

2004 Rank	2003 Rank	Company	Revenue 2003 (\$Mil)	% Change from 2002	New Projects in 2003	Largest New Project in 2003	Smallest New Project in 2003	Full-Time Employees	Business Locations	PSA Member	Security Net Member	National Security Integ. Member
1	1	Siemens Building Technologies Buffalo Grove, Ill.	\$718.0	19.70%	n/a	n/a	n/a	n/a	110			
2	-	Stanley Security Solutions Indianapolis, Ind. <i>Formerly Frisco Bay Industries</i>	\$515.0	-	1,000	\$30,000,000	\$500,000	2,600	55		X	
3	2	Diebold Inc. North Canton, Ohio	\$508.4v	17.00%	n/a	\$2,900,000	\$3,500	4,120	120			
4	3	ADT Security Services Inc. Boca Raton, Fla. <i>This firm also ranks on the SDM 100.</i>	\$475.0	13.00%	n/a	n/a	n/a	25,000	200			
5	5	Johnson Controls Inc. Milwaukee, Wis.	\$380.0v	41.80%	525	\$20,000,000	\$50,000	36,000	330			
6	6	SimplexGrinnell LP Westminster, Mass.	\$155.0	-9.40%	n/a	n/a	n/a	n/a				
7	8	IR/Electronic Technologies Corp. Dover Plains, N.Y.	\$86.5v	42.00%	1,200	\$5,000,000	\$10,000	502	37			
8	-	First Service Security Division Norristown, Pa. <i>DBA SST & Intercon Security</i>	\$78.3	-	745	\$1,200,000	\$5,500	507	12	X	X	X
9	7	Red Hawk Industries LLC Denver, Colo.	\$70.4	12.00%	825	\$600,000	\$2,500	550	15			
10	9	Securitas Security Systems USA, Inc. Norcross, Ga. <i>Formerly Pinkerton Systems Integration Inc.</i>	\$51.6	4.50%	n/a	\$2,200,000	\$5,000	275	26	X		
11	10	Kastle Systems Arlington, Va.	\$49.4	12.30%	500	\$1,200,000	\$1,250	450	8	X	X	X

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2004-Cast

SDM asked systems integrators: "How do you anticipate your revenue will change in 2004 as compared with 2003?"

"We forecast our revenue will double in 2004 because of an expanding customer base, more federal funding, and more spending." – Adesta LLC

"We expect growth of approximately 10 to 20 percent via acquisition, organic growth, and maturity in new market initiatives, particularly in the retail and government sectors." – Diebold Inc.

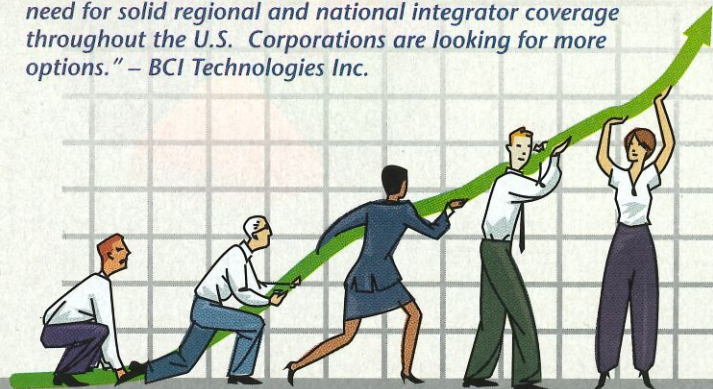
"We expect continued growth in our revenue to exceed 15 percent from market emphasis on new security technologies and entry into new geographic markets." – Red Hawk Industries LLC

"Revenue in 2004 should remain comparable to 2003. This year's projects seem to be equivalent to last year's." – SCI Inc.

"Revenue will be down by as much as 20 percent. This is consistent with trends in the security system and electrical contracting industries in our market area for 2004." – Pro-Tec Design Inc.

"We anticipate significant growth in our electronic security services segment of the business due to increased sales to federal and state governments. Additionally, we see a greater penetration of this core service offering within our branches that have previously focused more on the network infrastructure side of the low-voltage business." – NetVersant Solutions Inc.

"We expect to grow at about 30 percent in 2004 due to a need for solid regional and national integrator coverage throughout the U.S. Corporations are looking for more options." – BCI Technologies Inc.

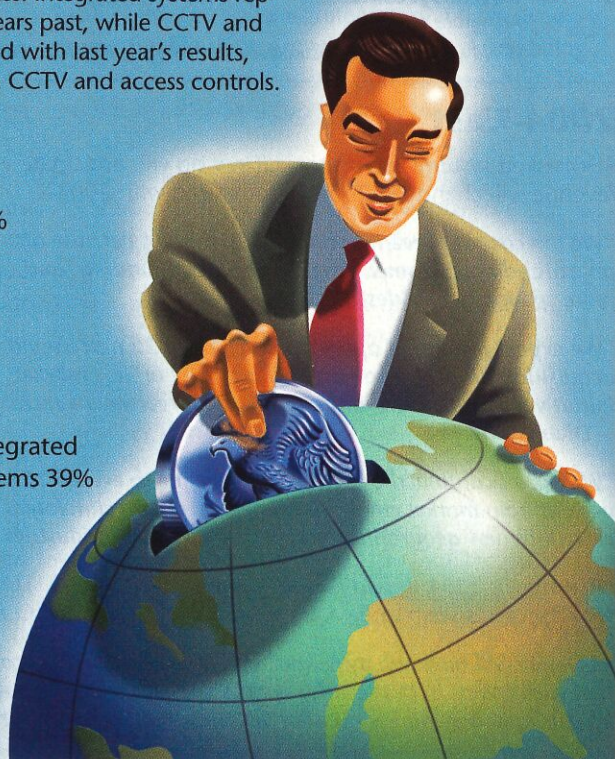
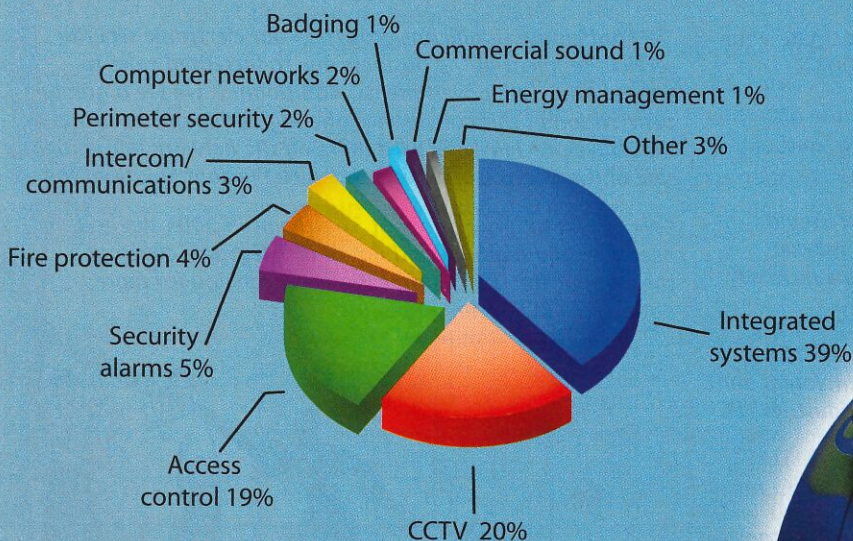


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12	-	Andover Controls Andover, Mass.	\$43.0	-	300	\$5,000,000	\$10,000	132	5			
13	-	Wireless Facilities Inc. San Diego, Calif.	\$42.0	-	n/a	\$2,850,000	n/a	363	4	X		
14	4	NetVersant Solutions Inc. Houston, Texas	\$40.0v	-85.20%	30,000	\$5,400,000	\$5,000	1,800	30	X		
15	-	ISR Solutions Inc. Chantilly, Va.	\$35.4	-	775	\$2,200,000	n/a	170	14			
16	13	RFI Communications & Security Systems San Jose, Calif.	\$35.0	6.10%	600	\$1,600,000	\$2,000	208	6			X
17	18	NAVCO Security Systems Anaheim, Calif.	\$33.0v	37.50%	1,600	\$300,000	\$10,000	116	11			
18	26	Antar-Com Inc. White Plains, N.Y.	\$26.5	47.20%	n/a	n/a	n/a	98	1			
19	16	North American Video Brick, N.J.	\$25.0v	-3.10%	30	\$6,500,000	\$10,000	52	4			
20	22	National Security Systems Inc. Manhasset, N.Y.	\$24.4	18.40%	8	\$5,600,000	\$275,000	24	1			
21	25	Tri-Signal Integration Inc. Burbank, Calif.	\$24.1v	33.80%	280	\$2,000,000	\$50,000	230	7			

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Integrators' Revenue by System Type

Integrators were asked to segment their revenue streams by system type. Integrated systems, CCTV, and access control again combine for almost 80 percent of business. Integrated systems represents the lion's share, but that figure has receded from nearly half in years past, while CCTV and access control systems continue to battle for second and third. Compared with last year's results, minor losses in integrated systems were matched by minor gains in both CCTV and access controls.



Source: SDM Top Systems Integrators Report, July 2004

2004 Rank	2003 Rank	Company	Revenue 2003 (\$Mil)	% Change from 2002	New Projects in 2003	Largest New Project in 2003	Smallest New Project in 2003	Full-Time Employees	Business Locations	PSA Member	Security Net Member	National Security Integ. Member
22	29	Allied Safe & Vault Co. Inc. Spokane, Wash.	\$22.2	31.00%	200	\$1,000,000	\$1,000	150	3			
23	20	Chubb Security Systems Inc. Austin, Texas	\$22.0	-0.10%	25	\$250,000	\$5,000	154	7	X		
24	30	Aerway Integration Services Inc. New York, N.Y.	\$19.0	16.70%	2,500	\$1,000,000	\$2,500	136	6	X		
25	28	MidCo Inc. Burr Ridge, Ill.	\$18.0	5.90%	200	\$1,800,000	\$4,512	97	3			
26	23	Diversified Security Solutions Inc. Saddle Brook, N.J.	\$17.8	-5.00%	50	\$1,640,000	\$2,500	89	4	X		
27	36	VideoTronix Inc. Burnsville, Minn.	\$17.2v	15.20%	120	\$800,000	\$5,000	95	3			X
28	37	Security Corp. Novi, Mich.	\$17.1v	15.20%	857	\$388,000	\$500	111	4			
29	24	Sound Inc. Naperville, Ill.	\$17.1	7.50%	230	\$2,000,000	\$1,000	112	2			
30	32	Deterrent Technologies Inc. Ocean, N.J.	\$16.3	1.70%	25	\$2,000,000	\$12,000	57	2			
31	27	ARK Systems Inc. Columbia, Md.	\$16.0	-11.00%	250	\$703,000	\$2,000	114	2			
32	31	SecureNet Inc. Carrollton, Texas	\$15.7	-2.90%	50	\$5,567,000	\$5,000	84	5			
33	41	Initial Electronics Inc. Alsip, Ill. <i>In 2003 NTC Electronics was acquired by Rentokil Initial PLC.</i>	\$15.5	22.30%	36	\$3,500,000	\$2,000	65	2	X		
34	33	Security One Systems Inc. Ft. Lauderdale, Fla.	\$14.6v	-6.80%	575	\$5,000,000	\$5,000	105	7	X	X	
35	39	Access Control Technologies Inc. Clifton, N.J.	\$14.2	6.70%	50	\$3,600,000	\$9,600	37	2	X		
36	-	Datawatch Systems Inc. Bethesda, Md.	\$13.8	-	768	\$179,000	\$450	99	4			
37	45	Benson Security Systems Inc. Gilbert, Ariz.	\$13.8	36.90%	631	\$2,500,000	\$500	76	7			
38	-	Advantor Systems Corp. Orlando, Fla.	\$13.6	-	276	\$1,300,000	n/a	55	2			
39	42	MAC Systems Inc. Canton, Mass.	\$12.5	0.00%	200	\$5,000,000	\$15,000	70	2			X
40	52	Trans-American Security Services Burnsville, Minn. <i>This firm also ranks on the SDM 100.</i>	\$11.7	35.60%	412	\$1,200,000	\$2,500	96	1	X		
41	58	Tech Systems Inc. Duluth, Ga.	\$11.2v	42.00%	125	\$4,000,000	\$20,000	67	4	X		
42	96	Adesta LLC Omaha, Neb.	\$10.9v	357.50%	33	\$2,730,096	\$80,648	53	9			
43	51	Sigcom Inc. Greensboro, N.C.	\$10.4	15.80%	65	\$505,000	\$2,085	36	4			
44	-	BCI Technologies Inc. Arlington, Texas	\$9.7v	-	230	\$265,000	\$995	75	2			

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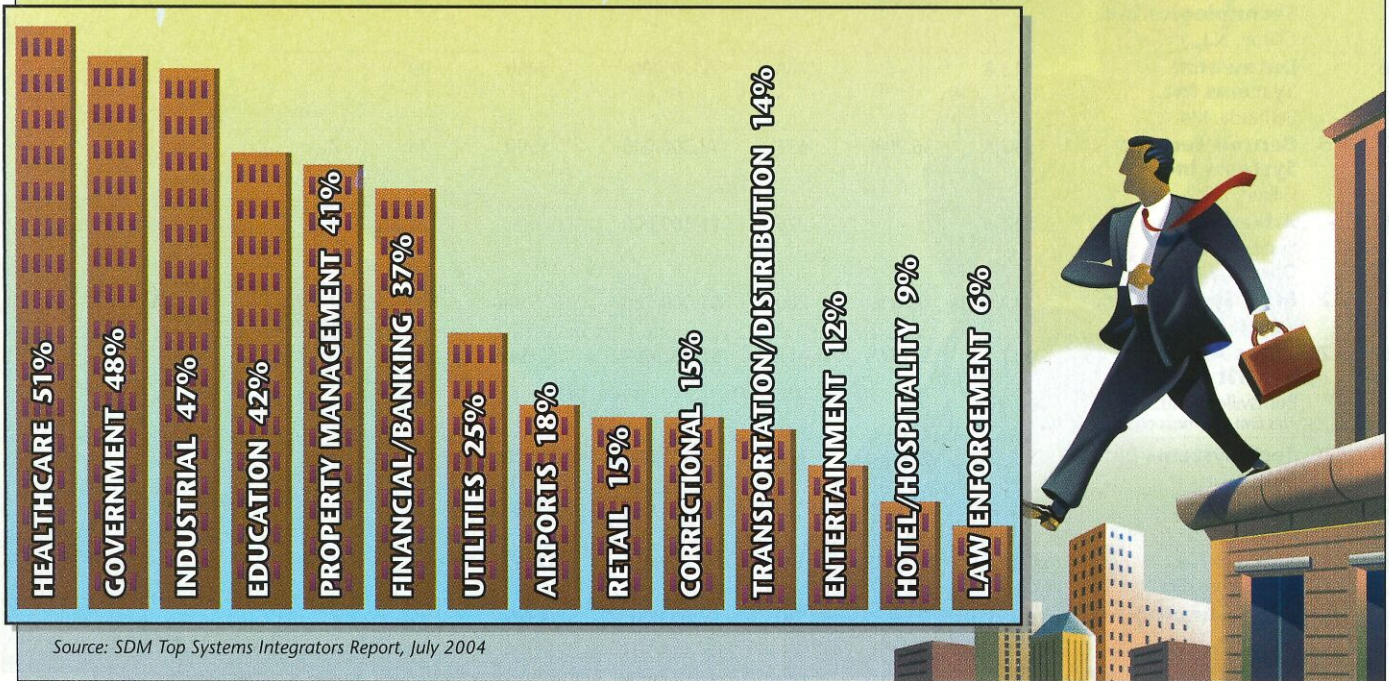
Sustained Gains

2004 Rank	2003 Rank	Company	Revenue 2003 (\$Mil)	% Change from 2002	New Projects in 2003	Largest New Project in 2003	Smallest New Project in 2003	Full-Time Employees	Business Locations	PSA Member	Security Net Member	National Security Integ. Member
45	46	Advanced Electronic Solutions Inc. College Point, N.Y.	\$9.7v	-3.50%	45	\$1,700,000	\$55,000	41	2			X
46	47	ATC International Holdings Inc. Miami, Fla.	\$9.6	-2.70%	n/a	n/a	n/a	n/a	n/a			
47	44	Philadelphia Protection Bureau Inc. Exton, Pa.	\$9.6v	-4.80%	110	\$551,000	\$1,500	66	2	X	X	
48	50	COMM Group, The Pittsburgh, Pa.	\$9.4v	3.80%	425	\$750,000	\$2,000	64	2			
49	-	EO Integrated Systems Inc. Washington, Mich.	\$9.4	-	25	\$3,700,000	\$45,000	30	3			
50	56	Jacksonville Sound & Communications Inc. Jacksonville, Fla.	\$9.2	16.10%	240	\$1,000,000	\$800	66	4			
51	48	Utah Controls Inc. Sandy, Utah	\$9.2	-6.30%	177	\$580,000	\$1,000	52	1			
52	63	Facility Robotics Inc. Roswell, Ga.	\$9.0	38.50%	50	\$200,000	\$5,000	34	9			

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Integrators' Revenue by Vertical Market

Integrators were asked to segment their revenue streams by vertical market. For a majority of Top Systems Integrators, the healthcare market presented the greatest opportunity. Other active markets include government, industrial, education, and property management. The following are percentages of integrators that confirmed a particular market as a significant source of 2003 revenue:



Source: SDM Top Systems Integrators Report, July 2004

2004 Rank	2003 Rank	Company	Revenue 2003 (\$Mil)	% Change from 2002	New Projects in 2003	Largest New Project in 2003	Smallest New Project in 2003	Full-Time Employees	Business Locations	PSA Member	Security Net Member	National Security Integ. Member
53	49	T & R Alarm Systems Inc. Clifton, N.J.	\$9.0	-4.80%	40	\$1,300,000	\$1,500	49	1	X	X	X
54	54	D/A Central Inc. Oak Park, Mich.	\$8.8	8.60%	64	\$1,200,000	n/a	49	3	X	X	
55	68	Security Equipment Inc. Omaha, Neb. <i>This firm also ranks on the SDM 100.</i>	\$8.1v	31.50%	650	\$1,800,000	\$3,000	105	4	X		
56	-	Idesco Corp. New York, N.Y.	\$8.0	-	60	\$800,000	\$80,000	36	1			
57	60	SecSol Inc. Los Alamitos, Calif.	\$7.9	4.10%	45	\$650,000	\$25,000	45	2			X
58	59	Ferndale Electric Co. Inc. Ferndale, Mich.	\$7.9	6.50%	187	\$250,000	\$2,000	27	n/a			
59	61	Video Master Inc. New Lenox, Ill.	\$7.5	7.10%	208	\$189,000	\$5,000	32	1			
60	-	Pro-Tec Design Inc. Minneapolis, Minn.	\$7.3v	-	58	\$722,000	\$1,500	27	2			
61	53	Operational Security Systems Inc. Atlanta, Ga.	\$7.0	-17.60%	203	n/a	n/a	47	1		X	
62	79	InterTech Security LLC Carnegie, Pa.	\$7.0	59.50%	200	\$569,000	\$500	54	2		X	
63	-	Security Management Systems Inc. Long Island City, N.Y.	\$6.5	-	12	\$1,800,000	\$150,000	22	1	X		
64	-	Bonneville Construction S.E. Hato Rey, Puerto Rico	\$6.5v	-	25	\$1,500,000	\$15,000	65	3	X		X
65	67	Securus Inc. Denver, Colo.	\$6.2	0.00%	200	\$850,000	\$1,000	39	2	X		
66	70	Will Electronics, Inc. St. Louis, Mo.	\$6.2	1.60%		\$135,000	\$1,000	21	1	X		
67	75	LVC Technologies Inc. Auburn Hills, Mich.	\$6.1	17.40%	28	\$3,207,125	\$11,543	30	1			
68	57	PEI Systems Inc. Long Island City, N.Y.	\$6.0v	-24.50%	45	\$1,100,000	\$10,000	36	1		X	
69	64	Firstline Construction Inc. Anaheim, Calif.	\$6.0	-6.30%	100	\$600,000	n/a	27	3		X	
70	74	Electronic Security Systems Inc. Warren, Mich.	\$6.0	13.20%	100	\$500,000	\$5,000	26	1			
71	-	All Systems Designed Solutions, Inc. Kansas City, Kansas	\$5.9v	-	279	\$600,428	\$125	35	2	X		
72	69	Engineered Security Systems Inc. Towaco, N.J.	\$5.9	-4.10%	12	\$1,300,000	\$1,000,000	39	2			
73	73	GSI LLC Troy, Mich.	\$5.8	9.50%	32	\$228,000	\$700	13	1			
74	65	Sentinel Security & Communications Inc. New Hartford, N.Y.	\$5.8	-5.60%	60	\$240,000	\$5,000	56	3	X		
75	94	Simpson Security Systems Inc. Alexandria, La. <i>This firm also ranks on the SDM 100.</i>	\$5.6v	91.40%	140	\$480,000	\$500	73	2			
76	72	Energy Control Inc. (ECI) Albuquerque, N.M.	\$5.6v	4.50%	50	\$1,400,000	\$12,000	43	2	X		X

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77	81	Selectron Inc. Portland, Ore.	\$5.3	24.90%	92	\$560,000	\$1,500	28	2	X		
78	78	Universal Security Systems Inc. Orange, Calif.	\$5.2	18.40%	91	\$180,000	\$5,000	31	2			
79	71	Thompson Electronics Co. Peoria, Ill.	\$5.0v	-16.90%	180	\$450,000	\$5,000	44	1	X		
80	38	Intervid Frederick, Md.	\$5.0v	-64.20%	215	\$359,579	\$1,200	25	2			
81	76	Meyer Smith Inc. Houston, Texas	\$5.0	-2.60%	n/a	n/a	n/a	n/a	n/a			
82	85	Sport View Technologies Brighton, Mich. <i>Estimated revenue</i>	\$5.0	25.00%	50	\$1,500,000	\$6,000	25	n/a			
83	-	Dowley Inc. Oklahoma City, Okla.	\$4.8v	-	40	\$1,400,000	\$1,200	29	1			
84	84	Electronic Security Services Inc. Upper Marlboro, Md.	\$4.7	17.30%	56	\$176,992	\$2,100	56	1	X		
85	83	ISSCO Corp. Westbury, N.Y.	\$4.3	4.90%	36	\$238,000	\$2,000	23	1	X		
86	77	AccuTech Systems Inc. Rockville, Md.	\$4.3	-4.30%	n/a	n/a	n/a	35	1	X		
87	93	SNC Inc. Hutchinson, Kansas	\$4.2v	38.70%	402	\$1,200,000	\$700	49	1	X	X	X

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Top Systems Integrators: More Money, Less Presence

Total gross revenue (2003) \$4.1 billion
New systems started in 2003 52,344
Total full-time employed 77,210
Business locations operated 1,176

The Top Systems Integrators collected \$4.1 billion in revenue in 2003, up from \$3.4 billion in 2002. Also, more than 52,000 new projects were started last year (compared with more than 28,000 the previous year), which suggests that the Top Systems Integrators generally are doing more projects of a smaller nature.

Although the ranked firms reportedly employ more than 72,000 full-time workers, (compared with 175,910 reported one year ago), no employee data was provided by Siemens or SimplexGrinnell, which accounted for almost 18,000 employees in last year's report. Even so, it appears that the Top Systems Integrators have collectively pared down the workforce over the past year.

This is true, too, of the number of business locations. Last year's report showed that the Top Systems Integrators collectively operated more than 1,600 business locations compared with less than 1,200 this year. Even though SimplexGrinnell's approximately 200 locations are unaccounted for on this year's list, the numbers still suggest a significant decline in business locations.

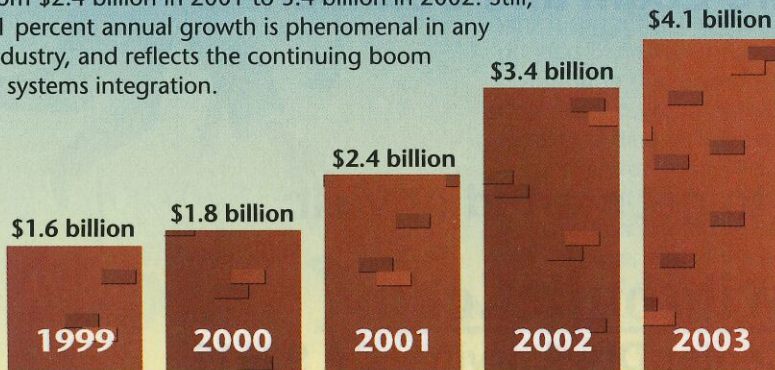
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88	86	D.L.S. Ventures LLC Houston, Texas	\$4.2v	8.80%	85	\$375,000	\$1,000	n/a	1			
89	-	Advanced Control Concepts Inc. Pensacola, Fla.	\$3.8	-	n/a	n/a	n/a	29	1			
90	80	Integrated Controls USA Inc. Albuquerque, N.M.	\$3.6	-17.60%	80	\$858,402	\$1,000	42	1			
91	-	Comlock Security Group Inc. Orange, Calif.	\$3.5v	-	255	\$260,000	\$1,000	38	3			
92	90	CHS Inc. Farmingdale, N.Y.	\$3.4	0.00%	60	\$700,000	\$60,000	36	1			
93	95	Intelligent Access Systems Inc. Atlanta, Ga.	\$3.4v	25.30%	n/a	\$250,000	n/a	14	2			
94	97	Advance Technology Inc. Scarborough, Maine	\$3.2v	39.40%	60	\$350,000	\$3,000	24	1			
95	92	Premier System Solutions Inc. Palm Harbor, Fla.	\$3.2	4.00%	257	\$367,000	\$1,580	12	1			
96	-	Genesis Security Systems LLC Germantown, Md.	\$3.1	-	80	\$600,000	\$5,000	18	1			X
97	-	Dallmann Systems Inc. Jeffersonville, Ind.	\$3.0		n/a	\$700,000	\$2,500	23	1			
98	-	Alscan Inc. Birmingham, Ala.	\$3.0	42.90%	50	\$1,000,000	\$1,200	21	1	X		
99	89	Videotec Corp. Highland, Ind.	\$2.9v	-21.50%	75	\$240,000	\$4,500	17	1	X		
100	98	SCI Inc. Albuquerque, N.M.	\$2.7v	20.00%	14	\$264,000	\$4,500	12	1	X		

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Revenue Growth: Building on a Strong Foundation

Tracking the Top Systems Integrators from year to year reveals less than 21 percent growth from last year, which is the second lowest growth rate over the last five years (second to 1999-2000, which measured just over 12 percent). This year's growth rate is only about half of last year's 41 percent growth rate, from \$2.4 billion in 2001 to 3.4 billion in 2002. Still, 21 percent annual growth is phenomenal in any industry, and reflects the continuing boom in systems integration.



Source: SDM Top Systems Integrators Report, July 2004

