

AMR CASE STUDY:

Taylor'd to Strategic Expansion and Trusted Partnership

In the ever-evolving landscape of security and access control, businesses are often challenged with finding solutions that not only meet their current needs but are also scalable to accommodate future growth.

American Medical Response (AMR), a critical provider of emergency transportation services, required a security system that could adapt to the unpredictable and high-stakes nature of their operations.

Taylor Security was brought on to build a future-proof security system, based on its experience and innovative approach to security infrastructure.



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PROJECT OVERVIEW

AMR, located in Colorado Springs, transitioned to a new, albeit older, building to accommodate their expanding operations. The building, previously occupied by a bike manufacturing company, required significant upgrades to its security infrastructure to meet AMR's specific needs.

ADAPTIVE SOLUTIONS IN DYNAMIC ENVIRONMENTS

Marcus Moffitt, project lead from AMR, Global Medical Response, highlighted the importance of security, stating, "In our business, you always want to make sure that your people are secure." This sentiment underscored the necessity for a responsive and flexible security solution capable of addressing the unique challenges faced by emergency service providers. Taylor Security's ability to understand and implement a system that could adapt to various scenarios was a testament to their commitment to providing solutions that are as dynamic as the environments for which they're designed.



EXPANDING THE CURRENT SYSTEM WITHOUT A COMPLETE OVERHAUL

Taylor Security's expertise was further demonstrated in their ability to enhance AMR's existing security infrastructure without a complete overhaul. Recognizing the value in the building's previous access controls, Taylor Security updated the system to meet current standards while integrating new technology where necessary.

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This approach not only preserved the investment already made into the building's security but also minimized waste and maximized efficiency.

By pulling new cabling and utilizing existing pathways, Taylor Security modernized the security system, ensuring it met AMR's stringent requirements for securing sensitive areas, including drug cabinets.

BUILDING FOR FUTURE GROWTH

"The proposal that Brannon [Security Systems Manager at Taylor Security] did for us gave us room, so when we do grow, that means we can come in and add, instead of having to take away equipment. He gave me the equipment that we needed for the future and not only for what we needed at the time," Marcus Moffitt, project lead from AMR, noted.

This strategic foresight ensures that as AMR grows, their security system can scale seamlessly, avoiding unnecessary costs and disruptions.



SEAMLESS COLLABORATION AMIDST UNCERTAINTY

One of the project's significant challenges was the timing and coordination of installation amidst ongoing changes and the move to a new facility.

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Marcus recounted the periods of pause and the hurdles related to internet connectivity, which could have derailed the project's timeline.

Taylor Security's flexibility and problem-solving approach ensured that these obstacles were navigated with minimal disruption. Their capability to work around limitations, like the lack of a steady internet provider by using LTE solutions, highlighted their commitment to ensuring the project's uninterrupted progress, thereby solidifying their reputation for reliability and adaptability.

TRUST AND COMMUNICATION: THE FOUNDATION OF SUCCESS

Perhaps the most critical element in the success of this project was the relationship between Taylor Security and AMR, built on mutual trust and open communication.

From the outset, AMR chose to work exclusively with Taylor Security, captivated by their attentive and responsive approach. "Brannon has walked me through everything. [He is an] amazing person, he's a person that I know that I will trust with any other job that we have or any other issues that we do come into," Marcus expressed. This sentiment was echoed throughout the project, with Taylor Security's team being praised for their flexibility,



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problem-solving capabilities, and the ability to provide clear and prompt communication. This not only facilitated a smooth project execution but also cemented a lasting partnership between the two entities.

CONCLUSION

The Taylor Security & AMR project stands as a testament to the power of innovative security solutions, strategic planning for future growth, and the immeasurable value of trust and communication in client relationships. Taylor Security's ability to expand and enhance an existing system while keeping future scalability in mind demonstrates their leadership in the security sector. Moreover, the unwavering trust AMR placed in Taylor Fence from the beginning highlights the significance of selecting a security solutions provider that prioritizes understanding and addressing client needs above all. As businesses continue to evolve and expand, partnerships like that of Taylor Security and AMR will remain crucial in navigating the complexities of modern security challenges.

