



Critical Questions To Ask Before You Choose A Waterside Security Barrier Supplier

Proof of Claims Ask for Proof Validate All Claims

Several prominent barrier suppliers currently offer barriers. When you consider what's at stake, you owe it to yourself to do due diligence and check the validity of all claims (including ours). We strongly advise our customers to compare Harbor Offshore barrier systems to any of the competing barrier suppliers. At the end of this document, we have included a convenient matrix that will make the comparison easy for you.

Following is a list of **questions you must ask** any barrier supplier.

1. Does the barrier supplier make **incredible claims** that their barriers are unsinkable, require no maintenance, stop 100 ft boats, and has a system that stays submerged and can rise out of the water by command in a few seconds?
2. Does the barrier supplier claim that their barrier system will **actually stop a high energy producing boat**?
3. Did the barrier supplier have competent engineering data and/or conduct **actual full-scale tests to prove their barrier system will stop a boat of the weight, speed and length claimed**?
4. Was barrier testing done under **full power** or was the boat released or shut down before it hit the barrier?
5. Is a barrier supplier willing to **supply the test results and criteria** for their barrier technology?
6. Were tests conducted in a testing arrangement that replicated actual **real world, open ocean conditions**?

Does the barrier supplier have **actual full frame video** showing test sections, attachments, approach and impact? Is this testing video available to the customer?





7. Does the barrier supplier have **scientific test data** such as load cell data and high speed video proving boat speed and actual loads observed?
8. Did barrier supplier have **scientifically qualified** independent third party witness to testing and are you able to contact these parties?
9. Does the barrier supplier provide **realistic cost** estimate information for **complete systems** of truly equal performance capability?
10. Does the barrier supplier **provide references of large scale on time and on budget projects**?
11. Does the barrier supplier use **computer modeling** for barrier performance predictions? What **modeling program** was used and who conducted the modeling?
12. **Is modeling test data made available** for review?
13. What evidence does the barrier supplier have to **demonstrate system durability** in open ocean environment?
14. What actual barrier systems **can the barrier supplier provide as reference for open ocean installation**?
15. Can the barrier supplier conduct a **tour for the customer of a full-scale barrier installation**?
16. Can the barrier supplier **prove competency for design of anchoring and mooring system**?
17. Does the barrier supplier have **competent engineering staff** available with extensive marine construction experience?

Turn to next page for a convenient comparison matrix.





Comparison Matrix

Question number	Harbor Offshore	Supplier 2	Supplier 3	Supplier 4
1	No			
2	Yes			
3	Yes			
4	Under full power			
5	Yes			
6	Yes			
7	Yes			
8	Yes			
9	Yes			
10	Yes			
11	Yes			
12	AQWA			
13	Yes			
14	Actual project history			
15	Actual project history			
16	Yes			
17	Yes			
18	Yes			

