

ABOUT FISHBECK, THOMPSON, CARR & HUBER, INC.

Fishbeck, Thompson, Carr & Huber, Inc. (FTCH) is a professional civil engineering, architectural/engineering, environmental, and construction services consulting firm. Their diverse team's full-service approach to projects provides innovative designs, technical quality, and exceptional service.

Established in 1956, FTCH has grown to a global firm of over 340 people who serve both public and private clients. As a 100% employee-owned company, FTCH places emphasis on personal responsibility and commitment to helping each other succeed. For ten years, FTCH was selected as a **101 Best and Brightest Companies To Work For** and has won Elite Awards for successive years in different categories.



MATTHEW RIEGLER
SENIOR ARCHITECT

Matthew Riegler, Senior Project Architect and Client Lead has been part of the FTCH team since 2011. Riegler has more than 20 years of experience, designing, documenting, managing and constructing projects in a variety of work environments.

THE **SECURITY CHALLENGE**

FTCH Senior Architect, Matthew Riegler, was engaged by a recurring client to design a project requiring the implementation of various security elements. The client was concerned with the safety of employees, customers and overall building security. FTCH needed to design a space that included bullet resistant security barriers, as well as other **site-specific security elements**. The client also wanted a system that could accommodate flexible security access based on the time of day and environmental factors.



PROJECT PRIORITIES

- Employee safety in an urban setting
- Flexible security access
- Custom barrier design and fabrication
- Cost efficient delivery

While Riegler had produced quality work with his client on multiple other projects, this particular engagement required a unique approach. Specifically, this was the first time Riegler was asked to incorporate safety features that could withstand the environmental factors present in an urban setting.

CREATING THE **PLAN**



MEET BOB GEORGE
SALES MANAGER

Sales Manager Bob George came to Total Security Solutions with a background in sales, construction management, and general contracting. His experience as a builder helps him bridge the gaps between an architect's ideas, a client's needs, and the realities of the project.

FTCH had a minimalist floor design when TSS was contacted about the project. After some initial discovery, Sales Manager Bob George and Riegler were able to work together to flesh out the project. This **collaborative approach** enabled George to ask questions and bring up concerns specific to bullet resistant barrier design. Because Riegler involved TSS early, he was able to modify the design with specific bullet resistant barrier elements, **delivering a superior solution** that exceeded his clients needs and expectations.

“Collaborating with the client early in the project is an ideal situation for us. FTCH was able to implement our recommendations into the initial design, which saved the client time and money - all while providing them the best possible solution for their building.”

IMPLEMENTING THE **SOLUTION**

Throughout the project, Total Security Solutions offered design and system documentation based on FTCH prototype floor plans. Further, the TSS team **coordinated fabrication** with both owner-supplied millwork and with exterior glazing systems. Bob George has seen this happen before:

“I think people trust us with their complex jobs because we uncover blind spots in their current building security and provide customized solutions. They don’t want to work with anyone else.”

FTCH opted to eliminate the competitive bid process, which **saved time and energy** for Riegler and allowed him to focus on designing an attractive and secure building.



RESULTS

When asked about his satisfaction level with Total Security Solutions, Riegler states;

“I selected Total Security Solutions both for their expertise and for their cost-effectiveness. My client was very pleased with the finished product.”

Matthew Riegler typically prefers to encourage competitive bidding amongst potential suppliers. Due to Total Security Solutions’ extensive knowledge of the industry, and our one-stop, all-in-one solutions, he bypassed the project bidding phase and specified TSS as the exclusive supplier to his project.



ABOUT TSS



MEET JIM RICHARDS
CEO

Total Security Solutions CEO Jim Richards has worked in bulletproof design and fabrication for almost two decades. In contrast to many executives, Jim can personally perform every task that it takes to design, engineer, fabricate, and install a bullet resistant barrier system.

Everything we've learned in thousands of installations has been invested in how we assess security risks, how we select materials, how we craft those materials into bullet-resistant systems, and how we install those systems in the business environments of our customers.

“Our customers trust us because they know we can handle complex jobs from design to installation.”

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