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 | Kastle Systems Internationαl 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.

Largest Projects in 2019

| RANK BY PROJECT SIZE | VALUE OF LARGEST PROJECT | COMPANY | 2020 RANK |
|----------------------------|--------------------------------|--|--------------|
| 1 | \$19,000,000 | Unlimited Technology Inc. | 9 |
| 2 | \$14,930,000 | Convergint Technologies | 1 |
| 3 | \$9,000,000 | SSI | 13 |
| 4 | \$7,500,000 | Advanced Electronic Solutions | 24 |
| 5 | \$5,365,002 | G4S Secure Integration LLC | 6 |
| 6 | \$4,000,000 | Ackerman Security Systems | 43 |
| 7 | \$3,800,000 | GSI | 16 |
| 8 | \$3,250,000 | RedRock Security & Cabling Inc. | 34 |
| 9 | \$2,708,000 | NextGen Security LLC | 15 |
| 10 | \$2,600,000 | Moon Security Services Inc. | 63 |
| 11 | \$2,498,000 | Mountain Alarm | 27 |
| 12 | \$2,380,000 | RFI Communications & Security Systems | 17 |
| 13 | \$2,320,598 | DynaFire LLC | 28 |
| 14 | \$2,200,000 | Allied Universal Technology Services | 5 |
| 15 | \$2,000,000 | Ojo Technology | 40 |
| 16 | \$1,960,000 | A+ Technology & Security Solutions Inc. | 25 |
| 17 | \$1,937,340 | SCI Inc. | 86 |
| 18 | \$1,823,840 | Integrated Security Technologies | 19 |
| 19 | \$1,700,000 | The Protection Bureau | 38 |
| 20 | \$1,575,000 | Structure Works Inc. | 12 |
| 21 | \$1,500,000 | Per Mar Security Services | 22 |
| 22 | \$1,500,000 | Sound Inc. | 35 |
| 23 | \$1,486,810 | Netronix Integration | 10 |
| 24 | \$1,328,541 | Minuteman Security Technologies Inc. | 30 |
| 25 | \$1,200,000 | 3Sixty Integrated | 33 |
| 26 | \$1,200,000 | CGL Electronic Security Inc. | 39 |
| 27 | \$1,051,360 | FE Moran Security Solutions | 21 |
| 28 | \$1,003,000 | Allstate Security Ind. | 76 |
| 29 | \$1,000,000 | Sonitrol of Buffalo, Rochester, Toronto | 48 |
| 30 | \$1,000,000 | APL Access & Security Inc. | 50 |
| 31 | \$1,000,000 | Trinity Wiring & Security Solutions | 57 |
| 32 | \$1,000,000 | Skynet Integrations | 85 |
| 33 | \$900,000 | Ollivier Corporation | 45 |
| 34 | \$887,991 | EMC Security | 51 |
| 35 | \$871,265 | A3 Communications Inc. | 11 |
| 36 | \$865,000 | JSC Systems Inc. | 37 |
| 37 | \$791,857 | Wilson Fire | 73 |
| 38 | \$782,000 | AFA Protective Systems Inc. | 14 |
| 39 | \$768, 538 | Stone Security | 23 |
| 40 | \$762,153 | Security Equipment Inc. | 29 |
| 41 | \$700,000 | Detection Systems and Engineering Company | 71 |
| 42 | \$698,786 | Tech Systems Inc. | 8 |
| 43 | \$653,000 | Electronic Security Concepts LLC | 65 |

| RANK BY PROJECT SIZE | VALUE OF LARGEST PROJECT | COMPANY | 2020 RANK |
|----------------------------|--------------------------------|---|--------------|
| 44 | \$650,000 | Sentry Communications & Security | 52 |
| 45 | \$649,066 | Vision Security Technologies | 44 |
| 46 | \$636,081 | J.J. Advantage Security | 80 |
| 47 | \$626,000 | Entech Sales and Service LLC | 18 |
| 48 | \$600,000 | TRL Systems Inc. | 36 |
| 49 | \$593,000 | New York Security Solutions | 72 |
| 50 | \$576,130 | Star Asset Security | 20 |
| 51 | \$565,000 | Rapid Security Solutions LLC | 82 |
| 52 | \$530,000 | Apex Integrated Security Solutions, Inc. | 69 |
| 53 | \$526,000 | Southeastern Security Professionals LLC | 53 |
| 54 | \$479,541 | American Alarm & Communications | 31 |
| 55 | \$460,578 | Sonitrol Great Lakes | 74 |
| 56 | \$450,000 | Vector Security | 4 |
| 57 | \$450,000 | Dallas Security Systems Inc. & DSS Fire Inc. | 32 |
| 58 | \$450,000 | PASS Security | 42 |
| 59 | \$351,000 | Will Electronics | 68 |
| 60 | \$350,354 | D/A Central Inc. | 47 |
| 61 | \$350,000 | Habitec Security | 88 |
| 62 | \$344,000 | Security Instrument | 67 |
| 63 | \$312,795 | Key Security Designs Corporation | 97 |
| 64 | \$310,000 | Redwire LLC | 87 |
| 65 | \$307,578 | Custom Alarm | 62 |
| 66 | \$300,000 | Securiteam | 96 |
| 67 | \$252,100 | Owen Security Solutions Inc. | 81 |
| 68 | \$250,000 | Sonitrol Security Services Inc. | 78 |
| 69 | \$246,593 | Strategic Security Solutions | 56 |
| 70 | \$236,045 | Sonitrol Integrated Security | 94 |
| 71 | \$221,785 | Sonitrol Pacific | 75 |
| 72 | \$206,255 | Interface Security Systems Holdings Inc. | 26 |
| 73 | \$181,255 | Sonitrol New England | 66 |
| 74 | \$175,184 | Guardian Protection | 49 |
| 75 | \$164,800 | Sonitrol of Sacramento & Orange County, Cybex Security Solutions | 60 |
| 76 | \$164,594 | OMNI Fire and Security | 95 |
| 77 | \$164,000 | Peak Alarm Co. Inc. | 61 |
| 78 | \$163,456 | Fleenor Security Systems | 59 |
| 79 | \$152,460 | Valley Alarm | 100 |
| 80 | \$150,000 | Post Alarm Systems | 99 |
| 81 | \$144,000 | Sonitrol SW Ohio | 77 |
| 82 | \$136,000 | Kimberlite-Sonitrol | 83 |
| 83 | \$126,659 | Atronic Alarms Inc. | 58 |
| 84 | \$118,062 | Sentry Alarm Systems | 91 |
| 85 | \$110,622 | Bates Security / Sonitrol of Lexington | 46 |

These 85 security integrators reported having the highest-value security projects started in 2019. Projects less than \$100,000 are not ranked here.

Top 25 Integrators by RMR

| Company | Recurring Monthly Revenue, Dec. 31, 2019 | 2020 Rank |
|--|---|--------------|
| ADT | \$336,000,000° | 2 |
| Vector Security | \$19,149,912 | 4 |
| Guardian Protection | \$12,682,766 | 49 |
| Interface Security Systems Holdings Inc. | \$10,286,684 | 26 |
| Securitas Electronic Security | \$10,100,000 | 3 |
| Kastle Systems International | \$6,761,958 | 7 |
| Ackerman Security Systems | \$4,684,913 | 43 |
| AFA Protective Systems Inc. | \$3,032,000 | 14 |
| Per Mar Security Services | \$2,770,152 | 22 |
| G4S Secure Integration LLC | \$2,487,895 | 6 |
| American Alarm & Communications | \$1,836,098 | 31 |
| Mountain Alarm | \$1,793,799 | 27 |
| Dallas Security Systems Inc. & DSS Fire Inc. | \$1,668,702 | 32 |
| SSD Alarm | \$1,639,962 | 41 |
| Allied Universal Technology Services | \$1,612,600 | 5 |
| Briscoe Protective | \$1,477,572 | 64 |
| FE Moran Security Solutions | \$1,468,983 | 21 |
| EMC Security | \$1,235,396 | 51 |
| Will Electronics | \$1,218,839 | 68 |
| Sonitrol Pacific | \$1,154,045 | 75 |
| Security Equipment Inc. | \$1,044,856 | 29 |
| Sonitrol New England | \$1,030,556 | 66 |
| Kimberlite-Sonitrol | \$1,012,214 | 83 |
| Sonitrol of Sacramento & Orange County, Cybex Security Solutions | \$1,008,154 | 60 |
| e= <i>SDM</i> estimate | | |

As security systems integrators continue to focus on opportunities to create recurring monthly revenue (RMR) from maintenance contracts, licensing fees, monitoring and more, *SDM* decided to rank this year's Top Systems Integrators by their reported RMR from 2019. Among those companies that reported RMR, these businesses reported the highest numbers. // SOURCE: *SDM* TOP SYSTEMS INTEGRATORS REPORT, JULY 2020

Alphabetical Index to Companies

| COMPANY | 2020 RANK |
|---|--------------|
| 3Sixty Integrated | 33 |
| A+ Technology & Security Solutions Inc. | 25 |
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