

Meet 2016's Entrepreneur
Superstars

SEPTEMBER 2016

Inc.

Here's How
They Did It

5000

***America's
Fastest-Growing
Private Companies***

Total Security Solutions
Rank #2977

Inc. 5000



Now in its tenth 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. 2977

RANK

TOTAL SECURITY SOLUTIONS

Total Security Solutions ⚙️ Three-year growth 115%

2015 revenue **\$17.2 MILLION** ⚙️ Founded **2004**

Industry **Security** ⚙️ Employees **#45**



Installs custom bulletproof systems that fit the design of virtually any work environment for a variety of industries, including government, banking, healthcare, architecture, jewelry and higher education.

IN OUR OWN WORDS Total Security Solutions is a bulletproof systems manufacturer in Fowlerville, Michigan. We plan, produce, and install custom bulletproof systems that fit the design of virtually any work environment, including government, banking, healthcare, architecture, jewelry, and higher education. We thrive on solving complex security problems, and we provide the most comprehensive line of bulletproof products in the industry.

TSS was founded in 2004 by John and Jim Richards, who shared a combined experience of more than 30 years in the bullet-resistant barrier industry. That experience has made us an industry leader in bulletproof barrier systems, and we bring that expertise to bear on our clients' security challenges. Everything we have learned through 30 years of installing bullet-resistant barriers has been invested in how we assess security risks, select materials, and craft those materials into bullet-resistant systems. While TSS has grown significantly since our inception, we have never lost touch with our foundation – highly responsive customer service.



“We’re different because we have the ability and experience to tackle the most complex and customized barrier projects in the bulletproof security industry.”

**TOTAL
SECURITY
SOLUTIONS**