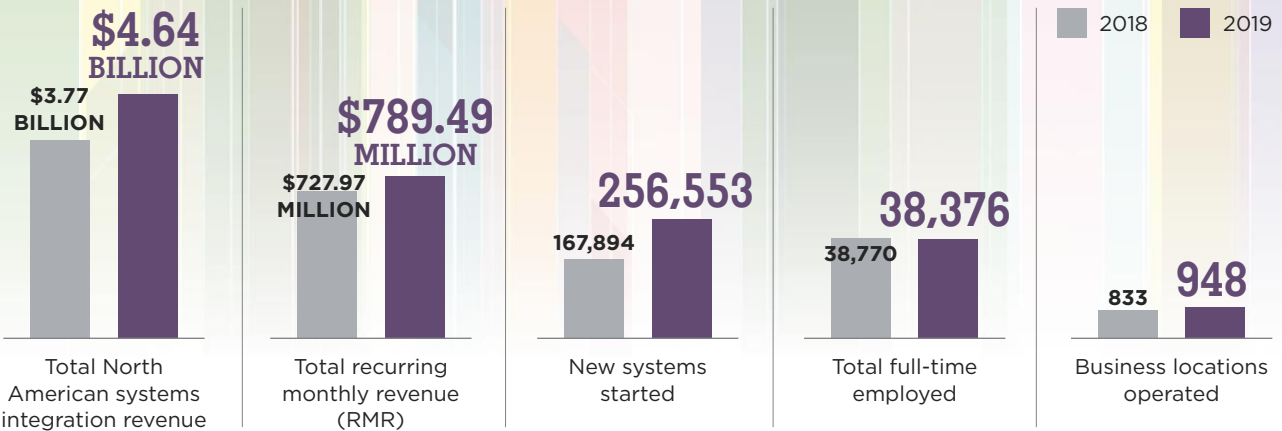




Strength in NUMBERS

Top Systems Integrators: At a Glance



Total North American revenue from systems integration for the 100 largest security integrators reached \$4.64 billion in 2019 from 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. It does not include recurring revenue from services and monitoring, as integrators were asked to report that amount separately. A comparison between the top 100 companies ranked this year and the top 100 ranked in 2019 shows a 23 percent increase in systems integration revenue. Among companies for which a year-to-year comparison could be made (comparing only those ranked in both years), security systems integration revenue increased by roughly the same amount at 22.7 percent. Total recurring monthly revenue is the sum of RMR as of Dec. 31, 2019.

// SOURCE: SDM TOP SYSTEMS INTEGRATORS REPORT, JULY 2020

Security integrators ranked on the 25th Annual 2020 Top Systems Integrators Report collectively grew 23 percent in 2019 over the previous year, but the unpredictability of what lies ahead looms.

BY MAGGIE MCFADDEN SHEIN, *SDM* Managing Editor

Last year was a year of revenue growth for many security integrators ranked on the 2020 Top Systems Integrators Report. For some, it was their best year of revenue growth in company history, and for others, the market was flat yet steady. Collectively, the nation’s largest security integrators grew their 2019 North American systems integration revenue by 23 percent over 2018. This

is particularly solid evidence of a great year in the security industry as the year before was also a year of growth: those ranked on the Top Systems Integrators Report last year, saw a growth rate of 14 percent over their 2017 systems integration revenue.

One area in particular that many of this year’s Top Systems Integrators noted growth in was hosted and managed services. In fact, with so many security integrators focusing on growing their RMR through these types of services, *SDM* ranked the top 25 Top Systems Integrators by their reported Recurring Monthly Revenue or RMR for 2019. (Check out the table on page 38.) Top Systems Integrators saw RMR growth with \$789.49 million in 2019 collectively, compared with \$727.97 in 2018.

No. 35, Sound Inc. saw growth in all markets with hosted solutions. “The market continues to grow with emphasis on analytics and proactive monitoring,” the company reports.

Unlimited Technology Inc., ranked No. 9, writes, “The growth was strong. The segments that grew the most were

2020 Top Systems Integrators

2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2019	NUMBER OF NEW PROJECTS, 2019	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
1	1	Convergent Technologies Schaumburg, Ill.	\$1,247,258,573	18,970	\$14,930,000	\$3,500	corporate, govt, financial, health, education	4,942	126
2	2	ADT Boca Raton, Fla.	\$818,075,000 ^e	na	na	na	na	20,000	300
3	3	Securitas Electronic Security Uniontown, Ohio	\$426,000,000	na	na	na	financial, corporate, retail, utilities	1,800	34
4	4	Vector Security Warrendale, Pa.	\$320,040,455	5,090	\$450,000	\$99	corporate, retail, health, govt	1,717	61
5	6	Allied Universal Technology Services Santa Ana, Calif.	\$173,197,000	9,500	\$2,200,000	\$3,000	health, utilities, corporate, education	na	31
6	5	G4S Secure Integration LLC Omaha, Neb.	\$124,445,442	1,884	\$5,365,002	\$32,000	na	564	21
7	7	Kastle Systems International Falls Church, Va.	\$116,500,000	na	na	na	corporate, govt, education, retail, industrial	na	12
8	8	Tech Systems Inc. Buford, Ga.	\$80,369,016	1,200	\$698,786	\$20,000	corporate, health, financial, industrial	353	3
9	9	Unlimited Technology Inc. Chester Springs, Pa.	\$69,000,000	1,402	\$19,000,000	\$405	industrial, corporate, utilities, transport, education	192	15
10		Netronix Integration San Jose, Calif.	\$58,183,687	866	\$1,486,810	\$347	corporate, education, health, govt, utilities	203	7

e = *SDM* estimate na = not available. Abbreviations to markets: airport = airports; office = corporate office space; correctional = correctional; education = education/campuses; entertainment = entertainment/sports venues; financial = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hotel = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurants; transport = transportation/distribution; utilities = utilities/critical infrastructure.

No. 1 — Completed 5 acquisitions of various sizes and locations in 2019. Achieved \$1 billion in revenue for the first time in the company’s history in 2018. *SDM*’s 2007 and 2012 Systems Integrator of the Year. **No. 3** — Acquired Global Elite Group, an aviation security company. *SDM*’s 2011 (as Diebold) and 2019 Systems Integrator of the Year. **No. 4** — Acquired ADS Security. **No. 5** — Allied Universal Technology Services acquired Securadyne Systems, which formed AUTS, as well as MidState Security and Advent Systems. *SDM*’s 2016 Systems Integrator of the Year (as Securadyne Systems). **No. 6** — *SDM*’s 2013 Systems Integrator of the Year. **No. 7** — *SDM*’s 2015 Systems Integrator of the Year. **No. 8** — Completed a \$4.5 million project with an existing client in 2019. *SDM*’s 2004 Systems Integrator of the Year. **No. 9** — *SDM*’s 2014 Systems Integrator of the Year. **No. 10** — One of the two owners of Netronix Integration retired in 2019.

managed services.”

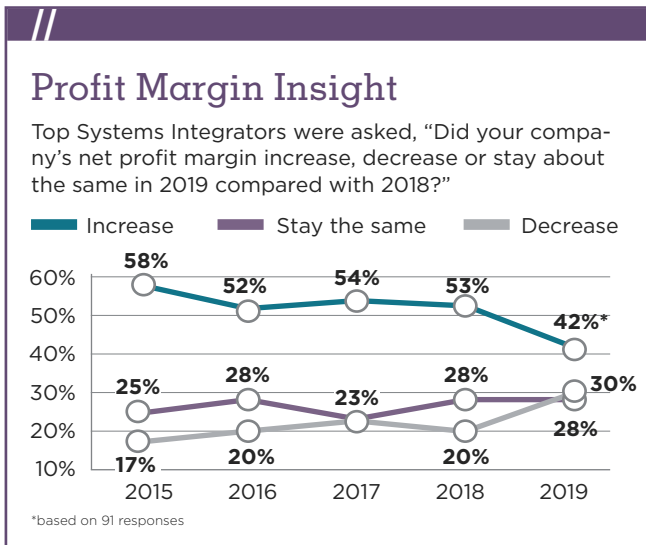
Adds Valley Alarm, No. 100, “The market was extremely strong — especially in CCTV and access control. 2018 was good, but 2019 was stronger.”

The 2020 Top Systems Integrators Report ranks security integrator 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 revenue — for the 100 ranked companies reached \$4.64 billion in 2019, a 23 percent increase over 2018. In addition, security integrators started 256,553 new projects in 2019, up from 167,894 in 2018.

But even with revenue growth, RMR growth and a 52 percent increase in new system starts over 2018, there are signs that the direction for 2020 is not set in stone.

One indication that unpredictability looms is a downward change in the percent of Top Systems Integrators that reported an increase in profit margins for 2019. Since 2015, more than half of the Top Systems Integrator companies reported net profit margins increasing when compared over the previous year. (See Profit Margin Insight chart below). In 2015, as many as 58 percent of the Top Systems Integrators reported their company’s net profit margin increasing over the previous year. For this year’s 2020 Top Systems



While 42 percent of security integrators reported an increase in their net profit margin over the prior year, the amount of security integrators that reported a decrease in net profit margins compared with the prior year grew by 10 percentage points. For those integrators that reported a net profit margin decrease, the average decrease was 12 percent. // SOURCE: SDM TOP SYSTEMS INTEGRATORS REPORT, JULY 2020

Top 25 Integrators by RMR

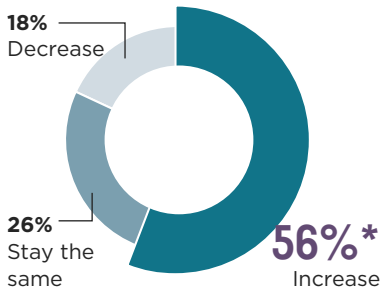
Company	Recurring Monthly Revenue, Dec. 31, 2019	2020 Rank
ADT	\$336,000,000 ^e	2
Vector Security	\$19,149,912	4
Guardian Protection	\$12,682,766	49
Interface Security Systems Holdings Inc.	\$10,286,684	26
Securitas Electronic Security	\$10,100,000	3
Kastle Systems International	\$6,761,958	7
Ackerman Security Systems	\$4,684,913	43
AFA Protective Systems Inc.	\$3,032,000	14
Per Mar Security Services	\$2,770,152	22
G4S Secure Integration LLC	\$2,487,895	6
American Alarm & Communications	\$1,836,098	31
Mountain Alarm	\$1,793,799	27
Dallas Security Systems Inc. & DSS Fire Inc.	\$1,668,702	32
SSD Alarm	\$1,639,962	41
Allied Universal Technology Services	\$1,612,600	5
Briscoe Protective	\$1,477,572	64
FE Moran Security Solutions	\$1,468,983	21
EMC Security	\$1,235,396	51
Will Electronics	\$1,218,839	68
Sonitrol Pacific	\$1,154,045	75
Security Equipment Inc.	\$1,044,856	29
Sonitrol New England	\$1,030,556	66
Kimberlite-Sonitrol	\$1,012,214	83
Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$1,008,154	60

^e=SDM estimate

As security systems integrators continue to focus on opportunities to create recurring monthly revenue (RMR) from maintenance contracts, licensing fees, monitoring and more, SDM decided to rank this year’s Top Systems Integrators by their reported RMR from 2019. Among those companies that reported RMR, these businesses reported the highest numbers. // SOURCE: SDM TOP SYSTEMS INTEGRATORS REPORT, JULY 2020

Revenue Outlook Shows Decline in Confidence

Top Systems Integrators were asked, “How do you expect revenues in 2020 to compare with revenues in 2019?”



*percentage of Top Systems Integrators indicating each answer; based on 94 responses

Last year, 91 percent of Top Systems Integrators expected their 2019 revenue to exceed the prior year. This year shows a decline in confidence among the Top Systems Integrators as only 56 percent expect their revenue in 2020 to increase over 2019. // SOURCE: *SDM* TOP SYSTEMS INTEGRATORS REPORT, JULY 2020

Integrators Report, 42 percent reported an increase in profit margins in 2019, while 30 percent reported a decrease.

Though it was an overall solid year for security integrators, the untold story of what lies ahead as the world moves forward and through the COVID-19 pandemic threatens to overshadow the possibilities of 2020. Perhaps the biggest telltale sign that change is on the horizon one way or another is in the Top Systems Integrators’ response to revenue expectations for 2020. When asked, “How do you expect revenues in 2020 to compare with revenues in 2019?” 56 percent of Top Systems Integrators say they expect revenue to increase.

On the surface, more than half of this year’s companies predicting an increase sounds quite promising. Some of the Top Systems Integrators filled out their qualification forms before stay-at-home mandates came into place in response to COVID-19, though many filled it out when states were beginning to or already had shut down. In addition, when you look at

last year’s response predicting revenue expectations for 2019, 91 percent of Top Systems Integrators expected revenue to increase in 2019 over 2018. A drop from 91 percent to 56 percent gives every indication that security integrators are aware the current state of the world will affect their businesses. The jury is just out on how much.

But many of this year’s Top Systems Integrators are determined to adapt to the changes. Though the majority of those companies ranked on the Top Systems Integrators Report noted COVID-19 as one of the biggest issues or trends to watch out for in 2020, many of them talked about possibilities and opportunities for the year ahead — perhaps a testament to the positive and creative leadership at many of these companies.

Writes Advanced Electronic Solutions, No. 24, “With the COVID-19 virus, we will see more occupancy detectors and remote monitoring with less on-site projects. With so many

TSI continues on page 43

2020 Top Systems Integrators

2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2019	NUMBER OF NEW PROJECTS, 2019	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
11	11	A3 Communications Inc. Irmo, S.C.	\$57,941,436	1,691	\$871,265	\$320	education, govt, transport, health, industrial	178	7
12		Structure Works Inc. Dover Plains, N.Y.	\$52,416,000	2,010	\$1,575,000	\$1,000	corporate, utilities, entertainment, industrial, financial	320	10
13	10	SSI Rocklin, Calif.	\$52,386,845	160	\$9,000,000	\$5,000	gaming, hotel, education, retail, health	99	7
14	12	AFA Protective Systems Inc. Syosset, N.Y.	\$47,548,000	8,646	\$782,000	\$500	retail, corporate, airport, financial, govt	378	16
15	15	NextGen Security LLC Exton, Pa.	\$44,100,319	2,150	\$2,708,000	\$1,230	utilities, health, industrial, education, corporate	125	
16	14	GSI Troy, Mich.	\$43,588,300	959	\$3,800,000	\$300	industrial, utilities, corporate, financial, entertainment	128	3
17	13	RFI Communications & Security Systems San Jose, Calif.	\$42,877,634	1,867	\$2,380,000	\$4,300	corporate, health, education, industrial, utilities	175	5

e = *SDM* estimate na = not available. Abbreviations to markets: airport = airports; office = corporate office space; correctional = correctional; education = education/campuses; entertainment = entertainment/sports venues; financial = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hotel = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurants; transport = transportation/distribution; utilities = utilities/critical infrastructure.

No. 11 — Achieved highest revenue in company history in 2019 and expanded footprint to Florida. **No. 14** — Awarded a multi-year fire inspection contract at JFK Airport. **No. 15** — *SDM*’s 2017 Systems Integrator of the Year. **No. 16** — Purchased Wiltec Technologies in Ann Arbor, Mich. **No. 17** — Successfully rolled out internal mentoring, professional development and multi-generational workforce programs in 2019.

2020 Top Systems Integrators

2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2019	NUMBER OF NEW PROJECTS, 2019	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
18	16	Entech Sales and Service LLC Dallas, Texas	\$34,222,000	147	\$626,000	\$1,000	health, education, telecom, corporate, govt	279	6
19	17	Integrated Security Technologies Herndon, Va.	\$33,936,480	598	\$1,823,840	\$2,500	govt, education, health	141	4
20	28	Star Asset Security Orlando, Fla.	\$32,557,596	1,768	\$576,130	\$500	retail, govt, education, health, utilities	179	9
21	40	FE Moran Security Solutions Champaign, Ill.	\$32,019,007	8,657	\$1,051,360	\$100	na	248	8
22	18	Per Mar Security Services Davenport, Iowa	\$31,549,506	na	\$1,500,000	\$0	retail, industrial, health, corporate, education	340	20
23	33	Stone Security Salt Lake City, Utah	\$26,924,725	780	\$768, 538	\$280	education, govt, corporate, law enforcement, transport	94	3
24	21	Advanced Electronic Solutions College Point, N.Y.	\$26,500,000	83	\$7,500,000	\$32,000	corporate, health, airports, education, financial	98	3
25	23	A+ Technology & Security Solutions Inc. Bay Shore, N.Y.	\$25,596,504	158	\$1,960,000	\$9,700	education, govt, health, , law enforcement	85	3
26	22	Interface Security Systems Holdings Inc. Earth City, Mo.	\$25,565,184	146,354	\$206,255	\$0	retail, hotel, corporate, financial, health	640	12
27	27	Mountain Alarm Ogden, Utah	\$24,324,798	na	\$2,498,000	\$99	na	266	12
28	20	DynaFire LLC Casselberry, Fla.	\$23,291,140	978	\$2,320,598	\$195	industrial, hotel, education, entertainment, retail	271	6
29	38	Security Equipment Inc. Omaha, Neb.	\$22,693,620	570	\$762,153	\$0	education, financial, corporate, retail, health	197	5
30	29	Minuteman Security Technologies Inc. Andover, Mass.	\$22,444,777	1,455	\$1,328,541	\$1,000	govt, health, education, corporate, transport	71	9
31	35	American Alarm & Communications Arlington, Mass.	\$22,286,257	4,373	\$479,541	\$50	health, corporate, govt, financial	267	6
32	26	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$21,853,465	1,300	\$450,000	\$199	health, corporate, education, industrial, education	153	2
33	36	3Sixty Integrated San Antonio, Texas	\$20,955,366	520	\$1,200,000	\$5,000	retail, education, health, financial,		1
34	31	RedRock Security & Cabling Inc. Irvine, Calif.	\$18,800,000	na	\$3,250,000	\$5,000	education, corporate	202	3
35	30	Sound Inc. Naperville, Ill.	\$18,735,000	na	\$1,500,000	\$985	corporate, health, education, financial, hotel	101	1
36	32	TRL Systems Inc. Rancho Cucamonga, Calif.	\$18,500,000	1,500	\$600,000	\$1,000	corporate, health, education, industrial, transport	55	5
37	39	JSC Systems Inc. Jacksonville, Fla.	\$16,478,863	232	\$865,000	\$500	education, health, govt, industrial, hotel	131	7
38	34	The Protection Bureau Exton, Pa.	\$16,242,392	na	\$1,700,000	\$99	na	87	3

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No. 19 — Opened Richmond, Va. office in the 4th quarter of 2019. **No. 22** — Completed and integrated 6 (4 in 2019 and 2 in late 2018) acquisitions while retaining all technicians from sellers. **No. 24** — Licensed to deploy drone technology. **No. 25** — Celebrated 30th anniversary with largest revenue and highest RMR in company history. Company of the year LISTNET. Partner of the Year: Gallagher and Open Options. **No. 30** — Completed first major acquisition of Norris Inc. and increased year-over-year EBITDA. **No. 31** — Acquired Eaglestar Security. **No. 32** — Achieved best sales of company's history. **No. 36** — Hit highest revenue as a company in 2019.

Unlimited Technology's \$19M Project

Unlimited Technology earns the spot for the largest project in this year's Top Systems Integrators Report, for its project for a large utility customer. For the project, the company implemented a new hyper convergence stretch cluster, including a DWDM transport network and three new data centers. This provided the customer the opportunity for all IT and OT infrastructures to meet the 800 series of NIST standards, while reducing cyber risk. The infrastructure provides the ability to meet future goals including AMI, substation automation, security and data center consolidation projects. Partnering with Pivot3, LogRhythm, IronNet and other equipment and software manufacturers, Unlimited Technology successfully integrated multiple platforms to provide end-to-end cyber monitoring and automated response based on a SOAR model. The implementation provides long-term reductions in operating costs while obtaining higher levels of network and data center reliability and functionality. **To read about other Top Systems Integrators' projects in 2019, [click here](#).**



2020 Top Systems Integrators

2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2019	NUMBER OF NEW PROJECTS, 2019	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
39	43	CGL Electronic Security Inc. Westwood, Mass.	\$11,808,000	600	\$1,200,000	\$1,000	education, health, govt, industrial, corporate	na	1
40	41	Ojo Technology Fremont, Calif.	\$11,295,090	203	\$2,000,000	\$50,000	education, transport, govt, corporate, utilities	33	3
41	44	SSD Alarm Anaheim, Calif.	\$11,208,021	na	na	na	na	210	10
42	42	PASS Security Fairview Heights, Ill.	\$10,758,865	750	\$450,000	\$1,000	utilities, education, health, govt, transport	50	1
43	50	Ackerman Security Systems Norcross, Ga.	\$10,499,864	1,432	\$4,000,000	\$40,000	education, corporate, industrial, retail, hotel	239	3
44	49	Vision Security Technologies Birmingham, Ala.	\$10,150,000	592	\$649,066	\$2,177	education, transport, health, govt, industrial	44	3
45	54	Ollivier Corporation Los Angeles, Calif.	\$10,027,429	150	\$900,000	\$2,500	corporate, health, education, retail, financial	34	2
46	46	Bates Security / Sonitrol of Lexington Lexington, Ky.	\$9,316,449	959	\$110,622	\$0	education, industrial, corporate, utilities, govt	91	4
47	55	D/A Central Inc. Oak Park, Mich.	\$8,999,993	na	\$350,354	\$8,871	na	50	3
48	74	Sonitrol of Buffalo, Rochester, Toronto Buffalo, N.Y.	\$8,800,200	476	\$1,000,000	\$2,500	industrial, corporate, health, transport, education	82	3
49	53	Guardian Protection Warrendale, Pa.	\$8,508,864	3,772	\$175,184	\$0	industrial, corporate, health, education, retail	897	13
50	52	APL Access & Security Inc. Gilbert, Ariz.	\$8,424,112	120	\$1,000,000	\$25,000	corporate, govt, industrial, education, utilities	46	2
51	75	EMC Security Suwanee, Ga.	\$8,393,649	501	\$887,991	\$99	education, corporate, utilities, industrial	118	1
52	48	Sentry Communications & Security Hicksville, N.Y.	\$8,000,000	30	\$650,000	\$250	corporate, health, hospital-ity, industrial, retail	58	4

e = SDM estimate na = not available. Abbreviations to markets: airport = airports; office = corporate office space; correctional = correctional; education = education/campuses; entertainment = entertainment/sports venues; financial = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hotel = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurants; transport = transportation/distribution; utilities = utilities/critical infrastructure.

No. 40 — Implemented use of CAD on shop drawings for all projects, benefitting installation and reducing re-work. **No. 44** — Expanded to the Southeastern Gulf Coast area and opened an office in Mobile, Ala. **No. 46** — Completed company's largest acquisition to date with Absolute Protection Team and added a 4th office. **No. 49** — Implemented a brand refresh, including a new logo, vision and mission statements, and signage. **No. 50** — Purchased facility in Tucson, Ariz. which is the company's 2nd location. **No. 51** — Company made substantial investment in commercial business sector in 2019. Hired senior management, project management, engineering/design personnel to deploy high-end commercial solutions in 2020 and beyond.

TSI continues from page 40

unknowns, the industry will have to adapt quickly.”

Though D/A Central Inc., No. 47, says COVID-19 “will tank the economy, [but] it will have people thinking about the long-term impact on security,” the company says it fore-

sees temperature monitoring cameras and visitor management becoming a much larger priority moving forward.

Ranked No. 33, 3Sixty Integrated, says, “COVID-19 will impact our business in 2020 ... The unpredictability of coronavirus could cause our key markets to have limited

Largest Projects in 2019

RANK BY PROJECT SIZE	VALUE OF LARGEST PROJECT	COMPANY	2020 RANK
1	\$19,000,000	Unlimited Technology Inc.	9
2	\$14,930,000	Convergent Technologies	1
3	\$9,000,000	SSI	13
4	\$7,500,000	Advanced Electronic Solutions	24
5	\$5,365,002	G4S Secure Integration LLC	6
6	\$4,000,000	Ackerman Security Systems	43
7	\$3,800,000	GSI	16
8	\$3,250,000	RedRock Security & Cabling Inc.	34
9	\$2,708,000	NextGen Security LLC	15
10	\$2,600,000	Moon Security Services Inc.	63
11	\$2,498,000	Mountain Alarm	27
12	\$2,380,000	RFI Communications & Security Systems	17
13	\$2,320,598	DynaFire LLC	28
14	\$2,200,000	Allied Universal Technology Services	5
15	\$2,000,000	Ojo Technology	40
16	\$1,960,000	A+ Technology & Security Solutions Inc.	25
17	\$1,937,340	SCI Inc.	86
18	\$1,823,840	Integrated Security Technologies	19
19	\$1,700,000	The Protection Bureau	38
20	\$1,575,000	Structure Works Inc.	12
21	\$1,500,000	Per Mar Security Services	22
22	\$1,500,000	Sound Inc.	35
23	\$1,486,810	Netronix Integration	10
24	\$1,328,541	Minuteman Security Technologies Inc.	30
25	\$1,200,000	3Sixty Integrated	33
26	\$1,200,000	CGL Electronic Security Inc.	39
27	\$1,051,360	FE Moran Security Solutions	21
28	\$1,003,000	Allstate Security Ind.	76
29	\$1,000,000	Sonitrol of Buffalo, Rochester, Toronto	48
30	\$1,000,000	APL Access & Security Inc.	50
31	\$1,000,000	Trinity Wiring & Security Solutions	57
32	\$1,000,000	Skyнет Integrations	85
33	\$900,000	Ollivier Corporation	45
34	\$887,991	EMC Security	51
35	\$871,265	A3 Communications Inc.	11
36	\$865,000	JSC Systems Inc.	37
37	\$791,857	Wilson Fire	73
38	\$782,000	AFA Protective Systems Inc.	14
39	\$768,538	Stone Security	23
40	\$762,153	Security Equipment Inc.	29
41	\$700,000	Detection Systems and Engineering Company	71
42	\$698,786	Tech Systems Inc.	8
43	\$653,000	Electronic Security Concepts LLC	65

RANK BY PROJECT SIZE	VALUE OF LARGEST PROJECT	COMPANY	2020 RANK
44	\$650,000	Sentry Communications & Security	52
45	\$649,066	Vision Security Technologies	44
46	\$636,081	J.J. Advantage Security	80
47	\$626,000	Entech Sales and Service LLC	18
48	\$600,000	TRL Systems Inc.	36
49	\$593,000	New York Security Solutions	72
50	\$576,130	Star Asset Security	20
51	\$565,000	Rapid Security Solutions LLC	82
52	\$530,000	Apex Integrated Security Solutions, Inc.	69
53	\$526,000	Southeastern Security Professionals LLC	53
54	\$479,541	American Alarm & Communications	31
55	\$460,578	Sonitrol Great Lakes	74
56	\$450,000	Vector Security	4
57	\$450,000	Dallas Security Systems Inc. & DSS Fire Inc.	32
58	\$450,000	PASS Security	42
59	\$351,000	Will Electronics	68
60	\$350,354	D/A Central Inc.	47
61	\$350,000	Habitec Security	88
62	\$344,000	Security Instrument	67
63	\$312,795	Key Security Designs Corporation	97
64	\$310,000	Redwire LLC	87
65	\$307,578	Custom Alarm	62
66	\$300,000	Securiteam	96
67	\$252,100	Owen Security Solutions Inc.	81
68	\$250,000	Sonitrol Security Services Inc.	78
69	\$246,593	Strategic Security Solutions	56
70	\$236,045	Sonitrol Integrated Security	94
71	\$221,785	Sonitrol Pacific	75
72	\$206,255	Interface Security Systems Holdings Inc.	26
73	\$181,255	Sonitrol New England	66
74	\$175,184	Guardian Protection	49
75	\$164,800	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	60
76	\$164,594	OMNI Fire and Security	95
77	\$164,000	Peak Alarm Co. Inc.	61
78	\$163,456	Fleenor Security Systems	59
79	\$152,460	Valley Alarm	100
80	\$150,000	Post Alarm Systems	99
81	\$144,000	Sonitrol SW Ohio	77
82	\$136,000	Kimberlite-Sonitrol	83
83	\$126,659	Atronic Alarms Inc.	58
84	\$118,062	Sentry Alarm Systems	91
85	\$110,622	Bates Security / Sonitrol of Lexington	46

These 85 security integrators reported having the highest-value security projects started in 2019. Projects less than \$100,000 are not ranked here.

resources and inevitably lag our business operations.”

3Sixty Integrated goes on to predict, “By the end of this outbreak, however, our key markets ... will have to adapt to the new environment, and we believe an increased demand for security will contribute to that adaptation. Innovation and technology will be critical to facilitate remote, hands-off solutions to keep people secure. There will be an increase in no-contact solutions that are germ-free for access control and visitor management. Video solutions will be expected to do more than just surveil by integrating with customer heat mapping and temperature tracking technology to monitor health, proximity and inventory. Remote options for security system management will become critical for accomplishing projects and collaborating with team members and clients during service and installation. Our response to every one of these factors will create a huge difference with acquiring and retaining current clients in 2020. Like many others, the security industry will have to fight to meet the demands of this new climate, and our focus on research, development, education and training will be at the core of this effort. As an 18-year-old security integrator,

TSI continues on page 50

Top 10 Integrators by Total Revenue

Company	Revenue
ADT	\$5,125,657,000
Convergent Technologies	\$1,247,258,573
Securitas Electronic Security	\$533,000,000
Vector Security	\$360,261,608
Guardian Protection	\$210,434,428
G4S Secure Integration LLC	\$178,634,394
Allied Universal Technology Services	\$173,297,000
Interface Security Systems Holdings Inc.	\$164,257,330
Entech Sales and Service LLC	\$121,357,000

Among companies ranked on the Top Systems Integrators Report, these businesses reported the highest total revenue for 2019; ADT, Convergent Technologies and Securitas Electronic Security are the top three on the main rankings.

// SOURCE: SDM TOP SYSTEMS INTEGRATORS REPORT, JULY 2020

2020 Top Systems Integrators

2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2019	NUMBER OF NEW PROJECTS, 2019	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
53		Southeastern Security Professionals LLC Norcross, Ga.	\$7,621,309	na	\$526,000	\$700	na	33	1
54	61	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$7,619,920	na	na	na	govt, health, education, corporate, financial	31	2
55	56	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$7,541,905	na	na	na	retail, corporate, education, airport	88	2
56	58	Strategic Security Solutions Raleigh, N.C.	\$7,146,016	na	\$246,593	\$25	financial, health, govt, corporate, utilities	20	1
57	63	Trinity Wiring & Security Solutions Manassas, Va.	\$7,108,910	342	\$1,000,000	\$1	education, corporate, retail, transport, hotel	53	1
58	51	Atronic Alarms Inc. Lenexa, Kansas	\$6,900,083	963	\$126,659	\$195	na	90	3
59	70	Fleenor Security Systems Johnson City, Tenn.	\$6,700,056	905	\$163,456	\$100	corporate, health, financial, industrial, education	83	2
60	60	Sonitrol of Sacramento & Orange County, Cybex Security Solutions Roseville, Calif.	\$6,651,258	1,012	\$164,800	\$270	industrial, corporate, govt, transport, retail	54	2
61	59	Peak Alarm Co. Inc. Salt Lake City, Utah	\$6,509,684	1,705	\$164,000	\$99	industrial, retail, corporate, entertainment, financial	119	5
62	64	Custom Alarm Rochester, Minn.	\$6,375,324	751	\$307,578	\$99	health, education, industrial, hotel	65	1

e = SDM estimate na = not available. Abbreviations to markets: airport = airports; office = corporate office space; correctional = correctional; education = education/campuses; entertainment = entertainment/sports venues; financial = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hotel = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurants; transport = transportation/distribution; utilities = utilities/critical infrastructure.

No. 56 - Implemented a new ERP. No. 57 - Completed largest turn-key, single-location job in company's history with over \$1M in contract value.

2020 Top Systems Integrators

2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2019	NUMBER OF NEW PROJECTS, 2019	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
63	77	Moon Security Services Inc. Pasco, Wash.	\$6,200,000	200	\$2,600,000	\$0	na	93	3
64	65	Briscoe Protective New York, N.Y.	\$5,921,456	na	na	na	corporate, financial, retail, education, health	na	4
65	69	Electronic Security Concepts LLC Scottsdale, Ariz.	\$5,765,918	165	\$653,000	\$450	health, govt, education, correctional, industrial	39	3
66	57	Sonitrol New England Rocky Hill, Conn.	\$5,729,673	1,340	\$181,255	\$0	education, corporate, industrial, health, govt	93	5
67		Security Instrument Wilmington, Del.	\$5,374,760	682	\$344,000	\$100	industrial, education, utilities, corporate, financial	76	2
68	47	Will Electronics St Louis, Mo.	\$5,292,364	297	\$351,000	\$628	corporate, financial, govt, health, utilities	33	1
69	68	Apex Integrated Security Solutions, Inc. Garden City, Idaho	\$5,223,285		\$530,000	\$2,400	health, education, govt, corporate, industrial	30	1
70	93	Alert Protective Services Chicago, Ill.	\$5,175,994	367	\$50,100	\$299	retail, corporate, entertainment, utilities, industrial	29	1
71	67	Detection Systems and Engineering Company Troy, Mich.	\$5,105,304	100	\$700,000	\$5,000	financial, govt, corporate, industrial, education	23	1
72	72	New York Security Solutions Brooklyn, N.Y.	\$4,964,318	372	\$593,000	\$1,200	correctional, financial, govt, health, corporate	55	3
73	73	Wilson Fire Houston, Texas	\$4,825,200	122	\$791,857	\$2,500	corporate, education, health, hotel, utilities	116	1
74		Sonitrol Great Lakes Grand Blanc, Mich.	\$4,772,634	1,361	\$460,578	\$500	education, health, govt, industrial, corporate	67	3
75	78	Sonitrol Pacific Portland, Ore.	\$4,740,203	400	\$221,785	\$250	education, govt, corporate, retail	103	5
76		Allstate Security Ind. Amarillo, Texas	\$4,537,582	848	\$1,003,000	\$0	corporate, education, financial, retail, health	89	1
77	76	Sonitrol SW Ohio Mason, Ohio	\$4,256,436	1,013	\$144,000	\$1	na	72	2
78	86	Sonitrol Security Services Inc. Charlotte, N.C.	\$4,044,000	360	\$250,000	\$5,000	corporate, industrial, education, transport,	52	2
79	82	Richmond Alarm Company Midlothian, Va.	\$3,720,000	na	na	na	na	79	3
80		J.J. Advantage Security Manhattan, Ill.	\$3,688,295	338	\$636,081	\$1,425	transport, hotel, corporate, utilities, education	13	1
81		Owen Security Solutions Inc. Calhoun, Ga.	\$3,465,407	150	\$252,100	\$0	corporate, education, govt	44	4
82	71	Rapid Security Solutions LLC Sarasota, Fla.	\$3,335,011	210	\$565,000	\$1,000	retail, education, corporate, health	28	2
83	79	Kimberlite-Sonitrol Fresno, Calif.	\$3,290,062	75	\$136,000	\$499	corporate, education, govt, industrial	109	8
84		KMT Systems Inc. McDonough, Ga.	\$3,234,628	167	\$25,000	\$299	corporate, financial, industrial, retail	27	1
85	90	Skynet Integrations Tampa, Fla.	\$3,214,196	na	\$1,000,000	\$1,000	health, govt, education, corporate, law enforcement	10	1

e = SDM estimate na = not available. Abbreviations to markets: airport = airports; office = corporate office space; correctional = correctional; education = education/campuses; entertainment = entertainment/sports venues; financial = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hotel = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurants; transport = transportation/distribution; utilities = utilities/critical infrastructure.

No. 66 — Acquired Security Engineering Inc. **No. 72** — Obtained city and state contract with health and hospital facilities as well as shelters with 400-plus locations. **No. 82** — Restructured operations in light of a major sales decline precipitated by the loss of a major account and two salespeople leaving the security industry. **No. 84** — Developed a website dedicated to builder smart home activations. A custom integration was developed to allow sales to enter information into a third party platform that integrates directly into KMT Systems' CRM.

2020 Top Systems Integrators

2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2019	NUMBER OF NEW PROJECTS, 2019	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
86	80	SCI Inc. Albuquerque, N.M.	\$3,180,610	230	\$1,937,340	\$5,500	govt, utilities, education, gaming, transport	17	1
87	81	Redwire LLC Tallahassee, Fla.	\$3,070,804	473	\$310,000	\$199	govt, industrial, corporate, education, health	73	5
88	84	Habitec Security Holland, Ohio	\$2,974,000	1,500	\$350,000	\$1,000	education, govt, corporate, industrial, retail	81	3
89		Vortex 1 Security Jupiter, Fla.	\$2,950,000	396	\$23,000	\$0	retail, corporate, industrial	28	2
90	100	EyeQ Monitoring Marietta, Ga.	\$2,838,296	165	na	na	na	88	1
91		Sentry Alarm Systems Monterey, Calif.	\$2,687,889	731	\$118,062	\$75	govt, education, retail, corporate, utilities	43	4
92	87	Acadiana Security Plus Broussard, La.	\$2,518,251	679	na	na	na	83	2
93		Hoffman Electronic Security Atwater, Calif.	\$2,457,593	na	na	na	education, health, retail, financial, law enforcement	na	2
94	89	Sonitrol Integrated Security Raleigh, N.C.	\$2,370,458	504	\$236,045	\$500	corporate, industrial, education, health, retail	32	2
95		OMNI Fire and Security Houston, Texas	\$2,346,302	270	\$164,594	\$189	industrial, corporate, retail, hotel, health	21	1
96		Securiteam Tampa, Fla.	\$2,303,352	250	\$300,000	\$1,000	health, education, industrial, govt	12	1
97	94	Key Security Designs Corporation Orinda, Calif.	\$2,206,219	66	\$312,795	\$5,059	corporate, industrial, financial, health, transport	6	2
98	66	Titan Alarm Inc. Phoenix, Ariz.	\$2,129,035	968	\$50,605	\$99	corporate, education, retail, entertainment, health	40	1
99	91	Post Alarm Systems Arcadia, Calif.	\$2,067,955	130	\$150,000	\$299	corporate, retail, education, industrial, financial	120	2
100	92	Valley Alarm San Fernando, Calif.	\$1,836,488	493	\$152,460	\$100	corporate, health, govt, education	42	2

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No. 94 — Provided bonuses to employees as a result of keeping attrition low. **No. 95** — Engaged a new monitoring center for video verification, and moved existing video accounts. **No. 98** — Moved into a new office space. **No. 100** — Expanded professional sales team.

About the *SDM* Top Systems Integrators Report

The *SDM* 2020 Top Systems Integrators Report ranks North American companies by their security systems integration revenue. This ranking is based on data provided to or, in a few cases, estimated by *SDM*. Ranked companies were asked to submit either an audited or reviewed financial statement, or a copy of their income tax return showing total gross receipts for the stated period. The vast majority of the firms ranked are privately held.

The main table, which begins on page 37, ranks 100 companies by their North American revenue in 2019 from their security system integration projects. Integration includes solutions such as design, project management, product, installation, programming, start-up, training and time-and-materials-based service sold directly to an end-user customer or through a tier of contractors. This in-

cludes revenue related to security, such as: access control, ID/badging, video surveillance/analytics, intrusion alarms, perimeter security, electronic gate entry, intercom/communications, fire protection, IT/networks, etc. It does not include recurring monthly revenue (RMR), as that is counted towards ranking on the *SDM* 100 (www.SDMmag.com/SDM100Report). However, due to the increasing focus from security integrators on increasing RMR through managed services, maintenance contracts and more, *SDM* ranked the Top 25 Top Systems Integrators this year on their reporting of this number on page 38.

Note: an e following the figure indicates it is an *SDM* estimate.

To find a company by name, use the alphabetical index on page 50.

Alphabetical Index to Companies

COMPANY	2020 RANK	COMPANY	2020 RANK
3Sixty Integrated	33	NextGen Security LLC	15
A+ Technology & Security Solutions Inc.	25	Ojo Technology	40
A3 Communications Inc.	11	Ollivier Corporation	45
Acadiana Security Plus	92	OMNI Fire and Security	95
Ackerman Security Systems	43	Owen Security Solutions Inc.	81
ADT	2	PASS Security	42
Advanced Electronic Solutions	24	Peak Alarm Co. Inc.	61
AFA Protective Systems Inc.	14	Per Mar Security Services	22
Alert Protective Services	70	Post Alarm Systems	99
Allied Universal Technology Services	5	Rapid Security Solutions LLC	82
Allstate Security Ind.	76	RedRock Security & Cabling Inc.	34
American Alarm & Communications	31	Redwire LLC	87
Apex Integrated Security Solutions, Inc.	69	RFI Communications & Security Systems	17
APL Access & Security Inc.	50	Richmond Alarm Company	79
Atlantic Coast Alarm Inc.	54	Scarsdale Security Systems Inc.	55
Atronic Alarms Inc.	58	SCI Inc.	86
Bates Security / Sonitrol of Lexington	46	Securitas Electronic Security	3
Briscoe Protective	64	Securiteam	96
CGL Electronic Security Inc.	39	Security Equipment Inc.	29
Convergint Technologies	1	Security Instrument	67
Custom Alarm	62	Sentry Alarm Systems	91
D/A Central Inc.	47	Sentry Communications & Security	52
Dallas Security Systems Inc. & DSS Fire Inc.	32	Skynet Integrations	85
Detection Systems and Engineering Company	71	Sonitrol Great Lakes	74
DynaFire LLC	28	Sonitrol Integrated Security	94
Electronic Security Concepts LLC	65	Sonitrol New England	66
EMC Security	51	Sonitrol of Buffalo, Rochester, Toronto	48
Entech Sales and Service LLC	18	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	60
EyeQ Monitoring	90	Sonitrol Pacific	75
FE Moran Security Solutions	21	Sonitrol Security Services Inc.	78
Fleenor Security Systems	59	Sonitrol SW Ohio	77
G4S Secure Integration LLC	6	Sound Inc.	35
GSI	16	Southeastern Security Professionals LLC	53
Guardian Protection	49	SSD Alarm	41
Habitec Security	88	SSI	13
Hoffman Electronic Security	93	Star Asset Security	20
Integrated Security Technologies	19	Stone Security	23
Interface Security Systems Holdings Inc.	26	Strategic Security Solutions	56
J.J. Advantage Security	80	Structure Works Inc.	12
JSC Systems Inc.	37	Tech Systems Inc.	8
Kastle Systems International	7	The Protection Bureau	38
Key Security Designs Corporation	97	Titan Alarm Inc.	98
Kimberlite-Sonitrol	83	Trinity Wiring & Security Solutions	57
KMT Systems Inc.	84	TRL Systems Inc.	36
Minuteman Security Technologies Inc.	30	Unlimited Technology Inc.	9
Moon Security Services Inc.	63	Valley Alarm	100
Mountain Alarm	27	Vector Security	4
Netronix Integration	10	Vision Security Technologies	44
New York Security Solutions	72	Vortex 1 Security	89
		Will Electronics	68
		Wilson Fire	73

TSI continues from page 44

our mission to protect the community has never been more important. We aim to have courage, work smarter and unite to develop new solutions, innovate ideas and guide our clients through this new world of safety and security.”

While Strategic Security Solutions, ranked No. 56, believes that the coronavirus will “undoubtedly” have an impact on 2020 revenues, the company says it will put this time to good use. “We are using this slower period to build our company and processes so we are a stronger organization going forward. 2021 will be a game changer. We are investing in ourselves now so we can take our business to the next level.” **SDM**

More From the Report

To gain additional information beyond that published in this issue and online, the complete *SDM* Top Systems Integrators Report & Database is available in Excel format. Included are mailing addresses, telephone numbers, website URLs, targeted vertical markets, branch office locations and much more. *SDM's* Top Systems Integrators Report & Database contains the information needed to target products and services to the systems integration market. The cost of the report is \$595. It may be ordered by contacting Jacquelyn Bean at 215-939-8967 or by emailing beanj@bnpmedia.com.

/// MORE ONLINE

To find this article online, along with more charts and exclusive companion articles, as well as previous years' editions of the Top Systems Integrators Reports, visit www.SDMmag.com/Top-Systems-Integrators-Report. For questions about the Top Systems Integrators Report or the *SDM* 100 Report, email Managing Editor Maggie Shein at sheinm@bnpmedia.com.