



## **About GTSI**

GTSI Corp. is the first information technology solutions provider offering a Technology Lifecycle Management (TLM) approach to IT infrastructure solutions delivered through industry-leading professional and financial services. GTSI employs a proactive, strategic methodology that streamlines technology lifecycle management, from initial assessment to acquisition, implementation, refresh, and disposal. TLM allows government agencies to implement solutions of national and local significance quickly and cost-effectively. GTSI's certified engineers and project managers leverage strategic partnerships with technology innovators. These experts use proven, repeatable processes to design, deploy, manage, and support simple to complex solutions, to meet governments' current and future requirements and business objectives. GTSI is headquartered in Northern Virginia, outside of Washington, D.C.

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# Physical Security

The Assurance of Protection







## Safeguarding Our Communities

The importance of physical security cannot be overstated. In these days of increasing terrorism, vandalism, and theft, it's become abundantly clear that ensuring the safety and security of people, places, and assets is a critical issue demanding serious attention. The imperative holds true for all organizations, regardless of size, sector, or geographical location.

Physical security is not a modern phenomenon. Yet the complexity and volume of today's threats has created the need for new capabilities, in order to ensure that proper components are in place for unshakeable defensive and protective measures. At the core of those advancements is information technology, which is transforming security in all areas.

IT provides agencies with the ability to seamlessly integrate individual components into a complete consolidated view of the security infrastructure. However, continually shifting demands have put pressure on limited public safety and security resources to adequately implement and integrate these new technologies into security plans.

“The teaming of the Port of Oakland and GTSI is another great example of a public/private partnership. Together, we have created a plan that will help us meet our goal of providing safer and more secure facilities for our customers.”

/// **Mike O'Brien, Maritime Security Operations, Port of Oakland, CA**



## Partnering for Success

To make the most of today's technologies – and achieve performance with value – organizations need a physical security solution that is properly deployed, with the assurance that every critical element of the solution will be functioning optimally at all times. Reaching these goals requires a partner with experience, familiarity with issues related to design and implementation, awareness of future advancements that need to be anticipated in the current deployment – and the ability to provide it all quickly and economically through the COTS security community.

GTSI Physical Security Solutions were specifically developed to enable governments and organizations at every level – federal, state, and local – to implement effective infrastructure defense strategies. Whether it's video surveillance, analytics, access control, intrusion detection, video management systems, security operations centers, or video storage technologies, each solution is designed, deployed, managed, and supported by GTSI's physical security experts. Drawing on their extensive experience and numerous certifications in security, networking, and storage technologies, GTSI engineering teams provide customized plans that enhance overall system and physical security.

## Offering a Range of Professional Services

Capable of matching competitive offerings of end-to-end scalable IP-based security solutions that can be integrated with existing infrastructure, GTSI uniquely applies its Technology Lifecycle Management (TLM) methodology, allowing agencies to develop long-term infrastructure plans – from acquisition through refresh – and keep pace with technology progress.

Toward that end, GTSI offers a range of specialized professional services, applying industry leading practices to ensure infrastructures remain stable, and systems are always current. Throughout the life of the project, GTSI's professional services experts remain focused on your initiative, continually working to help you reach your mission objectives.

From project management through integration and asset management to financial and support services, GTSI delivers the crucial elements specifically designed to meet the physical security requirements of federal, state, and local customers.

“GTSI worked closely with us, studying floor plans, locating hot spots, plotting the best location for cameras. Not only does the system meet our needs today, but it has the flexibility to evolve with changes down the road.”

/// **Chuck Edwards, Director of Maintenance and Operations, Sherman Independent School District**



### Heightening Safety and Security at the Port of Miami

GTSI provided the Port of Miami with fixed biometric readers integrated with a Physical Access Control System (PACS). The readers authenticate Transportation Workers Identification Credential (TWIC) smart card holders via a contactless interface. The Port of Miami is the first U.S. port to implement this system. This solution enhances the safety of the Port's cruise passenger terminal and expedites the verification of dock workers entering secure areas around the ships. “The Port prides itself in doing business safely, effectively, and efficiently. By eliminating the need for a contact reader, we not only expedite the time it takes for an authentication transaction, but we also eliminate the need to maintain magnetic stripe and contact readers,” said Louis Noriega, Chief of Seaport Information Systems in the Miami-Dade County Seaport Department.



### Building a Comprehensive School Security System in Texas

The Sherman Independent School District (ISD), 60 miles north of Dallas, TX, already had components of a security system in place, from video cameras to an emergency preparedness plan that included interaction with local law enforcement. But the surveillance and detection systems installed at the various schools were proving less than adequate, and the funding of new schools required that the latest security detection be installed. GTSI delivered the solution ISD sought, with a dedicated team of physical security specialists partnering with school officials to design a new system that seamlessly combined IP video surveillance, interior intrusion detection, and a comprehensive alarm system that monitored facilities for burglaries, fires, and other emergencies.

“I can call GTSI and say here’s the next project we’ve got to do. The next thing you know a statement of work is being assembled and the right engineers are providing input. They know that I have high expectations about what they’re going to give back to me.”

/// **Tim Beckwith, IT Manager, Palm Beach International Airport**



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### Helping Public Housing Residents Feel Safer at Home

One major northeastern housing agency faced the daunting challenge of how to reduce drug-related criminal activity that was preventing low-income residents from living in stable, secure communities. GTSI provided a video surveillance solution with multiple, remotely controlled cameras at each of four housing developments, linked to a central command center – and delivered under contract terms that made sense for the authority’s budget. The GTSI team pinpointed the need for a wireless data infrastructure that would replace the limitations of traditional cable-based analog surveillance with the rapid scalability and labor-saving cost benefits of a totally wireless solution.



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### Securing an Airport with a New Operations Center

Security operations at Palm Beach International Airport were headquartered inside the terminal, at a central location but one vulnerable to the affects of incidents such as bomb threats. Particularly in the wake of 9/11 and a heightened awareness of security vulnerabilities nationwide, the airport decided to move its operations center out of the terminal to a nearby, separate, secure administration building. For several months, a team of technical engineers and support staff from GTSI collaborated with administrators at PBIA to design a state-of-the-art, turnkey solution. The project included the creation of an entirely new surveillance system, including converting the airport’s older analog video cameras to an all-digital platform, which itself required a network infrastructure upgrade. “The airport migrated from a very simple network to a much more complicated network in terms of the need to accomplish different things without sacrificing performance or reliability,” said Tim Beckwith, Palm Beach International Airport IT manager. “And it was GTSI that came in and showed us how to make that happen.”

“Under the U.S. Communities contract with GTSI, I was confident that the City received competitive pricing and reasonable discounts on the items that the Long Beach Police Department required. GTSI provided excellent service for the entire length of the project.”

/// **Jana Vargas, Purchasing Division Manager, City of Long Beach, CA**

### **Providing More for Less through U.S. Communities for State and Local Governments**

Because GTSI is a U.S. Communities supplier, organizations can procure their physical security systems with ease, speed, and at considerable savings. The U.S. Communities Government Purchasing Alliance is a competitively solicited procurement vehicle that pools the purchasing power of public agencies to achieve favorable costs and bulk volume discounts. To be named a supplier, GTSI had to demonstrate superior pricing for IT hardware, software, and professional services. As a result, organizations such as airports, seaports, education, and cities have realized considerable hard and soft dollar cost savings associated with solicitation efforts.

#### **Agency Purchasing Agreements**

To ease procurement for state and local agencies, GTSI has developed a powerful procurement option known as Agency Purchasing Agreements (APA). These structured agreements utilize the flexibility of the U.S. Communities contract and consist of standard processes and language that GTSI developed to increase efficiencies on the administrative and delivery side. APAs are blanket contracts between GTSI and individual public agencies that streamline ordering procedures, reduce administrative burdens, allow for quicker turnarounds, and provide opportunities for improved discounts.

## Accelerating Solutions with Contracts for Federal Agencies

Through pre-competed contracts such as ITES, GSA, SEWP, and other government-wide acquisition contracts (GWAC), multiple award schedules (MAS), multi-agency contracts (MAC), and blanket purchase agreements (BPA), GTSI offers federal agencies the ability to procure sensitive security solutions without exposing the very vulnerabilities they are trying to protect.

With precise, dedicated management of each program, GTSI helps agencies optimize the contracts and receive the technology and professional and financial services they need. In addition, our teams ensure that contract objectives are met, all program activities are supported, and specific agency goals are achieved. This careful attention comes with a high standard of service delivery and customer satisfaction, ensuring program success.

## Securing a World of Resources

**GTSI Physical Security Solutions cover numerous government settings, including:**

- Federal civilian facilities – from single offices to complex enterprise networks
- Military installations – adding new layers of defense for the nation's warfighters
- Education – from K-12 to universities and colleges, enhancing student safety, reducing theft and vandalism, and improving collaboration between police and school officials
- Airports and seaports – monitoring traffic, protecting perimeters, and enforcing compliance with security policies
- Law enforcement and first responders – for faster identification, investigation, response, and resolution of incidents, as well as collaboration and evidentiary documentation
- Hospitals – the assurance of protection for patients, providers, and physical assets

Regardless of the type of facility, security begins with a comprehensive analysis of immediate and future needs. Each GTSI Physical Security Solution starts with a thorough site assessment and risk and vulnerability analysis.

## Delivering an Array of Solutions

The growing complexity of protecting people, infrastructures, and key assets requires new abilities to allocate resources and analyze data. Through a range of capabilities, GTSI helps organizations find those new ways to turn information into intelligence – and make it available quickly through our government contract vehicles:

- Video analytics for evaluating the contents of video for specific data, behaviors, or events
- Access control technologies enabling authorities to allow or deny access to physical facilities
- Sonar and radar remote sensing systems for detection and identification
- Command and control centers for centralized coordination of security efforts
- Intrusion detection to monitor facilities for malicious activities
- Mobile video solutions for gathering evidence for law enforcement agencies
- Video surveillance, with IP-based and wireless systems for crime deterrence and incident verification
- Perimeter security to prevent unauthorized access
- Biometrics for positively identifying users and digitally recording presence
- Video management systems for precise control of resources
- Storage systems for secure storage, access, and retrieval of data

## Moving Forward Together

In an era of greater expectations for safety and security, organizations of all kinds are increasingly tasked to protect their resources. As a result, they need a partner that has the reach, technology, expertise, contract vehicles, and shared concern to help them achieve their security objectives – a partner like GTSI.



## GTSI Professional, Financial, and Lifecycle Management Services Help You Focus on Your Agency's Mission



*GTSI Physical Security Solutions enable customers to implement impenetrable infrastructure defense strategies critical to the protection of people, places, and resources.*

### Technology Lifecycle Management

GTSI's unified approach combines professional and financial services with strong COTS partnerships into a comprehensive framework for managing each phase of the infrastructure life-cycle, including assessment, acquisition, implementation, maintenance, refresh, and disposal. By proactively planning for the requirements of each phase, we can tightly align the funding and management of your programs with your mission—helping you reduce TCO and risk.

### GTSI Financial Services

GTSI Financial Services offers a host of options that expand your ability to procure IT solutions. We have a financing alternative to meet every budgetary situation, including Alternate Payment Plans (APPs), which offer short-term

bridge financing, traditional capital (LTOPs) and operating leases (LWOOs), and "Infrastructure-as-a-Service (IaaS)," which embraces the Technology Lifecycle Management approach that captures the total cost of ownership over the IT's lifecycle. Our finance professionals are dedicated to developing solutions that meet your budgetary needs while facilitating IT procurement to address your mission objectives.

### GTSI Professional Services

GTSI Professional Services offers specialized, customized services designed to address your critical business and IT requirements. Our experienced, knowledgeable delivery teams work together to manage the plan, design, engineering, integration, deployment, and support of the most complex IT infrastructure solutions.

Applying industry-leading practices, proven management processes, and leveraging our relationship with world-class partners, we apply our Service Engagement Methodology to your initiatives, assuring optimal performance at every stage of the IT lifecycle. From program management to support services, project management to education, and staff augmentation, GTSI's services significantly enhance your infrastructure's operation – and help you realize the full benefit of your technology investment.

**For more information on GTSI's Physical Security Solution, contact us at:**

**1.800.999.GTSI**  
[GTSI.com/PhysicalSecurity](http://GTSI.com/PhysicalSecurity)