



Tested, Integrators Display Big Gains

As security systems integrators take to the world stage amidst trends such as the commercial Internet of Things, cybercrime and terrorism, they showed their prowess with 14 percent growth in 2016.

By Laura Stepanek, *SDM* Editor

Security systems integrators have faced some major challenges the past few years, including fending off new forms of competition on all sides, fighting the effects of price erosion and margin loss, and keeping up-to-date with some quickly developing technologies that hold promise for end user customers as well as sales potential for integrators themselves. Coming on the heels of a 1 percent decline in systems integration revenue in 2015, integrator companies bounced back in a big way amidst these factors.

Companies ranked on *SDM*'s Top Systems Integrators Report collectively recorded 14 percent growth in 2016. The Report ranks companies by their North American systems integration revenue, which includes solutions such as design, project management, product, installation, programming, start-up, and training sold directly to an end-user customer or through a tier of contractors. Total North American systems integration revenue, which is different from total annual gross revenue, reached \$6.42 billion in 2016, up 14 percent from \$5.63 billion in 2015 for the 100 companies ranked. Several of the largest systems integrators that did not participate in 2016 are now ranked in 2017, including Securitas Electronic Security (formerly ranked as Diebold Security in 2015), ADT, and the combined entity of Johnson Controls/Tyco Integrated Security. However, when they are removed from the calculation and one looks only at those companies for which a year-over-year comparison can be measured, the 14 percent growth rate is present among the remaining integrators.

For top systems integrators, 2016 was a banner year, marked not only by double-digit increases, but by 7 percent more system starts in 2016 over 2015, an increase in full-time employees and business locations operated, and a general optimism that seems permanent — for at least as long as permanent can be in the security industry.

“We see 2016 trends continuing into 2017 in increasing magnitude,” notes A3 Communications Inc., based in Irmo, S.C., and ranked No. 50 on the Report. “On the national level, we

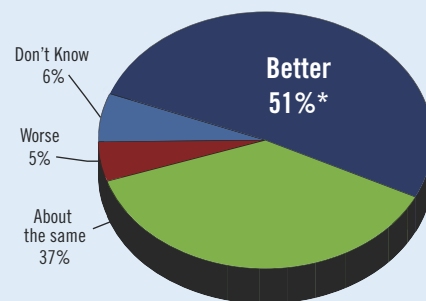
have experienced a heightened level of security awareness due to terrorism and increased concern of domestic instability. This has resulted in continued prioritization of physical security systems and related technologies in both the public and private arenas.

Commenting further about technology trends that A3 Com-

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Integrators Give Thumbs up to Funding

Top Systems Integrators were asked, “Do you think funding for security projects was generally better, worse, or about the same in 2016 as it was in 2015?”



Top Systems Integrators have a positive outlook on the state of funding for their clients' security projects, citing conditions such as a more robust economy, decreased unemployment rates, more disposable consumer income and a greater desire for upgrading security capabilities or overhauling legacy systems — with the funding to match. Among the 5 percent who see funding as worse than the previous year, they cite frozen state funds, or the direction the government will take with businesses, among other reasons.

*percentage of Top Systems Integrators indicating each answer; based on 91 responses.

Source: *SDM* Top Systems Integrators Report, July 2017



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2017 Rank	2016 Rank	Company & Headquarters Location	North American Systems Integration Revenue, 2016	Number of New Projects, 2016	Largest Project Size	Smallest Project Size	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
1	3	Johnson Controls Inc. Milwaukee, Wis.	\$3,104,216,000	na	\$17,000,000	\$200	na	13,600	445
2	2	Convergint Technologies Schaumburg, Ill.	\$578,004,130	13,575	\$9,500,000	\$2,500	corp, govt, utilities	2,605	78
3		ADT Boca Raton, Fla.	\$470,000,000 ^e	na	na	na	na	20,000 ^e	300 ^e
4		Securitas Electronic Security Inc. Uniontown, Ohio	\$260,000,000	na	na	na	na	1,200	350
5	4	Kratos Public Safety & Security Solutions Inc. San Diego, Calif.	\$127,100,000 ^e	na	na	na	na	500	28
6	8	Vector Security Inc. Warrendale, Pa.	\$110,000,000	6,526	\$575,000	\$99	retail, corp, industrial	1,244	33
7	5	Red Hawk Fire & Security Boca Raton, Fla.	\$110,000,000	5,177	\$1,300,000	\$3,000	corp, education, financial	1,200	37
8	7	G4S Secure Integration LLC Omaha, Neb.	\$94,484,591	800	\$6,600,000	\$3,000	utilities, industrial, data centers	552	16
9	6	Kastle Systems International Falls Church, Va.	\$90,000,000	na	na	na	corp	513	10
10	9	Securadyme Systems LLC Dallas, Texas	\$73,000,000	4,200	na	na	utilities, health, education	309	18
11	10	VTI Security Burnsville, Minn.	\$59,951,784	na	\$1,800,000	na	utilities, financial, health	215	8
12	17	Unlimited Technology Inc. Chester Springs, Pa.	\$48,812,000	704	\$4,250,000	\$1,290	utilities, education	94	5
13	13	Securityhunter Inc. Baltimore, Md.	\$47,679,274	325	\$6,199,378	\$33,768	govt	35	1
14	16	Allied Universal Security Systems Santa Ana, Calif.	\$44,375,980	1,886	\$2,200,000	\$1,000	health, corp, utilities	276	12
15	11	AFA Protective Systems Inc. Syosset, N.Y.	\$43,400,000	5,793	\$1,600,000	\$500	retail, airport, corp	390	16
16	12	RFI Communications & Security Systems San Jose, Calif.	\$43,309,300	1,392	\$1,700,000	\$3,800	corp, health, utilities	187	5
17	14	Entech Sales & Service Inc. Dallas, Texas	\$37,980,000	na	\$788,388	\$1,000	health, education, telecommunications/data center	270	9
18	15	Tech Systems Inc. Duluth, Ga.	\$37,627,220	na	na	\$1,000	corp, industrial, health	256	2
19	18	Intertech Ci Pittsburgh, Pa.	\$33,828,710	787	\$1,079,000	\$500	govt, industrial, utilities	165	8
20	33	NextGen Security LLC King of Prussia, Pa.	\$33,331,021	908	\$1,900,000	\$15,000	industrial, utilities, health	70	3
21	22	Genesis Security Systems LLC Germantown, Md.	\$30,000,000	175	\$2,500,000	\$5,000	utilities, financial, corp	69	1

■ No. 1 – With a vision to create a safe, comfortable and sustainable world, Johnson Controls and Tyco merged to create a newly formed Johnson Controls. *SDM's* 2009 Systems Integrator of the Year. ■ No. 2 – Convergint's most significant accomplishment in 2016 was the integration and assimilation of seven unique acquisitions, plus one thus far in 2017 and more to come. *SDM's* 2007 and 2012 Systems Integrator of the Year. ■ No. 4 – *SDM's* 2011 Systems Integrator of the Year (as Diebold Security). ■ No. 6 – Deployed a CRM system throughout the organization to track all prospecting and sales information, resulting in improved management of leads, more focused training for the sales team, and better management by the sales and branch management. ■ No. 7 – Acquisition of Systems Sales Corporation in New Jersey and the partnership with Affiliated Monitoring Company. ■ No. 8 – *SDM's* 2013 Systems Integrator of the Year (and 2008 as Adesta). ■ No. 9 – Record-high RMR and revenue! RMR: \$5.2 M; 6 percent-plus growth. *SDM's* 2015 Systems Integrator of the Year. ■ No. 10 – *SDM's* 2016 Systems Integrator of the Year. ■ No. 12 – Got the single largest contract in the history of the company, worth \$210 M over three to four years. *SDM's* 2014 Systems Integrator of the Year. ■ No. 14 – First integrator to install, configure and integrate Lenel Onguard and Otis Compass Destination Dispatch at a client site. Significant increase in national accounts and launch of new products such as autonomous data machines (robots) and GSOC capabilities. ■ No. 18 – In 2016 exceeded sales goal substantially, expanded throughout Canada and fostered a culture of entrepreneurship as a 100 percent employee-owned organization — all without sacrificing commitment to quality workmanship. ■ No. 20 – Exceeded revenue goal (budget) by \$5,000,000.

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22	25	Security Corporation Novi, Mich.	\$28,782,585	na			utilities, financial, corp	112	2
23	23	GSI Troy, Mich.	\$27,845,368	690	\$1,625,000	\$195	industrial, financial, utilities	106	3
24	40	Security Integrations Albany, N.Y.	\$27,419,400	446	\$3,500,000	\$25,000	correctional, utilities, industrial	37	3
25	27	LVC Companies Inc. Minneapolis, Minn.	\$26,670,159	1,566	\$1,877,000	\$500	govt, financial, corp	175	6
26	26	Advanced Cabling Systems North Little Rock, Ark.	\$26,500,000	50	\$10,000	\$1,000	corp, education, health	185	5
27	29	MSE Corporate Security Branchburg, N.J.	\$24,800,000	na	\$472,000	\$1,000	retail, health, entertainment	80	6
28	30	Sound Incorporated Naperville, Ill.	\$23,800,000	150	\$2,000,000	\$2,000	corp, health, education	102	1
29	51	Advanced Electronic Solutions College Point, N.Y.	\$22,575,480	115	\$6,317,095	\$36,457	na	81	3
30	31	Integrated Security Technologies Herndon, Va.	\$22,096,746	550	\$2,043,143	\$2,500	govt, education, data centers	90	3
31	20	Mountain Alarm Ogden, Utah	\$21,486,205	1,622	\$2,000,000	\$250	education, govt, health	237	10
32	28	MidCo Inc. Burr Ridge, Ill.	\$21,200,000	2,450	\$1,350,000	\$4,525	corp, law, utilities	96	3
33	32	Allied Fire & Security Spokane, Wash.	\$19,344,312	200	\$500,000	\$99	health, corp, hotel	85	3
34	41	TRL Systems Inc. Rancho Cucamonga, Calif.	\$19,257,583	648	\$1,600,000	\$2,000	na	96	5
35	69	Per Mar Security Services Davenport, Iowa	\$19,045,973	5,861	\$1,200,000	\$100	industrial, corp, health	360	15
36	39	CTSI Chantilly, Va.	\$18,867,328	155	\$933,654	\$5,000	govt, health, education	57	1
37	24	Access Systems Integration Eatontown, N.J.	\$18,467,003	112	\$1,323,656	\$2,122	utilities, corp, health	59	5
38	53	Minuteman Security Technologies Inc. Andover, Mass.	\$18,100,000	839	\$8,600,000	\$2,900	transport, education, health	52	4
39	37	KST Security Indianapolis, Ind.	\$17,974,010	370	\$1,900,000	\$10,000	corp, health, education	62	4
40	21	Interface Security Systems Holdings Inc. Earth City, Mo.	\$17,933,316	17,000	\$13,100,000	\$0	retail, hotel, corp	687	15
41	44	The Protection Bureau Exton, Pa.	\$17,551,841	852	\$863,059	\$99	retail, corp, education	88	4
42	34	Security Equipment Inc. Omaha, Neb.	\$17,388,874	1,046	\$523,409	\$99	education, utilities, corp	156	4
43	19	SIGNET Electronic Systems Inc. Norwell, Mass.	\$17,000,000	765	\$950,000	\$1,000	na	126	3
44	38	Firstline Security Systems Inc. Anaheim, Calif.	\$16,900,000	485	\$1,850,000	\$12,000	utilities, corp, financial	60	3

■ No. 23 – Opened office in Dearborn, Mich., to better service clients. ■ No. 25 – Added a fire suppression division in part through acquisition of a company. This division has the ability to quickly become one of the largest divisions. ■ No. 26 – Acquired CENTRALARM and expanded into the Missouri area. ■ No. 29 – Finished within budget and timeline several multi-million dollar projects. ■ No. 30 – Compiled over 10 percent growth in revenues and expanded hosted/managed services portfolio. ■ No. 31 – Purchased United Security Systems, Denver. ■ No. 35 – Outpaced previous record RMR sales by 15 percent. ■ No. 37 – Completion of Cape May County, N.J., large integrated system. ■ No. 38 – Highest revenue in the company's history. ■ No. 40 – In 2016 successfully completed installations of approximately 600 Interface "interactive systems" for client. Interface Interactive is the security industry's first and only complete IP-enabled design, allowing the company's Central Command Center in Plano, Texas, to manage real-time voice communication, CCTV, and intrusion systems through one IP endpoint. ■ No. 42 – Deployed video and access control cloud service offerings. ■ No. 43 – Deployed gunshot detection in a Rhode Island judiciary system.

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45	36	ACT Clifton, N.J.	\$16,894,211	83	\$3,725,000	\$5,500	education, financial, health	39	1
46	42	American Alarm & Communications Arlington, Mass.	\$15,795,432	3,152	\$429,000	\$50	na	272	6
47	58	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$15,597,146	1,000	\$800,000	\$199	health, corp, education	140	2
48	48	ADS Security L.P. Nashville, Tenn.	\$15,392,798	5,440	\$83,131	\$0	retail, corp, industrial	395	22
49	54	Life Safety Engineered Systems Inc. Buffalo, N.Y.	\$15,011,577	na	\$1,500,000	\$750,000	retail, health, govt	na	5
50		A3 Communications Inc. Irmo, S.C.	\$14,033,122	468	\$2,285,557	\$1,660	education, govt, financial	106	7
51	50	Midstate Security Company Wyoming, Mich.	\$13,696,962	na	\$1,791,000	\$1,300	correctional, industrial, health	79	1
52	52	Alarm Detection Systems Inc. Aurora, Ill.	\$13,649,387	3,233	\$338,087	\$300	education, financial, industrial	302	4
53	43	Redrock Security & Cabling Inc. Irvine, Calif.	\$12,651,230	250	\$3,000,000	\$20,000	corp, financial, multi-family	60	4
54		ESI Anaheim, Calif.	\$12,450,000	286	\$3,750,000	\$5,000	financial, corp, law	60	3
55	47	FE Moran Inc. Security Solutions Champaign, Ill.	\$12,155,000	3,724	\$217,500	na	retail, financial, govt	160	6
56	46	RAE Security Houston, Texas	\$11,119,093	300	\$3,500,000	\$1,000,000	corp, health, industrial	36	1
57	55	Operational Security Systems Inc. Atlanta, Ga.	\$10,726,557	370	na	na	na	51	2
58	74	DynaFire Inc. Casselberry, Fla.	\$10,531,950	834	\$1,024,000	\$295	entertainment, health, education	162	5
59	49	SSD Alarm Systems / Kern Security & Fire / Alpha Alarm & McNeill Security Anaheim, Calif.	\$10,277,239	na	na	na	na	230	12
60	59	Stone Security Salt Lake City, Utah	\$10,069,538	378	\$610,055	\$277	worship, govt, industrial	31	2
61		Security By Design Wire Works Business Systems Inc. Westbury, N.Y.	\$10,012,201	711	\$300,000	\$5,000	corp, education, govt	85	2
62	67	Ackerman Security Systems Atlanta, Ga.	\$9,631,965	1,766	\$1,450,000	\$49	retail, health, govt	320	3
63		3Sixty Integrated San Antonio, Texas	\$9,568,257	290	\$1,240,000	\$3,600	govt, education, health	42	1
64	64	PASS Security Fairview Heights, Ill.	\$9,180,857	600	\$480,000	\$1,000	utilities, education, govt	48	1
65	56	CGL Electronic Security Inc. Westwood, Mass.	\$9,105,000	150	\$650,000	\$5,000	education, health, corp	45	1

■ No. 45 – Installed a 1,000-card-reader system. ■ No. 46 - Largest acquisition to date in company history. Change of software to two new platforms: central station (BOLD) and all other business functions (Infor). ■ No. 48 – Accomplished plan of delivering strong organic growth in the midst of a record acquisition year (closing 6 new acquisitions in 2016). ■ No. 49 – Completed \$2.5 million in installations for one client. ■ No. 54 – Successfully completed largest single installation project that was roughly \$3.7 M. ■ No. 58 – 50 percent increase in sales. ■ No. 60 – Awarded the Axis Government Sector Partner of the Year, Axis Gold Partner of the Year, Milestone Regional Partner of the Year and Secured Cities Conference – Municipal Surveillance Project of the Year for work with the City & County of Denver. ■ No. 62 – Installed more than 2,000 cameras at 40-plus schools within the Atlanta Metro area while supporting multiple national account rollouts across the U.S. ■ No. 63 – For Leander ISD, near Austin, Texas, the company performed a cutover for 59 buildings and 15 security vestibules on an existing system that wasn't being maintained, within a tight timeline and on budget.

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66	57	Sonitrol New England Rocky Hill, Conn.	\$8,199,995	1,081	\$317,186	na	education, corp, industrial	93	5
67	62	Guardian Protection Services Warrendale, Pa.	\$8,156,274	3,621	\$256,000	na	retail, health, education	1,129	14
68	65	APL Access & Security Inc. Gilbert, Ariz.	\$8,103,143	50	\$1,200,000	\$5,000	corp, govt, health	41	2
69	60	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$7,526,425	1,651	\$427,717	\$99	retail, corp, education	101	2
70	66	Sentry Communications & Security Hicksville, N.Y.	\$7,500,000	200	\$750,000	\$500	na	68	1
71		ITech Digital Security Solutions Indianapolis, Ind.	\$7,328,632	707	\$65,000	\$3,000	retail, transport, financial	41	2
72	63	Vision Security Technologies Birmingham, Ala.	\$7,278,730	320	\$219,384	\$1,500	education, govt, utilities	36	3
73	87	Engineered Security Systems Towaco, N.J.	\$7,141,121	576	\$857,200	\$895	corp, industrial, education	61	4
74	61	AVS Technology Totowa, N.J.	\$7,000,000	300	\$1,100,000	\$5,000	na	39	4
75	75	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$6,743,132	na	na	na	govt, health, education	31	2
76	81	Peak Alarm Co. Inc. Salt Lake City, Utah	\$6,705,958	172	\$150,322	\$50	govt, industrial, retail	303	4
77		Custom Alarm Rochester, Minn.	\$6,677,645	680	\$120,000	\$99	health, education, govt	60	1
78	79	Southeastern Security Professionals LLC Norcross, Ga.	\$6,565,054	359	\$562,076	\$2,830	industrial, corp, govt	31	1
79		Electronic Security Systems Warren, Mich.	\$6,315,661	500	\$500,000	\$5,000	health, education, corp	28	2
80	76	Sonitrol of Sacramento & Orange County, Cybex Security Roseville, Calif.	\$6,237,761	1,040	\$121,900	\$199	corp, govt, industrial	52	3
81		Trinity Wiring & Security Solutions Manassas, Va.	\$6,102,016	50	\$70,000	\$0	na	51	1
82	77	Bates Security LLC / Sonitrol of Lexington Lexington, Ky.	\$5,857,621	387	\$82,285	na	corp, industrial, health	59	2
83	72	Electronic Security Concepts LLC Scottsdale, Ariz.	\$5,728,143	236	\$778,000	\$450	na	34	2
84	70	D/A Central Inc. Oak Park, Mich.	\$5,714,365	60	\$450,000	\$20,000	financial, industrial, govt	41	2
85	78	Atronic Alarms Inc. Lenexa, Kan.	\$5,310,514	na	\$176,288	\$195	na	59	1
86	83	Strategic Security Solutions Raleigh, N.C.	\$5,061,597	na	\$5,061,597	\$1,750,000	health, corp, education	13	1
87		Rapid Security Solutions LLC Sarasota, Fla.	\$4,965,240	427	\$163,994	\$400	property mgmt, retail, corp	40	2

■ No. 77 – Rolled out a new vision, purpose and core values within the company. Began the journey in April to create a company that is a culture of accountability and of customer service. ■ No. 78 – Increased service contracts sales over 50 percent, which brings our clients the most value. ■ No. 80 – Brought on a new CCTV vendor that provided a substantial RMR opportunity through remote health video system monitoring. ■ No. 81 – Largest growth year in RMR in company history. ■ No. 82 – Opened first new branch in Jacksonville, Fla. ■ No. 83 – Opened Albuquerque, N.M., office. ■ No. 84 – Developed an IT Managed Services team which helped grow the business substantially.

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88	71	Will Electronics St. Louis, Mo.	\$4,930,000	na	\$3,626,441	\$600,000	utilities, industrial, health	29	1
89	82	Fleenor Security Systems Johnson City, Tenn.	\$4,367,602	595	\$411,305	\$250	health, corp, industrial	57	2
90	104	SMG Security Systems Inc. Elk Grove Village, Ill.	\$4,188,234	1,100	\$110,937	\$99	industrial, retail, corp	60	1
91	97	Sonitrol Tri-County Grand Blanc, Mich.	\$3,870,178	1,034	\$62,000	\$1,000	education, health, industrial	66	3
92	96	Sonitrol of Buffalo, Rochester, Toronto Buffalo, N.Y.	\$3,635,000	116	\$435,000	\$2,500	industrial, transport, corp	90	3
93	85	Matson Alarm Co. Inc. Fresno, Calif.	\$3,298,647	689	\$200,000	\$100	industrial, corp, retail	77	4
94	90	SCI Inc. Albuquerque, N.M.	\$3,287,810	235	\$390,000	\$5,000	govt, education, utilities	16	1
95	91	Redwire / Sonitrol of Tallahassee, Bay, NW FL, EC FL Tallahassee, Fla.	\$3,216,611	na	na	na	na	69	6
96	89	Kimberlite Corp. Fresno, Calif.	\$3,185,532	156	\$62,000	\$1,500	education, govt, industrial	106	8
97		Post Alarm Systems Arcadia, Calif.	\$3,168,900	478	\$125,000	\$300	na	135	2
98	95	EMC Security Suwanee, Ga.	\$3,162,157	690	\$319,089	\$99	education, corp, industrial	129	1
99	88	New York Security Solutions Brooklyn, N.Y.	\$3,100,000	379	\$125,792	\$7,000	health, govt, hotel	24	3
100	86	Sonitrol Pacific Portland, Ore.	\$2,866,593	475	\$108,835	\$500	education, govt, corp	86	5

■ No. 88 – Landed the O’Fallon Justice Center project and an extended service contract with a large utility company. ■ No. 89 – Central station became UL listed and the company started the process of opening a second location. ■ No. 95 – Central station achieved 1,464 apprehensions. The company also launched new video verification platforms and completed a technology overhaul. ■ No. 98 – Completed replacement of more than 7,000 2G radios for existing customers. Formed Customer Care Center group to replace individual departments. Introduced self-installation product line with strong growth numbers through the year.

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Average Percentage of Jobs on an Integrator’s Staff

This chart, which you can use to compare job titles in your own company with industry averages, shows the average percentage distribution of job titles among Top Systems Integrator companies. More than two-thirds of jobs (37 percent) comprise installation and technical service positions. Some slight changes were that sales/marketing dropped one percentage point but IT gained one point year-over-year.

**average percentage distribution of staff titles among systems integrators; based on 90 responses.*

Source: SDM Top Systems Integrators Report, July 2017

