

SDM's  
**TOP**  
Systems  
Integrators

The 2000 Top Systems Integrators Report

Rank 2000	Rank 1999	Company Company Notes	Headquarters City, State	Gross Revenue 1999 (\$ millions)	New Systems Completed	Full-time Employees	Business Locations
1	1	<b>ADT Security Services Inc.</b>	Boca Raton, Fla.	220	165,000	20,000	220
2	—	<b>Diebold Inc.</b>	North Canton, Ohio	180	600	944	120
3	3	<b>Mosler Inc.</b> Completed installation of NY-NJ Port Authority security system, one of the industry's largest access control projects in 1999.	Hamilton, Ohio	160.7*	4,100	2,300	65
4	2	<b>Security Technologies Group Inc.</b> Company continues to grow its national/global account business by providing dedicated resources and programs to account manage and deliver projects.	Sunrise, Fla.	120	n/a	554	40
5	7	<b>CompuDyne Corp.</b>	Hanover, Md.	111.4	40	694	18
6	4	<b>Pinkerton Systems Integration</b>	Norcross, Ga.	88	1,500	515	n/a
7	5	<b>Kastle Systems</b> Company has the world's only central database, allowing cardholders in diverse cities to use the same access card online.	Arlington, Va.	44	3,500	425	8
8	—	<b>Electronic Technologies Corp.</b> Provides national security/fire integration in all 50 states. Company focuses on quality installation and system performance for Fortune 500 companies.	Dover Plains, N.Y.	40*	500	300	27
9	8	<b>NAVCO Security Systems</b>	Anaheim, Calif.	30.2	1,000	150	18
10	9	<b>RFI Communications &amp; Security Sys.</b> Developed a suite of post-installation services: remote access control management; streaming Internet video surveillance, and video alarm verification from UL-listed central monitoring station. Member of SecurityNet.	San Jose, Calif.	25	200	270	5
11	10	<b>National Security Systems Inc.</b> Latest new project: Trump World Tower at United Nations Plaza.	Manhasset, N.Y.	22.4	14	24	1
12	11	<b>Integrated Access Sys. (Geoffrey Ind.)</b> Relocated corporate headquarters to larger modern facility in Parsippany, N.J. Expanding domestic and international network of dealers and distributors.	Parsippany, N.J.	20.5	100	125	7
13	12	<b>Allied Security</b>	Spokane, Wash.	18	1,000	150	4
14	—	<b>South Western Communications Inc.</b>	Evansville, Ind.	17.8*	n/a	120	6
15	—	<b>Chubb Security Systems Inc.</b> Expanded coverage of Texas market through acquisitions of four local companies: Dallas, Houston, Lubock, San Antonio.	Austin, Texas	16.7	n/a	167	6

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16	15	<b>MidCo Inc.</b> Since completing a 700-camera job in 1999 at a major school district, Midco has secured and installed access and CCTV at many schools in the Chicagoland area.	Burr Ridge, Ill.	16.7 <sup>v</sup>	250	102	2
17	—	<b>ISR Solutions Inc.</b>	Chantilly, Va.	16.7	n/a	160	9
18	13	<b>Delmarva Systems Corp.</b>	Newport, Del.	16.2 <sup>v</sup>	200	99	2
19	19	<b>Frisco Bay Industries Ltd.</b> Installing largest access control system in Canada with Bell Canada; system will encompass 5,000 access points.	St. Laurent, Quebec	15.7	n/a	100	11
20	25	<b>Security Services &amp; Technologies</b> Expansion to northern N.J. office and western Pa. office. Sensormatic Dealer of the Year 1998/1999. Started a systems engineering group.	Norristown, Pa.	14.7 <sup>v</sup>	110	76	3
21	—	<b>Interface Security Systems L.L.C.</b>	St. Charles, Mo.	14.3	275	80	6
22	16	<b>Deterrent Technologies Inc.</b> Installed systems in 43 states using a network of dealers based solely on quality issues.	Ocean, N.J.	13.6 <sup>v</sup>	500	66	2
23	14	<b>IEP Ltd.</b> Recent projects: Six Ontario Lottery Corporation RaceTrack casinos; eight Star Cruise Lines Satellite VideoLink transmission systems.	Scottsdale, Ariz.	13.5	20	30	3
24	—	<b>Security Corp.</b> Company had 27 percent growth in access control. Achieved master dealer status with supplier.	Novi, Mich.	13 <sup>v</sup>	n/a	103	6
25	24	<b>SecureNet Inc.</b> Innovator of the Year—Oklahoma.	Carrollton, Texas	12	111	99	5
26	—	<b>VTI</b> 20th year in business. Member of SecurityNet.	Burnsville, Minn.	11.8 <sup>v</sup>	n/a	85	2
27	—	<b>Dallas Security Sys. Inc. &amp; DSS Fire</b> Company offers complete database management service for access control clients of all sizes.	Dallas, Texas	11.4 <sup>v</sup>	660	108	1
28	17	<b>NTC Electronics Inc.</b>	Crow, Ill.	11.4 <sup>v</sup>	48	72	2
29	—	<b>Sciencetech Inc.</b> Won the job to provide all new integrated security for the U.S. Capitol and all House and Senate office buildings.	Gaithersburg, Md.	11 <sup>v</sup>	15	67	24

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<b>30</b>	<b>37</b>	<b>Operational Security Systems Inc.</b> Continued improvement in computer-based productivity, enhancement tools, and information systems. Proud member of SecurityNet.	Atlanta, Ga.	10.1	115	39	1
<b>31</b>	—	<b>Sound Inc.</b> Security division is part of an independent \$20 million electronic systems house.	Naperville, Ill.	10	100	60	1
<b>32</b>	<b>28</b>	<b>DEI Integrated Security &amp; Control Sys.</b>	Baltimore, Md.	9.6 <sup>v</sup>	330	71	3
<b>33</b>	<b>32</b>	<b>Security One Systems Inc.</b>	Ft. Lauderdale, Fla.	9.2 <sup>v</sup>	400	76	7
<b>34</b>	—	<b>Datawatch Systems Inc.</b> Installed a fully integrated smart card system for GSA.	Bethesda, Md.	9	80	100	3
<b>35</b>	—	<b>ISS Inc</b>	Silver Spring, Md.	8.5 <sup>v</sup>	44	52	1
<b>36</b>	—	<b>Utah Controls Inc.</b> Received the highest customer satisfaction rating among integrators during a survey conducted by Arizona State University for a performance-based contract award.	Sandy, Utah	8.4	38	57	1
<b>37</b>	<b>26</b>	<b>Ferndale Electric Co. Inc., Automation Systems Group (ASG)</b>	Ferndale, Mich.	8.2	106	28	3
<b>38</b>	<b>29</b>	<b>Protection Bureau, The</b> New headquarters (three times former size). Company provides management of access systems from its central station. A Casi Rusco master business partner.	Exton, Pa.	8.1	236	64	1
<b>39</b>	—	<b>Actron Security Systems Inc.</b> Area of expertise is technologically advanced integrated CCTV, access control, and burglar alarm systems.	Lincoln Park, Mich.	8 <sup>v</sup>	500	32	1
<b>40</b>	—	<b>IntegCom Corp.</b> Formerly Henry Bros. Electronics.	Saddle Brook, N.J.	7.6	25	50	2
<b>41</b>	—	<b>PEI Systems Inc.</b> Firm is a founding member of SecurityNet, a national group of independently owned security system integrators in major U.S. and Canadian cities.	Long Island City, N.Y.	7.1 <sup>v</sup>	40	31	1
<b>42</b>	—	<b>Trans-Alarm Inc.</b> Awarded one of the firm's largest integrated access control, security, CCTV jobs to-date at Northern States Power Co. (featured in <i>SDM</i> , Feb. 2000).	Burnsville, Minn.	6.8 <sup>v</sup>	309	67	1

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<b>43</b>	—	<b>Security Solutions Inc.</b> Recent job: integrated security system for the Los Angeles-area Staples Center Arena.	Los Alamitos, Calif.	6.8	85	47	2
<b>44</b>	<b>33</b>	<b>ATC Systems Integrators</b> Awarded American Airlines' new arena project, home of the Miami Heat basketball team. Company's Central American office received an order for the largest mall in Central America, the Gallerias De Americas.	Miami, Fla.	6.7	23	24	3
<b>45</b>	<b>34</b>	<b>Thompson Electronics Co.</b> Added 4,500 sq. ft. to existing 6,000 sq. ft. building.	Peoria, Ill.	6.6 <sup>v</sup>	240	43	1
<b>46</b>	<b>38</b>	<b>Security Equipment Inc.</b>	Omaha, Neb.	6.6 <sup>v</sup>	625	77	4
<b>47</b>	<b>36</b>	<b>Facility Robotics Inc.</b> Specializes in integration of microprocessor-based energy and building management and security systems (CCTV and access control) for building automation.	Roswell, Ga.	6.5	n/a	51	10
<b>48</b>	<b>30</b>	<b>Securus Inc.</b>	Denver, Colo.	6.3	250	53	3
<b>49</b>	<b>45</b>	<b>SEMCO</b>	Jacksonville, Fla.	6.1	60	40	3
<b>50</b>	—	<b>The Computer King.com</b> The Computer King purchased Integrated Security & Communications in Sept. 1999.	Boca Raton, Fla.	6	400	17	1
<b>51</b>	<b>44</b>	<b>Security Management Systems Inc.</b>	Long Island City, N.Y.	6	45	26	1
<b>52</b>	<b>35</b>	<b>Engineered Security Systems Inc.</b>	Towaco, N.J.	6	100	55	3
<b>53</b>	—	<b>Instant Replay Communications Co.</b>	Marina Del Rey, Calif.	5.8	396	39	1
<b>54</b>	<b>31</b>	<b>Construction Electronics Inc.</b> New corporate facility.	Poway, Calif.	5.8	110	52	1
<b>55</b>	—	<b>Jullien Enterprises</b> Launched e-commerce Web site, <a href="http://www.securitybuys.com">www.securitybuys.com</a> . Awarded GSA schedule contract.	Chantilly, Va.	5.7	41	43	1
<b>56</b>	<b>41</b>	<b>Video Master Inc.</b>	New Lenox, Ill.	5.1	200	24	1
<b>57</b>	<b>39</b>	<b>T &amp; R Alarm Systems Inc.</b> Received \$1.8 million contract by Baruch College (N.Y.C.) to install 300 card readers, 100 cameras, glass breaks, motion detectors, turnstiles.	Clifton, N.J.	5.1 <sup>v</sup>	60	34	1

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58	—	<b>Shanix Inc.</b>	Cranston, R.I.	5	42	20	1
59	40	<b>D/A Central Inc.</b> Member of SecurityNet and PSA.	Oak Park, Mich.	5	39	42	3
60	—	<b>Secur-Data Systems Inc.</b> Outstanding achievement award, 1999, Matrix systems sales, from Panasonic.	Frederick, Md.	4.4 <sup>v</sup>	30	30	1
61	27	<b>Advantor Corp.</b> ISO 9001 registered.	Orlando, Fla.	4.4	2,000	145	1
62	42	<b>Industrial Security Systems &amp; Controls</b> Installations throughout U.S., Canada, Mexico. Casi/Rusco master business partner.	Westbury, N.Y.	4.4	84	27	1
63	—	<b>Firstline Security Systems</b> Became a Software House elite certified dealer in 1999.	Monrovia, Calif.	4.2	32	33	1
64	43	<b>Electronic Security Systems Inc.</b>	Warren, Mich.	4.1	20	29	1
65	50	<b>Anderson Access Control</b>	St. Petersburg, Fla.	4.1	25	40	1
66	48	<b>Tele Tector of Maryland Inc.</b>	Columbia, Md.	4	28	26	1
67	—	<b>Video and Sound Service Inc.</b>	Northlake, Ill.	4	200	25	1
68	58	<b>Videotec Corp.</b> Will have completed \$2 million projects in both 1999 and 2000.	Highland, Ind.	3.5	300	25	1
69	52	<b>CIS Security Systems Inc.</b>	Springfield, Va.	3.3 <sup>v</sup>	n/a	18	2
70	—	<b>Zadar Technology Inc.</b>	Brunswick, Ohio	3.3	150	24	2
71	54	<b>Security Electronics Inc.</b>	Nashville, Tenn.	3.2	35	26	1
72	—	<b>AccuTech Systems Inc.</b> Increased systems approach to project management, financial management and sales.	Rockville, Md.	3.2	85	30	1
73	—	<b>Cam-Dex Security Corp.</b> Grew 25 percent over any previous year in the history of the company, generating record sales revenue and profits.	Kansas City, Kansas	3.1	40	20	2

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74	56	<b>Engineered Control Systems (ECS)</b> Firm was awarded and successfully completed a contract by state of Washington to develop the next generation of touchscreen control systems for correctional facilities, including automated documentation and inmate information and tracking.	Spokane, Wash.	3.1	19	13	1
75	—	<b>Alscan Inc.</b> Increased service/installation to include entire Southeast.	Birmingham, Ala.	3	50	21	1
76	55	<b>SAI</b> Relocated to new facility to provide for expanded services and company growth.	Amherst, N.H.	3	27	25	1
77	61	<b>EPS Inc.</b> Featured in March 1999 <i>Inc.</i> Magazine	Houston, Texas	2.9 <sup>v</sup>	200	21	1
78	60	<b>IK Systems Inc.</b> A primary supplier of video and alarm systems equipment, design/engineering, and implementation throughout New York state.	Victor, N.Y.	2.8	56	12	1
79	—	<b>Advanced Control Concepts Inc.</b>	Pensacola, Fla.	2.8 <sup>v</sup>	360	22	1
80	—	<b>Simpson Security Systems Inc.</b> Received \$3.5 million Division 17 contract for U.S. Penitentiary in Pollock, La.	Alexandria, La.	2.7 <sup>v</sup>	376	41	2
81	63	<b>Texas Technical Services Inc.</b>	Houston, Texas	2.7	54	12	1
82	—	<b>D/A Mid-South Inc.</b> Increased sales from \$1.7 million in 1998 to \$2.6 million in 1999.	Houston, Texas	2.6	25	19	1
83	62	<b>Securitronics Co. Inc.</b> Purchased Systems Group from Pinkerton's in upstate New York.	Syracuse, N.Y.	2.2	25	16	2
84	66	<b>SCI Inc.</b>	Albuquerque, N.M.	2.1 <sup>v</sup>	51	15	1
85	—	<b>AVS Integrated Systems Inc.</b> Provide card access control for the city of Phoenix (more than 600 card readers).	Scottsdale, Ariz.	2.1	5	10	1
86	—	<b>Security &amp; Investigative Support Services Inc.</b> Planned strategic move to heavy commercial systems, commercial service contracts.	Jackson, Miss.	2.0 <sup>v</sup>	442	15	1
87	—	<b>White &amp; Associates Electronics Inc.</b> Designed and installed a unique CCTV project using color cameras, RF wireless transmission to cross a city street, fiber optic transmission within a building, and digital recording.	Lexington, Ky.	1.9	86	18	1

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88	70	<b>ES Company</b> Moved to 4,800 sq. ft. facility. Significant digital recording installations (now 40 percent vs. VCRs).	Glen Burnie, Md.	1.9 <sup>v</sup>	130	8	1
89	65	<b>Integrated Controls</b> Opened new office in Las Vegas, Nev. Installed million-dollar integrated facilities management systems in New York City, St. Louis and San Francisco.	Albuquerque, N.M.	1.8 <sup>v</sup>	32	29	2
90	—	<b>Key-Rite Security</b>	Denver, Colo.	1.7 <sup>v</sup>	52	14	1
91	—	<b>G&amp;S Integration Limited - Automated Systems Div.</b>	Troy, Mich.	1.5 <sup>v</sup>	78	12	1
92	69	<b>Interactive Controls Inc.</b> Installed a biometric system with 55 fingerprint readers—at time the largest fingerprint system in the U.S. Featured in the June 1999 issue of <i>Business Solutions</i> magazine.	Houston, Texas	1.5 <sup>v</sup>	45	12	1
93	—	<b>Life Safety Engineered Systems Inc.</b> Life Safety is the No. 1 independent engineered systems distributor in western New York.	Buffalo, N.Y.	1.5 <sup>v</sup>	150	14	2
94	—	<b>Central Home Systems</b>	Farmingdale, N.Y.	1.4 <sup>v</sup>	47	25	1
95	64	<b>Asset Security Systems Inc.</b> Hired first outside sales person and this will be first year of actively marketing company. "We are expecting a great leap forward."	Jupiter, Fla.	1.3 <sup>v</sup>	15	15	2
96	—	<b>Eales Electronics Corp.</b>	Oklahoma City, Okla.	1.3 <sup>v</sup>	150	12	1
97	—	<b>Cam-Tek Systems Inc.</b>	Mechanicsburg, Pa.	1.2	30	3	1
98	—	<b>Advance Technology Inc.</b>	Scarborough, Maine	1.1 <sup>v</sup>	50	13	1
99	—	<b>Electronic Sales Co. Inc.</b> Through the aid of CCTV system, foiled an \$87,000 burglary for one customer and \$12,000 employee theft for another customer.	Gainesville, Ga.	1.1	205	13	2
100	73	<b>PhotoScan Northwest Inc.</b>	Missoula, Mont.	1	n/a	10	2

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### Electronic Version of the Top Systems Integrators Report

The Top Systems Integrators Report is available in electronic format and contains much more information than presented here. It includes contact names; mailing addresses; telephone and fax numbers, e-mail addresses

and Web site URLs; branch office locations, and more. This electronic file is a useful marketing tool for companies with products and services targeted to integrators. The file is available in both Microsoft Excel (spreadsheet) and ASCII (plain text), and sells for \$295. To order, contact Jovalle Puhrmann at *SDM*; telephone (847)390-2126; fax (847)390-2140, or e-mail your request to [sdm@cahners.com](mailto:sdm@cahners.com).