2020 Top Systems Integrators

2020	10	p Systems Integr	NORTH AMERICAN	NUMBER		CMALL FOT			
2020 RANK	2019 RANK	COMPANY & HEADQUARTERS LOCATION	SYSTEMS INTEGRATION REVENUE, 2019 \$1,247,258,573	OF NEW PROJECTS, 2019 18,970	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE \$3,500	TOP MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
1 2	2	Convergint Technologies Schaumburg, III. ADT Boca Raton, Fla.	\$1,247,258,573 \$818,075,000 ^e	18,970 na	\$14,930,000 na	\$3,500 na	na	20,000	300
3	3	Securitas Electronic Security Uniontown, Ohio	\$426,000,000	na	na	na	financial, corporate, retail, utilities	1,800	34
4 5	4	Vector Security Warrendale, Pa. Allied Universal Technology	\$320,040,455 \$173,197,000	5,090 9,500	\$450,000 \$2,200,000	\$99 \$3,000	corporate, retail, health, govt health, utilities, corporate,	1,717 na	61 31
6	5	Services Santa Ana, Calif. G4S Secure Integration LLC Omaha, Neb.	\$124,445,442	1,884	\$5,365,002	\$32,000	education na	564	21
7	7	Kαstle Systems Internαtionαl Falls Church, Va.	\$116,500,000	na	na	na	corporate, govt, education, retail, industrial	na	12
8	8	Tech Systems Inc. Buford, Ga. Unlimited Technology Inc.	\$80,369,016 \$69,000,000	1,200	\$698,786	\$20,000 \$405	corporate, health, financial, industrial industrial, corporate, utili-	353	3
10		Chester Springs, Pa. Netronix Integration San Jose, Calif.	\$58,183,687	866	\$1,486,810	\$347	ties, transport, education corporate, education, health, govt, utilities	203	7
11 12	11	A3 Communications Inc. Irmo, S.C. Structure Works Inc.	\$57,941,436 \$52,416,000	1,691 2,010	\$871,265 \$1,575,000	\$320 \$1,000	education, govt, transport, health, industrial corporate, utilities,	178 320	7
12	10	Dover Plains, N.Y.	\$52,386,845	160	\$9,000,000	\$5,000	entertainment, industrial, financial gaming, hotel, education,	99	7
14	12	Rocklin, Calif. AFA Protective Systems Inc. Syosset, N.Y.	\$47,548,000	8,646	\$782,000	\$500	retail, health retail, corporate, airport, financial, govt	378	16
15	15 14	NextGen Security LLC Exton, Pa. GSI	\$44,100,319 \$43,588,300	2,150 959	\$2,708,000 \$3,800,000	\$1,230 \$300	utilities, health, industrial, education, corporate industrial, utilities, corpo-	125	3
16 17	13	RFI Communications &	\$42,877,634	1,867	\$2,380,000	\$4,300	rate, financial, entertain- ment corporate, health, educa-	128	5
18	16	Security Systems San Jose, Calif. Entech Sales and Service LLC	\$34,222,000	147	\$626,000	\$1,000	tion, industrial, utilities health, education, telecom,	279	6
19	17	Dallas, Texas Integrated Security Technologies	\$33,936,480	598	\$1,823,840	\$2,500	corporate, govt govt, education, health	141	4
20	28	Herndon, Va. Star Asset Security Orlando, Fla.	\$32,557,596	1,768	\$576,130	\$500	retail, govt, education, health, utilities	179	9
21 22	40 18	FE Moran Security Solutions Champaign, III. Per Mar Security Services	\$32,019,007 \$31,549,506	8,657 na	\$1,051,360	\$100 \$0	na retail, industrial, health,	248 340	8 20
23	33	Davenport, Iowa Stone Security Salt Lake City, Utah	\$26,924,725	780	\$768, 538	\$280	corporate, education education, govt, corporate, law enforcement, transport	94	3
24	21	Advanced Electronic Solu- tions College Point, N.Y.	\$26,500,000	83	\$7,500,000	\$32,000	corporate, health, airports, education, financial	98	3
25	23	A+ Technology & Security Solutions Inc. Bay Shore, N.Y.	\$25,596,504	158	\$1,960,000	\$9,700	education, govt, health, , law enforcement	85	3
26	22	Interface Security Systems Holdings Inc. Earth City, Mo.	\$25,565,184	146,354	\$206,255	\$0	retail, hotel, corporate, financial, health	640	12
27 28	27 20	Mountain Alarm Ogden, Utah DynaFire LLC	\$24,324,798 \$23,291,140	na 978	\$2,498,000 \$2,320,598	\$99 \$195	na industrial, hotel, education,	266 271	12
29	38	Casselberry, Fla. Security Equipment Inc. Omaha, Neb.	\$22,693,620	570	\$762,153	\$O	entertainment, retail education, financial, corpo- rate, retail, health	197	5
30	29	Minuteman Security Technologies Inc. Andover, Mass.	\$22,444,777	1,455	\$1,328,541	\$1,000	govt, health, education, corporate, transport	71	9
31	35	American Alarm & Communications Arlington, Mass.	\$22,286,257	4,373	\$479,541	\$50	health, corporate, govt, financial	267	6
32	26 36	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$21,853,465 \$20,955,366	1,300	\$450,000 \$1,200,000	\$199	health, corporate, educa- tion, industrial, education retail, education, health,	153	2
33 34	36 31	3Sixty Integrated San Antonio, Texas RedRock Security & Cabling Inc.	\$20,955,366 \$18,800,000	520 na	\$1,200,000 \$3,250,000	\$5,000 \$5,000	retail, education, health, financial, education, corporate	202	1 3
35	30	Irvine, Calif. Sound Inc. Naperville, III.	\$18,735,000	na	\$1,500,000	\$985	corporate, health, educa- tion, financial, hotel	101	1
36	32	TRL Systems Inc. Rancho Cucamonga, Calif.	\$18,500,000	1,500	\$600,000	\$1,000	corporate, health, educa- tion, industrial, transport	55	5
37 38	39 34	JSC Systems Inc. Jacksonville, Fla. The Protection Bureau Exton, Pa.	\$16,478,863 \$16,242,392	232 na	\$865,000 \$1,700,000	\$500 \$99	education, health, govt, industrial, hotel na	131 87	7 3
39	43	CGL Electronic Security Inc. Westwood, Mass.	\$11,808,000	600	\$1,200,000	\$1,000	education, health, govt, industrial, corporate	na	1
40 41	41 44	Ojo Technology Fremont, Calif. SSD Alarm	\$11,295,090 \$11,208,021	203 na	\$2,000,000 na	\$50,000 na	education, transport, govt, corporate, utilities na	33 210	3 10
42	42	Anaheim, Calif. PASS Security Fairview Heights, III.	\$10,758,865	750	\$450,000	\$1,000	utilities, education, health, govt, transport	50	1
43	50 49	Ackerman Security Systems Norcross, Ga.	\$10,499,864 \$10,150,000	1,432 592	\$4,000,000 \$649,066	\$40,000	education, corporate, industrial, retail, hotel education, transport,	239	3
44 45	49 54	Vision Security Technologies Birmingham, Ala. Ollivier Corporation Los Angeles, Calif.	\$10,027,429	150	\$900,000	\$2,500	education, transport, health, govt, industrial corporate, health, educa- tion, retail, financial	34	2
46	46	Bates Security / Sonitrol of Lexington Lexington, Ky.	\$9,316,449	959	\$110,622	\$O	education, industrial, cor- porate, utilities, govt	91	4
47	55	D/Ā Central Inc. Oak Park, Mich.	\$8,999,993	na	\$350,354	\$8,871	na	50	3
48 49	74 53	Sonitrol of Buffalo, Rochester, Toronto Buffalo, N.Y. Guardian Protection	\$8,800,200 \$8,508,864	476 3,772	\$1,000,000 \$175,184	\$2,500 \$0	industrial, corporate, health, transport, education industrial, corporate, health,	82	3
49 50	52	Warrendale, Pa. APL Access & Security Inc. Gilbert, Ariz.	\$8,424,112	120	\$1,000,000	\$25,000	education, retail corporate, govt, industrial, education, utilities	46	2
51	75	EMC Security Suwanee, Ga.	\$8,393,649	501	\$887,991	\$99	education, corporate, utili- ties, industrial	118	1
52	48	Sentry Communications & Security Hicksville, N.Y.	\$8,000,000 \$7,621,309	30 na	\$650,000 \$526,000	\$250 \$700	corporate, health, hospitali- ty, industrial, retail na	58	4
53 54	61	Southeastern Security Professionals LLC Norcross, Ga. Atlantic Coast Alarm Inc.	\$7,619,920	na	\$328,000 na	.∌700 na	govt, health, education,	31	2
55	56	Mays Landing, N.J. Scarsdale Security Systems Inc.	\$7,541,905	na	na	na	corporate, financial retail, corporate, education, airport	88	2
56	58	Scarsdale, N.Y. Strategic Security Solutions Raleigh, N.C.	\$7,146,016	na	\$246,593	\$25	financial, health, govt, corporate, utilities	20	1
57	63	Trinity Wiring & Security Solutions Manassas, Va.	\$7,108,910	342	\$1,000,000	\$1	education, corporate, retail, transport, hotel	53	1
58 59	51 70	Atronic Alarms Inc. Lenexa, Kansas Fleenor Security Systems	\$6,900,083 \$6,700,056	963 905	\$126,659 \$163,456	\$195 \$100	na corporate, health, financial,	90 83	3
60	60	Johnson City, Tenn. Sonitrol of Sacramento & Orange County, Cybex	\$6,651,258	1,012	\$164,800	\$270	industrial, education industrial, corporate, govt, transport, retail	54	2
61	59	Security Solutions Roseville, Calif. Peak Alarm Co. Inc.	\$6,509,684	1,705	\$164,000	\$99	industrial, retail, corporate, entertainment, financial	119	5
62	64	Salt Lake City, Utah Custom Alarm Rochester, Minn.	\$6,375,324	751	\$307,578	\$99	health, education, industri- al, hotel	65	1
63 64	77 65	Moon Security Services Inc. Pasco, Wash. Briscoe Protective	\$6,200,000 \$5,921,456	200 na	\$2,600,000 na	\$O na	na corporate, financial, retail,	93 na	3
65	69	New York, N.Y. Electronic Security Concepts LLC	\$5,765,918	165	\$653,000	\$450	education, health health, govt, education, correctional, industrial	39	3
66	57	Scottsdale, Ariz. Sonitrol New England Rocky Hill, Conn.	\$5,729,673	1,340	\$181,255	\$O	education, corporate, industrial, health, govt	93	5
67 68	47	Security Instrument Wilmington, Del. Will Electronics	\$5,374,760 \$5,292,364	682 297	\$344,000 \$351,000	\$100 \$628	industrial, education, utili- ties, corporate, financial corporate, financial, govt,	76	2
69	68	St Louis, Mo. Apex Integrated Security Solutions, Inc.	\$5,292,304	/	\$530,000	\$2,400	health, utilities health, education, govt, corporate, industrial	30	1
70	93	Garden City, Idaho Alert Protective Services Chicago, III.	\$5,175,994	367	\$50,100	\$299	retail, corporate, entertain- ment, utilities, industrial	29	1
71	67	Detection Systems and Engineering Company Troy, Mich.	\$5,105,304	100	\$700,000	\$5,000	financial, govt, corporate, industrial, education	23	1
72 73	72 73	New York Security Solutions Brooklyn, N.Y. Wilson Fire	\$4,964,318 \$4,825,200	372 122	\$593,000 \$791,857	\$1,200 \$2,500	correctional, financial, govt, health, corporate corporate, education,	55	3
73 74		Houston, Texas Sonitrol Great Lakes Grand Blanc, Mich.	\$4,772,634	1,361	\$460,578	\$500	education, health, govt, industrial, corporate	67	3
75	78	Sonitrol Pacific Portland, Ore.	\$4,740,203	400	\$221,785	\$250 \$0	education, govt, corporate, retail	103	5
76 77	76	Allstate Security Ind. Amarillo, Texas Sonitrol SW Ohio Mason, Ohio	\$4,537,582 \$4,256,436	848	\$1,003,000 \$144,000	\$O \$1	corporate, education, finan- cial, retail, health na	89	1
78	86	Sonitrol Security Services Inc. Charlotte, N.C.	\$4,044,000	360	\$250,000	\$5,000	corporate, industrial, edu- cation, transport,	52	2
79 80	82	Richmond Alarm Company Midlothian, Va. J.J. Advantage Security	\$3,720,000 \$3,688,295	na 338	na \$636,081	na \$1,425	na transport, hotel, corporate,	79 13	3
81		Manhattan, III. Owen Security Solutions Inc. Calhoun, Ga.	\$3,465,407	150	\$252,100	\$0	utilities, education corporate, education, govt	44	4
82 83	71 79	Rapid Security Solutions LLC Sarasota, Fla. Kimberlite-Sonitrol	\$3,335,011 \$3,290,062	210 75	\$565,000 \$136,000	\$1,000 \$499	retail, education, corporate, health corporate, education, govt,	28 109	2
83 84	13	Kimberlite-Sonitrol Fresno, Calif. KMT Systems Inc. McDonough, Ga.	\$3,290,062 \$3,234,628	75	\$136,000 \$25,000	\$499 \$299	corporate, education, govt, industrial corporate, financial, indus- trial, retail	109 27	8
85	90	Skynet Integrations Tampa, Fla.	\$3,214,196	na	\$1,000,000	\$1,000	health, govt, education, corporate, law enforcement	10	1
86 87	80 81	SCI Inc. Albuquerque, N.M. Redwire LLC	\$3,180,610 \$3,070,804	230 473	\$1,937,340 \$310,000	\$5,500 \$199	govt, utilities, education, gaming, transport govt, industrial, corporate, education, health	17 73	1 5
88	84	Tallahassee, Fla. Habitec Security Holland, Ohio	\$2,974,000	1,500	\$350,000	\$1,000	education, health education, govt, corporate, industrial, retail	81	3
89 90	100	Vortex 1 Security Jupiter, Fla. EyeQ Monitoring	\$2,950,000 \$2,838,296	396 165	\$23,000 na	\$0 na	retail, corporate, industrial	28 88	2
90 91		EyeQ Monitoring Marietta, Ga. Sentry Alarm Systems Monterey, Calif.	\$2,838,296	731	na \$118,062	na \$75	na govt, education, retail, corporate, utilities	43	4
92	87	Acadiana Security Plus Broussard, La.	\$2,518,251	679	na	na	na	83	2
93 94	89	Hoffman Electronic Security Atwater, Calif. Sonitrol Integrated Security Baleigh N.C.	\$2,457,593 \$2,370,458	na 504	na \$236,045	na \$500	education, health, retail, financial, law enforcement corporate, industrial, edu- cation, health, retail	na 32	2
95		Raleigh, N.C. OMNI Fire and Security Houston, Texas	\$2,346,302	270	\$164,594	\$189	cation, health, retail industrial, corporate, retail, hotel, health	21	1
96 97	94	Securiteam Tampa, Fla. Key Security Designs	\$2,303,352 \$2,206,219	250 66	\$300,000 \$312,795	\$1,000 \$5,059	health, education, industri- al, govt corporate, industrial, finan-	12	1
97	66	Corporation Orinda, Calif. Titan Alarm Inc.	\$2,129,035	968	\$50,605	\$99	cial, health, transport corporate, education, retail,	40	1
99	91	Phoenix, Ariz. Post Alarm Systems Arcadia, Calif.	\$2,067,955	130	\$150,000	\$299	corporate, retail, education, industrial, financial	120	2
100 e = <i>SDM</i> e	92 estimate	Valley Alarm San Fernando, Calif. na = not available. Abbreviations to market	\$1,836,488 s: airport = airports; off	493	\$152,460	\$100	corporate, health, govt, education	42	2 ment =
entertainr	nent/sp	orts venues; financial = financial/banking; gan aurants; transport = transportation/distributio	ning = casinos/gaming;	govt = govern	ment; health = heal	incare: hotel =	notels/hospitality: industrial = indust	rial: law = law er	torcement.

No. 1 - Completed 5 acquisitions of various sizes and locations in 2019. Achieved \$1 billion in revenue for the first time in the company's history in 2018. SDM's 2007 and 2012 Systems Integrator of the Year. No. 3 – Acquired Global Elite Group, an aviation security company. SDM's 2011 (as Diebold) and 2019 Systems Integrator of the Year. No. 4 – Acquired ADS Security. No. 5 – Allied Universal Technology Services acquired Securadyne Systems, which formed AUTS, as well as MidState Security and Advent Systems. SDM's 2016 Systems Integrator of the Year (as Securadyne Systems). No. 6 – SDM's 2013 Systems Integrator of the Year. No. 7 – SDM's 2015 Systems Integrator of the Year. No. 8 – Completed a \$4.5 million project with an existing client in 2019. SDM's 2004 Systems Integrator of the Year. No. 9 – SDM's 2014 Systems Integrator of the Year. No. 10 – One of the two owners of Netronix Integration retired in 2019. No. 11 – Achieved highest revenue in company history in 2019 and expanded footprint to Florida. No. 14 – Awarded a multi-year fire inspection contract at JFK Airport. No. 15 - SDM's 2017 Systems Integrator of the Year. No. 16 – Purchased Wiltec Technologies in Ann Arbor, Mich. No. 17 – Successfully rolled out internal mentoring, professional development and multi-generational workforce programs in 2019. No. 19 — Opened Richmond, Va. office in the 4th quarter of 2019. No. 22 -Completed and integrated 6 (4 in 2019 and 2 in late 2018) acquisitions while retaining all technicians from sellers. No. 24 - Licensed to deploy drone technology. No. 25 – Celebrated 30th anniversary with largest revenue and highest RMR in company history. Company of the year LIST-NET. Partner of the Year: Gallagher and Open Options. No. 30 - Completed first major acquisition of Norris Inc. and increased year-over-year EBITDA. No. 31 – Acquired Eaglestar Security. No. 32 – Achieved best sales of company's history. No. 36 – Hit highest revenue as a company in 2019. No. 40 – Implemented use of CAD on shop drawings for all projects, benefitting installation and reducing re-work. No. 44 – Expanded to the Southeastern Gulf Coast area and opened an office in Mobile, Ala. No. 46 – Completed company's largest acquisition to date with Absolute Protection Team and added a 4th office. No. 49 – Implemented a brand refresh, including a new logo, vision and mission statements, and signage. No. 50 – Purchased facility in Tucson, Ariz. which is the company's 2nd location. No. 51 – Company made substantial investment in commercial business sector in 2019. Hired senior management, project management, engineering/design personnel to deploy high-end commercial solutions in 2020 and beyond. No. 56 - Implemented a new ERP. No. 57 - Completed largest turn-key, single-location job in company's history with over \$1M in contract value. No. 66 – Acquired Security Engineering Inc. No. 72 – Obtained city and state contract with health and hospital facilities as well as shelters with 400-plus locations. No. 82 - Restructured operations in light of a major sales decline precipitated by the loss of a major account and two salespeople leaving the security industry. No. 84 – Developed a website dedicated to builder smart home activations. A custom integration was developed to allow sales to enter information into a third party platform that integrates directly into KMT Systems' CRM. No. 94 – Provided bonuses to employees as a result of keeping attrition low. No. 95 – Engaged a new monitoring center for video verification, and moved existing video accounts. No. 98 – Moved into a new office space. No. 100 – Expanded professional sales team.