

By year end, total annual revenue of the largest systems integrators ranked on *SDM's* 2010 Top Systems Integrators Report, grew 2 percent to reach \$8.05 billion. This is a comparison between the top 100 companies ranked in 2009 and the top 100 ranked in 2010. However, *SDM* chose to begin expanding the Top Systems Integrators Report beyond the first 100 firms, and this year there are 107 companies ranked. This represents a 3 percent growth rate and \$8.08 billion in annual revenue.

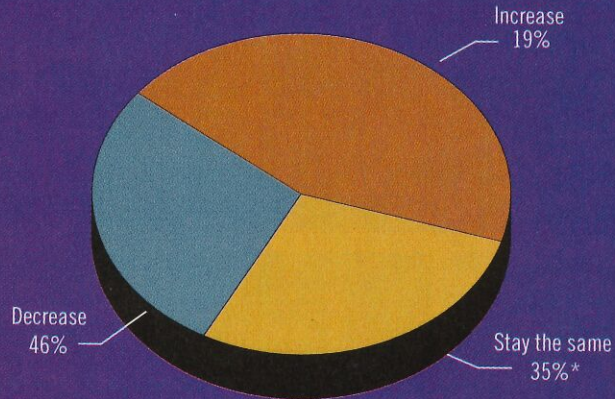
Fourteen systems integrators are ranked for the first time; however, some from among last year's top 50 did not report this year, including: Kratos Defense & Security Systems Inc., Surveillance Systems Integration (SSI), Energy Control Inc., and Idesco Corp.

Systems integrators started approximately 71,000 projects. This increase of nearly 18,000 projects is largely the result of first-time reporting by Siemens of 8,400 projects and Ingersoll Rand Security Technologies of 2,980 projects; as well as significant increases in the number of project starts by Johnson Controls, Convergent Technologies, ASG Security, and Tri-Signal Integration.

SDM's Top Systems Integrators Report ranks, by revenue, the largest firms that contract electronic security projects.

Profit Performance Was Moderately Good

Top Systems Integrators were asked, "Did your company's net profit margin increase, decrease or stay about the same in 2009 compared with 2008, and by how much?"



*percentage of Top Systems Integrators indicating each answer; based on 96 responses

Source: *SDM Top Systems Integrators Report, July 2010*

2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
1	1	ADT Boca Raton, Fla.	\$1,937,000,000*e	na	na	na	na	24,000*e	300
2	2	Siemens Industry Inc. Buffalo Grove, Ill.	\$1,400,000,000*e	8,400	\$22,000,000	\$5,000	govt, indstrl, corp	8,000	100
3	3	SimplexGrinnell Boca Raton, Fla.	\$1,000,000,000*e	na	na	na	edu, health		150
4	4	Diebold Inc. North Canton, Ohio	\$586,200,000	na	\$7,000,000	\$3,000	finance, retail, corp	5,101	90
5	5	Stanley Convergent Security Solutions Inc. Naperville, Ill.	\$353,400,000	na	na	na	edu, health, transport	1,950	75
6	6	Johnson Controls Inc. Milwaukee, Wis.	\$349,000,000	2,479	\$26,580,870	\$1,000	airport, health, govt	849	50
7	7	SAIC McLean, Va.	\$300,000,000	50	\$125,000,000	\$50,000	govt, law enforc, indstrl	3,580	350
8	8	Red Hawk, a UTC Fire & Security Services Co. Farmington, Conn.	\$195,000,000*e	na	na	na	na	na	35*e
9	10	Convergent Technologies LLC Schaumburg, Ill.	\$164,816,000	2,000	\$10,000,000	\$2,500	corp, health, govt	755	25
10	9	Niscayah Inc. Duluth, Ga.	\$130,600,000	na	na	na	na	600	30

e = *SDM* estimate. na = not available. Abbreviations to markets: airport = airports; corp = corporate; correctnl = correctional; edu = education; entertainmt = entertainment and sports venues; finance = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hospitality = hotels and hospitality; indstrl = industrial; law enforc = law enforcement; retail = retail and restaurants; transport = transportation/distribution/logistics; utilities = utilities.

2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
11	12	ASG Security Beltsville, Md.	\$94,665,000	22,260	\$1,500,000	\$250	correctnl, airport, gaming	717	15
12	11	Ingersoll Rand Security Technologies Carmel, Ind.	\$91,423,451	2,980	\$2,400,000	\$1,300	finance, edu, health	380	33
13	13	North American Video Brick, N.J.	\$80,000,000	200	\$12,000,000	\$10,000	gaming, govt, corp	125	10
14	17	Schneider Electric Carrollton, Texas	\$74,000,000	na	\$13,000,000	\$10,000	airport, health, correctnl	1,399	21
15	22	Carter Brothers LLC Atlanta, Ga.	\$70,808,823	6,434	\$1,500,000	\$1,100	na	240	12
16	15	Adesta LLC Omaha, Neb.	\$66,845,880	200	\$8,000,000	\$1,500	govt, transport, utilities	199	15
17	16	Kastle Systems International Arlington, Va.	\$54,300,000	250	\$409,000	na	corp, govt, finance	350	8
18	14	Henry Bros. Electronics Inc. Fair Lawn State, N.J.	\$54,007,000	na	\$3,300,000	\$10,000	govt, transport, corp	201	10
19	18	Koorsen Fire & Security Indianapolis, Ind.	\$50,089,466	197	\$2,900,000	\$2,000	corp, health, edu	632	20
20	20	Tri-Signal Integration Inc. Sylmar, Calif.	\$38,861,360	760	\$2,800,000	\$8,000	retail, edu, correctnl	250	9
21	24	National Security Systems Inc. Plandome, N.Y.	\$37,962,505	14	\$8,750,125	\$142,500	gaming, corp, hospitality	21	1
22	27	NAVCO Anaheim, Calif.	\$37,600,000	1,500	\$850,000	\$7,500	finance, retail, corp	125	9

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2010 Top Systems Integrators at a Glance

	2009	2008	2007	2006
Total gross revenue:	\$8.08 billion	\$7.86B	\$7.81B	\$6.67B
New systems started:	71,066	53,474	61,521	44,866
Total full-time employed:	65,355	64,652	60,303	40,450
Business locations operated:	1,571	1,787	1,646	1,781

Total North American revenue from systems integration for the 107 largest integrators reached more than \$8 billion in 2009 from solutions such as design, project management, product, installation, programming, start-up, and training sold directly to an end-user customer or through a tier of contractors; also includes recurring revenue from service and monitoring. Last year's report ranked 100 systems integrators. A comparison between the top 100 companies ranked in 2009 and the top 100 ranked in 2010 shows a 2.4 percent increase in systems integration revenue.

Source: SDM Top Systems Integrators Report, July 2010

2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
23	23	South Western Communications Inc. Newburgh, Ind.	\$34,856,174	455	\$1,804,265	\$5,572	health, correctnl, edu	176	5
24	21	RFI Communications & Security Systems San Jose, Calif.	\$28,870,000	1,403	\$2,100,000	\$500	corp, health, edu	220	5
25	25	Safeguard Security Scottsdale, Ariz.	\$28,618,649	1,350	\$1,061,000	\$100	edu, other, health	327	3
26	28	Allied Fire & Security Spokane, Wash.	\$28,000,000	410	\$3,000,000	\$1,000	utilities, health, finance	153	3
27	29	VTI Security Burnsville, Minn.	\$26,900,000	600	\$1,200,000	\$2,500	utilities, finance, health	102	5
28	26	Tech Systems Inc. Duluth, Ga.	\$24,894,591	435	\$542,000	\$25,000	corp, health, utilities	138	4
29	49	Intertech Security LLC Pittsburgh, Pa.	\$21,053,000	406	\$1,750,000	\$2,000	industrl, correctnl, health	143	5
30	33	Utah Yamas Controls Draper, Utah	\$18,877,000	318	\$1,840,000	\$250	edu, govt, health	108	3
31	37	EO Integrated Systems Inc. Washington, Mich.	\$18,500,000	84	\$4,500,000	\$10,000	correctnl, utilities, airport	44	4
32	30	Security Corporation Novi, Mich.	\$18,219,303	1,400	na	na	finance, utilities, edu	108	1
33	43	Security Equipment Inc Omaha, Neb.	\$17,791,280	1,480	\$263,000	\$395	corp, edu, finance	128	4
34	34	ASSI Security Inc. Irvine, Calif.	\$17,500,000	425	\$1,350,000	\$1,000	health, corp, law enforc	72	2
35	39	SecureNet Inc. Carrollton, Texas	\$16,670,104	175	\$1,335,422	\$1,500	corp, edu, airport	79	5
36	50	Entech Sales & Service Inc. Dallas, Texas	\$16,631,000	97	\$385,000	\$5,000	other, corp, edu	109	5
37	36	MidCO Inc. Burr Ridge, Ill.	\$16,500,000	425	\$1,500,000	\$4,600	corp, industrl, utilities	103	2
38	31	ARK Systems Inc. Columbia, Md.	\$16,500,000	300	\$926,000	\$2,000	govt, edu, corp	113	3
39	38	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$16,172,691	1,250	\$500,000	\$499	corp, health, edu	160	1
40	42	MSE Corporate Security Branchburg, N.J.	\$16,101,410	60	\$185,000	\$1,000	retail, edu, correctnl	50	5
41	41	SFI Electronics Inc. Charlotte, N.C.	\$16,000,000	380	\$1,800,000	\$1,000	utilities, industrl, health	84	9
42	53	Advanced Electronic Solutions College Point, N.Y.	\$15,122,075	77	\$3,600,000	\$150,000	corp, airport, health	60	3
43	35	BCI Technologies Inc. Grand Prairie, Texas	\$15,100,000	350	\$150,000	\$1,500	na	62	2

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2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
44	46	Genesis Security Systems LLC Germantown, Md.	\$15,000,000	250	\$1,500,000	\$5,000	corp, finance	42	1
45	48	Idesco Corporation New York, N.Y.	\$14,750,000	43	\$1,250,000	\$8,000	edu, entertainmnt, law enforc	42	1
46	40	SDT Inc. Newtown Sq., Pa.	\$14,738,113	489	\$1,169,000	\$500	edu, finance, health	92	1
47	-	Surveillance Specialties Ltd. Wilmington, Mass.	\$14,666,246	250	\$600,000	\$10,000	corp, health, industrl	72	2
48	45	The Protection Bureau Exton, Pa.	\$13,500,000	796	\$1,200,000	\$599	retail, edu, corp	89	2
49	54	CTSI Chantilly, Va.	\$13,500,000	na	\$1,500,000	\$5,000	govt, health, edu	105	1
50	47	ACT Clifton, N.J.	\$12,977,024	20	\$839,854	\$4,522	edu, corp, finance	37	1

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Largest Project Winners

Company	Value of 2010 Largest Project	Rank	Company	Value of 2010 Largest Project	Rank
SAIC	\$125,000,000	7	Henry Bros. Electronics Inc.	\$3,300,000	18
Johnson Controls Inc.	\$26,580,870	6	Northland Control Systems Inc.	\$3,200,000	58
Siemens Industry Inc.	\$22,000,000	2	Allied Fire & Security	\$3,000,000	26
Schneider Electric	\$13,000,000	14	Koorsen Fire & Security	\$2,900,000	19
North American Video	\$12,000,000	13	Tri-Signal Integration Inc.	\$2,800,000	20
Convergint Technologies LLC	\$10,000,000	9	ArCom Systems Inc.	\$2,446,947	81
National Security Systems Inc.	\$8,750,125	21	Ingersoll Rand Security Technologies	\$2,400,000	12
Adesta LLC	\$8,000,000	16	Universal Security Systems Inc.	\$2,230,841	73
CONTAVA Inc.	\$8,000,000	53	RFI Communications & Security Systems	\$2,100,000	24
Diebold Inc.	\$7,000,000	4	Tri-Electronics	\$2,100,000	52
Simpson Security Systems Inc.	\$5,375,000	98	Security Management Systems Inc.	\$2,000,000	68
EO Integrated Systems Inc.	\$4,500,000	31			
Advanced Electronic Solutions	\$3,600,000	42			

These 24 companies reported having the highest-value projects on their books in 2009. (Note: Projects below \$2 million were not ranked here. Five of the top 10 companies did not report project sizes as requested by SDM.)

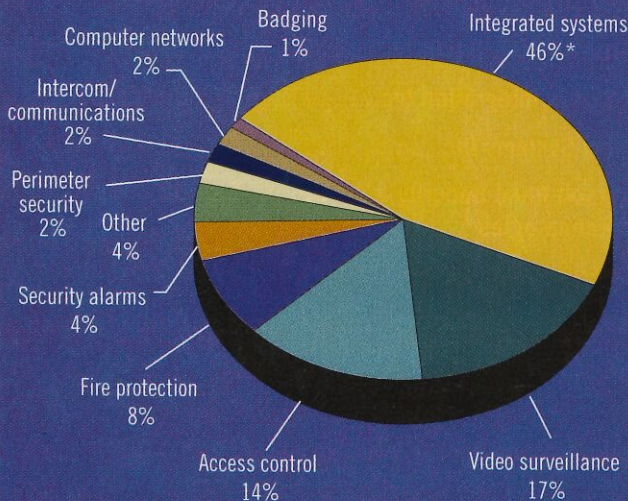
Source: SDM Top Systems Integrators Report, July 2010

2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
51	52	EGS Spokane, Wash.	\$12,823,000	10	na	\$15,000	correctnl, govt, law enforc	30	2
52	57	Tri-Electronics Hammond, Ind.	\$12,500,000	450	\$2,100,000	\$5,000	edu, correctnl, law enforc	114	1
53	-	CONTAVA Inc. Edmonton, Alberta	\$11,522,000	103	\$8,000,000	\$5,000	govt, health, edu	51	2
54	56	SDI Chicago, Ill.	\$11,338,469	12	\$660,000	\$2,500	airport, govt, transport	114	3
55	55	Low Voltage Contractors Inc. Minneapolis, Minn.	\$11,157,000	275	\$310,000	\$2,500	corp, health, industrl	59	2
56	58	Telenet VoIP Inc. El Segundo, Calif.	\$10,500,000	118	\$668,000	\$1,500	edu, corp	73	1
57	63	Integrated Security Technologies Inc. Herndon, Va.	\$10,213,547	328	\$1,200,000	\$1,000	govt, edu, corp	62	5
58	61	Northland Control Systems Inc. Fremont, Calif.	\$10,212,860	200	\$3,200,000	\$5,000	corp, health	35	1

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Integrators' Sales Revenue by Product Category

Top Systems Integrators were asked to break down their 2009 SALES revenue by product type. Combined, integrated systems and stand-alone video surveillance and access control accounted for 77 percent of sales revenue.

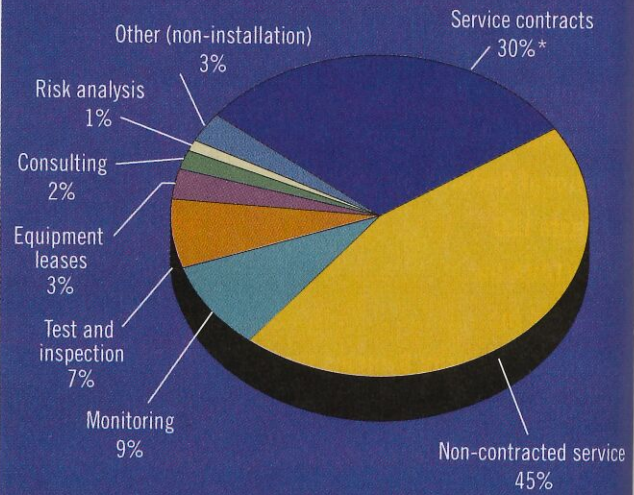


*percentage of Top Systems Integrators' 2009 sales revenue; based on 98 responses.

Source: SDM Top Systems Integrators Report, July 2010

Integrators' Sales Revenue by Service Category

Top Systems Integrators were asked to break down their 2009 SERVICE revenue by service type. Combined, contracted and non-contracted service accounted for 75 percent of service revenue.



*percentage of Top Systems Integrators' 2009 service revenue; based on 65 responses.

Source: SDM Top Systems Integrators Report, July 2010

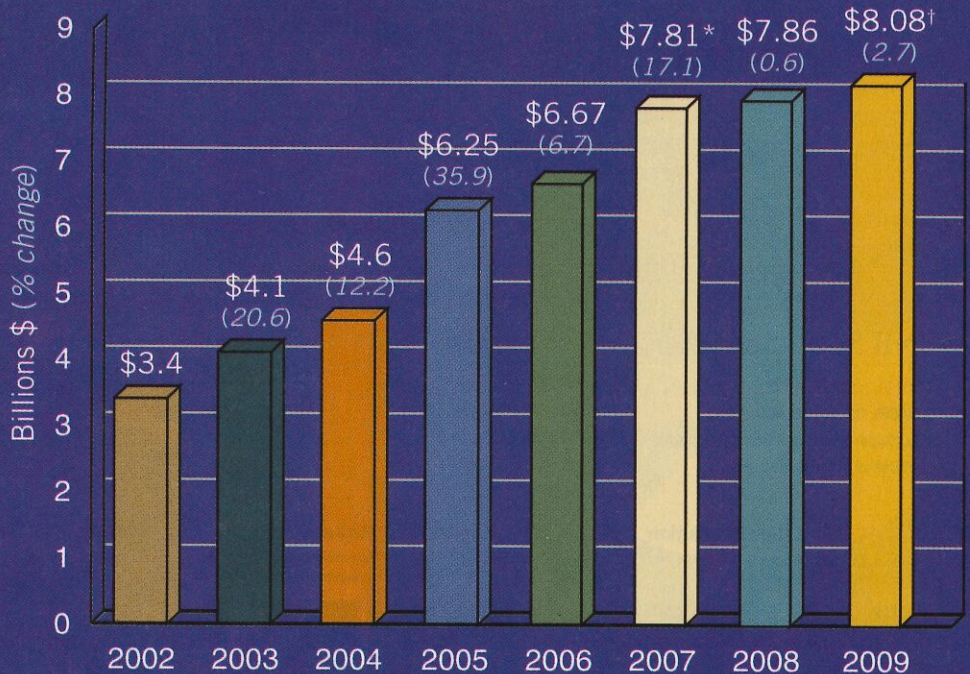
2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
59	86	Intelligent Access Systems of NC LLC Garner, N.C.	\$10,053,942	400	\$1,200,000	\$3,000	utilities, edu, health	40	4
60	59	Unlimited Technology Inc. Chester Springs, Pa.	\$9,560,000	120	\$700,000	\$1,500	utilities, industrl, correctnl	34	3
61	60	Operational Security Systems Inc. Atlanta, Ga.	\$9,244,000	170	\$50,000	na	edu, health, transport	55	2
62	-	SIGNET Electronic Systems Inc. Norwell, Mass.	\$9,117,954	452	\$1,160,000	\$500	health, edu, govt	132	3
63	65	Security Solutions Los Alamitos, Calif.	\$8,600,000	63	\$1,400,000	\$2,500	na	35	1
64	66	Integrated Controls USA Inc. Albuquerque, N.M.	\$8,211,655	432	\$475,000	\$2	govt, health, industrl	52	3
65	74	Protex Central Inc. Hastings, Neb.	\$8,075,491	315	\$871,512	\$250	govt, utilities, corp	50	4

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Top Systems Integrators: 8-Year Performance Picture

*2007 figure reflects a correction to reported revenues for Johnson Controls and ADT, following incorrect reporting in 2006. While it appears that there was a 17 percent increase in total revenue between 2006 and 2007, it was actually 4 percent growth.

†Growth between 2008 and 2009 was 2.7 percent; however, that comparison is between 100 and 107 ranked companies' revenue. In a 100-to-100 company comparison, revenue growth was 2.4 percent.



Total annual revenue reported to or estimated by SDM grew more than 2 percent in 2009. This follows a less than 1 percent increase in 2008. Among the top 10 integrator firms, three reported decreased results for 2009.

Source: SDM Top Systems Integrators Report, July 2010

2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
66	70	TTM Columbia, Md.	\$7,661,743	290	\$271,754	\$366	health, govt, edu	45	1
67	85	Firstline Security Systems Inc. Anaheim, Calif.	\$7,500,000	57	\$1,100,000	\$2,400	corp, utilities, finance	31	2
68	68	Security Management Systems Inc. Great Neck, N.Y.	\$7,500,000	na	\$2,000,000	\$30,000	govt, corp, entertainmnt	26	2
69	-	Security by Design Westbury, N.Y.	\$7,446,000	475	\$841,862	\$500	health, corp, govt	18	2
70	72	Automation Systems Group Ferndale, Mich.	\$7,310,000	131	\$1,500,000	\$1,000	industrl, corp, govt	21	1
71	73	Advanced Control Concepts Inc. Pensacola, Fla.	\$7,310,000	43	\$1,000,000	\$18,000	govt, corp, airport	34	1
72	78	All Systems Designed Solutions Inc. Kansas City, Kan.	\$7,236,569	95	\$336,152	\$1,000	health, edu, corp	43	3
73	62	Universal Security Systems Inc. Hauppauge, N.Y.	\$7,181,866	221	\$2,230,841	\$79	utilities, govt, edu	62	4
74	94	T&R Alarm Systems Inc. Clifton, N.J.	\$7,061,357	60	\$425,000	\$500	edu, govt, corp	35	2
75	81	GSI Troy, Mich.	\$6,730,000	175	\$810,000	\$250	utilities, corp, industrl	35	2

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Best Sectors: Corporate, Education, Healthcare

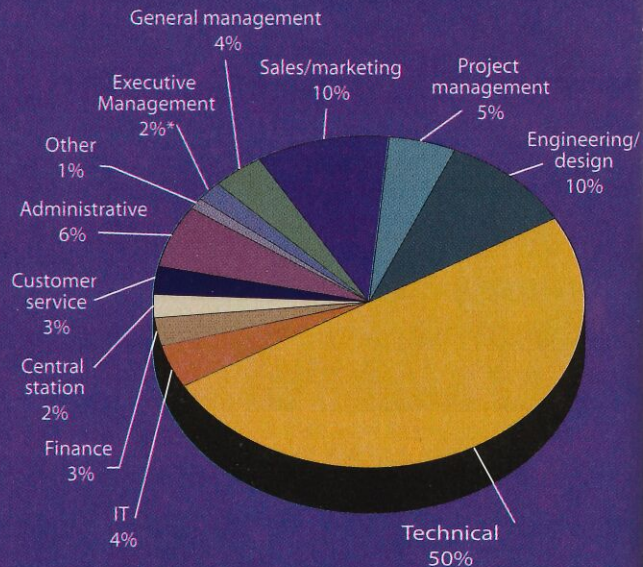
Top Systems Integrators were asked to rank the sectors that provided the most significant portion of their 2009 revenue.

1. Corporate/Property Management
2. Education/Campus
3. Healthcare
4. Government
5. Utilities
6. Industrial
7. Financial/Banking
8. Transportation/ Logistics/ Distribution
9. Correctional
10. Retail/ Restaurants

Source: SDM Top Systems Integrators Report, July 2010

Anatomy of an Integrator Staff

*average percentage distribution of staff titles among systems integrators; based on 99 responses



Source: SDM Top Systems Integrators Report, July 2010

2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Location
76	-	Service Works Inc Farmingdale, N.J.	\$6,544,000	35	\$415,000	\$2,500	corp, health, utilities	26	2
77	67	Thompson Electronics Company Peoria, Ill.	\$6,528,000	180	\$850,000	\$5,000	corp, edu, govt	36	1
78	76	Electronic Security Systems Warren, Mich.	\$6,500,000	20	\$500,000	\$5,000	health, edu	29	2
79	-	High-Tech-Tronics Oklahoma City, Okla.	\$6,441,000	80	\$1,250,000	\$500	entertainmnt, edu, health	53	1
80	-	Vision Security Technologies Birmingham, Ala.	\$6,080,000	280	\$600,000	\$1,000	edu, health, govt	47	1
81	80	ArCom Systems Inc. North Little Rock, Ark.	\$5,942,990	133	\$2,446,947	\$1,403	health, other, retail	48	3
82	71	Advance Technology Inc. Scarborough, Maine	\$5,836,376	25	\$300,000	\$5,000	finance, health, govt	30	1
83	84	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$5,647,248	1,097	\$553,000	\$1,900	industrl, corp, health	39	5
84	77	D/A Central Inc. Oak Park, Mich.	\$5,500,000	na	\$700,000	\$700	finance, corp, utilities	41	3
85	91	TEM Systems Inc. Sunrise, Fla.	\$5,500,000	315	\$225,000	\$10,000	other, health, correctnl	60	5

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Rate of Adoption of IP Technology

Top Systems Integrators were asked, "What percentage of projects sold in 2009 incorporated IP-based technology?"

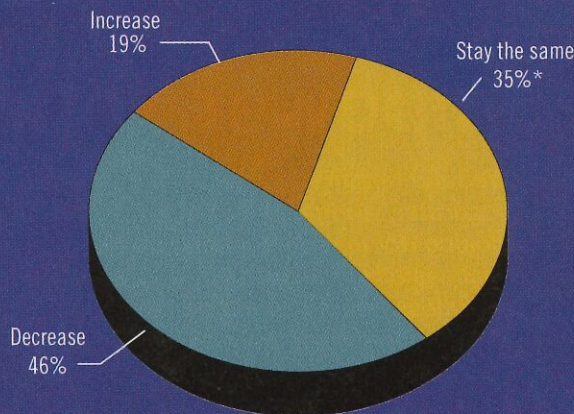
Zero IP projects	0%*
1 - 10 percent IP projects	18%
11 - 20 percent IP projects	19%
21 - 30 percent IP projects	3%
31 - 40 percent IP projects	9%
41 - 50 percent IP projects	8%
51 - 60 percent IP projects	7%
61 - 70 percent IP projects	13%
71 - 80 percent IP projects	6%
81 - 90 percent IP projects	10%
91 - 100 percent IP projects	6%

*percentage of Top Systems Integrators indicating each category; based on 97 responses

Source: SDM Top Systems Integrators Report, July 2010

Integrators Foretell Another Tough Year

Top Systems Integrators were asked, "How do you expect revenues in 2010 to compare with revenues in 2009?"



*percentage of Top Systems Integrators indicating each answer; based on 95 responses

Source: SDM Top Systems Integrators Report, July 2010

2010 Rank	2009 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2009	Number of New Projects 2009	Value of Largest New Project	Value of Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
86	75	CGL Electronic Security Inc. Norwood, Mass.	\$5,467,126	225	\$645,000	\$4,500	edu, corp, health	28	1
87	87	ESIGroup Security Integration Houston, Texas	\$5,332,067	150	\$900,000	\$2,000	corp, health, industrl	16	1
88	83	ESSI Upper Marlboro, Md.	\$5,229,173	104	\$163,765	\$1,200	other, edu, corp	45	1
89	88	Life Safety Engineered Systems Inc. Buffalo, N.Y.	\$5,200,000	24	\$150,000	\$1,000	retail, health, govt	61	3
90	-	SecurAlarm Systems Inc Grand Rapids, Mich.	\$5,071,000	56	\$367,000	\$22,620	corp, industrl, hospitality	38	1
91	95	APL Access & Security Inc. Gilbert, Ariz.	\$5,040,000	24	\$600,000	\$5,000	corp, govt, industrl	37	2
92	69	ATCi Miami, Fla.	\$4,975,000	20	\$780,000	\$45,000	edu, govt, utilities	31	3
93	-	Alscan Inc Birmingham, Ala.	\$4,800,000	30	\$1,500,000	\$5,000	utilities, health, edu	35	2
94	96	Sentry Communications & Security Hicksville, N.Y.	\$4,795,000	6	\$450,000	\$3,500	corp, industrl, health	50	2
95	-	Engineered Security Systems Towaco, N.J.	\$4,700,000	400	\$750,000	\$1,200	corp, health, retail	52	2
96	-	Access Control Consultants Inc. Greensboro, N.C.	\$4,500,000	150	\$550,000	\$3,000	edu, corp, health	22	2
97	-	Systems Integration Corp Boulder, Colo.	\$4,474,089	65	\$917,000	\$5,500	corp, edu, correctnl	27	2
98	97	Simpson Security Systems Inc. Alexandria, La.	\$4,401,009	70	\$5,375,000	\$17,000	correctnl, gaming, edu	45	1
99	102	Advanced Video Surveillance Inc. Fairfield, N.J.	\$4,400,000	50	\$1,400,000	\$15,000	corp, edu, govt	12	1
100	93	Will Electronics St Louis, Mo.	\$4,394,447	80	\$365,000	\$5,000	finance, corp, industrl	23	1
101	99	Enterprise Security Solutions Anaheim, Calif.	\$4,200,000	100	\$850,000	\$5,000	na	27	1
102	98	Triad Security Systems Union, N.J.	\$4,153,000	220	\$450,000	\$2,000	corp, health, industrl	18	1
103	89	SiteSecure Inc. Sanford, Fla.	\$4,138,445	67	\$830,000	\$1,800	govt, airport, utilities	25	3
104	-	SCI Inc. Albuquerque, N.M.	\$3,331,592	18	\$893,200	\$5,000	govt, utilities, corp	14	1
105	101	Key-Rite Security Denver, Colo.	\$2,700,000	60	\$215,000	\$2,000	corp, govt, industrl	15	1
106	103	Electronic Sales Company Gainesville, Ga.	\$2,483,899	310	\$235,260	na	industrl, corp, edu	22	1
107	-	A.C. Daughtry Inc. Montville, N.J.	\$2,371,117	225	\$345,000	\$2,500	industrl, retail, corp	25	1

e = SDM estimate. na = not available. Abbreviations to markets: airport = airports; corp = corporate; correctnl = correctional; edu = education; entertainmt = entertainment and sports venue; finance = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hospitality = hotels and hospitality; industrl = industrial; law enforc = law enforcement; retail = retail and restaurants; transport = transportation/distribution/logistics; utilities = utilities.