

2009 Rank	2008 Rank	Company, headquarters city, state	Revenue 2008	Value of New Projects 2008	Value of Largest New Project	Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
1	2	ADT Boca Raton, Fla.	\$1,516,000,000e	n/a	n/a	n/a	n/a	24,000	240
2	1	Siemens Building Technologies Inc. Buffalo Grove, III.	\$1,399,885,000	n/a	n/a	n/a	gov't, industri, corp	7,400	100
3	3	SimplexGrinnell Boca Raton, Fla.	\$1,000,000,000	n/a	n/a	n/a	edu, health	11,500	150
4	4	Diebold Inc. North Canton, Ohio	\$775,405,000	n/a	\$3,000,000	\$3,500	finance, comm, retail	5,263	600
5	5	Stanley Convergent Security Solutions, North America (previously lis Naperville, III.	\$409,600,000 ted as Stanley Security Solu	n/a	n/a	n/a	retail, edu, corp	1,900	70
6	6	Johnson Controls Inc. Milwaukee, Wis.	\$335,000,000	2,000	\$26,000,000	\$20,000	industrl, govt, airport	n/a	37
7		SAIC San Diego, Calif.	\$200,000,000	n/a	\$500,000,000	\$50,000	n/a	3,540	150
8	8	Red Hawk, a UTC Fire & Security Co. Farmington, Conn.	\$195,000,000e	n/a	n/a	n/a	n/a	n/a	37
9	10	Niscayah Inc. Duluth, Ga.	\$155,000,000	n/a	n/a	n/a	n/a	700	28
10	11	Convergint Technologies LLC Schaumburg, III.	\$151,451,000	1,500	\$4,300,000	\$2,500	corp, edu, office	750	22
11	7	Ingersoll Rand Security Technologies Carmel, Ind.	\$ \$120,000,000	n/a	\$18,000,000	n/a	n/a	530	35
12	15	ASG Security Beltsville, Md.	\$81,807,900	15,092	\$1,100,000	\$500	govt, edu, corp	652	14
13	12	North American Video Brick, N.J.	\$80,000,000	200	\$10,000,000	\$10,000	gaming, govt, corp	135	7
14	14	Henry Bros. Electronics Inc. Fair Lawn, N.J.	\$62,000,000	1,933	\$9,500,000	\$50,000	govt, airport, corp	233	11
15	16	Adesta LLC Omaha, Neb.	\$61,200,364	111	\$31,000,000	\$3,186	govt, transprt, utility	187	14
16	13	Kastle Systems Arlington, Va.	\$56,700,000	486	\$411,217	n/a	corp, govt	334	8
17	17	TAC by Schneider Electric Carrollton, Texas	\$56,000,000	989	\$9,000,000	\$10,000	airport, health, corrections	1,335	20
18	19	Koorsen Fire & Security Inc. Indianapolis, Ind.	\$54,661,922	267	\$3,100,000	\$1,000	corp, edu, industrl	554	20

e = estimated revenue n/a = not available No. 1 — On 6/30/08, the company's ADT Worldwide segment acquired FirstService Security (formerly ranked No. 9), a division of FirstService Corp., for approximately \$187 million. All figures for ADT are estimated. No. 3 — Total company revenue \$2.1B. No. 5 — Acquired Sonitrol Corporation. No. 6 — Total company revenue \$38.1B. Implemented a global security strategy that includes a team of individuals specifically focused on global initiatives and dedicated executive leadership. No. 7 — First-time listing for SAIC (Science Applications Int'l Corp. Total company revenue \$8.9B. No. 9 — All figures for Red Hawk are estimated. No. 10 — Continued expansion and growth into five new U.S. markets including La., Minn., Austin, Nashville and Denver. No. 11 — Total company revenue \$2.5B. No. 12 — SDM 2008 Dealer of the Year. No. 15 — SDM 2008 Integrator of the Year. Total company revenue \$92.1M. No. 16 — Launch of Kastle's IP Platform and Kastle's video monitoring service. No. 18 — Total company revenue \$74M.



2009 2008 Rank Rank	Company, headquarters city, state	Revenue 2008	Value of New Projects 2008	Value of Largest New Project	Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
19	Kratos Defense & Security Systems Inc. (Public Safety & Security Sector) San Diego, Calif.	\$50,600,000	906	\$3,200,000	\$1,000	corp, health, petro	190	4
20 21	Tri-Signal Integration Inc. Sylmar, Calif.	\$38,818,219	620	\$4,200,000	\$5,600	health, edu, corp	250	9
21 18	RFI Communications & Security Systems San Jose, Calif.	\$38,466,000	1,420	\$1,300,000	\$500	corp, edu, health	222	5
22	Carter Brothers, LLC Atlanta, Ga.	\$35,996,213	6,621	\$3,720,670	\$1,353	finance, retail, industrl	92	11
23	South Western Communications Inc. Newburgh, Ind.	\$35,661,180	218	\$1,707,000	\$11,000	n/a	129	4
24 22	National Security Systems Inc. Manhasset, N.Y.	\$35,350,000	12	\$11,675,100	\$760,000	gaming, corp, hotel	21	1
25 23	Safeguard Scottsdale, Ariz.	\$34,000,000	1,950	\$1,100,000	\$125	edu, resi	347	3
26 24	Tech Systems Inc. Duluth, Ga.	\$32,877,055	400	\$814,253	\$30,000	corp, health, utility	152	7
27 20	NAVCO Networks & Security Anaheim, Calif.	\$32,725,000	1,200	\$850,000	\$12,000	finance, retail, corp	105	11
28 25	Allied Fire and Security Spokane, Wash.	\$30,584,326	500	\$1,500,000	\$1,000	finance, utility, edu	170	3

e = estimated revenue n/a = not available No. 19 — Total company revenue \$297M. No. 21 — Total company revenue \$44.7M. No. 22 — Received the Diversity Business Leadership Award from JCI. Received the Pacesetter Award - AH's fastest growing private business from the Atlanta Business Chronicle. Total company revenue \$77M. No. 25 — Moved into new corporate headquarters in Scottsdale, Ariz. No. 26 — Achieved ISO 9000:2000 certification. No. 27 — Total company revenue \$35.8M.

The Big Picture: 2009 Top Systems Integrators

	2008	2007	2006
Total gross revenue:	\$7.86 billion	\$7.81 billion	\$6.67 billion
New systems started:	53,474	61,521	44,866
Total full-time employed:	64,652	60,303	40,450
Business locations operated:	1,787	1,646	1,781

Total annual revenue for the 100 largest security systems integrators grew just 1 percent in 2008, to reach \$7.86 billion from solutions such as design, project management, product, installation, programming, start-up, and training sold directly to an end-user customer or through a tier of contractors; also including recurring revenue from service and monitoring.





				Value					
2009 Rank	2008 Rank		Revenue 2008	Value of New Projects 2008	Value of Largest New Project	Smallest New Project	3 Markets - Contributing to Revenue	Full-time Employees	Business
29	27	VTI Security Burnsville, Minn.	\$28,261,375	600	\$1,700,000	\$2,500	utility, finance, health	113	5
30	29	Security Corp. Novi, Mich.	\$23,455,101	1,500	\$2,500,000	\$5,000	finance, utility, edu	120	3
31	31	ARK Systems Inc. Columbia, Md.	\$22,100,331	300	\$702,000	\$2,000	govt, edu, corp	116	3
32	39	SSI (Surveillance Systems Integration Inc.) Roseville, Calif.	\$21,811,987	430	\$3,200,000	\$2,500	gaming, retail, edu	37	2
33	36	Utah Yamas Controls Draper, Utah	\$21,634,483	344	\$2,340,370	\$250	edu, govt, corrections	108	3
34	30	ASSI Security Inc. Irvine, Calif.	\$21,175,000	575	\$1,650,000	\$1,000	health, govt, corp	100	2
35	28	BCI Technologies Inc. Grand Prairie, Texas	\$20,900,000	400	\$200,000	\$1,500	retail, corp, edu	78	2
36	33	MidCo Inc. Burr Ridge, III.	\$19,500,000	397	\$1,300,000	\$4,500	corp, industrl, utility	99	2
37	56	EO Integrated Systems Inc. Washington, Mich.	\$19,450,776	61	\$4,800,000	\$50,000	corrections, utility, airport	35	4
38	34	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$19,214,076	1,500	\$650,000	\$1,000	health, corp, transprt	174	1
39	35	SecureNet Inc. Carrollton, Texas	\$17,685,000	63	\$696,000	\$1,000	airport, edu,	87	5
40	47	SDT Inc. Newtown, Pa.	\$17,263,778	447	\$1,800,000	\$500	edu, finance, health	104	1
41	37	SFI Electronics Inc. Charlotte, N.C.	\$16,709,787	405	\$720,000	\$1,000	utility, industrl, health	81	8
42	32	MSE Corporate Security Branchburg, N.J.	\$16,568,237	60	\$350,000	\$500	retail, edu, corrections	53	4
43	38	Security Equipment Inc. Omaha, Neb.	\$16,361,224	750	\$560,000	\$1,000	corp, industrl, finance	128	4
44	46	Energy Control Inc. (ECI) Albuquerque, N.M.	\$16,152,363	30	\$5,400,000	\$3,000	edu, govt, utility	57	2
45	44	The Protection Bureau Exton, Pa.	\$15,500,000	860	\$700,000	\$750	retail, industrl, edu	92	2
46	43	Genesis Security Systems LLC Germantown, Md.	\$15,000,000	150	\$550,000	\$5,000	corp, finance, health	41	1
47	49	ACT (Access Control Technologies Inc.) Clifton, N.J.	\$14,794,423	54	\$1,512,000	\$8,850	edu, finance, corp	37	1

e = estimated revenue n/a = not available No. 36 — Joined SecurityNet.com. No. 37 — Obtained 31st contractor state license. No. 41 — SFI Electronics Inc. is a wholly owned subsidiary of Security Forces Inc., which had total company revenue of \$91.2 million in fiscal year 2008 ended Sept. 30.

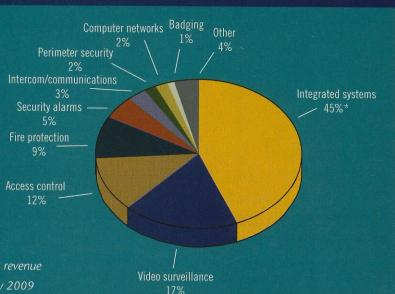


2009 Rank	2008 Rank	Company, headquarters city, state	Revenue 2008	Value of New Projects 2008	Value of Largest New Project	Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
48	45	Idesco Corp. New York, N.Y.	\$14,650,000	54	\$1,300,000	\$15,000	corp, edu, law enf	42	1
49	41	InterTECH Security LLC Warrendale, Pa.	\$14,400,000	154	\$947,000	\$6,000	corp, edu, health	131	5
50	55	Entech Sales & Service Inc. Dallas, Texas	\$13,941,000	86	\$475,000	\$5,000	tele/data cntrs, corp, edu	77	4
51		Nor-Com Inc. Hebron, Ky.	\$13,176,000	80	\$3,200,000	\$10,000	edu, corp, health	47	2
52		Engineered Control Systems Spokane, Wash.	\$13,012,000	21	\$6,200,000	\$15,000	corrections, law enf, edu	28	2
53	50	Advanced Electronic Solutions Inc. College Point, N.Y.	\$12,900,000	73	\$1,200,000	n/a	corp, airport, health	60	3
54	52	CTSI Chantilly, Va.	\$12,700,000	n/a	\$2,200,000	\$5,000	govt, health, edu	102	1
55	51	Low Voltage Contractors Inc. Minneapolis, Minn.	\$12,453,000	279	\$2,077,000	\$500	health, corp,	72	1
56	26	SDI (System Development Integration LLC) Chicago, III.	\$12,313,153	36	\$632,488	\$300	airport, govt, transprt	69	3
57	53	Tri-Electronics Inc. Hammond, Ind.	\$11,450,000	310	\$2,400,000	\$1,100	edu, govt, law enf	96	1

e = estimated revenue n/a = not available No. 49 — Total company revenue \$15.5M. No. 50 — Total company revenue \$69M. No. 54 — Total company revenue \$20.3M. No. 56 — Total company revenue \$15M.

Integrator's Sales Revenue by Product Category

Top Systems Integrators were asked to break down their 2008 sales revenue by product type. Choices included: Integrated Systems and the stand-alone technologiesofvideosurveillance, access control, fire protection, alarms, and others. Combined, integrated security systems, video surveillance and access control accounted for approximately 75 percent of Top Systems Integrators' sales revenue in 2008.



*percentage of Top Systems Integrators' total 2008 revenue Source: SDM Top Systems Integrators Report, July 2009



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2009 Rank	2008 Rank	Company, headquarters city, state	Revenue 2008	Value of New Projects 2008	Value of Largest New Project	Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
58	48	Telenet VoIP Inc. El Segundo, Calif.	\$11,300,000	79	\$487,722	\$7,500	n/a	72	81
59	64	Unlimited Technology Inc. Chester Springs, Pa.	\$11,100,000	134	\$680,000	\$1,500	industrl, utility, chemical	35	3
60	54	Operational Security Systems Inc. Atlanta, Ga.	\$10,600,000	174	\$1,026,000	n/a	edu, transprt, health	65	2
61		Northland Control Systems Inc. Freemont, Calif.	\$9,600,000	200	\$1,000,000	\$10,000	corp, edu, health	34	2
62	65	Universal Security Systems Inc. Hauppauge, N.Y.	\$9,274,014	185	\$2,200,000	\$5,000	utility, govt, edu	61	5
63	77	Integrated Security Technologies Inc. Herndon, Va.	\$8,861,000	299	\$1,352,000	\$250	govt, corp, edu	50	4
64	61	IK Systems Inc. Victor, N.Y.	\$8,700,000	103	\$1,882,454	\$6,000	gaming, retail, transprt	27	4
65	66	Security Solutions Los Alamitos, Calif.	\$8,370,000	58	\$1,115,000	\$5,000	health, utility, industrl	40	1

e = estimated revenue n/a = not available No. 62 — Won the contract to install card access in the Freedom Tower, N.Y.

Top 10 Largest Project Winners

These 10 firms reported having the highest-value projects on their books in 2008. (Note that six of the top 10 firms did not report project sizes as requested by SDM.)

Project Value

SAIC	\$500,000,000
Adesta LLC	\$31,000,000
Johnson Controls Inc	\$26,000,000
Ingersoll Rand Security Technologies	.\$18,000,000
National Security Systems Inc	\$11,675,100
North American Video	\$10,000,000
Henry Bros. Electronics Inc	\$9,500,000
TAC by Schneider Electric	\$9,000,000
Engineered Control Systems	\$6,200,000
Energy Control Inc. (ECI)	\$5,400,000

Source: SDM Top Systems Integrators Report, July 2009

Hottest Markets:

Corporate/Property Mgmt., Education, Gov't

Asked to rank the markets that provided the most significant portion of their 2008 revenue, more integrators chose corporate/property management than any other market as their most productive vertical, followed closely by education and government. One year ago, the healthcare market had the No. 3 position.

- 1. Corporate/Property Management
- 2. Education
- 3. Government
- 4. Healthcare
- 5. Industrial
- 6. Utilities
- 7. Retail





2009 Rank	2008 Rank	Company, headquarters city, state	Revenue 2008	Value of New Projects 2008	Value of Largest New Project	Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
66	68	Integrated Control USA Inc. Albuquerque, N.M.	\$8,326,107	533	\$268,024	\$200	govt, health, industrl	56	2
67	63	Thompson Electronics Co. Peoria, III.	\$8,300,000	225	\$850,000	\$5,000	edu, govt, corp	47	1
68	62	Security Management Systems Inc. Great Neck, N.Y.	\$8,000,000	30	\$3,000,000	\$50,000	corp, resi, health	24	2
69	57	ATC Miami, Fla.	\$7,900,000	n/a	\$1,700,000	\$40,000	edu, govt	35	3
70	72	TTM (Tele-Tector of Maryland Inc.) Columbia, Md.	\$7,766,897	30	\$1,400,000	\$675	health, govt, edu	44	1
71	84	Advance Technology Inc. Scarborough, Maine	\$7,618,270	38	\$1,000,000	\$5,000	health, finance, transprt	29	1
72	70	Automation Systems Group (ASG) Ferndale, Mich.	\$7,549,000	190	\$500,000	\$1,000	corp, health, airport	18	1
73	67	Advanced Control Concepts Inc. Pensacola, Fla.	\$7,386,000	27	\$1,000,000	\$25,000	govt, corp, utility	32	1
74	73	Protex Central Inc. Hastings, Neb.	\$7,197,653	225	\$290,000	\$250	industrl, corp, health	49	3
75		CGL Electronic Security Inc. Norwood, Mass.	\$7,036,155	250	\$731,500	\$5,100	edu, finance, corp	28	1
76	76	Electronic Security Systems Warren, Mich.	\$6,500,000	20	\$800,000	\$5,000	edu, health, office	29	2
77	75	D/A Central Inc. Oak Park, Mich.	\$6,500,000	150	\$1,500,000	\$100	utility, finance, health	42	3
78	74	All Systems Designed Solutions Inc. Kansas City, Kansas	\$6,485,895	103	\$390,770	\$400	health, edu, corp	39	2
79	78	Visual Management Systems Inc. Toms River, N.J.	\$6,360,000	510	\$577,000	\$2,500	retail, hotel, industrl	37	3
80	71	ArCom Systems Inc. North Little Rock, Ark.	\$6,345,162	103	\$712,965	\$3,467	health, corp, food srvc	51	2
81		GSI Inc. Troy, Mich.	\$6,028,040	120	\$767,000	\$500	utility, corp, industrl	22	2
82	80	Dillard Door & Entrance Control Memphis, Tenn.	\$6,012,000	n/a	\$230,000	\$4,000	n/a	37	1
83	83	ESSI Upper Marlboro, Md.	\$5,958,998	110	\$1,200,000	\$2,000	construc, edu, govt	52	1
84	79	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$5,922,490	900	\$403,550	\$5,000	industrl, corp, health	42	5

e = estimated revenue n/a = not available No. 79 — Total company revenue \$7.4M. No. 81 — Total company revenue \$34.2M.





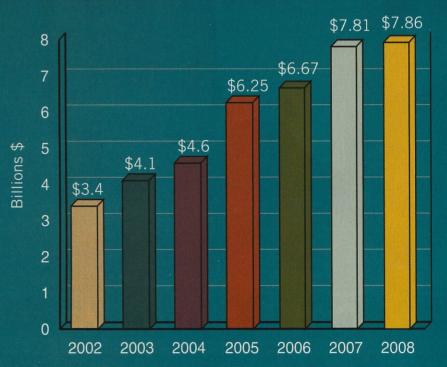
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85	Firstline Security Systems Inc. Anaheim, Calif.	\$5,920,000	38	\$1,200,000	\$1,000	corp, utility, health	38	2
86	Intelligent Access Systems of North Carolina LLC Garner, N.C.	\$5,885,422	204	\$850,000	\$3,000	utility, corp, industrl	26	4
87 92	ESIGroup Security Integration Houston, Texas	\$5,600,000	150	\$2,000,000	\$1,000	corp, industrl, health	17	1
88 87	Life Safety Engineered Systems Inc. Buffalo, N.Y.	\$5,598,706	n/a	\$800,000	\$1,000	retail, corp,	27	1
89	SiteSecure Inc. Sanford, Fla.	\$5,579,122	32	\$398,000	\$2,165	govt, airport, utility	29	4
90	Green Electronic Solutions Rowlett, Texas	\$5,573,000	200	\$50,000	\$300	resi, retail, corp	34	1
91 58	TEM Systems Inc. Sunrise, Fla.	\$5,523,659	463	\$265,000	\$3,000	prop mgmt, health, corrections	60	5

n/a = not available No. 88 — Expanded service footprint to 19 states in eastern U.S. No. 91 — Total company revenue \$8.9M.

Top Systems Integrators: 7 Years of Growth

Total annual revenue reported to or estimated by SDM grew slightly less than 1 percent in 2008. This follows an actual increase of 4 percent in 2007. Among the top 10 integrator firms, only two reported decreased results for 2008.

*Note: 2007 figure reflects a correction to reported revenues for Johnson Controls and ADT, following incorrect reporting in 2006. While it appears that there was a 17 percent increase in total revenue between 2006 and 2007, it was actually 4 percent growth when these two corrections are excluded.

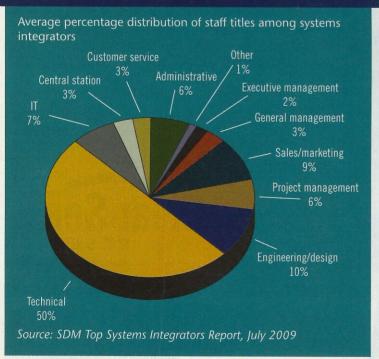




	2008 Rank	Company, headquarters city, state	Revenue 2008	Value of New Projects 2008	Value of Largest New Project	Smallest New Project	3 Markets Contributing to Revenue	Full-time Employees	Business Locations
92	82	Videotec Corp. Highland, Ind.	\$5,508,930	150	\$600,000	\$2,500	industrl, edu, health	23	1
93	88	Will Electronics St. Louis, Mo.	\$5,374,000	286	\$135,000	\$5,000	n/a	21	1
94	81	T&R Alarm Systems Inc. Clifton, N.J.	\$5,299,210	60	\$250,000	\$500	edu, govt, corp	24	2
95	86	APL Access & Security Inc. Gilbert, Ariz.	\$4,968,501	40	\$1,300,000	\$10,000	corp, govt, industrl	33	2
96	90	Sentry Communications & Security Hicksville, N.Y.	\$4,765,000	7	\$215,000	\$2,500	corp, health, industrl	44	1
97	97	Simpson Security Systems Inc. Alexandria, La.	\$4,311,533	259	\$5,375,000	\$4,890	corrections, gaming, edu	42	. 1
98	94	Triad Security Systems Union, N.J.	\$4,310,676	220	\$265,000	\$5,000	corp, edu, govt	23	1
99		Enterprise Security Inc. Anaheim, Calif.	\$4,250,000	75	\$680,000	\$1,500	corp, health, industrl	25	1
100	40	LVC Technologies Inc. Auburn Hills, Mich.	\$3,400,000	50	\$500,000	\$500	corp, edu, gaming	14	1

e = estimated revenue n/a = not available No. 95 — Sold a locksmith division in 2008, which accounted for \$800,000 in revenue under the 2007 financials. Received GSA Schedule 84 contract to provide products and services to the U.S. federal government. No. 99 — Formalized Professional Services Group to focus on high-end IT requirements and solutions. No. 100 — Total company revenue \$4.5M.

Anatomy of an Integrator Staff



Rate of Adoption of IP Technology

percent of IP projects......27%

Between 41 and 60 percent of IP projects 14%

Between 61 and 80 percent of IP projects 13%

Between 81 and 100 percent of IP projects 17%

*percentage of Top Systems Integrators indicating each category; based on 89 responses