

2007 Rank	Company, headquarters city, state	Revenue 2006	Estimated Revenue	New Projects, 2006	Largest New Project	Smallest New Project	% of projects funded by Homeland Security	Full-time Employees	Business Locations
1	<b>Siemens Building Technologies</b> Buffalo Grove, Ill.	\$1,279,080,569	n/a	n/a	n/a		7,200		
2	<b>SimplexGrinnell LP</b> Westminster, Mass.	\$1,000,000,000		10,000	\$20,000,000	\$50,000	1	11,500	140
3	<b>ADT Security Services Inc.</b> Boca Raton, Fla.	\$782,400,000	e	n/a	n/a	n/a		n/a	
4	<b>Diebold Inc.</b> North Canton, Ohio	\$775,200,000		n/a	\$5,000,000	\$3,000		5,750	600
5	<b>Stanley Security Solutions</b> Indianapolis, Ind.	\$739,000,000		1,100	\$5,000,000	\$3,000	8	3,000	70
6	<b>Ingersoll Rand</b> Carmel, Ind.	\$218,720,000	e	5,000	\$5,000,000	n/a		1,000	50
7	<b>FirstService Security</b> (dba SST - Intercon Security) Norristown, Pa.	\$176,400,000		1,573	\$13,000,000	\$4,000	10	505	18
8	<b>Red Hawk Industries</b> Greenwood, Colo.	\$124,787,000		1,567	\$889,650	\$225		656	26
9	<b>Securitas Security Systems USA Inc.</b> Norcross, Ga.	\$118,000,000		n/a	n/a	n/a		600	48
10	<b>Convergint Technologies LLC</b> Schaumburg, Ill.	\$82,013,000		2,000	\$5,000,000	\$2,500	5	485	18
11	<b>CompuDyne Corp.</b> Gaithersburg, Md.	\$60,126,658		300*	\$4,000,000	\$450,000	25	112	5
12	<b>North American Video</b> Brick, N.J.	\$60,000,000		110	\$10,000,000	\$25,000	9	140	7

e = estimated revenue n/a = not available \*approximate

## Strongest Vertical Market for Integrators: Corporate/Property Management

Asked to rank the markets that provided the most significant portion of their 2006 revenue, more integrators chose corporate/property management as their top market than any other vertical, followed closely by education.

1. Corporate/Property Management
2. Education
3. Healthcare
4. Financial/Banking
5. Government

Source: SDM Top Systems Integrators Report, July 2007



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13	<b>Kastle Systems</b> Arlington, Va.	\$59,850,000		n/a	\$1,350,000	n/a		455	8
14	<b>Adesta LLC</b> Omaha, Neb.	\$46,126,000		77	\$8,102,000	\$1,700		137	14
15	<b>Henry Bros. Electronics Inc.</b> Fair Lawn, N.J.	\$40,489,000		976	\$7,500,000	\$25,000	3	154	7
16	<b>NetVersant Solutions Inc.</b> Houston, Texas	\$40,000,000	e	n/a	n/a	n/a		n/a	28
17	<b>North American Video Corp</b> (dba NAVCO Security Systems) Anaheim, Calif.	\$40,000,000		1,400	\$450,000	\$10,000		122	13
18	<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.	\$38,890,000		1,685	\$980,000	\$500	8	217	6
19	<b>National Security Systems Inc.</b> Manhasset, N.Y.	\$32,260,000		4	\$18,650,000	\$2,100		21	1
20	<b>Initial Electronics</b> Chicago, Ill.	\$30,000,000		1,450	\$1,500,000	\$15,000	4	175	6
21	<b>Tri-Signal Integration Inc.</b> Sylmar, Calif.	\$28,642,581		586	\$2,400,000	\$5,000		225	9
22	<b>TAC</b> Carrollton, Texas	\$28,500,000		860	\$6,800,000	\$10,000	7	1,021	18
23	<b>Tech Systems Inc.</b> Duluth, Ga.	\$27,774,636		350	\$7,566,986	\$20,000		135	6
24	<b>VideoTronix Inc.</b> (dba VTI Security) Burnsville, Minn.	\$26,400,000		n/a	\$1,100,000	\$1,000		110	5

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## Top 10 Largest Project Winners

<b>Johnson Controls Inc.</b>	<b>\$119,000,000*</b>
<b>SimplexGrinnell LP</b>	<b>\$20,000,000</b>
<b>National Security Systems Inc.</b>	<b>\$18,650,000</b>
<b>FirstService Security (dba SST - Intercon Security)</b>	<b>\$13,000,000</b>
<b>North American Video</b>	<b>\$10,000,000</b>
<b>ATC International</b>	<b>\$8,700,000</b>
<b>Adesta LLC</b>	<b>\$8,102,000</b>
<b>Tech Systems Inc.</b>	<b>\$7,566,986</b>
<b>Henry Bros. Electronics Inc.</b>	<b>\$7,500,000</b>
<b>Sigcom</b>	<b>\$7,400,000</b>

\*Note: Johnson Controls' largest project reported exceeds total revenue reported for systems integration  
Source: SDM Top Systems Integrators Report, July 2007



2007 Rank	Company, headquarters city, state	Revenue 2006	Estimated Revenue	New Projects, 2006	Largest New Project	Smallest New Project	% of projects funded by Homeland Security	Full-time Employees	Business Locations
25	<b>Allied Safe &amp; Vault Co. Inc.</b> (dba Allied Fire and Security) Spokane, Wash.	\$26,000,000		1,600	\$300,000	\$1,000	3	160	3
26	<b>Security Corp.</b> Novi, Mich.	\$23,992,827		963	\$739,182	\$2,000	1	115	3
27	<b>ASSI Security Inc.</b> Irvine, Calif.	\$22,986,000		698	\$1,089,493	\$535	3	115	2
28	<b>BCI Technologies Inc.</b> Grand Prairie, Texas	\$20,800,000		400	\$225,000	\$1,500		100	3
29	<b>ARK Systems Inc.</b> Columbia, Md.	\$20,300,000		220	\$2,100,000	\$2,000		117	3
30	<b>SecureNet Inc.</b> Carrollton, Texas	\$19,768,544		142	\$2,145,000	\$1,000		103	5
31	<b>Koorsen Protection Services Inc.</b> (dba Koorsen Fire and Security) Indianapolis, Ind.	\$19,550,560	e	n/a	n/a	n/a		n/a	18
32	<b>MidCo Inc.</b> Burr Ridge, Ill.	\$19,500,000		310	\$2,100,000	\$5,000	2	116	3
33	<b>InterTECH Security LLC</b> Warrendale, Pa.	\$18,500,000		425	\$800,000	\$1,500		114	3
34	<b>Jacksonville Sound &amp; Communications Inc.</b> Jacksonville, Fla.	\$18,500,000	e	n/a	n/a	n/a		65	6
35	<b>Dallas Security Systems Inc. &amp; DSS Fire Inc.</b> Dallas, Texas	\$18,178,000		1,200	\$1,500,000	\$2,500		165	1

e = estimated revenue n/a = not available

## How the Top Systems Integrators Report Is Compiled

SDM's Top Systems Integrators Report is compiled from a survey completed by more than 100 companies, which then are ranked by their 2006 total annual revenue. Data included in the table beginning on page 57 are:

- Rank
- Company name and headquarters location
- Other names under which the company does business
- 2006 gross annual revenue
- Number of new systems started in 2006
- Sizes of the integrators' largest and smallest new projects
- Percentage of jobs funded by Homeland Security
- Number of full-time employees
- Number of business locations operated, including headquarters

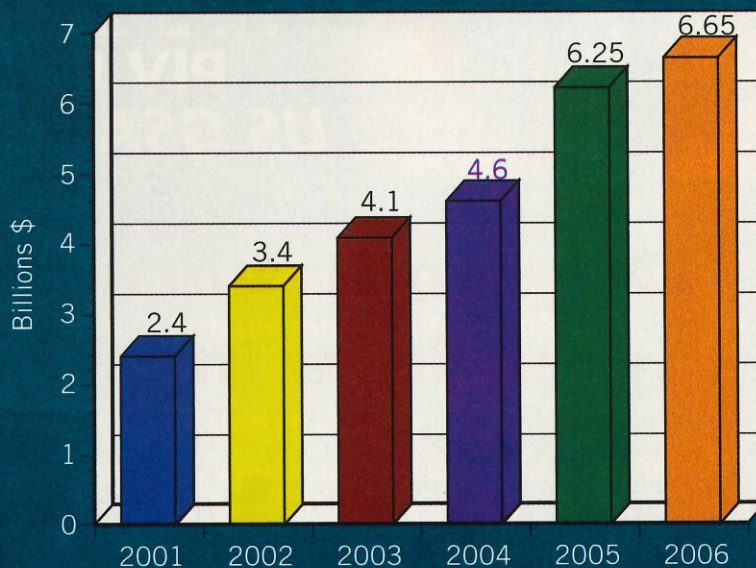


2007 Rank	Company, headquarters city, state	Revenue 2006	Estimated Revenue	New Projects, 2006	Largest New Project	Smallest New Project	% of projects funded by Homeland Security	Full-time Employees	Business Locations
36	<b>SFI Electronics Inc.</b> Charlotte, N.C.	\$16,617,471		170	\$1,400,000	\$1,000	3	85	8
37	<b>MAC Systems Inc.</b> Canton, Mass.	\$15,500,000		300	\$2,500,000	\$10,000		75	1
38	<b>Sound Inc.</b> Naperville, Ill.	\$15,407,000	e	n/a	n/a	n/a		n/a	1
39	<b>IEP Ltd.</b> (dba International Electronic Protection Ltd.) Scottsdale, Ariz.	\$15,400,000	e	n/a	n/a	n/a		n/a	4
40	<b>Advantor Systems Corp.</b> Orlando, Fla.	\$15,200,000	e	n/a	n/a	n/a		n/a	4
41	<b>Deterrent Technologies Inc.</b> Ocean, N.J.	\$14,600,000	e	n/a	n/a	n/a		n/a	2
42	<b>Idesco Corp.</b> New York, N.Y.	\$14,300,000		50	\$1,000,000	\$20,000		40	1
43	<b>Corbett Technology Solutions Inc.</b> (dba CTSI) Chantilly, Va.	\$14,000,000	e	n/a	n/a	n/a		100	1

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## Systems Integration Revenue Climbed 7 Percent in 2006

Total annual revenue from systems integration grew nearly 7 percent in 2006. Although a year-to-year comparison showing how many firms improved versus declined is not practical because ranking criteria was changed with this edition, many noted having an exceptional year in 2006. In addition, when asked about their revenue expectations in 2007, 84 percent of integrators expect 2007 revenue to increase, 10 percent expect it to remain the same, and 6 percent expect a decline.



Source: SDM Top Systems Integrators Report, July 2007



2007 Rank	Company, headquarters city, state	Revenue 2006	Estimated Revenue	New Projects, 2006	Largest New Project	Smallest New Project	% of projects funded by Homeland Security	Full-time Employees	Business Locations
44	<b>Genesis Security Systems LLC</b> Germantown, Md.	\$13,500,000		50	\$750,000	\$15,000		40	1
45	<b>The Protection Bureau</b> Exton, Pa.	\$13,144,114		386	\$793,000	\$2,500		76	2
46	<b>Infrastruct Security Inc.</b> Houston, Texas	\$13,086,900		200	\$1,300,000	\$10,000	5	84	4
47	<b>Trans-American Security Services LLC</b> (dba Trans-Alarm Inc. and Automated Entrance Products Inc.) Burnsville, Minn.	\$12,901,531*		1,216	\$157,795	\$99		97	1
48	<b>ATC International</b> Miami, Fla.	\$12,876,056		n/a	\$8,700,000	\$54,000	20	62	3
49	<b>Utah Controls Inc.</b> Draper, Utah	\$12,867,791		192	\$3,550,000	\$250	30	61	1
50	<b>Sigcom</b> Greensboro, N.C.	\$12,806,682		70	\$7,400,000	\$100	12	157	
51	<b>Security and Data Technologies Inc.</b> (dba SDT) Newtown, Pa.	\$11,856,630		404	\$1,000,000	\$500	1	84	1
52	<b>Advanced Electronic Solutions Inc.</b> College Point, N.Y.	\$11,500,000		57	\$1,200,000	\$300,000	4	54	3
53	<b>Operational Security Systems Inc.</b> Atlanta, Ga.	\$11,300,000		125	\$655,000	n/a		55	2
54	<b>PEI Systems Inc.</b> Long Island City, N.Y.	\$11,279,636		120	\$1,200,000	\$6,000		44	2
55	<b>MSE Corporate Security</b> North Haven, Conn.	\$11,250,000	e	n/a	n/a	n/a		n/a	4
56	<b>Access Control Technologies Inc.</b> Clifton, N.J.	\$10,882,492		36	\$901,466	\$7,455		43	1
57	<b>Security Design Inc.</b> (dba EO Integrated Systems Inc.) Washington, Mich.	\$10,540,960		32	\$4,600,000	\$10,000	25	34	4
58	<b>BCM Controls Inc.</b> Woburn, Mass.	\$10,375,350	e	n/a	n/a	n/a		n/a	1
59	<b>Tele-Tector of Maryland Inc.</b> (dba TTM) Columbia, Md.	\$10,332,905		20	\$1,144,824	\$258	11	35	1
60	<b>Johnson Controls Inc.</b> Milwaukee, Wis.	\$10,200,000		n/a	\$119,000,000	\$5,000	4	3,380	500
61	<b>Energy Control Inc. (ECI)</b> Albuquerque, N.M.	\$10,025,000		50	\$3,900,000	\$8,000		53	2
62	<b>Tri-Electronics</b> Hammond, Ind.	\$10,000,000	e	n/a	n/a	n/a		n/a	1

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\*represents systems integration revenue only;  
total 2006 company revenue was \$15,821,397



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63	<b>TEM Systems Inc.</b> Sunrise, Fla.	\$9,700,000		475	\$290,000	\$1,000		71	5
64	<b>Security Equipment Inc.</b> Omaha, Neb.	\$8,992,892		750	\$425,000	\$2,500		120	4
65	<b>Egan Company</b> Brooklyn Park, Minn.	\$8,500,000		80	\$450,000	\$2,500		36	1
66	<b>Ferndale Electric Co. Inc.</b> (dba ASG, Automation Systems Group) Ferndale, Mich.	\$8,250,000		146	\$500,000	\$1,000		29	1
67	<b>Security Solutions Inc.</b> Los Alamitos, Calif.	\$8,100,000		47	\$1,500,000	\$3,000		36	1
68	<b>Universal Security Systems Inc.</b> Hauppauge, N.Y.	\$7,843,000		129	\$745,275	\$314	75	52	2
69	<b>Thompson Electronics Co.</b> Peoria, Ill.	\$7,736,277		250	\$750,000	\$5,000		50	1
70	<b>ASG Security</b> (formerly AccuTech Systems Inc.) Rockville, Md.	\$7,708,887		246	\$468,205	\$135	5	42	1
71	<b>Integrated Controls USA Inc.</b> Albuquerque, N.M.	\$7,493,600		120	\$1,800,000	\$200		46	1
72	<b>Intelligent Access Systems Inc.</b> Atlanta, Ga.	\$7,400,000		508	\$364,000	\$7,600		26	4
73	<b>D/A Central Inc.</b> Oak Park, Mich.	\$7,000,000		25	\$1,200,000	\$500		49	3
74	<b>Benson Security Systems Inc.</b> Gilbert, Ariz.	\$7,000,000		463	\$639,940	\$1,120		68	1
75	<b>Intelligent Systems &amp; Controls Contractors Inc.</b> Canton, Mass.	\$6,981,551		110	\$4,500,000	\$1,500	3	19	1
76	<b>Pro-Tec Design Inc.</b> Plymouth, Minn.	\$6,828,759		61	\$1,095,000	\$2,400	8	25	2
77	<b>Unlimited Technology Inc.</b> Chester Springs, Pa.	\$6,520,000		135	\$390,000	\$6,000		28	3
78	<b>Firstline Security Systems Inc.</b> Anaheim, Calif.	\$6,500,000		180	\$640,000	\$1,000	2	34	2
79	<b>Intelli-Tec Security Services</b> Westbury, N.Y.	\$6,489,579		42	\$1,000,000	\$30,000	3	43	1
80	<b>Advanced Control Concepts Inc.</b> Pensacola, Fla.	\$6,479,871		n/a	\$275,000	\$8,000		32	1
81	<b>All Systems Designed Solutions Inc.</b> Kansas City, Kan.	\$6,420,541		125	\$916,946	\$2,600	10	39	3

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82	<b>Electronic Security Systems</b> Warren, Mich.	\$6,200,000		75	\$400,000	\$2,000		27	2
83	<b>Atlantic Coast Alarm Inc.</b> Mays Landing, N.J.	\$6,000,000		935	\$279,000	\$2,000	5	49	5
84	<b>Simpson Security Systems Inc.</b> Alexandria, La.	\$5,941,333		143	\$1,040,500	\$3,875		40	1
85	<b>T&amp;R Alarm Systems Inc.</b> Clifton, N.J.	\$5,400,000		70	\$1,800,000	\$800	5	26	1
86	<b>Sentinel Security &amp; Communications Inc.</b> New Hartford, N.Y.	\$5,380,000		360	\$480,000	\$300		49	3
87	<b>Will Electronics</b> St. Louis, Mo.	\$5,360,000		75	\$375,000	\$5,000	5	22	1
88	<b>Electronic Security Services Inc.</b> (dba ESSi) Upper Marlboro, Md.	\$5,327,142		90	\$280,000	\$2,000		58	1
89	<b>Advance Technology Inc.</b> Scarborough, Maine	\$5,074,278		50	\$367,000	\$5,000	10	25	1
90	<b>ArCom Systems Inc.</b> North Little Rock, Ark.	\$4,838,356		101	\$707,080	\$2,031		39	2
91	<b>Visual Management Systems Holding Inc.</b> Toms River, N.J.	\$4,529,000		400	\$245,000	\$3,000	5	92	5
92	<b>Vision Southeast Inc.</b> Birmingham, Ala.	\$4,500,000		40	\$1,500,000	\$500	2	42	1
93	<b>SNC Inc.</b> Hutchinson, Kan.	\$4,401,101	e	n/a	n/a	n/a		n/a	1
94	<b>JBP Security Systems Inc.</b> (dba Security By Design) Flushing, N.Y.	\$4,400,000		975	\$350,000	\$5,000		53	1
95	<b>Life Safety Engineered Systems Inc.</b> Buffalo, N.Y.	\$4,300,000		n/a	n/a	n/a		27	1
96	<b>Videotec Corp.</b> Highland, Ind.	\$3,951,672		150	\$525,000	\$3,000	5	21	1
97	<b>Sport View Television Corp.</b> (dba Sport View Technologies) Brighton, Mich.	\$3,500,000		300	\$4,000,000	\$100		70	2
98	<b>Alscan Inc.</b> Birmingham, Ala.	\$3,500,000		48	\$500,000	\$10,000		22	1
99	<b>Electronic Sales Company Inc.</b> Gainesville, Ga.	\$2,700,000		215	\$770,000	\$30		20	1
100	<b>Facility Robotics Inc.</b> Roswell, Ga.	\$1,660,000		40	\$350,000	\$5,000	2	30	10

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