

Dunamis Systems: Keeping Secure in Security Systems

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27/10/2009 17:56:00



Kim Briggs and her husband Rob watched fire engulf the twin towers on Sept. 9, 2001. From the standpoint of fire and security experts, they watched with knowing eyes. Kim Briggs remembers her husband predicting what would happen as fires burned.

“My husband kept telling what was going to happen next,” she says. “How the building was going to fall.”

It was a sobering experience for the couple, who own [Dunamis Systems](#), a fire and security business in California. An experience that made her want to change the way all buildings are secured. After 9-11, safety became an even bigger concern for the husband and wife team.

“I wanted more of a voice,” says Briggs. “I wanted to work with the government to better protect my country,”

Since the tragedy of 9-11, the Briggs have been doing just that. From secure card reading systems to access control cameras and time locks, they find ways to improve security for government facilities. They describe themselves as low-voltage contractors focusing on public works and military installations.

Because a large part of the Briggs’ business revolves around the military, confidentiality prevents them from speaking about many of their projects. But Briggs is very vocal about her approach; Every project is met with the utmost dedication. Every project is seen through the lens of that dreadful day in September 2001. The fall of the Twin Towers is never far from the Briggs’ thoughts.

“There could have been so many things put into place [to prevent 9-11],” she says.

It is this passion that attracts many clients to Dunamis Systems. What keeps the clients interested is the company’s flexibility. The Briggs understand that not all clients have deep pockets, so they offer their clients as many options as possible. If a facility is looking for access control systems and security

cameras but cannot afford them, Briggs offers install one first, and the other at a later date. Dunamis can then integrate the systems when the client is comfortable doing so.

“We keep options open for them and allow them to grow into new opportunities,” she said. “When we design and engineer a project, we like to go that extra mile, so the end result leaves room for the future,” and their clients can grow at their own pace.

This philosophy allows them to grow with their clients, and gives them a broader understanding of the client’s needs and resources.

Another key ingredient to their success is the attention to detail that goes into every project. Every aspect of a project is considered and presented to the client. And when the project is executed, they make certain that everything is done right.

“When we walk away from a project, we don’t want it to be haphazard. We want to be able to sleep at night,” knowing that their clients will be safe.

Even though Dunamis is a small company it has some impressive clients. Contractors, Veteran’s Administrations, Military Installations, Schools, Colleges, Universities, the U.S. Postal Service, and private clients such as San Diego National Bank, and The Breakers of Long Beach. Past government clients include March Air Reserve Base, Fort Irwin, and Naval Sub Base S.D.

Dunamis recently completed a project for a facility that caters to dementia patients. Security is obviously a great concern to these types of institutions, so they turned to the Briggs, knowing their reputation for quality.

The dementia patients were allowed to go outside at certain times during the day. For the rest of the time, alarms were set up to prevent the patients from walking out of the building. The problem with this was that the patients would constantly set off the alarms, and the nurses and workers spent much of their time responding to these. So the Briggs set up a fully programmable time-lock system that would keep the patients from tripping the alarms. It was an out of the box solution that worked perfectly.

“It really saved our clients a lot work and eliminated the constant setting off of the alarms in the building.”

As a small, family-run business, Kim Briggs said she can still keep up with the big operators, often having only three or four employees working on a project that a larger company would put ten employees on. “We’re a small company, but we sure can compete with the big ones,”

The slow economy has had an effect on Dunamis, as it has for all businesses. But Briggs says they are working their way through the slump.

“We’re constantly working to get new clients,” she said. They are also finding new ways to attract clients, like getting more involved in Internet bids for jobs.

And Dunamis is doing better than many other companies, even some of their suppliers.

“We tried to reach a vendor yesterday and learned that he is no longer in existence,” she said. Dunamis doesn’t have that problem. She has already landed several six-figure contracts, including a \$200,000 security contract with a government facility. Next year, she’s hoping to double her volume. Not bad for a woman who just wants to prevent another 9-11.

As a small company seeking a competitive edge, and a women-owned and run business, Kim Briggs sometimes sees obstacles in a field dominated by men.

“They have a way of joking with each other that a woman might find offensive,” she said. “Men trash talk a lot more.”

But Briggs takes it in stride. She just keeps working hard and finding new clients. The men will understand after a while. After all, Dunamis is Greek for power and strength.