


TECH DESIGN FOR A NEW ERA

Creating innovative experiences through client-centric design



At **Phase Shift**, we harness deep project experience across some of the world's most iconic built environments to deliver a holistic, client-centered approach to technology design for a shifting landscape.

SMALL
TEAM FOCUS
BIG TEAM
EXPERIENCE

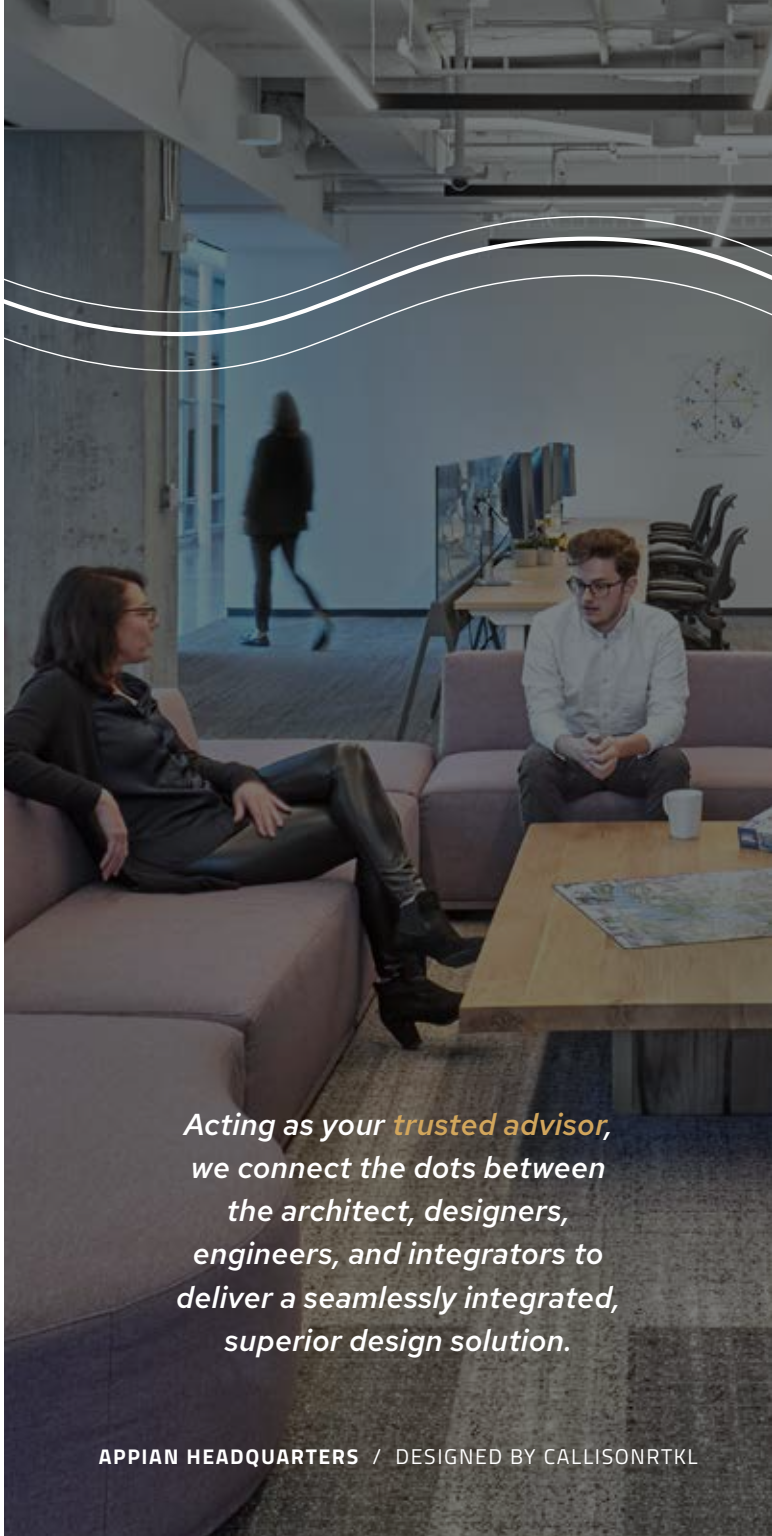
WHY PHASE SHIFT?

We are your **Trusted Advisor**

From the earliest conceptual phase—starting at the architectural framework of the site—to the final buildout, our team coordinates deeply across every level of your project. Acting as your trusted advisor, we connect the dots between the architect, designers, engineers, and integrators to deliver a seamlessly integrated, superior design solution.

Design Excellence—**holistically**

Our team takes a comprehensive approach to technology design for the built environment. Working across every market sector, from culture and education to workplace and healthcare, we specialize in audiovisual, telecommunications, and security. Understanding each industry's unique challenges, we design solutions that carefully balance the constraints of the project with the most innovative use of technology.



*Acting as your **trusted advisor**,
we connect the dots between
the architect, designers,
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A photograph of two children interacting with a large, circular, floor-mounted digital display in a museum. The display shows a colorful, abstract map or timeline with various shapes and colors. One child, wearing a striped shirt, is reaching out to touch the display. The other child, wearing a blue shirt, is also reaching out. The background shows other museum exhibits and a dark, dimly lit environment.

**OUR APPROACH IS
ROOTED IN DEEP
COLLABORATION—
CENTERED ON YOU**

HOW WE WORK

Great design is about so much more than technology. It's about culture, mission, workflow, story, and *you*. As a technology-agnostic firm, we never push tech for tech's sake. We apply the *right* technology to achieve maximum impact for your project.

We set the vision— together

We listen deeply, dream intently, and challenge what's possible. Our work begins with a deep visioning process to unpack all the layers in your project and discover its unique needs and requirements. Together, we explore the realms of possibility and chart the course for a bespoke solution.

Great ideas— realized

Through a rigorous, detailed systems design and documentation process, we bring great ideas into reality. CAD, BIM, or your specifications. Flawlessly executed, carefully reviewed, and expertly vetted, this is the most critical step in a fully-realized vision.

We obsess over every detail— so you don't have to

Our project managers oversee the coordination of the entire project from the planning phase through system acceptance—and beyond. We manage everything down to the smallest detail, such as project scheduling and product procurement, evaluating bids and change orders, and implementation and final buildout.

We're in your corner— start to finish

Our team remains involved until the last system is delivered and tested. Before walls are in place and again at final delivery, our team inspects, validates, and documents the implementation and performance of the configured system to ensure compliance with the original design intent.

ABOUT US

We've got big-team experience *and* an agile, customer-centric ethos

We pride ourselves on:

Service is our North Star

First and foremost, we're about customer service. Technology design is just our means to deliver it. Total satisfaction is our top priority.

Quality is our passion

We're deeply passionate about the quality of our employees, our relationships, and our work. We aim for balance to keep all three in check.

Agility is our means

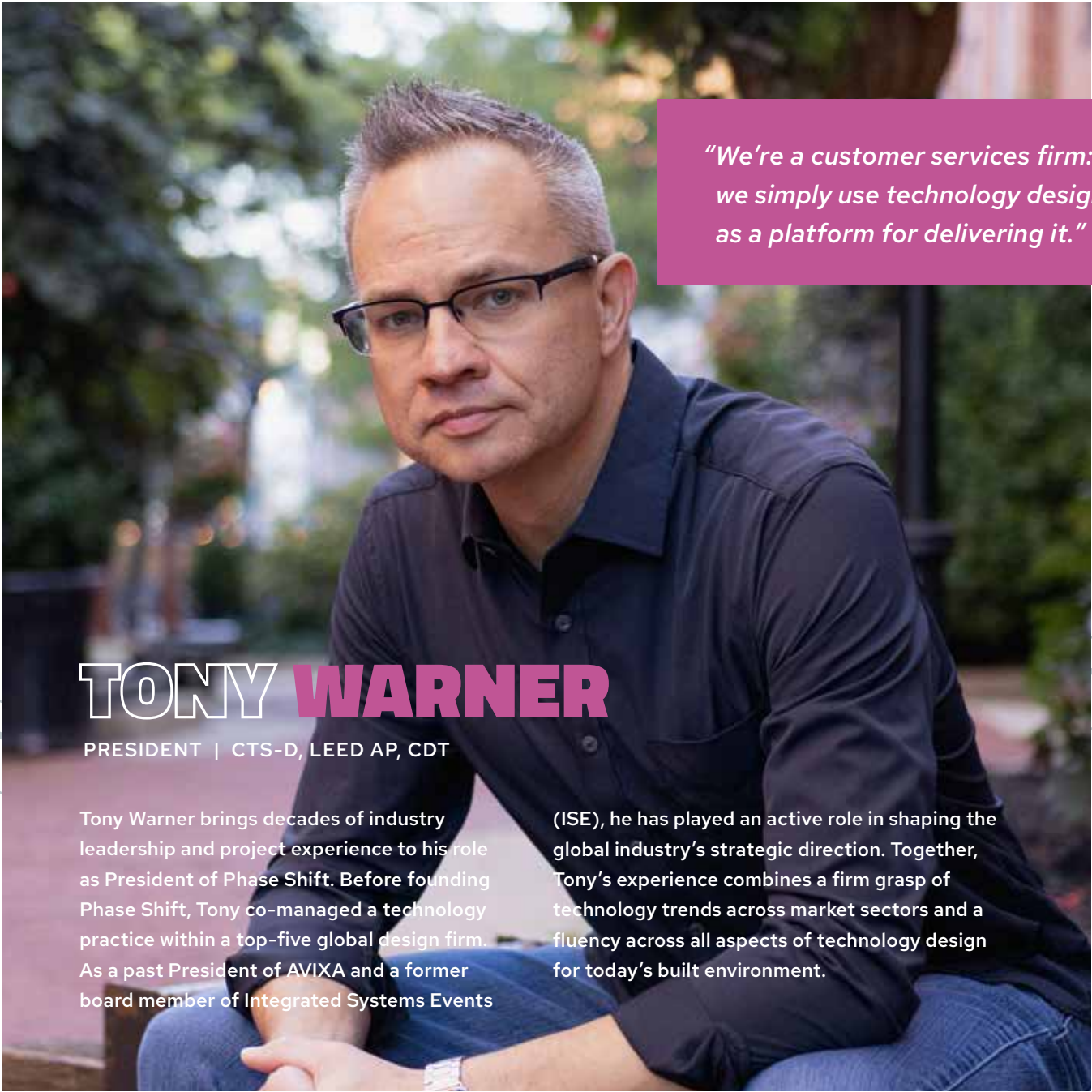
We cut the overhead to invest in what matters—keeping our team nimble, approachable, and working towards the same goals as our clients.

Innovation is our mindset

We're solution-oriented. Every project comes with a series of constraints from spatial layout to budget to existing technology infrastructure. We embrace the challenge to deliver meaningful *inside-the-box* innovation.



OUR TEAM



*"We're a customer services firm:
we simply use technology design
as a platform for delivering it."*

TONY WARNER

PRESIDENT | CTS-D, LEED AP, CDT

Tony Warner brings decades of industry leadership and project experience to his role as President of Phase Shift. Before founding Phase Shift, Tony co-managed a technology practice within a top-five global design firm. As a past President of AVIXA and a former board member of Integrated Systems Events

(ISE), he has played an active role in shaping the global industry's strategic direction. Together, Tony's experience combines a firm grasp of technology trends across market sectors and a fluency across all aspects of technology design for today's built environment.

A portrait of Scott Chester, a man with short brown hair and a slight smile, wearing a blue blazer over a light-colored checkered shirt. He is standing in front of a green leafy background.


SCOTT CHESTER

PRINCIPAL | CTS-D

A fanatic about building strong client relationships, Scott Chester excels at managing complex, multidisciplinary projects. With Scott's extensive experience in telecommunications, wireless, audiovisual, security, and medical communications systems, he constantly

searches for new ways to leverage efficiencies and improve overall outcomes. As Principal, Scott passionately delivers on Phase Shift's uncompromising commitment to client advocacy and project success.

"At the core of everything we do is a steadfast commitment to our relationships with our clients. Becoming a trusted partner means being proactive and communicative while developing innovative and user-friendly solutions that solve our client's problems."




*"We know we've been successful
when our technology solution
engages the user without
distracting from their experience."*

BRYAN ABELOWITZ

PRINCIPAL | CTS-D

Industry veteran Bryan Abelowitz carries over three decades of audiovisual design experience with a focus on building strong collaborative teams. As Principal of Phase Shift, Bryan is passionate about delivering on an uncompromising commitment to client advocacy and project success.

Whether corporate, education or cultural, Bryan expertly guides project stakeholders towards an exceptional outcome, creating technology experiences that enhance the guest experience—not detract from it. He understands that it truly takes a village to raise a child; or, in this case, a winning project.




"To me, one of the most important and satisfying measures of a successful project is positive relationships established with the project team during the project's lifespan. Those are the relationships that inspire collaboration and creativity, leading to the best possible outcomes."

JARED BALDWIN

TECHNOLOGY CONSULTANT | PSP, CTS-D

Jared Baldwin designs technology systems that leverage today's latest technology to protect people and property. Jared invokes a broad background across technology disciplines to all stages of the project delivery process, from

early project visioning to project commissioning and turnover. He passionately designs systems that integrate in the most architecturally sensitive manner and ensures that the project's outcome accurately reflects the client's goals.

A portrait of Michael Cleveland, a man with a grey beard and glasses, wearing a red shirt and a dark grey blazer. He is standing in front of a green leafy background. The image is partially covered by a pink text box on the left and a white text box at the bottom.

"If you take the time to listen to your client's business needs and vision, you will understand the right technology to support their business. Starting a conversation on 'the latest technology' rather than 'the business' can lead to 'trendy' solutions that do not achieve their goals."

MICHAEL CLEVELAND

SR. TECHNOLOGY CONSULTANT | RCDD, OSP, NTS

A leading expert and designer in the IT field, Michael Cleveland is a champion for using technology to improve people's lives. In addition to his career spanning both consulting and IT management on the end-user side, Michael is an

active volunteer, author, and presenter for both TIA and BICSI. Michael previously served on BICSI's professional certifications committee and currently serves on their ethics committee and charitable foundation.

A portrait of Evan Chadwick, a man with short dark hair and glasses, wearing a dark blue blazer over a light blue checkered shirt. He is standing in front of a green leafy background. The image is framed by a white border with grey curved lines on the left and right sides.


"We view technology design as a collaborative process. Rather than just delivering a technical solution, we work closely with our clients to ensure that our solutions match their technical, schedule, or cost-driven priorities."

EVAN CHADWICK

SR. TECHNOLOGY CONSULTANT | CTS, PMP

With deep roots in project management and technology design, Evan Chadwick has a passion for cutting-edge technologies and is always looking for ways to improve client projects. Before joining Phase Shift as a Senior Technology Consultant, Evan managed large technology deployments for major

corporations. He understands the importance of balancing scalable and resilient platforms with the bottom line and ROI. By leveraging his broad experience in technology management, system design and client relations, Evan creates tailor-made system designs unique to each client and project.

A full-length portrait of a man, Jason Davis, standing outdoors. He is wearing a light blue button-down shirt, a dark blue tie, and dark blue trousers with a brown leather belt. He has his hands in his pockets and is looking directly at the camera. The background is a blurred outdoor setting with brick walls and greenery.

"I take pride in creating drawing documentation that is thorough and clear."

JASON DAVIS

SR. DESIGNER | ACP, CD

Jason Davis has an unrelenting to ensure Phase Shift's documentation accurately reflects the quality of the design. He leverages his broad knowledge of BIM and CAD to ensure the accuracy of PhaseShift's documentation reflects the quality of the design.




JIM WOLF

TECHNOLOGY CONSULTANT | CTS-D

Jim Wolf dreams about new ways technology can improve the world around us. His broad experience ranges from project management and AV design to telecommunications design and construction administration. Serving as the lead technology designer across a wide variety of project types, Jim understands the

unique design challenges of each market. From designing his personal motorized blinds to designing complex technical systems for the most sophisticated clients, Jim is a devoted advocate for innovative designs that push conventional boundaries.

"I love solving problems! When I can develop solutions that improve the lives of our clients, it brings me a great deal of professional satisfaction."



"To take someone's idea and bring it to life using technology that brings people together is an awesome job and one I quite enjoy."

GRIFFIN FOLCOMER

SR. DESIGNER


Griffin Folcomer brings a lifelong love for AV technology to his role as Sr. Designer at PhaseShift. With experience spanning broadcast audio engineering, lighting design for musical productions, and data collection management for large-scale manufacturing plants, he brings a wide-lensed level of

exposure to the people, practices, and equipment that supports our industry. Griffin is known to his colleagues and family as someone who can fix anything; his favorite hobbies are tinkering with new technology, snowboarding, and golfing.

A photograph of two men in a professional setting. The man on the right, wearing glasses and a patterned button-down shirt, is leaning forward and looking intently at the man on the left. The man on the left is partially visible in profile, also wearing glasses. The background is a bright, out-of-focus blue.

WE'RE IN YOUR CORNER— **START TO FINISH**

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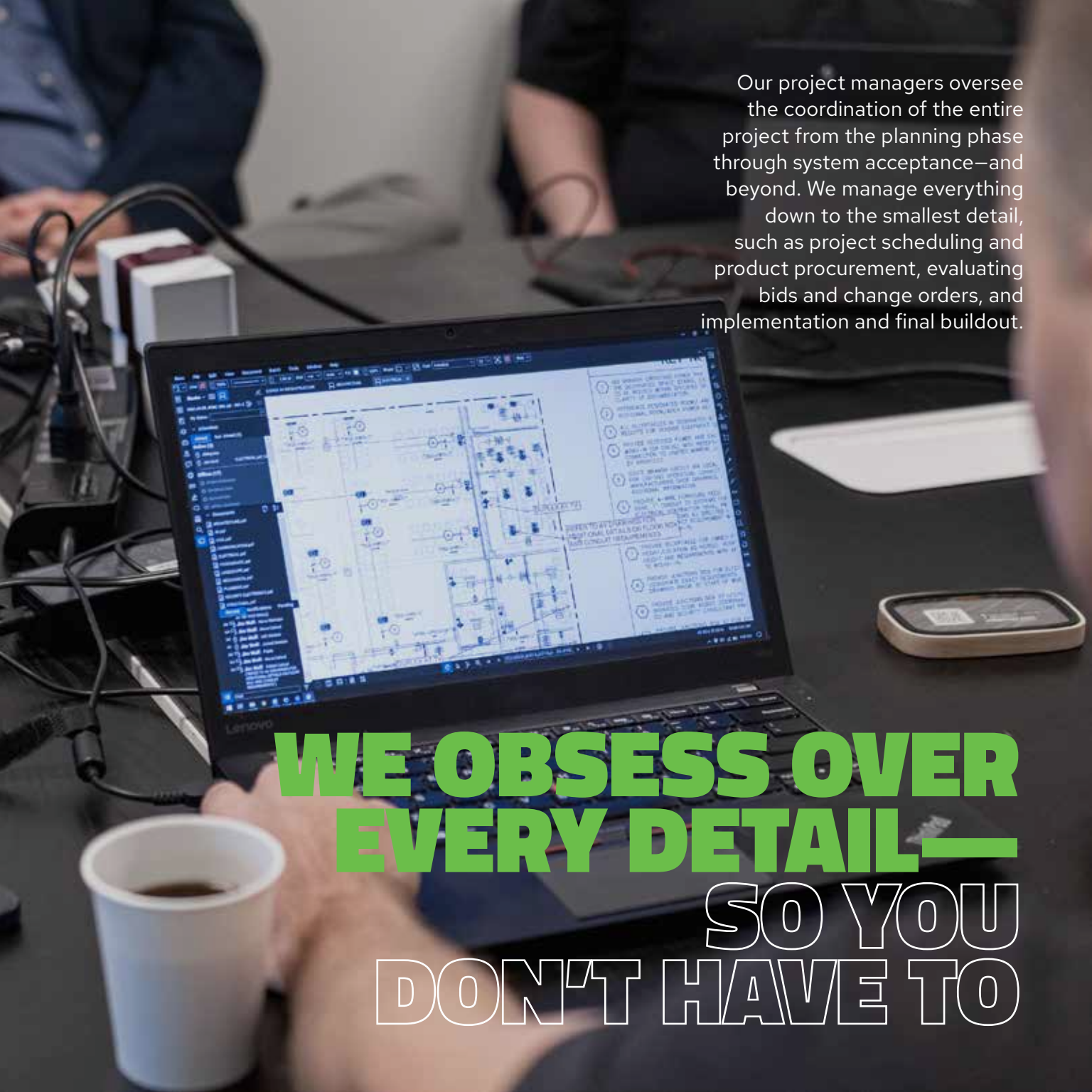


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Vassar Brothers Medical Center / Designed by Callie RT-KL



OUR WORK

CULTURE

American Museum of Natural History, Richard Gilder Center *New York, NY*

Baltimore Museum of Art *Baltimore, MD*

Bell Museum *St. Paul, MN*

Boeing Customer Experience Center *Zhoushan, China*

California Museum *Sacramento, CA*

Capital Jewish Museum *Washington, DC*

Cornell University Lab of Ornithology *Ithaca, NY*

Eisenhower Presidential Library *Abilene, KS*

Jimmy Carter National Historic Site *Plains, GA*

Museum of Pop Culture *New York, NY*

NARA, National Archives *Washington, DC*

National Law Enforcement Museum *Washington, DC*

National Museum of American Diplomacy *Washington, DC*

National Museum of the US Army *Ft. Belvoir, VA*

Smithsonian Arts & Industries Building Futures Exhibit *Washington, DC*

Smithsonian Museum of Natural History *Washington, DC*

Smithsonian National Air and Space Museum *Washington, DC*

Smithsonian National Museum of the American Indian *New York, NY*

Tennessee State Museum *Nashville, TN*

University Baptist Church *Baltimore, MD*

Washington Crossing Visitor Center *Trenton, NJ*

HEALTHCARE

Beth Israel Deaconess Medical Center *Boston, MA*

Children's Hospital of Philadelphia *King of Prussia, PA*

Children's Hospital of Philadelphia *Philadelphia, PA*

Johns Hopkins Health Greenspring *Timonium, MD*

Johns Hopkins Health Howard County General Hospital *Columbia, MD*

Johns Hopkins Health Suburban Hospital *Bethesda, MD*

Medstar Southern MD ED Expansion & Behavior Health *Clinton, MD*

National Harbor Clinic & Ambulatory Surgery *Oxon Hill, MD*

University of Maryland Medical Center *Baltimore, MD*

Vassar Brothers Medical Center *Poughkeepsie, NY*



EDUCATION

Bowie State University *Bowie, MD*

Cathedral College at the National Cathedral *Washington, DC*

Cornell University Lab of Ornithology *Ithaca, NY*

Derry Township School District *Hershey, PA*

Frederick County Public Schools *Frederick County, MD*

George Mason University *Fairfax, VA*

George Washington University *Washington, DC*

Hamilton College *Clinton, NY*

Michigan State University Hall of Hockey *Lansing, MI*

Montgomery College *Rockville, MD*

Montgomery County Public Schools *Montgomery County, MD*

Prince George's County Public Schools *PG County, MD*

St. John's University *Queens, NY*

Southern Methodist University *Dallas, TX*

University of California Berkeley *Berkeley, CA*

University of Pennsylvania Fagin Hall School of Nursing *Philadelphia, PA*

University of Pennsylvania Tangen Hall *Philadelphia, PA*

Virginia Theological Seminary Addison Academic Center *Alexandria, VA*

Virginia Theological Seminary Bishop Payne Library *Alexandria, VA*

Wharton Business School Lauder Institute *Philadelphia, PA*

WORKPLACE

Appian Tysons, VA

CADCA Alexandria, VA

Capital One Tysons, VA

Cognosante Falls Church, VA

Daimler DC Office Washington, DC

Fox News DC Bureau Washington, DC

Freddie Mac Los Angeles, CA

Freddie Mac Tysons, VA

Google New Albany, OH

Howard Hughes Columbia, MD

ICF Reston, VA

International Monetary Fund Washington, DC

Information Technology Industry Council Washington, DC

Jones Lang Lasalle DC Office Washington, DC

JP Morgan Chase Plano, TX

Judicial Watch Washington, DC

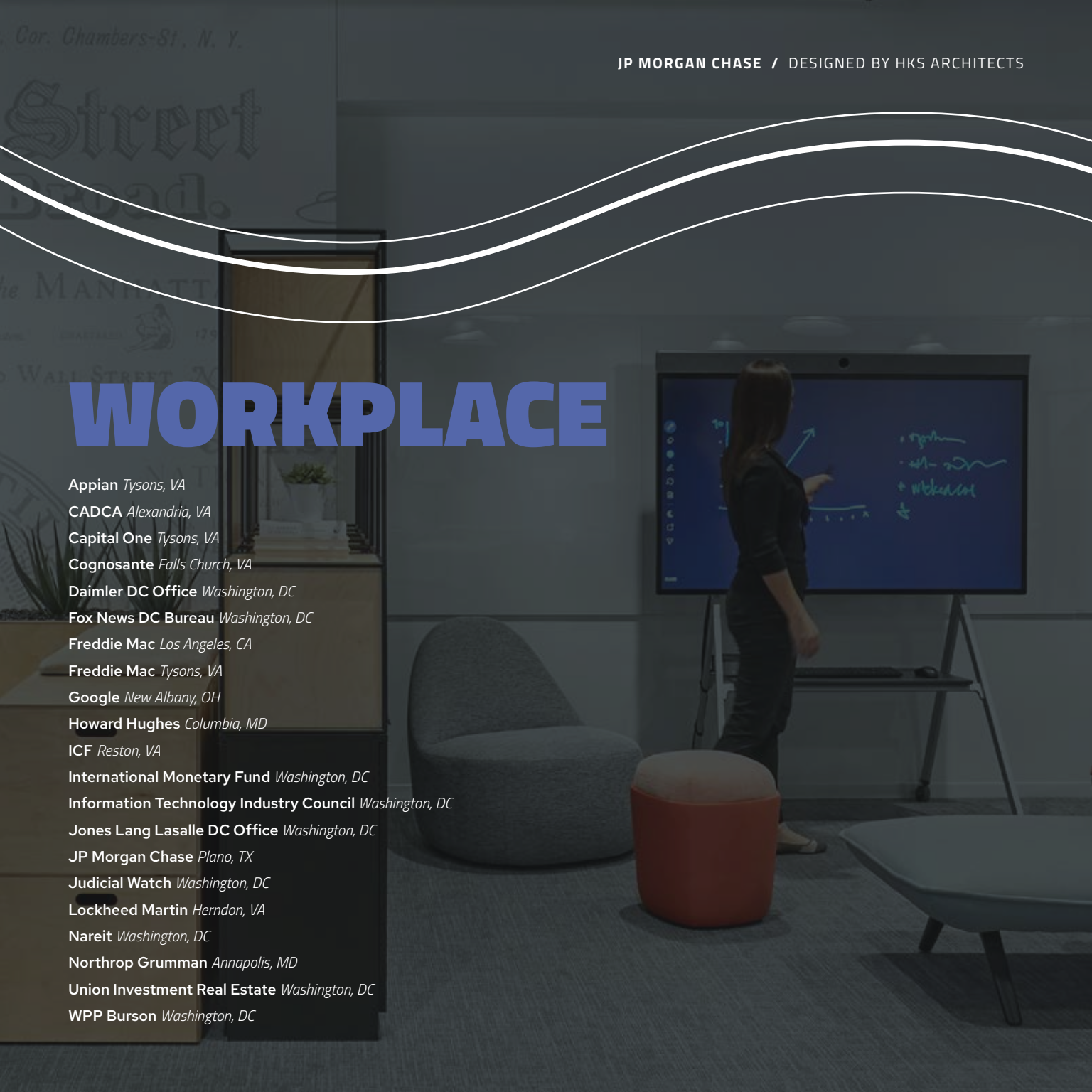
Lockheed Martin Herndon, VA

Nareit Washington, DC

Northrop Grumman Annapolis, MD

Union Investment Real Estate Washington, DC

WPP Burson Washington, DC



GOVERNMENT

Bureau of Labor Statistics *Washington, DC*
Cherry Point Marine Corps Air Station *Cherry Point, NC*
Federal Housing Finance Agency *Washington, DC*
Federal Reserve Board *Washington, DC*
General Services Administration (GSA) *Washington, DC*
Howard County Dept. of Public Works *Columbia, MD*
NARA, National Archives *Washington, DC*
Pennsylvania Senate Office *Harrisburg, PA*
Smithsonian Revitalization of Historic Core *Washington, DC*
US Dept. of Education *Washington, DC*
US Dept. of Homeland Security *Washington, DC*
US Dept. of Veterans Affairs *Washington, DC*
US Federal Aviation Administration *Washington, DC*
Washington County Public Safety Training Facility *Williamsport, MD*

HOSPITALITY & MIXED USE

Boyne Resorts *Gatlinburg, TN*

Burnham Place *Washington, DC*

Cahill Wellness & Fitness Center *Baltimore, MD*

Marriott, The Bend Residence Inn & Courtyard *Washington, DC*

Reston Promenade *Reston, VA*

Riverside 1900 Light St. *Baltimore, MD*

The Assembly *Dallas, TX*

Tucker Road Ice Rink *Ft. Washington, MD*

Valo Park *Tysons, VA*



WE ARE A TECHNOLOGY DESIGN CONSULTANCY

How can we help you succeed?

[PhaseShift.com](https://phaseshift.com)

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info@phaseshift.com