

The New Mobile Broadband Plans can help solve many headaches we often run into



Unlimited Usage- NO OVERGAGES

The first major advantage of the MBB plans is they have unlimited usage. Customers don't have to worry about fluctuating bills, MBB plans are flat rate. One caveat is the plans deprioritize after a certain amount of usage in a month



Location & Term Flexibility

Services are not tied to a physical location. So if a customer has a location close, they can move that router to a new site with no ETF's or penalty. MBB Plans can be sold as 1,2, or 3 Yrs. Month to month is available but discouraged



Day 1 Availability

MBB Bundles can be ordered and shipped in 24-48 hours making it an ideal solution for customers who need connectivity fast. In addition, it can be used to turn up a site, then can be moved over to backup



Great for Broadband Rollout Headache sites

The MBB plans are more expensive than basic wireline broadband, but MBB is less expensive than DIA or Satellite. It is a great solution for locations that either don't have broadband available or high construction costs. It's also great for getting a site turned up while waiting on a circuit.



SD-WAN 2nd Circuit

The MBB plans are a great option for the second circuit in SD-WAN. It is less expensive than DIA and offers redundancy if only one wireline provider is available



Work From Home

Granite has two offerings specifically designed for work from home. This is perfect for critical employees to remain connected from home. It give the WFH user dedicated bandwidth, security, and the IT team the ability to completely manage it remotely



FEATURE Comparison



E3000 Series



E300 Series



CBA850 Series

Category

Branch

Branch

Branch

Cloud Management

Yes

Yes

Yes

Wireless Connectivity

Gigabit-Class LTE

Gigabit-Class LTE

Gigabit-Class LTE

5G Status

5G Optimized

5G Ready

None

Form Factor

Metal

Industrial Plastic

Plastic

Ethernet Ports

9 x GbE, 1 x 2.5 GbE, 1 x SFP+
(LAN/WAN switchable)

5 GbE (LAN/WAN switchable),
SFP+

2 GbE (LAN/WAN switchable)

Wi-Fi

Dual-band, dual-concurrent;
802.11ax (Wi-Fi 6)

Dual-band, dual-concurrent;
802.11ax (Wi-Fi 6)

No

Throughput

2.3 Gbps (Firewall)

940 Mbps (Firewall)

275 Mbps (Passthrough)

VPN Tunnel Count

20

20

N/A

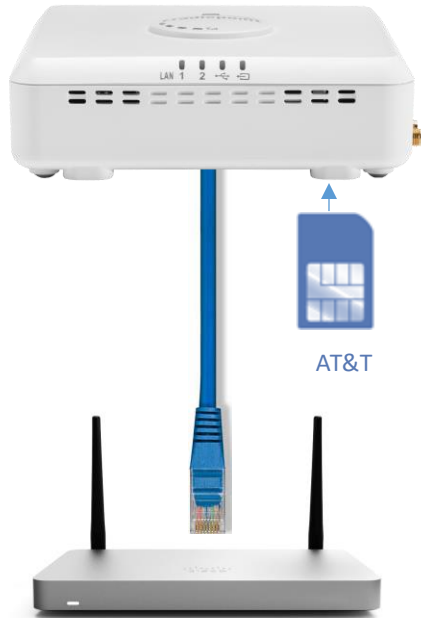
Special Features

5G Optimized, FirstNet Ready™,
Private LTE, Cat 18 modem,
PoE+, 2.5 GbE, SPF+, WPA3

Cat 4 & Cat 18 embedded
modem available with
extensibility slot for second
modem, FirstNet Ready™,
WPA3

Supports full range of failover
functionality

CBA 850 Mobile Broadband Primary Solution



Key Features:

- Unlimited Data Usage- No Overage
- Easily Incorporates into existing infrastructure
- Location Flexibility- Ability to move to a new location with no ETF's
- Day 1 Availability- New Sites can be turned up in days, no need to wait for site surveys and the carries to install service
- LAN Throughput: 275 Mbps
- CAT 18 LTE Modem

Designed to work with most SD-WAN and firewall routers for easy integration into an existing network

Cradlepoint CBA850 Mobile Broadband Bundles

- Package 1- 12 X 12 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint CBA 850-LP6 Router.
- Package 2- 50 X 50 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint CBA 850-1200M Router.
- Package 3- 100 X 100 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint CBA 850-1200M Router.

**Configuration, Activation, & Testing of SIM & Router*

*** 12 X 12 Plan- after 75GB of data usage AT&T may slow speeds for the remainder of the billing cycle, 50 X 50 Plan- after 125GB data usage AT&T may slow speeds for the remainder of the billing cycle, 100 X 100 Plan- after 175GB data usage AT&T may slow speeds for the remainder of the billing cycle.*

**** Static IP available*

E300 Mobile Broadband Primary Solution



AT&T

Key Features:

- Unlimited Data Usage- No Overages
- Location Flexibility- Ability to move to a new location with no ETF's
- Day 1 Availability- New Sites can be turned up in days, no need to wait for site surveys and the carries to install service
- Firewall Throughput: 940 Mbps
- CAT 18 LTE Modem (E300-1200M)
- Wi-Fi 6
- Cloud Management
- 5G Ready

Cradlepoint E300- 1200M Mobile Broadband Bundles

- Package 1- 12 X 12 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint E300-150M Router
- Package 2- 50 X 50 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint E300-1200M Router
- Package 3- 100 X 100 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint E300-1200M Router

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E3000 Mobile Broadband Primary Solution



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Key Features:

- Unlimited Data Usage- No Overages
- Location Flexibility- Ability to move to a new location with no ETF's
- Day 1 Availability- New Sites can be turned up in days, no need to wait for site surveys and the carries to install service
- Firewall Throughput: 2.3 Gbps
- CAT 18 LTE Modem
- Wi-Fi 6
- 5G Optimized

Cradlepoint E3000- 1200M Mobile Broadband Bundles

- Package 1- 12 X 12 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint E3000-1200M Router
- Package 2- 50 X 50 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint E3000-1200M Router
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Cradlepoint Work From Home Endpoint Portfolio



IBR600C



E100

Use-Cases	All Employees	Mission-Critical Employees
Typical Client Count	5	5
Stateful Firewall Throughput	75 Mbps	850 Mbps
Ports (LAN/WAN switchable)	1 x GbE 1 x FE	5 x GbE
Wireless WAN Modem Options	4G LTE Cat 4 Modem	4G LTE Cat 4 Modem
Wi-Fi Options	Wi-Fi 4 802.11 b/g/n, 2.4 GHz, 2x2 MIMO WPA2 Enterprise	Wi-Fi 5 802.11n/ac, 2.4 / 5GHz, 2x2 MIMO WPA3 Enterprise
Application Firewall and Unified Threat Management Support	No; VPN only	Yes
Mounting	Wall, and Desktop	Wall, and Desktop
Housing	Metal	Industrial plastic

After the COVID-19 pandemic, 82% of organizations plan to let employees work remotely at least some of the time, and 47% will allow this practice all of the time. -Gartner

E100 Work From Home Solution



AT&T

- Wi-Fi 5 (2.4 / 5 GHz)
 - 2x2 MIMO
 - WPA3 Enterprise
 - Smart Channel Selection
- Desktop form factor
- LTE Cat 4 modem: Up to 150Mbps downlink speed
- 5 x GbE Ports (LAN/WAN)

Key Features:

- Unlimited Data Usage- No Overages
- Use Case: Mission-Critical Employee with Cloud, Corporate or Edge Security
- Security:
 - VPN to Corporate or Cloud-based
 - Application Firewall and Unified Threat Management Support; Secure Boot
- All-in-one platform includes full-featured routing, security, and Wi-Fi 5
- GPS capabilities (for Geo-fencing services)
- Small, portable, office router

Cradlepoint E300- 1200M Mobile Broadband Bundles

- Package 1- 12 X 12 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint E100-150M Router

**Configuration, Activation, & Testing of SIM & Router*

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E100 Work From Home Solution



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- GPS capabilities (for Geo-fencing services)
- Small, portable, office router

Cradlepoint E300- 150M Mobile Broadband Bundles

- Package 1- 12 X 12 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint E100-150M Router

**\$35 Configuration, Activation, & Testing of SIM & Router*

*** 12 X 12 Plan- after 75GB of data usage AT&T may slow speeds for the remainder of the billing cycle.*

**** Static IP available for \$2.99 Per Month*

IBR 600C Work From Home Solution



AT&T

- Wi-Fi 4 (2.4 GHz only)
 - 2x2 MIMO
 - WPA2 Enterprise
 - Smart Channel Selection
- Compact, ruggedized form factor, desktop or portable
- LTE Cat 4 modem: Up to 150Mbps downlink speed
- 2 LAN/WAN Ports 1 x GbE, 1 x FE

Key Features:

- Unlimited Data- No Overages
- Use Case: All employees secure extension of corporate network
- Security: VPN to private or cloud corporate infrastructure
- Small, portable, semi-ruggedized form factor
- Put on a desktop, kitchen table, bookshelf or backpack
- Can travel outside home office with 3rd party battery solution

Cradlepoint IBR600- 150M Mobile Broadband Bundles

- Package 1- 12 X 12 Mbps AT&T Mobile Broadband Plan w/ Cradlepoint IBR600C- 150M Router

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