

## UTILIZING STANDARDIZED SOLUTIONS FOR FIELD EFFICIENCIES

When discussing the decision to solely use our TCC Clawed Ceiling Bracket with numerous partners who have made the switch from traditional drop ceiling grid bars, it has become evident that the benefits of our TCC far outweigh the competition. Blake Duerler, from Advanced Systems Alarm Services - Tyler Branch, mentions that they made the switch to TCC Clawed Ceiling Brackets 2 years ago and have not had a single call back since, with a timelier install and more cost effective product.



With the average new installation project having around 100 ceiling mounted devices and traditionally taking about 6 minutes per device to install, installers are faced with about 10 hours of installation time on those devices alone. After 2 years of use study, we've been able to confirm a *"50% installation time savings on these same devices averaging about 3 minutes per device installation, or 5 hours labor savings on installation of 100 devices on average."*

The TCC is a specifically designed solution for mounting devices within a drop ceiling. With its simple but well thought out dual arm design the TCC eliminates the possibility for a ceiling mounted device to experience twist from rigid cable stress or slip from above the ceiling tile itself thanks to a series of grip ridges holding the bracket in place on the backside of the tile itself. The device twist often experienced when using a single bar bracket design is cause for many call backs after installation. *"In most cases about 10% of the ceiling devices were found to be the reason for those call backs"*. When considering what the average distance for a service call is throughout much of the U.S. it's about 45 miles one way, or equal to 45 minutes to one hour in transit time on average for more densely populated areas due to traffic. Another challenge is the ability to reuse the traditional ceiling grid bars once they have twisted due to the difficulty of bending them back into shape, which results in having to source another bracket to use when performing the service call. Once all said and done, with the data provided by our partners over the last two years of use we are proud to say that our TCC brackets alone have resulted in about \$10k savings on large projects within both labor and eliminating punch-list call backs.