



2018 Rank	2017 Rank	Company & Headquarters Location	North American Systems Integration Revenue, 2017	Number of New Projects, 2017	Largest Project Size	Smallest Project Size	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
1	2	Convergent Technologies Schaumburg, Ill.	\$842,460,787	14,840	\$8,700,000	\$2,500	corp, financial, govt	2,622	89
2	3	ADT Boca Raton, Fla.	\$286,000,000 <sup>e</sup>	na	na	na	na	18,000 <sup>e</sup>	200 <sup>e</sup>
3	4	Securitas Electronic Security Uniontown, Ohio	\$270,000,000	na	na	na	financial, commercial, corp	1,200	350 <sup>e</sup>
4	7	Red Hawk Fire & Security Boca Raton, Fla.	\$264,000,000	5,934	\$2,200,000	\$1,000	health, education, corp	1,402	46
5	9	Kastle Systems International Falls Church, Va.	\$100,000,000	na	na	na	corp, financial, govt	540	11
6	6	Vector Security Inc. Warrendale, Pa.	\$99,780,268	5,855	\$577,000	\$99	retail, corp, industrial	1,198	32
7	8	G4S Secure Integration Omaha, Neb.	\$99,209,000 <sup>e</sup>	na	na	na	na	550 <sup>e</sup>	15 <sup>e</sup>
8	10	Securadyme Systems LLC Dallas, Texas	\$71,233,000	na	na	na	na	294	18
9	18	Tech Systems Inc. Duluth, Ga.	\$58,046,000	na	\$2,000,000	\$1,000	corp, health, financial	294	2
10	12	Unlimited Technology Inc. Chester Springs, Pa.	\$47,237,144	684	\$6,500,000	\$50	utilities, industrial, health	121	5
11	14	Allied Universal Security Systems Santa Ana, Calif.	\$45,959,332	2,200	\$2,600,000	\$1,000	health, corp, utilities	280	12
12	50	A3 Communications Inc. Irmo, S.C.	\$45,018,817	915	\$1,181,326	\$210	education, govt, industrial	136	6
13	16	RFI Communications & Security Systems San Jose, Calif.	\$43,402,300	1,876	\$1,300,000	\$4,200	corp, health, education	192	4
14	25	LVC Companies Inc. Minneapolis, Minn.	\$41,950,000	1,730	\$1,485,000	\$250	govt, industrial, gaming	209	8
15	15	AFA Protective Systems Inc. Syosset, N.Y.	\$40,687,000	6,798	\$900,000	\$500	retail, airports, corp	396	16
16	13	SecurityHunter Inc. Baltimore, Md.	\$40,456,370	119	\$3,137,026	\$6,699	govt	34	1
17		Electric Guard Dog Columbia, S.C.	\$37,464,899	428	na	na	transport, industrial	128	1
18	17	Entech Sales and Service LLC Dallas, Texas	\$37,320,000	147	\$1,547,320	\$1,000	health, education, telecommunications/datacenter	273	6
19	23	GSI Troy, Mich.	\$31,957,762	775	\$2,878,000	\$195	industrial, utilities, entertainment	110	3
20	22	Security Corporation Novi, Mich.	\$29,819,818	1,460	na	na	utilities, financial, education	113	2
21	19	Intertech Ci Pittsburgh, Pa.	\$28,535,388	772	\$723,441	\$1,884	govt, education, oil/gas	145	7
22	26	Advanced Cabling Systems North Little Rock, Ark.	\$27,579,999	280	\$2,150,000	\$1,000	corp, education, financial	174	6
23	30	Integrated Security Technologies Herndon, Va.	\$25,445,604	595	\$3,117,285	\$2,500	govt, health, education	101	3
24	24	Security Integrations Albany, N.Y.	\$24,757,219	497	\$5,000,000	\$25,000	correctional, utilities, industrial	43	3
25	35	Per Mar Security Services Davenport, Iowa	\$23,680,700	6,114	\$545,000	\$100	education, health, retail	360	18
26	40	Interface Security Systems Holdings Inc. Earth City, Mo.	\$23,528,149	3,693	\$6,700,000	\$0	retail, hotel, corp	1,264	13
27	29	Advanced Electronic Solutions College Point, N.Y.	\$23,159,400	132	\$6,100,000	\$32,400	corp, airport, financial	84	3
28	31	Mountain Alarm Ogden, Utah	\$21,304,384	2,438	\$2,000,000	\$99	education, govt, financial	270	11
29	32	MidCo Inc. Burr Ridge, Ill.	\$21,000,000	1,520	\$1,650,000	\$8,400	corp, govt, entertainment	105	3
30	38	Minuteman Security Technologies Inc. Andover, Mass.	\$20,324,814	1,084	\$863,000	\$1,000	corp, education, health	81	9
31	45	ACT Clifton, N.J.	\$19,874,224	367	\$3,045,000	\$11,000	health, education, financial	34	1
32	48	ADS Security L.P. Nashville, Tenn.	\$19,013,828	2,731	\$189,597	\$0	retail, corp, industrial	417	22
33	44	Firstline Security Systems Inc. Anaheim, Calif.	\$18,124,000	240	\$1,240,000	\$2,300	utilities, corp, financial	61	2
34	34	TRL Systems Inc. Rancho Cucamonga, Calif.	\$17,946,735	576	\$1,600,000	\$1,500	industrial, corp, transport	186	5
35	46	American Alarm & Communications Arlington, Mass.	\$17,097,943	3,813	\$429,239	\$50	property mgmt, health, corp	237	6
36	37	Access Systems Integration Eatontown, N.J.	\$17,095,000	830	\$1,150,000	\$2,000	corp, industrial, utilities	52	5
37	42	Security Equipment Inc. Omaha, Neb.	\$16,898,420	619	\$264,972	\$99	education, corp, retail	174	5
38	41	The Protection Bureau Exton, Pa.	\$16,068,190	771	\$1,238,014	\$99	corp, education, financial	92	4
39	47	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$14,165,823	1,000	\$500,000	\$299	health, corp, education	158	2
40	58	DynaFire Inc. Casselberry, Fla.	\$14,005,629	350	na	na	corp, education, entertainment	190	5
41	43	SIGNET Electronic Systems Inc. Norwell, Mass.	\$14,000,000	250	\$2,000,000	\$5,000	na	139	3
42	53	RedRock Security & Cabling Inc. Irvine, Calif.	\$13,750,000	500	\$1,750,000	\$5,000	corp, hotel, education	154	3
43	51	Midstate Security Company Wyoming, Mich.	\$13,609,901	485	na	na	na	80	1
44	60	Stone Security Salt Lake City, Utah	\$13,609,099	519	\$778,133	\$4,654	corp, education, govt	40	2
45	55	FE Moran Security Solutions Champaign, Ill.	\$12,693,954	2,875	\$195,663	\$0	retail, financial, health	163	6
46	61	Security By Design Wire Works Business Systems Inc. Westbury, N.Y.	\$11,300,000	500	\$3,747,000	\$300	corp, health, education	31	2
47		Sonitrol SW Ohio Mason, Ohio	\$10,811,964	947	\$202,000	\$495	industrial, corp, govt	52	2
48	64	PASS Security Fairview Heights, Ill.	\$10,523,238	540	\$2,900,000	\$1,000	utilities, education, health	49	1
49	63	3Sixty Integrated San Antonio, Texas	\$10,500,000	176	\$4,300,000	\$10,000	education, govt, retail	51	1
50	59	SSD Alarm Anaheim, Calif.	\$10,123,900	na	na	na	na	221	11
51		JSC Systems Inc. Jacksonville, Fla.	\$9,750,121	262	\$48,021	\$1,106	na	118	8
52	67	Guardian Protection Services Warrendale, Pa.	\$9,216,370	4,894	\$222,203	\$0	industrial, corp, health	1,116	13
53	65	CGI Electronic Security Inc. Westwood, Mass.	\$8,500,000	200	\$465,000	\$2,500	education, health, govt	43	1
54	68	API Access & Security Inc. Gilbert, Ariz.	\$8,413,032	100	\$1,300,000	\$5,000	corp, govt, industrial	41	2
55		Watchlight El Cajon, Calif.	\$8,000,000	136	\$200	\$40,000	industrial, govt, retail	79	3
56	82	Bates Security / Sonitrol of Lexington Lexington, Ky.	\$7,561,634	893	\$234,689	\$0	corp, education, health	70	2
57	88	Will Electronics St. Louis, Mo.	\$7,129,491	325	\$186,155	\$350	utilities, govt, health	33	1
58		Sentry Communications & Security Hicksville, N.Y.	\$7,000,000	20	\$875,000	\$100	corp, health, transport	71	2
59	72	Vision Security Technologies Birmingham, Ala.	\$6,807,233	335	\$500,000	\$79	education, govt, industrial	42	2
60		Olivier Corporation Los Angeles, Calif.	\$6,711,076	100	\$659,098	\$560	corp, health, education	30	1
61	86	Strategic Security Solutions Raleigh, N.C.	\$6,604,811	793	\$199,000	\$500	health, corp, education	16	1
62	78	Southeastern Security Professionals LLC Norcross, Ga.	\$6,521,282	90	\$244,293	\$170	govt, education, health	36	1
63	62	Ackerman Security Systems Atlanta, Ga.	\$6,408,660	800	na	na	retail, corp, education	259	2
64	75	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$6,352,344	na	na	na	govt, health, education	31	2
65	83	Electronic Security Concepts LLC Scottsdale, Ariz.	\$5,971,234	310	\$830,000	\$450	govt, education, correctional	41	3
66	85	Atronic Alarms Inc. Lenexa, Kan.	\$5,689,298	900	\$305,000	\$195	corp, hotel, industrial	83	2
67	77	Custom Alarm Rochester, Minn.	\$5,624,806	705	\$249,226	\$99	health, education, govt	60	1
68	81	Trinity Wiring & Security Solutions Manassas, Va.	\$5,600,000	69	\$40,000	\$0	industrial, retail, education	54	1
69		Ener-Tel Services I LLC San Angelo, Texas	\$5,461,836	185	\$1,000,000	\$499	education, health, law	70	2
70	84	D/A Central Inc. Oak Park, Mich.	\$5,322,953	100	\$270,000	\$3,000	industrial, utilities, govt	44	3
71	69	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$5,180,476	376	\$675,000	\$0	retail, corp, airport	101	2
72	87	Rapid Security Solutions LLC Sarasota, Fla.	\$5,136,839	279	\$325,000	\$375	gated communities, retail, corp	47	2
73	73	Engineered Security Systems Towaco, N.J.	\$5,038,703	250	\$1,260,000	\$325	corp, health, education	59	6
74	89	Fleenor Security Systems Johnson City, Tenn.	\$4,977,996	621	\$88,716	\$250	health, corp, industrial	64	2
75	80	Sonitrol of Sacramento & Orange County, Cybex Security Solutions Roseville, Calif.	\$4,877,769	1,141	\$110,150	\$199	corp, govt, industrial	48	3
76	76	Peak Alarm Co. Inc. Salt Lake City, Utah	\$4,848,799	1,925	\$82,000	\$50	govt, retail, health	325	4
77		Walton Fire Houston, Texas	\$4,669,740	400	\$1,400,000	\$10,000	corp, education, health	120	1
78		Apex Integrated Security Solutions Inc. Garden City, Idaho	\$4,649,310	86	\$487,000	\$2,800	health, govt, corp	23	1
79	94	SCI Inc. Albuquerque, N.M.	\$4,634,991	250	\$560,000	\$25,000	govt, utilities, education	20	1
80		T&R Alarm Systems Inc. Clifton, N.J.	\$4,530,793	90	\$280,000	\$1,500	na	28	1
81	96	Kimberlite Corp. Fresno, Calif.	\$4,496,394	155	\$86,000	\$900	education, govt, transport	119	8
82	66	Sonitrol New England Rocky Hill, Conn.	\$4,425,281	1,282	\$374,138	\$500	education, corp, industrial	204	5
83	98	EMC Security Suwanee, Ga.	\$4,377,873	620	\$340,000	\$99	multifamily, education, industrial	140	1
84		Moon Security Services Inc. Pasco, Wash.	\$4,200,000	300	\$220,000	\$99	na	109	3
85		Allstate Security Ind. Amarillo, Texas	\$4,178,000	1,054	\$88,000	\$0	corp, education, financial	87	1
86		Titan Alarm Inc. Phoenix, Ariz.	\$4,118,000	279	\$430,000	\$0	corp, industrial, retail	43	2
87	92	Sonitrol of Buffalo, Rochester, Toronto Buffalo, N.Y.	\$3,880,000	245	\$1,200,000	\$2,500	retail, corp, industrial	86	3
88	95	Redwire LLC Tallahassee, Fla.	\$3,849,512	na	na	na	na	63	3
89	99	New York Security Solutions Brooklyn, N.Y.	\$3,760,505	315	\$421,000	\$1,194	govt, corp	41	3
90	91	Sonitrol Great Lakes Grand Blanc, Mich.	\$3,720,588	1,301	\$51,000	\$1,000	education, health, corp	63	3
91	100	Sonitrol Pacific Portland, Ore.	\$3,394,884	420	\$125,964	\$250	commercial office, education	98	5
92	97	Post Alarm Systems Arcadia, Calif.	\$3,367,166	575	\$175,000	\$299	corp, education, industrial	136	2
93	49	Life Safety Engineered Systems Inc. Buffalo, N.Y.	\$3,000,000	69	\$450,000	\$1,000	retail, health, education	64	5
94		Acadiana Security Plus Broadard, La.	\$2,727,302	261	\$160,000	\$0	corp, education, financial	76	2
95		Sonitrol Security Services Inc. Charlotte, N.C.	\$2,534,528	111	\$72,365	\$399	corp, industrial, govt	49	2
96		Habitec Security Toledo, Ohio	\$2,418,000	1,000	\$300,000	\$1,000	industrial, govt, retail	76	3
97		Secure Pacific Corporation Portland, Ore.	\$1,705,308	375	\$79,500	\$250	construction, govt, property mgmt	33	6
98		Valley Alarm Sun Valley, Calif.	\$1,504,633	426	\$173,557	\$100	industrial, health, corp	34	1
99		General Security Inc. Plainville, N.Y.	\$1,500,000	na	\$299,900	\$99	retail, corp, financial	151	7
100		GHS Interactive Security LLC Woodland Hills, Calif.	\$1,375,300	390	\$3,250	\$99	corp, retail, entertainment	178	12

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

■ No. 1 – Integrated and assimilated seven unique acquisitions in 2017. *SDM's* 2007 and 2012 Systems Integrator of the Year. ■ No. 3 – Held ribbon-cutting ceremony and open house in April 2017, for new headquarters in Uniontown, Ohio, which houses company's monitoring and business operations center. *SDM's* 2011 Systems Integrator of the Year as Diebold Security, acquired later by Securitas ES. ■ No. 4 – Acquired ATCI in Florida, and TTM in Maryland. These acquisitions are part of company's four-part corporate strategy of organic growth, mergers and acquisitions, national accounts, and upsell/cross-sells. (Infinita Electronics, eventually acquired by Red Hawk Fire & Security, was *SDM's* 2006 Systems Integrator of the Year.) ■ No. 5 – Acquired Urban Alarm to expand into high-end residential security; hit highest level of RMR to date. *SDM's* 2015 Systems Integrator of the Year. ■ No. 6 – Integrated National Accounts Division with Industry Retail Group, company's acquired managed services business, under one brand. ■ No. 7 – *SDM's* 2013 Systems Integrator of the Year (and 2008 as Adesta LLC). ■ No. 8 – *SDM's* 2016 Systems Integrator of the Year. ■ No. 9 – *SDM's* 2004 Systems Integrator of the Year. ■ No. 10 – Deployed Exero, a cloud-based security device management and health management software, in order to provide predictive analytics to company's new and existing customers. *SDM's* 2014 Systems Integrator of the Year. ■ No. 12 – In 2017, hit highest revenue in company history. ■ No. 13 – Increased service and project delivery experience through increased staffing and leveraging mobile platform. ■ No. 14 – Re-branded, including a name change, to allow company to bring all offices and disciplines under one brand name. ■ No. 16 – Received the Axis Communications Federal VAR of the Year and Milestone Integrator of the Year. ■ No. 17 – Company introduced another layer of management within its sales and service functions to ensure it provides the best value and solutions to customers. Continued to invest in training, including sending three managers to an executive development program. ■ No. 22 – Opened a Ft. Smith, Ark., office (company's sixth location) and completed a software conversion within accounting department. ■ No. 23 – Over 23 percent growth in revenues; broke the 100-employee mark. ■ No. 24 – 2017 marked company's 25th anniversary and a record year fueled by customer loyalty and staff performance. ■ No. 26 – Completed a recapitalization in 2017, raising substantial growth capital. Completed a major expansion of company's Special Purpose Interactive Video Monitoring Center in Plano, Texas, more than tripling customer capacity and integrating new video and two-way audio capabilities. ■ No. 28 – Grew over \$100,000 of RMR organically. ■ No. 29 – Major retrofit and upgrade for an 86-story office building in Chicago and a wireless video installation for a professional sports team in Chicago. ■ No. 30 – Expanded into five new states, opened three new branch offices, acquired one company, and developed a major security surveillance product for the transportation industry. ■ No. 31 – Renewed all large-scale maintenance agreements for multiple years. ■ No. 32 – Focused on commercial market led to subsequent growth, some of which was driven by company's expansion into engineered fire systems. ■ No. 34 – Developed, designed, implemented and deployed company's own trademarked cloud-based services offering for network health monitoring. TRL Systems AlertPro real-time health monitoring service. ■ No. 36 – Increased energy sector presence and improved project management processes to drive efficiency and profitability. ■ No. 43 – Became ISO9002 certified. ■ No. 44 – Received the 2017 Axis Communications Transportation Partner of the Year award. ■ No. 45 – Developed a sales CRM platform that is tightly integrated in company's operating systems. ■ No. 46 – Awarded the Time Warner project at 55 Hudson Yards, New York. ■ No. 48 – *SDM's* 2017 Systems Integrator of the Year. ■ No. 49 – Direct, multi-million dollar contract of security design for K-12 school district. ■ No. 51 – Company was a crucial part of the design of low-voltage systems in the Historic District Hotels of Savannah, Ga., along with the design of low-voltage systems of Pruitt Health. ■ No. 56 – Acquired ABCO Security; implemented the Sonitrol Standard, an operational paradigm shift to implement and improve efficiencies and profitability of the operations of the entire company. ■ No. 57 – Completed the O'Fallon Justice Center project. ■ No. 59 – Launched new digital marketing campaign. ■ No. 60 – Established Managed Services Division. ■ No. 61 – Ownership change: Jay Slaughterbeck purchased Strategic Security Solutions outright from parent company. ■ No. 62 – Improved national account program, resulted in significant increase in sales revenue. ■ No. 65 – Opened Las Vegas office. ■ No. 66 – Opened first branch office in Omaha, Neb. ■ No. 67 – Able to navigate the year with consistent revenues and profits, due to a new operating system called EOS/TracSome, some components of which concerned data and accountability. Exceeded profit margin budget and rewarded all staff with profit-sharing bonuses in 2017. ■ No. 69 – With new leadership at the helm, Ener-Tel Services increased footprint in other markets, in addition to diving deeper into Abilene, Texas, market, company also expanded into the Brownwood area. ■ No. 70 – Engineering expertise and service orientation helped land another global manufacturer. ■ No. 73 – 2-million-sq.-ft. building with a full fire alarm replacement, 200 cameras, 220 card readers, optical turnstiles, and command center was one of many projects in 2017. ■ No. 74 – Recruited talented team members and grew new branch location in Knoxville, Tenn. ■ No. 75 – Secured a contract with local county law enforcement agency to upgrade all of the cameras through multiple phases to a network-based system, all 1080p and higher with three years of video retention. Helped the county establish video standards. ■ No. 77 – First security integration project over \$1 million in company's history. ■ No. 80 – Completed very large project for the Army Corps of Engineers; aside from general electrical it was build for fire, CCTV, and voice evoc along with voice intelligibility, testing and certification. ■ No. 83 – Activated new online employee payroll and benefits portal for employees. Cloud-based systems allowed negotiations to log work time by work type, allowing for much better tracking of expense and management of overtime. Expanded customer financing options for new activations. Completed engagements with two new electric service cooperative partners that will launch in 2018. ■ No. 85 – Gutted existing monitoring station and replaced everything with state-of-the-art equipment and technology. Project took close to four months to complete, totaling approximately \$300,000. ■ No. 86 – Acquired a branch in Tucson, Ariz. ■ No. 89 – Obtained a city and state contract with the largest health and hospital facilities in New York City, as a vendor for all security-related service and installation for many of their locations. ■ No. 98 – Completed three significant acquisitions and increased RMR 12 percent.