

## 1997 Top Systems Integrators Ranked

Rank 1997 (1996)	Company/City & State	Gross Revenue (\$billions)	Systems Completed	Employees	Branch Offices
1 (2)	Pinkerton Systems Integration Walnut Creek, CA	58.5	3,500	425	Ariz.; Calif.; Ga.; Ind.; Ky.; La.; Mass.; Miss.; N.Y.; N.C.; Ohio; Ore.; Texas; Wash.
2 (1)	Kastle Systems LLC Arlington, VA	43.8	2,500	325	New York; Washington D.C.; Chicago; Philadelphia; Los Angeles; Houston; Dallas; Sydney, Australia.
3 (3)	RFI Communications & Security Systems San Jose, CA	26	2,800	330	San Jose, Whittier, Calif.; Beaverton, Ore.; Kent, Wash.; Boise, Idaho; Reno, Nev.; Aurora, Colo.; Mesa, Ariz.
4 (4)	MSI Security Systems Inc. Keatry, NJ	25	100	30	Spartenburg, S.C.
5 (-)	North American Video Corp. Anaheim, CA	22.5 <sup>v</sup>	1,600	1,190	Conn.; Mass.; N.H.; N.Y.; Calif.; Ind.; Neb.; Ohio; N.J.; Ga.; Fla.; La.; N.C.; Tenn.; Md.; Tex.
6 (-)	Sesco Inc. Hingham, MA	19.5	200	49	New York, Los Angeles, Dallas, San Juan, Puerto Rico
7 (5)	National Security Systems Inc. Manhasset, NY	15.5	27	27	n/a
8 (-)	Integrated Security Control Systems Fremont, CA	12.4 <sup>v</sup>	30	130	Orange, Calif.; Englewood, Colo.
9 (-)	Deimana Systems Corp. Newport, DE	11	—	75	n/a
10 (10)	Foreline Security Corp. Tampa, FL	10 <sup>v</sup>	200	80	Charlotte, N.C.; Miami, Orlando, Fla.
11 (-)	Interface Systems Inc. St. Charles, MO	9	750	100	Baltimore; Indianapolis; Moline, Peoria, Ill.; San Antonio, Texas
12 (11)	DEI Inc. Baltimore, MD	8.4 <sup>v</sup>	343	70	Washington D.C.; Va.; Pa.
13 (-)	TEM Systems Inc. Miami, FL	8.3 <sup>v</sup>	—	55	Miami, West Palm Beach, Tampa, Naples, Fla.
14 (9)	Controlled Access Inc. Moorestown, NJ	8 <sup>v</sup>	120	67	New York
15 (-)	Security Engineers Systems Inc. Oldsmar, FL	7.2 <sup>v</sup>	275	95	Orlando, Tallahassee, Fla.
16 (-)	Deterrent Technologies Ocean, NJ	7.1 <sup>v</sup>	642	46	New York; Norristown, Pa.
17 (-)	Datawatch Systems Inc. Bethesda, MD	5.2	40	52	Baltimore; Orlando, Fla.; Raleigh, N.C.; Richmond, Va.
18 (13)	Operational Security Systems Inc. Atlanta, GA	5.1	42	26	n/a

v = verified by financial statement or income tax return

n/a = not applicable

*This table shows many of the largest firms in the business of selling access control, CCTV, and integrated systems. Integrators with less than \$1 million in annual sales volume are not ranked.*



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19 (17)	Advanced Technology Systems Integrators Miami, FL	4.9 <sup>v</sup>	60	17	El Salvador, Central America
20 (14)	Securus Inc. Denver, CO	4.8	125	44	Colorado Springs, Colo.
21 (18)	Tech Systems Inc. Roswell, GA	4.6 <sup>v</sup>	50	50	Raleigh, N.C.
22 (15)	Philadelphia Protection Bureau Inc. Uwchland, PA	4.2	220	48	n/a
23 (16)	D/A Central Inc. Oak Park, MI	4	30	40	Mt. Morris, Grand Rapids, Mich.
24 (-)	Electronic Security Systems Inc. Warren, MI	3.8	50	22	n/a
25 (-)	CIS Security Systems Corp. Springfield, VA	3.7	10	13	n/a
26 (-)	ISSCO Corp. Westbury, NY	3.5	120	21	n/a
27 (-)	TTM Integrated Security Systems Columbia, MD	3.1 <sup>v</sup>	17	25	n/a
28 (-)	Aiscan Inc. Birmingham, AL	2.6	60	20	n/a
29 (-)	Secure Services Inc. Seattle, WA	2.5	30	12	n/a
30 (-)	Engineered Security Systems Inc. Whippany, NJ	2.4 <sup>v</sup>	15	26	New York
31 (-)	Electronic Innovations Inc. Richmond, CA	2.4 <sup>v</sup>	135	23	n/a
32 (-)	Access Northern Security Inc. Freehold, NJ	2.3	37	18	Brooklyn, N.Y.
33 (20)	Securtronics Company Inc. Syracuse, NY	1.8	36	10	Rochester, N.Y.
34 (-)	SC/Video Scan Inc. Albuquerque, NM	1.6 <sup>v</sup>	25	16	n/a
35 (21)	Electronic Specialists Inc. Las Vegas, NV	1.3	7	10	n/a
36 (-)	Interactive Controls Inc. Houston, TX	1.2 <sup>v</sup>	60	4	n/a
37 (-)	Protective Security Inc. Beltsville, MD	1.2	40	10	n/a

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