

ABOUT VANTAGE CONSTRUCTION



Vantage Construction is a full service commercial contractor serving Washington, D.C. and surrounding areas. The company offers a range of general contracting services, including pre-construction conceptual estimating, feasibility studies and value engineering, general contracting, design-assist, and construction management.

THE SECURITY CHALLENGE

Vantage was engaged to implement physical security upgrades to a government facility in Washington D.C. The client wanted to better protect employees working in security booths at public entrances. Vantage needed help designing a ballistic barrier system that fit with the existing booths while also protecting employees working in an area with pre-screened visitors.

PROJECT PRIORITIES

- Employee safety in a government facility
- Custom ballistic barrier design and fabrication
- Retrofit of existing guard booths
- Minimal downtime and interruption of services

CREATING THE **PLAN**

From the beginning, TSS and Vantage collaborated on every detail. Based on architectural drawings of the facility, TSS recommended retrofitting the existing open-air booths with a custom barrier system that included fiberglass panels installed below the countertop and ballistic glass above.

During a lengthy government approval process, TSS worked closely with Vantage to accommodate design changes and work through logistic hurdles presented by evolving COVID-19 policies.

“Collaborating with the client early in the project is an ideal situation for us. Because we worked closely with the Vantage team from the very beginning, we were able to navigate design changes and adapt to scheduling challenges during COVID.”

Todd Ross

TSS Inside Sales Representative

**MEET TODD ROSS**

INSIDE SALES REPRESENTATIVE

Todd came to TSS in 2016. What he loves most about TSS is our customization and how the various teams within TSS work together to create and fabricate what the customer needs. Todd is proud of his degree in Economics from Michigan State University, which he completed as a non-traditional student while working, graduating with honors.

IMPLEMENTING THE **SOLUTION**

Installation began in early 2021. Because COVID-19 safety policies limited the number of workers on site, TSS completed the work as ten separate installations at ten different times. This approach required months of coordination before a single ballistic panel was installed.

To ensure the work was up to the client's expectations, the TSS team used the first booth to set the standard of work. TSS communicated with all parties (including outside electricians and general contractors) to ensure everyone knew what needed to be completed at various stages. After setting this standard, the other nine installations went smoothly.



"Our product and installation techniques were under a microscope the entire time. By setting standards and best practices with the first install, we were able to provide consistency throughout the whole project."



Trevor Smith
TSS Installation Manager



RESULTS

Working with Vantage, TSS retrofitted ten security booths with Level 3 rated ballistic materials. The systems act as a crime deterrent and give employees more security at the facility's public entrances. The results met the customer's high expectations, and Vantage has already approached TSS with additional projects.

"We loved working with TSS. Their entire staff was very professional and they went the extra mile to give us guidance on what needed to happen with a custom ballistic barrier. We are thrilled with the end result—the new barrier system on the security booths looks like it has always been there."



Jessica Tramontozzi
Vantage Project Executive



"Our customers trust us because they know we can handle complex jobs from design to installation. We set ourselves up for success by getting a list of all the variables, solutions, and timeframes in order. By spacing the installs apart, we were able to get any replacement pieces of glass quickly so that the project was 100% complete by the last day we were on site."

Todd Ross

TSS Inside Sales Representative



ABOUT TSS

Total Security Solutions is the largest nationwide custom bulletproof barrier manufacturer and installer. Since 2004, TSS has designed, engineered, fabricated, and installed over 21,000 ballistic systems in locations worldwide. With facilities in Michigan and California, Total Security Solutions offers ballistic solutions that provide both Safety + Aesthetics™ to fit your unique space .



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