

SDM's
TOP
Systems
Integrators

The 1999 Top Systems Integrators Report

Rank 1999	Company City, State	Gross Revenue 1998 (\$ millions)	New Systems Completed	Full-time employees	Branch offices	Notes
1	ADT Security Services Inc., Federal Systems Div. Alexandria, Va.	210.0	10,000	120	Philadelphia, Pittsburgh, Pa.; Baltimore; Atlanta; Chicago; Los Angeles; San Francisco; Dallas; Rutherford, N.J.; New York; Deerfield Beach, Fla.; Boston; Seattle; Denver; Cleveland, Ohio	Total 1998 revenue for ADT was \$1.3 billion. Number of employees represents only those that report directly to the Federal Systems Div. It may include thousands of other ADT technicians that also service Federal Systems Div. customers.
2	Security Technologies Group Inc. Plantation, Fla.	110.0	n/a	600	Divisional locations: Wood Dale, Ill.; Gaithersburg, Md.; Dallas; Hayward, Calif.; Marietta, Ga.; Edison, N.J.	Installing 400-camera, 400-reader integrated system with command center at Sprint's 22-building campus.
3	Mosler Inc. Hamilton, Ohio	86.0	3,500	2,300		Mosler was awarded a \$10 million contract in integrated security systems, including installation and service, for the Port Authority of New York & New Jersey.
4	Pinkerton Systems Integration Walnut Creek, Calif.	72.3	n/a	565	Ariz.; Calif.; Ga.; Ind.; Ky.; La.; Mass.; Miss.; N.Y.; N.C.; Ohio; Ore.; Texas; Wash.	Pinkerton's was acquired by Securitas.
5	Kastle Systems Arlington, Va.	47.0	3,000	350	New York; Houston, Texas; Chicago; Dallas; Philadelphia; Los Angeles; Washington, D.C.; Sydney, Australia	
6	MSI Security Systems Inc. Kearny, N.J.	31.0	150	35	Spartenburg, S.C.	Awarded the job of installing an integrated security system at the new Rose Building of the American Museum of Natural History in New York City to be opened at 12:01 a.m. on Jan. 1, 2000.
7	CompuDyne Corp. Hanover, Md.	31.0 ^v	n/a	475	Gaithersburg, Md.; Montgomery, Ala.; Raleigh, N.C.; Phoenix, Tucson, Ariz.; Livermore, Calif.; Lake Oswego, Calif.; Boulder, Colo.	First time listing
8	NAVCO Security Systems Anaheim, Calif.	27.0	2,026	160	Hayward, Calif.; Seattle; Phoenix, Ariz.; Honolulu; Dallas; New Orleans; Omaha; Atlanta; Charlotte, N.C.; Washington D.C.; Columbus, Ohio; S. Windsor, Conn.; Syracuse, N.Y.; New Jersey	

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9	RFI Communications & Security Systems San Jose, Calif.	25.1 ^v	940	240	Beaverton, Ore.; Kent, Wash.; Reno, Nev.	RFI is celebrating its 20th anniversary this year.
10	National Security Systems Inc. Manhasset, N.Y.	19.4	13	25		
11	Integrated Access Systems Rockaway, N.J.	17.0	40	125	Bensalem, Pa.; Fenton, Mo.; Glastonbury, Conn.; Golden Valley, Minn.	First time listing
12	Allied Security Spokane, Wash.	15.0	2,500	150	Seattle; Portland, Ore.; Boise, Idaho	First time listing
13	Delmarva Systems Corp. Newport, Del.	14.7	250	78		
14	International Electronic Protection Ltd. Scottsdale, Ariz.	13.0	2	25	Las Vegas; Kings Grove, Australia	First time listing
15	MidCo Inc. Burr Ridge, Ill.	13.0 ^v	n/a	105	Bloomington, Ill.	MidCo Inc. installed one of the largest camera systems for a U.S. school district.
16	Deterrent Technologies Inc. Ocean, N.J.	12.1 ^v	80	56	New York	Performed work in 28 states
17	NTC Electronics Inc. Alsip, Ill.	12.0 ^v	n/a	68	Indianapolis	First time listing
18	Integrated Technologies Group Ashland, Ky.	11.4	n/a	85	Dunbar, Wy.; Pittsburgh; Louisville, Lexington, Ky.	First time listing
19	Frisco Bay St. Laurent, Quebec	11.1	n/a	100	Montreal; Toronto; Vancouver; Calgary, Edmonton, Alb.; Winnipeg, Man.; Ottawa, Ont.; Quebec City, P.Q.; Halifax, N.S.; Somerset, N.J.	Represents U.S. sales for electronic security systems; first time listing
20	Controlled Access Inc. Moorestown, N.J.	10.5 ^v	225	87	New York	
21	Visiak Security Systems Inc. Westbury, N.Y.	10.0	337	65	North Haven, Conn.; Wall Township, N.J.; Hawthorne, N.Y.	First time listing
22	Security Engineers Systems Inc. Oldsmar, Fla.	9.8	315	95	Tampa, Orlando, Tallahassee, Fla.	
23	TEM Systems Inc. Miami	9.5	500	67	Tampa, Naples, Orlando, Fla.	

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24	SecureNet Dallas	9.0	210	60	Houston, Texas; Oklahoma City, Tulsa, Okla.; New Orleans	First time listing
25	Security Services & Technologies Norristown, Pa.	9.0 ^v	90	59		Ranked No. 116 on <i>Inc.</i> Magazine's 1998 list of fastest growing firms; ranked No. 21 on the <i>Philadelphia Business Journal's</i> 1998 list of fastest growing firms.
26	Automation Systems Group (ASG) Ferndale, Mich.	8.2	86	25	Saginaw, Mich.; Lexington, Ky.	
27	Advantor Systems Corp. Orlando, Fla.	8.1	30	25	Moscow, Russia; San Mateo, Calif.	First time listing
28	DEI Integrated Security & Control Systems Baltimore	8.1 ^v	370	62	Washington D.C.; Virginia; Maryland	
29	The Protection Bureau Exton, Pa.	6.9	340	64		Recognized as 1998 Regional Business Partner by Casi-Rusco.
30	Securus Inc. Denver	6.8	250	59	Colorado Springs, Glenwood Springs, Colo.	
31	Construction Electronics Inc. El Cajon, Calif.	6.7	120	65		Recipient of Rauland Borgs' Ace Award; successful completion of the Navy's Spawars Integration project.
32	Security One Systems Inc. Ft. Lauderdale, Fla.	6.4 ^v	1,000	60	Tampa, Miami, Jacksonville, Melbourne, Orlando, Fla.	First time listing
33	ATC Systems Miami	6.4	15	27	El Salvador & Nicaragua, Central America	ATC is completing a new integrated security system for Mills Mall, the second largest mall in the U.S.
34	Thompson Electronics Co. Peoria, Ill.	6.1 ^v	300	42		
35	Engineered Security Systems Inc. Towaco, N.J.	6.0	n/a	45		
36	Facility Robotics Inc. Roswell, Ga.	6.0	40	42	Charlotte, N.C.; Selma, Ala.; Philadelphia; Richmond, Va.; Clearwater, Fla.; Roswell, Ga.; Pensacola, Fla.	Specializes in integration of microprocess-based systems for building and industry automation.
37	Operational Security Systems Inc. Atlanta	5.6	155	35		

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38	Security Equipment Inc. Omaha, Neb.	5.3 ^v	1,214	79	Lincoln, Neb.; Des Moines, Iowa; Kansas City, Mo.	First time listing
39	T & R Alarm Systems Inc. Clifton, N.J.	5.1 ^v	100	30	Newton, N.J.	First time listing
40	D/A Central Inc. Oak Park, Mich.	5.0	36	45	Mt. Morris (Flint), Grand Rapids, Mich.	
41	Video Master Inc. New Lenox, Ill.	4.4 ^v	204	24		
42	Industrial Security Systems & Controls Westbury, N.Y.	4.3	45	24		
43	Electronic Security Systems Inc. Warren, Mich.	4.2	24	26		
44	Security Management Systems Inc. Long Island City, N.Y.	4.2	n/a	22		
45	SEMCO Jacksonville, Fla.	4.1	55	28	Orlando, Boca Raton, Fla.	
46	Electronic Innovations Inc. Richmond, Calif.	4.1 ^v	101	29	San Jose, Calif.	
47	Wornall Electronics Inc. Kansas City, Mo.	4.0	50	28		
48	The TTM Group Columbia, Md.	4.0	10	29		
49	Henry Bros. Electronics Saddle Brook, N.J.	3.9 ^v	25	37	Dallas	First time listing
50	Anderson Access Control St. Petersburg, Fla.	3.9	250	31		First time listing
51	Electronic Intel Inc. Scottsdale, Ariz.	3.8	20	20		First time listing
52	CIS Security Systems Corp. Springfield, Va.	3.6	20	n/a	Baltimore	
53	TEC Security Systems Inc. Hayward, Calif.	3.3	65	30		
54	Security Electronics Inc. Nashville, Tenn.	3.0	46	27		First time listing
55	Secure Applications Inc. Nashua, N.H.	3.0	44	24	Groton, Conn.; Lusaka, Zambia	50 percent of business is overseas

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56	Engineered Control Systems (ECS) Spokane, Wash.	2.9	20	12		Received a \$1.2 million contract for integrated security at Lane County Juvenile Facility in Eugene, Ore.
57	Access Controls International (ACI) Freehold, N.J.	2.6	200	26	Brooklyn, N.Y.	Also makes access control systems for sale to U.S. dealers
58	Videotec Corp. Highland, Ind.	2.5	200	22		First time listing
59	Meyer Smith Inc. Houston, Texas	2.5	15	15	Dallas, San Antonio-Austin, Texas	First time listing
60	IK Systems Inc. Victor, N.Y.	2.3	50	14		First time listing
61	EPS Inc. Houston, Texas	2.1 ^v	75	24	Dallas	Featured in <i>Inc.</i> Magazine, March 1999
62	Securitronics Co. Inc. Syracuse, N.Y.	2.1	30	14	Rochester, N.Y.	
63	Texas Technical Services Inc. Houston, Texas	2.1 ^v	42	10		
64	Asset Security Systems Inc. Jupiter, Fla.	2.0 ^v	478	11	Ft. Lauderdale, Fla.	First time listing
65	Integrated Controls Albuquerque, N.M.	1.8	32	27	Las Vegas	First time listing
66	SCI Inc. Albuquerque, N.M.	1.7 ^v	16	15		Under new ownership
67	Fleenor Security Systems Knoxville, Tenn.	1.7 ^v	318	22		First time listing
68	Protective Security Inc. Beltsville, Md.	1.6	n/a	12		
69	Interactive Controls Inc. Houston, Texas	1.3 ^v	35	10		
70	Earth Security Electronics Inc. Columbia, Md.	1.1 ^v	14	6		First time listing
71	Monitor Security & Control Systems Inc. Severna Park, Md.	1.0 ^v	30	10		
72	Security Zone Inc. Azusa, Calif.	1.0 ^v	n/a	16		First time listing
73	PhotoScan Northwest Missoula, Mont.	0.8	100	6	Billings, Mont.	First time listing

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