

2019 Top Systems Integrators									
2019 RANK	2018 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2018	NUMBER OF NEW PROJECTS, 2018	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP 3 MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
1	1	Convergint Technologies Schaumburg, Ill.	\$1,068,385,542	18,550	\$14,710,000	\$2,500	office, financial, govt	3,689	113
2	2	ADT Boca Raton, Fla.	\$471,734,000 ^e	na	na	na	na	19,000	200
3	3	Securitas Electronic Security Uniontown, Ohio	\$359,000,000	na	na	na	na	1,400	30
4	6	Vector Security Inc. Warrendale, Pa.	\$252,214,889	6,400	\$500,000	\$99	office, retail, health	1,172	33
5	7	G4S Secure Integration LLC Omaha, Neb.	\$172,694,270	2,041	\$5,566,730	\$600	na	634	20
6	11	Allied Universal Technology Services Santa Ana, Calif.	\$121,000,000	1,768	\$3,400,000	\$1,000	industrial, education, utilities	519	27
7	5	Kastle Systems International Falls Church, Va.	\$107,000,000	na	\$1,400,000	na	office, financial, govt	545	13
8	9	Tech Systems Inc. Duluth, Ga.	\$66,927,200	1,400	\$1,144,280	\$30,000	office, health, financial	350	2
9	10	Unlimited Technology Inc. Chester Springs, Pa.	\$55,950,570	561	\$5,764,138	\$1,035	utilities, industrial, health	134	6
10		Surveillance Systems Inc. Rocklin, Calif.	\$50,740,199	81	\$15,000,000	\$3,500	gaming, education, industrial	51	7
11	12	A3 Communications Inc. Irmo, S.C.	\$45,326,049	1,212	\$950,175	\$102	education, govt, financial	142	6
12	15	AFA Protective Systems Inc. Syosset, N.Y.	\$45,013,000	7,788	\$1,100,000	\$500	retail, airports, office	372	16
13	13	RFI Communications & Security Systems San Jose, Calif.	\$41,300,000	1,923	\$1,300,000	\$2,300	na	176	4
14	19	GSI Troy, Mich.	\$37,300,053	889	\$2,097,400	\$250	industrial, utilities, office	117	4
15		NextGen Security LLC Exton, Pa.	\$36,400,000	1,369	\$6,200,000	\$12,350	industrial, utilities, health	116	2
16	18	Entech Sales and Service LLC Dallas, Texas	\$33,170,000	na	\$2,357,825	\$1,000	health, education, telecom/data center	287	6
17	23	Integrated Security Technologies Herdon, Va.	\$27,000,823	507	\$3,479,756	\$2,500	govt, education, health	112	3
18	25	Per Mar Security Services Davenport, Iowa	\$26,306,167	1,703	\$250,000	\$0	retail, industrial, office	330	18
19	20	Security Corporation Novi, Mich.	\$25,305,862	1,248	na	na	utilities, financial, office	113	2
20	40	DynaFire Inc. Casselberry, Fla.	\$24,994,311	925	\$2,200,000	\$195	hotel, entertainment, education	253	6
21	27	Advanced Electronic Solutions College Point, N.Y.	\$24,750,200	312	\$7,200,000	\$28,650	office, health, airports	88	3
22	26	Interface Security Systems Holdings Inc. Earth City, Mo.	\$23,528,149	36,549	\$850,000	\$0	retail, hotel, office	617	12
23		A+ Technology & Security Solutions Inc. Bay Shore, N.Y.	\$23,400,000	163	\$2,700,000	\$1,029	education, govt, law	96	2
24	32	ADS Security L.P. Nashville, Tenn.	\$22,384,497	33,338	\$417,361	\$0	retail, office, industrial	480	25
25	29	MidCo Inc. Burr Ridge, Ill.	\$22,290,100	1,550	\$1,477,000	\$4,500	office, industrial, education	98	3
26	39	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$22,219,959	1,250	\$365,000	\$299	health, office, education	153	2
27	28	Mountain Alarm Ogden, Utah	\$21,937,580	500	\$200,000	\$99	education, govt, utilities	244	11
28		Star Asset Security Orlando, Fla.	\$21,350,000	2,409	\$600,000	\$1,000	retail, govt, health	158	10
29	30	Minuteman Security Technologies Inc. Andover, Mass.	\$19,442,913	1,035	\$4,515,680	\$1,000	transport, health, education	70	10
30		Sound Inc. Naperville, Ill.	\$19,000,000	na	\$4,500,000	\$1,850	office, health, education	112	1
32	34	TRL Systems Inc. Rancho Cucamonga, Calif.	\$18,000,000	1,515	\$500	\$1,000	office, health, education	49	5
31	42	RedRock Security & Cabling Inc. Irvine, Calif.	\$18,000,000	300	\$3,000,000	\$30,000	office, industrial, education	220	3
33	44	Stone Security Salt Lake City, Utah	\$17,669,670	669	\$1,270,122	\$225	education, office, govt	60	2
34	38	The Protection Bureau Exton, Pa.	\$17,595,869	784	\$1,700,000	\$99	office, education, financial	88	4
35	35	American Alarm & Communications Arlington, Mass.	\$16,167,798	4,001	\$374,868	\$50	property mgmt, health, office	237	6
36	49	3Sixty Integrated San Antonio, Texas	\$15,873,367	300	\$1,498,000	\$10,000	retail, education, govt	53	1
37	43	Midstate Security Company Wyoming, Mich.	\$15,846,090	520	\$6,000,000	\$450	correctional, education, health	79	1
38	37	Security Equipment Inc. Omaha, Neb.	\$15,127,290	385	\$255,180	\$99	education, utilities, transport	165	5
39	51	JSC Systems Inc. Jacksonville, Fla.	\$14,570,116	216	\$625,638	\$800	health, education, govt	126	8
40	45	FE Moran Security Solutions Champaign, Ill.	\$12,963,510	3,075	\$289,126	\$0	retail, financial, office	153	6
41		Ojo Technology Fremont, Calif.	\$12,372,549	217	\$2,000,000	\$25,000	education, transport, govt	36	3
42	48	PASS Security Fairview Heights, Ill.	\$11,866,835	600	\$2,425,000	\$1,000	utilities, education, health	51	1
43	53	CGL Electronic Security Inc. Westwood, Mass.	\$11,033,433	622	\$1,766,000	\$2,500	education, health, industrial	44	na
44	50	SSD Alarm Anaheim, Calif.	\$10,814,496	na	na	na	na	220	10
45		Koorsen Fire & Security Indianapolis, Ind.	\$10,359,400	1,322	\$185,000	\$350	industrial, education, financial	1,016	24
46	56	Bates Security / Sonitrol of Lexington Lexington, Ky.	\$10,141,152	948	\$158,870	\$0	education, office, retail	85	3
47	57	Will Electronics St. Louis, Mo.	\$9,617,340	426	\$513,962	\$895	utilities, health, office	31	1
48	58	Sentry Communications & Security Hicksville, N.Y.	\$9,100,000	20	\$850,000	\$1,000	office, transport, health	65	4
49	59	Vision Security Technologies Birmingham, Ala.	\$8,999,018	350	\$900,000	\$1,500	education, govt, industrial	41	3
50	63	Ackerman Security Systems Norcross, Ga.	\$8,681,392	899	\$950,000	\$99	education, retail, transport	245	5
51	66	Atronic Alarms Inc. Lenexa, Kansas	\$8,391,992	852	na	na	na	94	3
52	54	APL Access & Security Inc. Gilbert, Ariz.	\$8,034,477	100	\$750,000	\$5,000	office, govt, industrial	43	2
53	52	Guardian Protection Services Warrendale, Pa.	\$7,741,024	3,198	\$536,271	\$0	industrial, office, health	1,035	16
54	60	Ollivier Corporation Los Angeles, Calif.	\$7,625,800	na	\$948,205	\$1,110	na	30	1
55	70	D/A Central Inc. Oak Park, Mich.	\$7,000,995	82	\$453,000	\$5,000	utilities, industrial, financial	42	3
56	71	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$6,970,952	2,301	\$350,000	\$0	retail, airports, office	93	2
57	82	Sonitrol New England Rocky Hill, Conn.	\$6,576,845	1,103	\$181,255	\$500	education, office, industrial	108	6
58	61	Strategic Security Solutions Raleigh, N.C.	\$6,464,927	500	\$350,000	\$500	office, health, education	16	1
59	76	Peak Alarm Co. Inc. Salt Lake City, Utah	\$6,391,588	1,946	\$775,000	\$0	office, education, industrial	98	5
60	75	Sonitrol of Sacramento & Orange County, Cybex Security Solutions Roseville, Calif.	\$6,368,854	973	\$398,715	\$80	office, govt, industrial	49	2
61	64	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$6,207,535	na	na	na	govt, health, education	31	2
62	73	Engineered Security Systems Towaco, N.J.	\$6,064,131	na	\$2,000,000	\$1,200	office, health, education	58	na
63	68	Trinity Wiring & Security Solutions Manassas, Va.	\$6,006,000	145	na	na	office, education, industrial	61	1
64	67	Custom Alarm Rochester, Minn.	\$5,787,980	749	\$257,860	\$99	health, education, multi-family	65	1
65		Briscoe Protective Garden City, N.Y.	\$5,721,569	210	\$171,000	\$1,000	education, hotel, industrial	133	4
66	86	Titan Alarm Inc. Phoenix, Ariz.	\$5,610,184	912	\$95,000	\$0	na	48	2
67		Detection Systems and Engineering Company Troy, Mich.	\$5,479,139	60	\$1,000,000	\$2,500	financial, govt, industrial	31	1
68	78	Apex Integrated Security Solutions Inc. Garden City, Idaho	\$5,451,371	na	\$1,373,000	\$2,800	health, govt, industrial	29	1
69	65	Electronic Security Concepts LLC Scottsdale, Ariz.	\$5,443,188	350	\$698,000	\$450	na	37	3
70	74	Fleenor Security Systems Johnson City, Tenn.	\$5,314,146	991	\$391,292	\$150	office, industrial, health	67	2
71	72	Rapid Security Solutions LLC Sarasota, Fla.	\$5,029,923	191	\$225,886	\$850	gated community/HOA/condo, retail, education	36	2
72	89	New York Security Solutions Brooklyn, N.Y.	\$4,814,383	350	\$560,000	\$1,000	correctional, financial, govt	48	3
73	77	Wilson Fire Houston, Texas	\$4,775,400	90	\$540,000	\$10,000	office, education, industrial	125	na
74	87	Sonitrol of Buffalo, Rochester, Toronto Buffalo, N.Y.	\$4,639,187	515	\$900,000	\$2,500	office, industrial, retail	81	3
75	83	EMC Security Suwanee, Ga.	\$4,500,472	682	\$581,866	\$99	office, education, industrial	116	1
76	47	Sonitrol SW Ohio Mason, Ohio	\$4,259,058	544	\$106,558	\$199	retail, office, education	63	2
77	84	Moon Security Services Inc. Pasco, Wash.	\$4,250,000	250	\$279,000	\$0	na	89	3
78	91	Sonitrol Pacific Portland, Ore.	\$4,197,539	475	\$114,593	\$250	office, education, retail	103	5
79	81	Kimberlite Corp. Fresno, Calif.	\$3,859,182	31	\$87,000	\$499	education, govt, industrial	111	8
80	79	SCI Inc. Albuquerque, N.M.	\$3,792,997	242	\$540,000	\$25,000	utilities, education, govt	18	1
81	88	Redwire LLC Tallahassee, Fla.	\$3,671,285	na	na	na	govt, health, education	69	5
82		Richmond Alarm Company Midlothian, Va.	\$3,550,000	550	na	na	na	85	3
83	99	General Security Inc. Plainview, N.Y.	\$2,874,000	600	\$310,000	\$99	education, office, retail	146	8
84	96	Habitec Security Holland, Ohio	\$2,680,000	1,000	\$150,000	\$100	govt, education, office	80	3
85		LOUD Security Systems Inc. Kennesaw, Ga.	\$2,609,366	302	\$117,635	\$0	office, industrial, entertainment	46	1
86	95	Sonitrol Security Services Inc. Charlotte, N.C.	\$2,563,969	489	\$145,668	\$150	office, industrial, govt	54	2
87	94	Acadiana Security Plus Broussard, La.	\$2,551,001	372	\$200,390	\$99	financial, industrial, retail	75	1
88		Advanced Security Systems Eureka, Calif.	\$2,229,066	901	\$149,000	\$1,200	education, health, office	48	3
89		Sonitrol Security Systems of the Triangle Raleigh, N.C.	\$2,005,051	450	\$125,000	\$200	office, industrial, retail	31	2
90		Skynet Integrations LLC Tampa, Fla.	\$2,004,824	na	\$480,000	\$1,000	na	7	1
91	92	Post Alarm Systems Arcadia, Calif.	\$1,833,767	560	\$200,000	\$299	na	148	2
92	98	Valley Alarm Sun Valley, Calif.	\$1,798,438	379	\$172,873	\$100	office, health, govt	34	2
93		Alert Protective Services Chicago, Ill.	\$1,710,350	351	\$35,400	\$299	retail, industrial, entertainment	29	1
94		Key Security Designs Corporation Orinda, Calif.	\$1,677,057	29	\$340,000	\$7,000	office, industrial, health	5	2
95	97	Secure Pacific Corporation Portland, Ore.	\$1,593,341	350	\$81,607	\$250	construction sites, govt, property mgmt	34	6
96	100	GHS Interactive Security LLC Woodland Hills, Calif.	\$1,581,000	225	na	na	office, retail, entertainment	97	6
97		Fortress Security Arlington, Texas	\$1,388,622	488	\$135,000	\$99	industrial, office, retail	43	2
98		Sonitrol of Evansville Inc. Evansville, Ind.	\$1,352,534	235	\$76,800	\$100	education, office, industrial	34	1
99		Marquee Security Morris Plains, N.J.	\$1,246,997	37	\$270,000	\$5,000	office, health, financial	19	1
100		NVMC Solutions Marietta, Ga.	\$1,188,286	94	\$320,380	\$650	transport, real estate, industrial	36	3

e = *SDM* estimate na = not available. Abbreviations to markets: airport = airports; office = corporate office space; correctional = correctional; education = education/campuses; law enforcement = entertainment/sports venues; financial = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hotel = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurants; transport = transportation/distribution; utilities = utilities/critical infrastructure.

No. 1 – Convergint completed 10 acquisitions of various sizes and locations across the globe in 2018. Convergint achieved \$1 billion in revenue for the first time in the company's history. *SDMs* 2007 and 2012 Systems Integrator of the Year. **No. 3** – *SDMs* 2011 Systems Integrator of the Year (as Diebold). **No. 4** – Launching new retail storefronts in Canfield, Ohio, and Ft. Mitchell, Ky. Ongoing leadership in the Automated Secure Alarm Protocol (ASAP). **No. 5** – Company launched a formal E-commerce vertical, capitalizing on its year term.