



# CASE STUDY

**Securing Moffitt Cancer Center:  
A Scalable Model for Healthcare Security**



[SAFETOUCH.COM](https://www.safetouch.com)

# TABLE OF CONTENTS

TABLE OF CONTENT	1
OVERVIEW	2
CHALLENGES	3
SOLUTIONS	6
RESULTS	7
TESTIMONIALS	8

# OVERVIEW

**Client:** Moffitt Cancer Center

**Partner:** SafeTouch Security + Barr & Barr

**Interviewees:** Tom Kinsella, Retired Manager of Safety and Security , Moffitt  
Matt Gilbert - Executive Vice President - Director of Operations, Barr & Barr  
Evan Pollitt - Project Manager, Barr & Barr



## BACKGROUND

Moffitt Cancer Center, a nationally ranked teaching hospital and research institute with over 8,000 employees and dozens of affiliated facilities, faced a critical inflection point in its physical security system. With expansive campus growth, outdated analog systems, and increasingly complex federal compliance requirements, Moffitt needed a strategic, future-ready security partner.

SafeTouch Security—partnering closely with general contractor Barr & Barr—delivered a comprehensive overhaul of Moffitt's security infrastructure that has spanned over 15 years and 20+ campus sites. Together, the partnerships brought deep integration across access control, video surveillance, paging, intercom systems, and regulatory compliance.

# CHALLENGES

Between 2005 and 2009, Moffitt Cancer Center underwent rapid expansion—adding new research, clinical, and academic facilities across its growing campus. This growth exposed major vulnerabilities in its aging physical security systems and elevated the need for a unified, compliant, and future-ready solution.

## TOP SECURITY CHALLENGES:

- Outdated analog camera infrastructure
- Costly proprietary access cards (~\$5 per card)
- Fragmented access control systems with multiple ID cards required per employee
- Disconnected technologies across access, intercom, and alarm systems
- Parking and perimeter security gaps across new and existing buildings
- Heightened compliance demands from the Department of Energy, FBI, and Sandia Labs
- Emergency preparedness requirements for mass casualty and active shooter events

## OUR INNOVATION



At SafeTouch, innovation means more than just new tech—it means smarter, scalable security designed to evolve with our clients' needs. For Moffitt Cancer Center, we replaced outdated analog systems with HD surveillance, streamlined multi-system access into a single enterprise solution, and introduced advanced emergency response features like blue light towers and facial analytics. Our forward-thinking approach not only met complex federal compliance standards but also positioned Moffitt for long-term adaptability, performance, and cost savings.

## OUR COMPREHENSIVE SOLUTIONS

SafeTouch delivered a fully integrated, campus-wide security solution tailored to the unique challenges of a sprawling healthcare and research institution. From access control and surveillance to intercoms, emergency alert systems, and federal inspection readiness, every component was thoughtfully engineered for seamless functionality. Backed by our deep collaboration with Barr & Barr, we ensured installations were on-spec, code-compliant, and user-friendly—transforming Moffitt's security infrastructure into a model of operational excellence and regulatory confidence.





# BARR & BARR'S ROLE

As the general contractor for several of Moffitt's construction projects, Barr & Barr worked hand-in-hand with SafeTouch to:

- Align system specs with evolving codes and regulatory standards
- Coordinate field execution across trades and tech teams
- Ensure end-user expectations and operational functionality were met

## THEIR EXPECTATIONS



Moffitt Cancer Center was seeking more than just a vendor—they needed a long-term security partner who could support their continued growth, navigate complex federal compliance requirements, and modernize their aging systems without disrupting daily operations. With a highly sensitive research and healthcare environment, they expected a fully integrated solution that combined advanced technology, strategic foresight, and operational reliability. Above all, they looked for a team that was hands-on, responsive, and capable of delivering both immediate results and scalable solutions for the future.

# SOLUTIONS

To meet Moffitt Cancer Center's growing security demands, SafeTouch delivered a fully integrated, enterprise-grade solution tailored to a complex healthcare and research environment. Our collaborative approach with Barr & Barr ensured each system was thoughtfully engineered, installed to spec, and built for long-term performance and compliance.

## KEY SOLUTIONS IMPLEMENTED:

- Replaced 1,000+ analog cameras with HD surveillance across 21 structures including 17 buildings and 4 garages
- Upgraded 350+ access control readers to Lenel S2, eliminating costly proprietary card systems
- Integrated intercoms, paging, and alarm systems into a centralized monitoring platform
- Installed Blue Light Towers, panic buttons, and campus-wide lockdown capabilities
- Enabled facial detection analytics for proactive threat identification and law enforcement support
- Conducted emergency response simulations, including active shooter drills
- Secured federal research and nuclear material areas to DOE, FBI, and Sandia Lab standards
- Supported ongoing compliance inspections and simulation testing
- Worked alongside Barr & Barr to refine designs, coordinate trades, and ensure code-compliant installations
- Delivered systems on time, on spec, and without post-project surprises

# RESULTS

The Moffitt project proved that strategic integration paired with expert guidance yields powerful returns. SafeTouch not only helped secure over **\$2.6M in value** through savings and grants but also delivered tangible operational benefits—from reduced theft to improved emergency response times and inspection preparedness.



**\$100K saved** during initial camera deployment through performance-based technology selection



**\$1.1M in security upgrades** delivered at no cost via partnership with Sandia Labs



**\$1.5M grant secured** for continued upgrades with SafeTouch guidance

SafeTouch's strategic technology selection saved Moffitt \$100K on initial camera deployment. Through a strong partnership with Sandia Labs, \$1.1M in security upgrades were delivered at no cost, and SafeTouch helped secure a \$1.5M grant for continued system improvements.



# CLIENT TESTIMONIALS

At SafeTouch, we pride ourselves on building trusted, long-term relationships through reliability, responsiveness, and expert support.

## TESTIMONIALS

“Safetouch is very approachable, hands-on, and a great partner to work with. They are very responsive and it is refreshing. I felt like I didn’t have to worry about anything working with their team knowing they would take care of it.”

– **TOM KINSELLA, RETIRED MANAGER OF SAFETY AND SECURITY,  
MOFFITT CANCER CENTER**

“SafeTouch doesn’t finger point. They’ll show up at midnight if that’s what it takes to get the job done.”

– **BARR & BARR PROJECT TEAM**

# THANK YOU!



Inspired by this success story?  
Get in touch with us to start your security journey.

**ROB CIRILLO**

President of Enterprise Solutions

813-773-6479

[RCIRILLO@SAFETOUCH.COM](mailto:RCIRILLO@SAFETOUCH.COM)