines
- Strictly B2B
- Repeatedly recognized as one of the Top 500 fastest growing companies by INC Magazine
- Among the "Largest Corporate Charitable Contributors in Massachusetts" by Boston Business Journal 2009-2016



Concierge Customer Support

- Granite provides the highest level of customer support in the industry, including teams of expert support personnel who are dedicated to your accounts.
- The team of experts offer recommendations on changes to make your services more efficient.
- Granite's support teams are available 24/7/365 with an average response is under 7 seconds
- You will always speak with a live Granite representative; based out of our corporate headquarters in Quincy, Massachusetts.



Granite References



Mercanus Advantages

- Redeploy money
- Customize solutions to meet your needs
- Receive best in class customer service
- Have a trusted business partner



Customer Testimonials

The ability of Mercanus, Arne Pedersen in particular, to take our business complexities and boil them down into key priorities to make our business more efficient is real. Thanks to him, our growth in 2018 exceeded industry standards and brought well documented processes for continued growth.

Ken Tracy

President of TaleMed

I have been a client of Mercanus for over 3 years. I've worked with the Principal of the company since 2013. Their skill set and guidance has and continues to affect my revenue stream in an extremely positive way. Superlative advice and service are guaranteed if you use them.

Aristeidie M Diveris MD DABPM

President of Forerunner Anesthesia Limited and Polykarpos Anesthesia LLC



