

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
1	1	Siemens Building Technologies Inc. Buffalo Grove, Ill.	\$1,588,324,000	n/a	n/a	n/a	80	7,400	100	n/a
2	3	ADT Boca Raton, Fla.	\$1,472,000,000 e	n/a	n/a	n/a	n/a	22,000	228	1874
3	2	SimplexGrinnell Boca Raton, Fla.	\$1,000,000,000	2,000	\$15,000,000	\$50,000	70	11,500	150	2001
4	4	Diebold Inc. North Canton, Ohio	\$828,000,000	n/a	\$4,000,000	\$3,500	22	5,835	600	1859
5	5	Stanley Convergent Security Solutions, North America , previously listed as Stanley Security Solutions Naperville, Ill.	\$406,000,000	n/a	n/a	n/a	n/a	1,700	70	1843
6		Johnson Controls Inc. Milwaukee, Wis.	\$260,000,000	2,000	\$9,201,240	\$20,000	40	n/a	35	1885
7	6	Ingersoll Rand Security Technologies Carmel, Ind.	\$240,592,000 e	8,000	\$7,000,000	n/a	100	1,000	50	1871
8	8	Red Hawk Industries Greenwood, Colo.	\$195,000,000 e	n/a	n/a	n/a	n/a	n/a	n/a	1999
9	7	SST - Intercon Security Norrstown, Pa.	\$148,900,000	300	\$32,000,000	\$1,000	35	585	18	1986
10	9	Niscayah Inc. (formerly ranked as Securitas Security Systems USA Inc.) Duluth, Ga.	\$134,500,000	n/a	n/a	n/a	n/a	630	n/a	1996

e = estimated revenue n/a = not available

2008 Top Systems Integrators: The Force Is with Them

	2007	2006	2005
Total gross revenue:	\$7.81 billion	\$6.67 billion	\$6.25 billion
New systems started:	61,521	44,866	43,103
Total full-time employed:	60,303	40,450	62,286
Business locations operated:	1,646	1,781	1,448

In 2007 the Top Systems Integrators gained 17 percent in total annual revenue (note that part of the gain is attributed to reporting corrections; see page 50). Among the 78 firms for which prior-year data were available, 56 reported revenue increases, 19 reported decreases, and three had no change in 2007 revenue. In order to be ranked, *SDM* requests a firm's North American revenue in 2007 from security systems integration, including solutions such as design, project management, product, installation, programming, start-up, training, service, and monitoring sold directly to an end-user or through a tier of contractors.

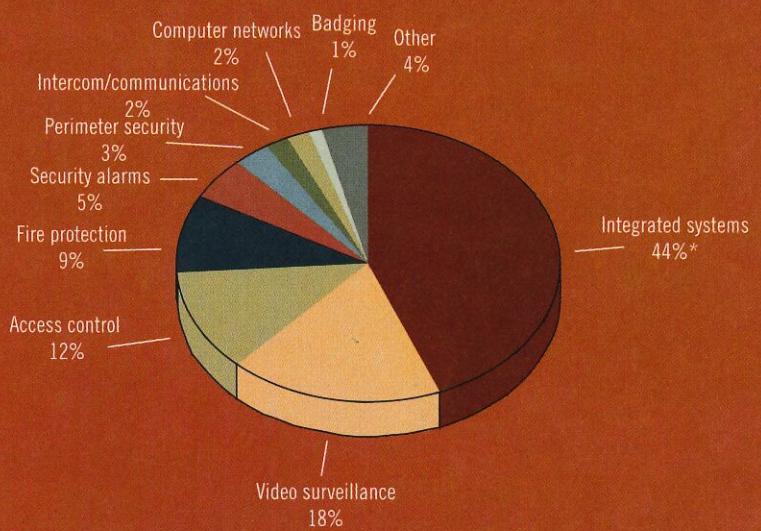
Source: *SDM Top Systems Integrators Report, July 2008*

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
11	10	Convergent Technologies LLC Schaumburg, Ill.	\$108,425,000	2,500	\$10,000,000	\$2,500	15	650	21	2001
12	12	North American Video Brick, N.J.	\$80,000,000	200	\$10,000,000	\$25,000	85	135	7	1995
13	13	Kastle Systems Arlington, Va.	\$62,850,000	250	\$1,250,000	n/a	30	375	8	1972
14	15	Henry Bros. Electronics Inc. Fair Lawn, N.J.	\$57,850,000	n/a	\$10,000,000	\$50,000	58	232	9	1950
15	70	ASG Security (formerly ranked as AccuTech Systems Inc.) Beltsville, Md.	\$55,596,400	21,398	\$550,000	\$500	6	587	16	2002
16	14	Adesta LLC Omaha, Neb.	\$53,132,000	89	\$10,120,000	\$23,000	55	166	13	2002
17	22	TAC Carrollton, Texas	\$48,000,000	975	\$12,400,000	\$10,000	40	1,312	21	1925
18	18	RFI Communications & Security Systems San Jose, Calif.	\$40,572,000	1,545	\$1,100,000	\$500	55	221	5	1979
19	31	Koorsen Fire & Security Inc. Indianapolis, Ind.	\$39,660,195	307	\$1,200,000	\$199	19	633	17	1946
20	17	NAVCO Networks and Security Anaheim, Calif.	\$39,529,853	360	\$300,000	\$1,500	n/a	115	11	1971

e = estimated revenue n/a = not available

The Technologies behind the Numbers: How Integrators' Revenue Is Split

Top Systems Integrators were asked to break down their 2007 sales revenue by product type. Choices included: Integrated Systems and the stand-alone technologies of access control, video surveillance, alarms, fire protection, and others. Combined, integrated security systems, video surveillance and access control accounted for approximately three-fourths of Top Systems Integrators' sales revenue in 2007.



*percentage of Top Systems Integrators' total 2007 revenue

Source: SDM Top Systems Integrators Report, July 2008

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
21	21	Tri-Signal Integration Inc. Sylmar, Calif.	\$36,689,203	387	\$3,800,000	\$20,000	10	260	9	1972
22	19	National Security Systems Inc. Manhasset, N.Y.	\$34,641,000	7	\$16,400	\$1,655	90	21	1	1958
23		Safeguard Scottsdale, Ariz.	\$31,000,000	1,800	\$1,260,000	\$125	20	354	3	1958
24	23	Tech Systems Duluth, Ga.	\$30,277,272	400	\$1,243,000	\$30,000	100	172	7	1987
25	25	Allied Fire and Security Spokane, Wash.	\$29,441,000	450	\$1,000,000	\$1,000	25	170	3	1949
26		SD-I (System Development Integration LLC) Chicago, Ill.	\$26,137,337	31	\$6,027,304	\$450	50	84	4	1996
27	24	VTI Security Burnsville, Minn.	\$24,732,000	590	\$550,000	\$2,500	80	107	4	1980
28	28	BCI Technologies Inc. Grand Prairie, Texas	\$24,200,000	450	\$180,000	\$1,500	20	103	3	1991
29	26	Security Corp. Novi, Mich.	\$23,265,149	1,646	\$3,000,000	\$5,000	28	118	3	1974
30	27	ASSI Security Inc. Irvine, Calif.	\$20,000,000	653	\$758,500	\$440	50	120	2	1992
31	29	ARK Systems Inc. Columbia, Md.	\$19,755,654	n/a	\$3,500,000	\$2,000	n/a	120	2	1973
32	55	MSE Corporate Security Branchburg, N.J.	\$19,676,982	75	\$615,000	\$1,400	90	50	4	1995
33	32	MidCo Inc. Burr Ridge, Ill.	\$19,000,000	346	\$1,875,000	\$4,767	40	99	3	1960
34	35	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$18,596,000	1,300	\$1,000,000	\$2,000	40	165	1	1978
35	30	SecureNet Inc. Carrollton, Texas	\$18,261,000	65	\$912,000	\$2,500	50	91	5	1995

e = estimated revenue n/a = not available

Success Stories from the Field

No. 26-ranked SD•I (System Development Integration LLC), Chicago, designed and implemented technology systems for the new McCormick Place Security Command Center. The command center oversees the 9-million-square-foot convention center's safety and security activities. SD•I designed, procured, installed and integrated video display systems including a 20-foot video wall; an incident management system; consoles and computers;

and a unified command interface. The completed unified command interface integrates surveillance cameras, access control systems, fire alarm, parking garage, and elevator management systems. This integrated system features automatic response to events and data and video links to Chicago's 911 center, Navy Pier attraction, and Chicago City Hall through an Internet VPN.

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
36	49	Utah Yamas Controls Draper, Utah	\$18,065,158	320	\$1,124,450	\$250	24	115	3	1991
37	36	SFI Electronics Inc. Charlotte, N.C.	\$17,014,693	190	\$600,000	\$1,000	50	88	8	1977
38	64	Security Equipment Inc. Omaha, Neb.	\$16,550,338	775	\$749,000	\$1,500	35	127	3	1969
39		SSI (Surveillance Systems Integration) Rocklin, Calif.	\$16,250,991	210	\$2,200,000	\$1,300	n/a	42	2	2002
40		LVC Technologies Inc. Auburn Hills, Mich.	\$16,000,000	100	\$8,500,000	\$2,500	n/a	42	1	1997
41	33	InterTECH Security LLC Warrendale, Pa.	\$15,800,000	345	\$830,000	\$3,000	45	122	5	2000
42	37	MAC Systems Inc. Canton, Mass.	\$15,500,000	400	\$569,000	\$10,000	50	70	1	1981
43	44	Genesis Security Systems LLC Germantown, Md.	\$15,500,000	40	\$1,500,000	\$10,000	95	42	1	2002
44	45	The Protection Bureau Exton, Pa.	\$15,488,900	412	\$1,250,000	\$2,500	21	92	2	1975

e = estimated revenue n/a = not available

Hottest Vertical Market: Corporate Facilities

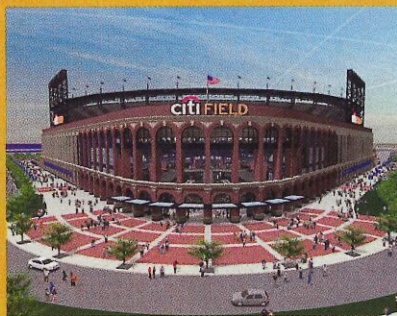
Asked to rank the markets that provided the most significant portion of their 2007 revenue, more integrators chose corporate than any other market as their most productive vertical, followed closely by education and healthcare. These were also the top three vertical markets for integrators in 2006.

1. Corporate/Property Management
 2. Education
 3. Healthcare
 4. Government
 5. Industrial
 5. Utilites
- } Tied

Source: *SDM Top Systems Integrators Report, July 2008*

Success Stories from the Field

No. 50-ranked Advanced Electronic Solutions was chosen as the security integrator for Citifield Stadium, the new home of the New York Mets major league baseball team.



This project includes the installation of an integrated IP video and access control system. Both systems are state-of-the-art and

include a human resource interface with the Mets time-and-attendance systems. They are also networked with other Met organization locations in the New York City area.

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
45	42	Idesco Corp. New York, N.Y.	\$14,500,000	50	\$1,200,000	\$35,000	30	43	1	1943
46	61	Energy Control Inc. (ECI) Albuquerque, N.M.	\$14,300,000	50	\$6,700,000	\$8,000	75	67	2	1976
47	51	SDT Inc. Newtown, Pa.	\$14,038,365	483	\$1,400,000	\$500	50	102	1	1988
48		Telenet VoIP Inc. Los Angeles, Calif.	\$13,000,000	70	\$700,000	\$6,000	5	89	1	1977
49	56	Access Control Technologies Inc. (ACT) Clifton, N.J.	\$12,692,208	51	\$1,450,000	\$14,000	70	41	2	1989
50	52	Advanced Electronic Solutions Inc. College Point, N.Y.	\$12,600,000	62	\$1,870,000	\$183,000	45	60	3	1994
51		Low Voltage Contractors Minneapolis, Minn.	\$12,500,000	118	\$786,000	\$6,000	30	61	1	1982
52	43	CTSI Chantilly, Va.	\$12,500,000	350	\$2,100,000	\$5,000	60	107	1	1969
53	62	Tri-Electronics Inc. Hammond, Ind.	\$11,600,000	145	\$1,500,000	\$5,500	n/a	92	1	1963

e = estimated revenue n/a = not available

Top 10 Largest Project Winners

These 10 firms reported having the highest-value projects on their books in 2007. (Note that five of the top 10 firms did not report project sizes as requested by *SDM*.)

	Project Value
SST - Intercon Security	\$32,000,000
SimplexGrinnell	\$15,000,000
TAC	\$12,400,000
Adesta LLC	\$10,120,000
Convergent Technologies LLC	\$10,000,000
North American Video	\$10,000,000
Henry Bros. Electronics Inc.	\$10,000,000
Johnson Controls Inc.	\$9,201,240
LVC Technologies Inc.	\$8,500,000
EO Integrated Systems Inc.	\$8,200,000

Source: *SDM Top Systems Integrators Report, July 2008*

Success Stories from the Field

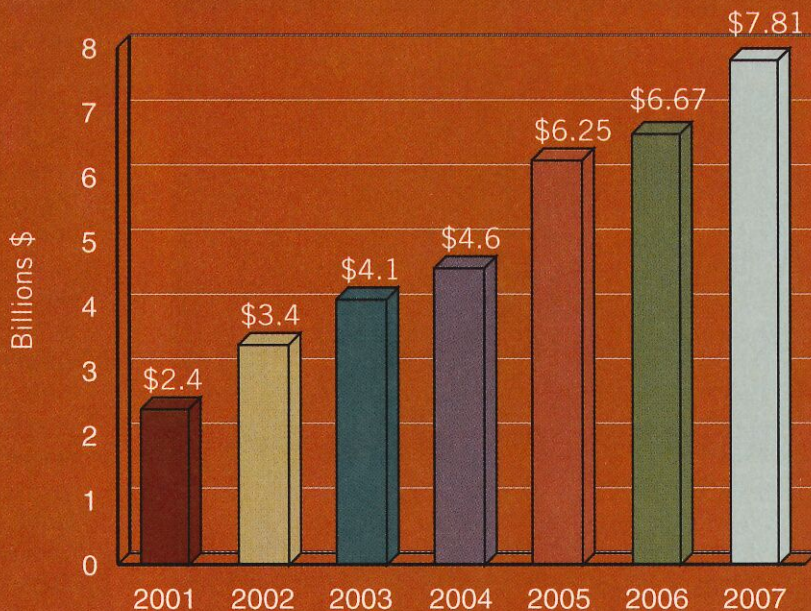
No. 34-ranked Dallas Security Systems designed and installed a Honeywell Video system with IP cameras and video analytics on a network for a high-profile residential customer. The security system consists of a 1-gigabit fiber optic network infrastructure using DSX Access Control integrated with the Honeywell Enterprise Network Video Recorder (NVR). This is a 31,000-square-foot primary residence with more than 100 DSX input points, and various access control gates and a smaller guest home on the same property, which is approximately 3 acres, which is also protected by the above-mentioned systems via secure network. When any input changes state or goes into alarm the system immediately indicates an alarm message with audible, displays the alarm on a live map of the property, and integrates with the Honeywell system to pop up one of the current 64 channels of video to numerous command centers throughout the property. The use of video analytics is in the design both for perimeter protection, as well as family safety around swimming pools and other areas. The project is managed by Chris Melder and Ed Peacemaker and integrated by Paul Aquilina and Joshua Rouse, all Dallas Security Employees.

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
54	53	Operational Security Systems Inc. Atlanta, Ga.	\$11,583,339	288	\$351,000	\$0	100	65	2	1973
55		Entech Sales and Service Inc. Dallas, Texas	\$11,400,000	71	\$350,000	\$5,000	50	66	4	1981
56	57	EO Integrated Systems Inc. Washington, Mich.	\$11,112,000	40	\$8,200,000	\$35,000	75	35	4	1991
57	48	ATC International Inc. Miami, Fla.	\$9,876,270	10	\$1,800,000	\$70,000	70	38	3	2002
58	63	TEM Systems Inc. Sunrise, Fla.	\$9,700,000	450	\$375,000	\$1,000	75	75	5	1957
59	76	Pro-Tec Design Inc. Plymouth, Minn.	\$9,466,777	32	\$2,795,000	\$2,000	60	30	2	1982
60	72	Intelligent Access Systems Inc. Atlanta, Ga.	\$9,330,000	380	\$1,200,000	\$3,350	85	29	5	1993
61		IK Systems Inc. Victor, N.Y.	\$9,025,500	140	\$4,100,000	\$743	65	35	7	1988
62		Security Management Systems Inc. Long Island City, N.Y.	\$9,000,000	27	\$1,300,000	\$50,000	100	24	1	1978

e = estimated revenue n/a = not available

Top Systems Integrators: 7 Years of Growth

Total annual revenue reported to or estimated by *SDM* rose more than 17 percent in 2007. However, a combination of several factors distorted this figure: the correction of a misreporting by Johnson Controls (the firm erred in reporting \$10.2 million in 2006 revenue, but corrected the error with reporting of \$260 million in 2007 revenue); and a substantial increase in *SDM*'s estimate of ADT's systems integration revenue (from \$782.4 million in 2006 to \$1.47 billion in 2007 revenue). These two corrections now portray a more accurate picture of the actual systems integration market, we believe. Although they caused an increase in total Top Systems Integrators revenue of 17 percent, if both ADT and Johnson Controls were removed from those calculations, the actual total revenue increase is closer to 4 percent.



Source: *SDM Top Systems Integrators Report, July 2008*

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
63	69	Thompson Electronics Co. Peoria, Ill.	\$8,711,382	360	\$1,200,000	\$5,000	10	50	1	1980
64	77	Unlimited Technology Inc. Chester Springs, Pa.	\$8,370,000	87	\$525,000	\$3,450	5	35	2	1999
65	68	Universal Security Systems Inc. Hauppauge, N.Y.	\$8,207,036	93	\$733,000	\$10,000	40	54	5	1991
66	67	Security Solutions Los Alamitos, Calif.	\$8,200,000	38	\$1,200,000	\$11,000	63	35	1	1991
67	80	Advanced Control Concepts Inc. Pensacola, Fla.	\$8,150,000	n/a	\$800,000	\$10,000	11	32	1	1985
68	71	Integrated Control USA Inc. Albuquerque, N.M.	\$7,969,052	868	\$900,000	\$2,000	30	53	1	1999
69	79	Intelli-Tec Security Services Westbury, N.Y.	\$7,885,550	300	\$800,000	\$8,000	30	53	1	1999

e = estimated revenue n/a = not available

Fastest Growing Integrators

These 10 firms have the highest three-year average growth rate in total annual revenue (2004-2007), based on Top Systems Integrator data for which four years of data were available.

1. **SimplexGrinnell (382.13%)**
2. **ADT (50.36%)**
3. **Niscayah Inc. (46.43%)**
(formerly ranked as Securitas Security Systems USA Inc.)
4. **Koorsen Fire & Security Inc. (44.63%)**
5. **Ingersoll Rand Security Technologies (39.94%)**
6. **Red Hawk Industries (38.41%)**
7. **Siemens Building Technologies Inc. (33.15%)**
8. **Convergint Technologies LLC (29.67%)**
9. **Security Equipment Inc. (28.86%)**
10. **Henry Bros. Electronics Inc. (26.93%)**

Source: SDM Top Systems Integrators Report, July 2008

Success Stories from the Field

No. 4-ranked Diebold's enterprise security team developed a strategy to implement an end-to-end security integration campaign for one of the world's leading performing arts centers. The Center resides on 16 acres and hosts more than 5 million visitors each year, presenting thousands of performances, educational programs and tours. The volume of visitors and events makes the venue especially vulnerable to security threats such as burglary, violence, vandalism and terrorism. The project is being executed in phases, and is slated to continue through 2019. The Diebold team started by studying security, electrical and network design drawings, specifications and documentation. The system uses several hundred proximity and biometric readers, as well as a similar number of CCTV cameras to ensure complete access control. Surveillance and audio systems were put into place to protect critical and isolated locations. The centerpiece of the system is the security operations command center, which includes an integrated video wall management system and three operator workstations with automatic drop and drag priority access control and video alarm displays. The project also included a specially designed security and IT services network, created by Diebold, and a one-of-a-kind event monitoring center storage solution for video applications.

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
70	66	ASG, Automation Systems Group Ferndale, Mich.	\$7,837,500	148	\$500,000	\$1,000	n/a	30	1	1991
71	90	ArCom Systems Inc. North Little Rock, Ark.	\$7,258,999	185	\$1,000,000	\$5,064	50	51	2	1975
72	59	Tele-Tector of Maryland Inc. Columbia, Md.	\$7,100,000	298	\$1,392,206	\$598	60	39	1	1967
73		Protex Central Inc. Hastings, Neb.	\$6,734,000	523	\$255,000	\$1,000	16	55	4	1966
74	81	All Systems Designed Solutions Inc. Kansas City, Kansas	\$6,654,792	n/a	n/a	n/a	86	39	2	1974
75	73	D/A Central Inc. Oak Park, Mich.	\$6,500,000	200	\$1,100,000	\$105	85	47	3	1984
76	82	Electronic Security Systems Warren, Mich.	\$6,500,000	20	\$800,000	\$5,000	45	25	2	1918
77		Integrated Security Technologies Inc. Herndon, Va.	\$6,479,012	172	\$4,438,000	\$2,300	31	39	2	1997
78	91	Visual Management Systems Toms River, N.J.	\$6,315,622	625	\$306,000	\$4,500	10	90	6	2003
79	83	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$6,200,000	1,015	\$432,000	\$1,500	10	49	5	1968
80		Dillard Door & Entrance Control Memphis, Tenn.	\$5,875,600	654	\$495,000	\$2,600	25	47	1	1947
81	85	T&R Alarm Systems Inc. Clifton, N.J.	\$5,558,876	72	\$500,000	\$1,500	45	35	1	1971
82	96	Videotec Corp. Highland, Ind.	\$5,474,417	200	\$800,000	\$1,000	50	23	1	1973
83	88	ESSI Upper Marlboro, Md.	\$5,244,344	102	\$1,200,000	\$1,500	25	60	1	1981
84	89	Advance Technology Inc. Scarborough, Maine	\$5,201,272	67	\$425,000	\$2,500	20	29	1	1994
85		CHS Inc. Farmingdale, N.Y.	\$5,200,000	110	\$575,000	\$12,000		32	1	1978
86		APL Access and Security Inc. Gilbert, Ariz.	\$5,154,182	55	\$1,300,000	\$3,000	30	37	2	1989
87	95	Life Safety Engineered Systems Inc. Buffalo, N.Y.	\$5,002,884	n/a	n/a	n/a	31	21	1	1994
88	87	Will Electronics St. Louis, Mo.	\$4,975,189	30	n/a	\$2,500	5	22	1	1955
89		Access Limited Inc. Jacksonville, Fla.	\$4,800,000	80	\$800,000	\$30,000	30	36	2	1997
90		Sentry Communications & Security Hicksville, N.Y.	\$4,800,000	8	\$175,000	\$4,000	15	38	1	2003

e = estimated revenue n/a = not available

2008 Rank	2007 Rank	Company, headquarters City, State	Revenue 2007	New Projects, 2007	Largest New Project	Smallest New Project	% of systems Fully Integrated	Full-time Employees	Business Locations	Year Founded
91	93	SNC Inc. Hutchinson, Kansas	\$4,718,113	475	\$275,000	\$500	n/a	47	1	1988
92		ESIGroup Security Integration Houston, Texas	\$4,666,449	50	\$900,000	\$5,000	75	14	1	2004
93	92	Vision Southeast Inc. Birmingham, Ala.	\$4,486,416	210	\$650,000	\$1,200	25	34	2	2000
94		Triad Security Systems Union, N.J.	\$4,249,553	239	\$325,000	\$2,500	55	23	2	1984
95	98	Alscan Inc. Birmingham, Ala.	\$4,000,000	40	\$700,000	\$5,000	20	22	2	1981
96		AC Daughtry Inc. Montville, N.J.	\$3,961,010	75	\$315,000	\$1,500	15	22	1	1983
97	84	Simpson Security Systems Inc. Alexandria, La.	\$3,563,628	271	\$588,419	\$1,000	48	37	1	1991
98		SCI Inc. Albuquerque, N.M.	\$3,119,531	34	\$1,121,000	\$6,700	100	12	1	1972
99		Advanced Video Surveillance Inc. Fairfield, N.J.	\$2,800,000	50	\$350,000	\$4,000	15	11	2	1995
100		Key-Rite Security Denver, Colo.	\$2,500,000	34	\$175,000	\$3,000	25	16	1	1975

e = estimated revenue n/a = not available

Success Stories from the Field

No. 67-ranked Advanced Control Concepts Inc. was involved with the NASA Johnson Space Center Ellington Field security management project, a turnkey detailed engineered project that connected to the NASA Lenel Enterprise System. Ellington Field, located 10 miles from Johnson Space Center, had very minimal security prior to the project. The project included drawings, access control that meets FIPS-201 PIV-II, standards for NASA's elaborate access control system, digital CCTV including intelligent video algorithms, alarm monitoring, high-speed gates with intercoms and readers and new guardhouses. The majority of the project focused on the installation of new cameras and IP video to provide intrusion detection, while the secondary portion of the project included installing access control to all the buildings, which previously had none, and installing new turnstiles and guardhouses to help drastically improve perimeter security.

PHOTO COURTESY OF ADVANCED CONTROL CONCEPTS INC.



All of the equipment is remotely monitored at the Johnson Space Center Security Operations Center. The project is valued at over a million dollars and took approximately five months to complete.