2019 Top Systems Integrators 2018 RANK COMPANY & HEADQUARTERS
LOCATION TOP 3 MARKETS
CONTRIBUTING TO REVENUE FULL-TIME EMPLOYEES Convergint Technologies \$2,500 \$1,068,385,542 113 1 1 18,550 \$14,710,000 office, financial, govt 3,689 Schaumburg, III. 2 \$471,734,000 ⁶ 2 19,000 200 na na na na Boca Raton, Fla. Securitas Electronic 3 3 \$359,000,000 1,400 30 Security na na na na Uniontown, Ohio Vector Security Inc. office, retail, health 6 \$252,214,889 6,400 \$500,000 1,172 33 \$99 Warrendale, Pa G4S Secure Integration LLC \$172,694,270 2,041 \$5,566,730 \$600 Omaha, Neb. Allied Universal industrial, education, **Technology Services** Santa Ana, Calif. 6 11 \$121,000,000 1,768 \$3,400,000 \$1,000 519 27 utilities Kastle Systems International 545 13 5 \$107,000,000 \$1,400,000 office, financial, govt na Falls Church, Va Tech Systems Inc. \$66,927,200 2 9 1,400 \$1,144,280 \$30,000 office, health, financial 350 Unlimited Technology Inc. 6 10 \$55.950.570 561 \$5,764,138 \$1,035 utilities, industrial, health 134 Chester Springs, Pa Surveillance Systems Inc. gaming, education, \$50,740,199 10 81 \$15,000,000 \$3,500 51 industrial Rocklin, Calif A3 Communications Inc. education, govt, financial \$45,326,049 1,212 \$950,175 6 **AFA** Protective Systems Inc. \$45,013,000 7,788 \$1,100,000 retail, airports, office 16 Syosset, N.Y. RFI Communications & Security Systems \$41,300,000 1,923 \$1,300,000 \$2,300 4 San Jose, Calif. GSI \$37,300,053 889 \$2,097,400 \$250 industrial, utilities, office 4 Troy, Mich. NextGen Security LLC \$36,400,000 1,369 \$6,200,000 \$12,350 industrial, utilities, health 116 2 Exton, Pa. Entech Sales and Service health, education, telecom/data center 6 \$33,170,000 na \$2,357,825 287 Dallas, Texas Integrated Security \$27.000.823 \$3,479,756 govt, education, health 112 3 17 Technologies Herndon, Va Per Mar Security Services 18 18 25 \$26,306,167 1,703 \$250,000 \$0 retail, industrial, office 330 Davenport, Iowa Security Corporation \$25.305.862 19 1,248 utilities, financial, office 113 2 DynaFire Inc. hotel, entertainment, education \$24,994,311 \$2,200,000 253 6 Casselberry, Fla Advanced Electronic Solutions \$24,750,200 312 \$7,200,000 \$28,650 office, health, airports 3 College Point, N.Y Interface Security Systems Holdings Inc. Earth City, Mo. 22 retail, hotel, office 617 12 \$23,528,149 36,549 \$850,000 26 \$0 A+ Technology & Security 2 Solutions Inc. \$23,400,000 163 \$2,700,000 \$1,029 96 23 education, govt, law Bay Shore, N.Y. **ADS Security L.P.** 25 24 32 \$22,384,497 33,338 \$417,361 \$0 retail, office, industrial 480 MidCo Inc. office, industrial, educa-\$4.500 3 25 29 \$22,290,100 1.550 \$1,477,000 98 Burr Ridge, III. Dallas Security Systems Inc. & DSS Fire Inc. 2 26 \$22,219,959 1,250 \$365,000 health, office, education 153 39 \$299 Dallas, Texas Mountain Alarm 11 28 \$21,937,580 500 \$200,000 244 27 \$99 education, govt, utilities Ogden, Utah Star Asset Security 10 \$21,350,000 2,409 \$600,000 \$1,000 158 28 retail, govt, health Orlando, Fla Minuteman Security transport, health, 29 30 **Technologies Inc.** Andover, Mass. \$19,442,913 \$4,515,680 \$1,000 70 10 education Sound Inc. 1 112 30 \$19,000,000 \$4,500,000 \$1,850 na office, health, education TRL Systems Inc. office, health, education 5 32 \$18,000,000 1,515 \$500 49 34 \$1,000 Rancho Cucamonga, Calif. RedRock Security & office, industrial, educa-3 31 42 Cαbling Inc. Irvine, Calif. \$18,000,000 300 \$3,000,000 \$30,000 220 Stone Security
Salt Lake City, Utah 2 33 44 \$17,669,670 \$1,270,122 60 669 \$225 education, office, govt The Protection Bureau 4 34 38 \$17,595,869 \$1,700,000 office, education, financial 88 784 \$99 Exton, Pa. American Alarm & property mgmt, health, 6 35 35 Communications \$16,167,798 4,001 \$374,868 \$50 237 office Arlington, Mass 3Sixty Integrated \$10,000 1 49 \$15,873,367 300 \$1,498,000 53 36 retail, education, govt San Antonio, Texa Midstate Security Company correctional, education, 43 \$15.846.090 \$6,000,000 79 1 37 Wyoming, Mich health Security Equipment Inc. education, utilities, \$255,180 38 \$15,127,290 5 transport JSC Systems Inc. \$14,570,116 216 \$625,638 \$800 126 8 39 51 health, education, govt Jacksonville, Fla. FE Moran Security Solutions \$12,963,510 3,075 \$289,126 retail, financial, office 6 40 153 Champaign, III. Ojo Technology 41 \$12,372,549 217 \$2,000,000 \$25,000 education, transport, govt 36 3 remont, Calif PASS Securit 48 \$11,866,835 600 \$2,425,000 \$1,000 utilities, education, health 51 Fairview Heights, III. **CGL Electronic Security** education, health. **Inc.** Westwood, Mass 53 \$11,033,433 622 \$1,766,000 \$2,500 44 na industrial SSD Alarm 44 50 \$10.814.496 220 10 na na Anaheim, Calif. Koorsen Fire & Security industrial, education. \$10.359.400 45 \$185,000 1,016 24 1,322 \$350 is, Ind financial Indianapol Bates Security / Sonitrol of 3 85 46 56 Lexington \$10,141,152 948 \$158,870 \$0 education, office, retail Lexington, Ky. Will Electronics 47 57 \$9.617.340 426 \$513.962 \$895 utilities, health, office 31 1 Sentry Communications & Security Hicksville, N.Y. 48 58 \$9.100.000 20 \$850,000 \$1,000 office, transport, health 65 4 **Vision Security Technologies** Birmingham, Ala. 3 49 59 \$8.999.018 350 \$900,000 \$1.500 education, govt, industrial 41 Ackerman Security Systems 5 50 63 \$8,681,392 899 \$950,000 \$99 education, retail, transport 245 Norcross, Ga. Atronic Alarms Inc. 3 66 \$8,391,992 94 51 852 na na na Lenexa, Kansas APL Access & Security Inc. \$750,000 2 **52** 54 \$8,034,477 100 \$5,000 office, govt, industrial 43 Gilbert, Ariz. Guardian Protection \$7,741,024 16 53 52 3,198 \$536,271 \$0 industrial, office, health 1,035 Services Warrendale, Pa Ollivier Corporation Los Angeles, Calif. 1 \$1,110 na 54 60 \$7,625,800 \$948,205 30 na D/A Central Inc. utilities, industrial, financial 3 55 70 \$7,000,995 82 \$453,000 \$5,000 42 Scarsdale Security Systems 2 56 71 \$6,970,952 2,301 \$350,000 \$0 retail, airports, office 93 Inc. Scarsdale, N.Y. Sonitrol New England education, office, indus-**57** 6 \$6,576,845 \$181,255 \$500 108 82 1,103 Rocky Hill, Conn. trial Strategic Security Solutions 1 58 \$6,464,927 500 \$350,000 \$500 office, health, education 16 61 Raleigh, N.C. Peak Alarm Co. Inc. office, education, industrial 76 \$6,391,588 1,946 \$775,000 5 Salt Lake City, Utah Sonitrol of Sacramento & Orange County, Cybex Security Solutions
Roseville, Calif. 2 60 \$6,368,854 973 \$398,715 office, govt, industrial 49 75 \$80 Atlantic Coast Alarm Inc. \$6,207,535 2 61 64 na na na govt, health, education 31 Mays Landing, N.J **Engineered Security** 58 62 Systems \$6,064,131 na \$2,000,000 \$1,200 office, health, education na Towaco, N.J. Trinity Wiring & Security office, education, indus-Solutions Manassas, Va. 63 \$6,006,000 145 61 68 Custom Alarm health, education, 64 67 \$5,787,980 749 \$257,860 \$99 65 1 multi-family Rochester, Minn. **Briscoe Protective** Garden City, N.Y. 65 \$5.721.569 210 \$171.000 \$1.000 education, hotel, industrial 133 4 Titan Alarm Inc. \$5,610,184 48 2 66 912 \$95,000 \$0 na Phoenix, Ariz. Detection Systems and 1 67 Engineering Company Troy, Mich. \$5,479,139 60 \$1,000,000 \$2,500 financial, govt, industrial 31 Apex Integrated Security Solutions Inc. Garden City, Idaho 68 78 \$5,451,371 \$1,373,000 \$2,800 health, govt, industrial 29 na Electronic Security Concepts LLC \$5,443,188 350 \$698,000 \$450 3 Scottsdale, Ariz Fleenor Security Systems 2 \$5,314,146 991 \$391,292 office, industrial, health Johnson City, Ten Rapid Security Solutions LLC gated community/HOA/ 2 71 72 \$5,029,923 \$225,886 condo, retail, education Sarasota, Fla. New York Security Solutions correctional, financial, 72 \$4,814,383 350 \$560,000 \$1,000 3 Brooklyn, N.Y govt office, education, indus-trial Wilson Fire 73 77 \$4,775,400 90 \$540,000 \$10,000 125 na Houston, Texas Sonitrol of Buffalo, Rochester, Toronto 3 74 \$4,639,187 515 \$900,000 \$2,500 office, industrial, retail 81 Buffalo, N.Y EMC Security office, education, indus-\$581.866 **75** \$4,500,472 682 1 Sonitrol SW Ohio \$106,558 2 76 47 \$4,259,058 retail, office, education Mason, Ohio Moon Security Services Inc. Pasco, Wash. \$4,250,000 250 \$279,000 89 3 77 84 \$0 Sonitrol Pacific 78 91 \$4,197,539 475 \$114,593 \$250 office, education, retail 103 5 Portland, Ore. Kimberlite Corp. \$87000 education, govt, industrial 8 79 81 \$3.859.182 31 \$499 111 SCI Inc. 1 18 80 79 \$3,792,997 242 \$540,000 \$25,000 utilities, education, govt Albuquerque, N.M Redwire LLC 81 \$3,671,285 69 5 88 govt, health, education na na na Tallahassee, Fla Richmond Alarm Company 3 82 \$3,550,000 550 85 na na Midlothian, Va. General Security Inc. 83 \$2,874,000 600 \$310,000 \$99 education, office, retail 8 Plainview, N.Y. Habitec Security govt, education, office 3 \$2,680,000 1,000 \$150,000 Holland, Ohio LOUD Security Systems Inc. office, industrial, \$2,609,366 302 \$117,635 46 1 Sonitrol Security Services 86 \$2,563,969 489 \$145,668 \$150 office, industrial, govt 2 Charlotte, N.C. **Acadiana Security Plus** Broussard, La. Advanced Security Systems \$2,229,066 \$149,000 \$1,200 education, health, office 3 Sonitrol Security Systems 89 of the Triαngle Raleigh, N.C. \$2,005,051 450 \$125,000 31 2 \$200 office, industrial, retail Skynet Integrations LLC 90 \$2,004,824 \$480,000 1 \$1,000 na Post Alarm Systems Arcadia, Calif. 91 \$1,833,767 560 \$200,000 \$299 na 148 2 Valley Alarm 2 92 98 \$1,798,438 379 \$172,873 \$100 office, health, govt iun Valley, Calif. **Alert Protective Services** retail, industrial, 1 93 \$1,710,350 351 \$35,400 \$299 29 entertainment **Key Security Designs** 2 94 Corporation Orinda, Calif. \$1,677,057 29 \$340,000 \$7.000 office, industrial, health 5

Secure Pacific Corporation construction sites, govt, \$1593341 6 95 97 350 \$81.607 \$250 34 property mgmt GHS Interactive Security office, retail, entertain-\$1581000 96 100 LLC 225 97 6 na Woodland Hills, Calif Fortress Security 2 97 \$1,388,622 488 \$135,000 \$99 industrial, office, retail 43 Arlington, Texas Sonitrol of Evansville Inc. education, office, indus-1 98 \$1,352,534 235 \$76,800 \$100 34 Evansville, Ind. Marquee Security 1 99 \$1,246,997 37 \$270,000 19 \$5,000 office, health, financial Morris Plains, N.J **NVMC Solutions** transport, real estate, 100 3 \$1,188,286 94 \$320,380 \$650 36 Marietta, Ga. industrial 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; agaming = casinos/gaming; govt = government; retail = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurats; transport = transportation/distribution; utilities = utilities/critical infrastructure. No. 1 - Convergint completed 10 acquisitions of various sizes and locations across the globe in 2018. Convergint achieved \$1 billion in revenue for the first time in the company's history. SDMs 2007 and 2012 Systems Integrator of the Year. No. 3 - SDMs 2011 Systems Integrator of the Year (as Diebold). No. 4 - Launching new retail storefronts in Canfield, Ohio, and Ft. Mitchell, Ky. Ongoing leadership in the Automated Secure Alarm Protocol (ASAP). No. 5 - Company launched a formal Energy vertical, capitalizing on its deep regulated industry expertise. Separately, closed largest long-term service and installation contract for \$40 million plus, over a five-year term. SDM's 2013 Systems Integrator of the Year. No. 6 - Deployed a more structured and defined Managed Services strategy. SDM's 2016 Systems Integrator of the Year (as Securadyne Systems). No. 7 - Opened several new markets, including Atlanta, Ga., Austin, Texas, and Denver, Colo. SDM's 2015 Systems Integrator of the Year. No. 8 - SDM's 2004 Systems Integrator of the Year. No. 9 - Successfully deployed EXERO, a cloud-based security device management and health management software in order to provide predictive analytics to customers. Exero is a vital tool for predicting networks and maintaining compliance in regulated environments. SDM's 2014 Systems Integrator of the Year. No. 11 - Achieved highest revenue in company history in 2018. No. 13 - Deployed cloud services and mobile apps for project management and the company's service department. No. 15 - SDM's 2017 Systems Integrator of the Year. No. 17 - Launched IST S.H.I.E.L.D LifeCycle Support & Managed Services Program, along with the associated marketing campaign and resource investment to meet expectations. No. 20 - Added a Fire Suppression Division. No. 21 - Company focused on education of and deployment of beta sites for AI, DAS, drones, etc. No. 23 - Opened 24x7 Managed Services Center. No. 24 - Acquired by Vector Security, June 2019 (www.SDMmag.com/Vector-acquires-ADS-security) No. 28 - Landed three new Fortune 50 accounts. No. 29 - Started new, national branch office expansion. No. 31 - Accomplished fifth straight year of double-digit growth and consolidated two offices into one new corporate office. No. 32 - In 2018, TRL completed \$1.8 million worth of business related to the cannabis industry in California. No. 33 -Company named 2018 Axis Education Market Partner of the Year, 2018 Milestone West Partner of the Year, 2018 Anixter Edge - #1 Edge Security Partner. No. 34 - Signed three long-term contracts for future conversions and upgrades. No. 39 - Achieved the best year in terms of net profit and total revenue in the company's 49-year history. No. 41 - Ojo started in 2003 as an IP video surveillance and IT networking company, and only became involved with other systems such as access, intrusion, intercom, etc., as recently as two or three years ago. In 2018 it set a specific goal to build sales in these new systems to exceed video system sales, and the company met its goal to become a true security systems integrator. No. 42 - Company enhanced its project management capabilities, introduced a new website, and created business development strategies. No. 46 - SDM's 2018 SDM Dealer of the Year. No. 50 - Launched a custom web portal that will allow the company to eclipse all of its previous internal capabilities. Also accomplished highly scientific measurements of customer service processes. No. 54 - Company went from \$0 to \$50,000 a month in recurring revenue. No. 64 - Celebrated 50 years in business in 2018. Leigh J. Johnson started the company in 1968 by himself and it has grown to 65 employees. In 2018, the company's 60-plus employees volunteered 1,000 hours to more than 40 organizations. No. 75 - Celebrated 20-year anniversary in 2018. Entered into partnership with new monitoring center partner, expanding from two monitored locations to three, including monitoring center operated in company's Suwanee, Ga., location. No. 83 - Company went through conversion and upgrade to entirely new business operating system, Sedona Office, in 2018. No. 84 - Transitioned central station technology to the cloud. No. 85

Completed software conversion to Sedona Office and experienced greater control over metrics from job costing to collections. No. 88 - Entire company received training from the service industry leaders, the Ritz-Carlton company. Company worked together to define service values and company credo and refine it into a pocket-sized guide. Integrated all of this into company's culture and daily practices throughout 2018. No. 89 - Began implementation of the Sonitrol Standards and focused on creating processes for installation, service, customer service, etc., that will make these as efficient and customer-friendly as possible. No. 92 - Completed two significant acquisitions and increased RMR by 13 percent.

No. 94 - Lost only a single customer in 2018. No. 97 - Partnered with CIBC as a lender and secured a \$5 million line of credit.