

Meet 2015's

SUPERSTAR ENTREPRENEURS **Inc.**

Here's How
They Did It



Total Security Solutions
Rank #3429

Inc. 5000

The Class of 2015



Now in its ninth year, the Inc. 5000 is the most comprehensive portrait of America's fastest-growing private companies assembled anywhere. Each profile is reported by one of the dozens of writers assigned to the project. Many firms are innovators with little coverage elsewhere;

many others are using their cutting-edge savvy to grow their market share in traditional products and services, and are similarly underreported by the rest of the business media. The Inc. 5000 profiles are available on Inc.com.

No. 3429

RANK

TOTAL SECURITY SOLUTIONS

Jim Richards CEO • Three-year growth **95%**

2014 revenue **\$16.5 MILLION** • Founded **2004**

Industry **Security** • Employees **39**



Plans, produces and installs custom bullet proof systems that fit the design of virtually any work environment for a variety of industries, including government, banking, health, architecture, jewelry and higher education.

IN THEIR OWN WORDS "Total Security Solutions, headquartered in Fowlerville, MI, works closely with business owners, architects and contractors to select the right materials, configurations and levels of bullet proof protection for each project. We thrive on solving complex security problems and are passionate about sharing our knowledge about how to keep employees and customers safe."

"TSS was founded in 2004 by father and son John and Jim Richards who have a combined thirty years' worth of experience in the bullet proof barrier industry. That experience has made us an industry leader and guides our team when we assess security risks, select materials and craft custom-built bullet proof barriers that meet each customer's unique needs. While TSS has grown



significantly over the last several years, we have never lost touch with our foundation: highly responsive customer service.

We are fundamentally driven to exceed expectations. We lead the industry by delivering the finest products and services that can be offered. We pursue our vision with a sense of urgency, and we maintain our competitive advantage by never settling for "good enough."

**TOTAL
SECURITY
SOLUTIONS**

"We are unique in our industry because we measure success on every project against three criteria:
customer service, customization and speed."

—Jim Richards, CEO
Total Security Solutions