



SDM's Top  
Systems  
Integrators

# FORGED BY FIRE

With systems integration revenues down by more than 4 percent, players hardened their stances in the market by retooling offerings to come out on top.

By Laura Stepanek, Editor

**T**he hotter the fire the harder the steel, some say. Tough times often forge resilient businesses with unexpected outcomes — demonstrated by the Top Systems Integrators who turned last year's challenges into opportunities to retool their offerings.

"We are most proud of our ability to get better every year despite market conditions," says No. 6 ranked Johnson Controls Inc. Like other security systems integrators, Johnson Controls invested in its people, technologies and processes to strengthen its capabilities in project delivery. "Our results were outstanding, too; fueled by strong increases in service and our federal government business, our top line sales grew 12 percent in the calendar year," the company reports.

Other integrators reported similar accomplishments in 2010, including upgrading all customers to an IP platform; expanding technical IT staff; becoming a certified technology partner with an IT company; strengthening design and engineering departments in order to handle more complex projects; upgrading certifications such as ISO; expanding managed and hosted services; making acquisitions to expand geographically and from a services standpoint, deploying a new fleet of vehicles to reduce operating costs, and more.

Did all of the self-improvement have an immediate effect on performance in 2010? While the companies ranked on *SDM's* 2011 Top Systems Integrators Report were mixed in how they categorized the opportunities in 2010 — some say the market was stronger than in 2009, others say it was weaker — their systems integration revenue declined a substantial 11 percent to \$7.2 billion. This is a comparison between the top 100 com-

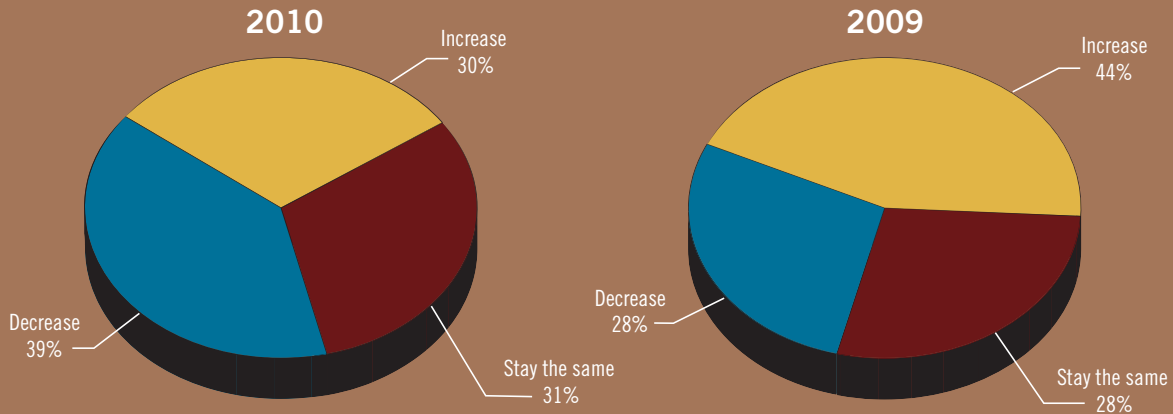
panies ranked in 2010 and the top 100 ranked in 2011. However, two years ago *SDM* began to expand the Top Systems Integrators Report beyond the first 100 firms; in 2010, 107 companies were ranked and this year 130 companies are ranked. Thirty-nine systems integrators who were not ranked in 2010 are ranked in this report; however, some from among last year's top 50 did not report this year, including SAIC, Red Hawk Security, North American Video, and National Security Systems, which skews the results. A more accurate view: Among systems integrators for which a year-to-year comparison can be made, there was a 4.4 percent decrease in North American Systems Integration revenue. Among the top 10 integrator firms, five reported decreases in 2010.

One important change is that systems integrators were asked to report their recurring monthly revenue (RMR) separately from their systems integration revenue to determine their qualification status in the *SDM* 100, which is a comparable report of firms ranked by RMR. Because RMR is not counted in systems integration revenue, in some cases this caused major shifts in the rankings compared with the prior year. Listings begin on the following pages.

*SDM's* Top Systems Integrators Report ranks, by reported North American systems integration revenue, the largest firms that contract electronic security projects for commercial, industrial, institutional, government, and other non-residential markets. For ranking purposes, these are businesses that derive more than half of their revenue from the sale, design/engineering, installation and service of multi-technology electronic security systems, such as access control and identification, video surveillance, alarms, perimeter security, and other network-based technologies.

## Sluggish Profit Margins

Top Systems Integrators were asked, "Did your company's net profit margin increase, decrease or stay about the same in 2010 compared with 2009?"



Systems integration firms were about evenly split when it came to profit margins last year. Almost one-third said margins increased in 2010, about one-third said margins were stable, and a little more than a third said they declined.

\*percentage of Top Systems Integrators indicating each answer; based on 110 responses

Source: SDM Top Systems Integrators Report, July 2011

2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
1	1	<b>ADT</b> Boca Raton, Fla.	\$1,800,000,000 *e	na	na	na	na	26,000	350
2	2	<b>Siemens Industry Inc.</b> Buffalo Grove, Ill.	\$1,400,000,000 *e	na	\$16,600,000	\$2,000	govt, industrl, health	na	na
3	3	<b>SimplexGrinnell</b> Westminster, Mass.	\$925,000,000	na	na	na	na	9,500	150
4	4	<b>Diebold Security</b> North Canton, Ohio	\$567,850,000	na	\$5,500,000	\$2,500	finance, govt, corp	4,723	90
5	5	<b>Stanley Convergent Security Solutions</b> Naperville, Ill.	\$352,000,000	na	na	na	na	1,975	75
6	6	<b>Johnson Controls Inc.</b> Milwaukee, Wis.	\$255,200,000	2,547	\$11,301,813	\$1,000	health, govt, corp	840	500
7	9	<b>Convergent Technologies LLC</b> Schaumburg, Ill.	\$202,699,302	10,000	\$10,000,000	\$2,500	corp, industrl, edu	865	26
8	10	<b>Niscayah</b> Duluth, Ga.	\$200,000,000	21,465	\$28,000,000	\$1,200	finance, utilities, retail	5,422	88
9	18	<b>HBE, a Kratos Company</b> San Diego, Calif.	\$93,000,000	na	\$20,000,000	na	transport, airport, health	350	na
10	14	<b>Schneider Electric</b> Carrollton, Texas	\$83,400,000	225	\$6,500,000	\$10,000	corp, health, correctnl	1,754	18

e = SDM estimate. na = not available. Abbreviations to markets: airport = airports; corp = corporate; correctnl = correctional; edu = education; entertainmt = entertainment and sports venues; finance = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hospitality = hotels and hospitality; industrl = industrial; law enforc = law enforcement; retail = retail and restaurants; transport = transportation/distribution/logistics; utilities = utilities.

2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
11	16	<b>G4S Technology LLC</b> (formerly Adesta) Omaha, Neb.	\$81,361,700	200	\$68,000,000	\$12,000	govt, transport, utilities	224	15
12	12	<b>Ingersoll Rand Security Technologies</b> Carmel, Ind.	\$78,802,294	2,673	\$1,200,000	\$4,500	finance, edu, health	323	25
13	17	<b>Kastle Systems</b> Falls Church, Va.	\$60,200,000	509	na	na	corp, govt, finance	na	11
14	15	<b>Carter Brothers LLC</b> Atlanta, Ga.	\$57,474,452	na	\$6,000,000	\$1,100	hospitality, health, corp	240	12
15	22	<b>NAVCO</b> Anaheim, Calif.	\$45,631,865	7,000	\$800,000	\$4,500	na	154	12
16	23	<b>South Western Communications Inc.</b> Newburgh, Ind.	\$40,610,473	na	\$1,702,297	\$54,955	edu, health, correctnl	158	5
17	20	<b>Tri-Signal Integration Inc.</b> Sylmar, Calif.	\$39,851,580	421	\$2,500,000	\$9,857	health, govt, edu	230	9
18	24	<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.	\$36,000,000	948	\$1,600,000	\$1,500	corp, health, edu	220	4
19	11	<b>ASG Security</b> Beltsville, Md.	\$30,258,717	5,465	\$5,600,000	\$199	govt, industrl, retail	770	15
20	28	<b>Tech Systems Inc.</b> Duluth, Ga.	\$28,772,086	450	\$940,000	\$25,000	corp, health, finance	145	4
21	27	<b>VTI Security</b> Burnsville, Minn.	\$28,250,000	670	\$2,200,000	\$500	utilities, finance, health	118	6
22	26	<b>Allied Fire &amp; Security</b> Spokane, Wash.	\$20,210,000	458	\$2,100,000	\$500	health, edu, utilities	131	3

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## Top Systems Integrators' Totals Dashboard

2010

Total North American systems integration revenue: . . . . \$7.2 billion

New systems started: . . . . . 109,094

Total full-time employed: . . . . . 62,720

Business locations operated: . . . . . 1,765

Total North American revenue from systems integration for the 130 largest integrators reached \$7.2 billion in 2010 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. It does not include recurring revenue from service and monitoring, as integrators were asked to report that amount separately in order to be ranked on the *SDM* 100. Last year's report ranked 107 systems integrators. A comparison between the top 100 companies ranked in 2010 and the top 100 ranked in 2011 shows a 4.4 percent decrease in systems integration revenue.

Source: *SDM Top Systems Integrators Report, July 2011*

2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
23	39	<b>Dallas Security Systems Inc. &amp; DSS Fire Inc.</b> Dallas, Texas	\$19,138,223	1,270	\$1,000,000	\$500	health, corp, edu	172	1
24	32	<b>Security Corporation</b> Novi, Mich.	\$18,559,672	na	na	na	utilities, corp, finance	108	2
25	41	<b>SFI Electronics Inc.</b> Charlotte, N.C.	\$17,000,000	310	\$1,600,000	\$1,000	utilities, industrl, health	88	9
26	58	<b>Northland Control Systems Inc.</b> Fremont, Calif.	\$16,930,816	200	\$4,000,000	\$5,000	corp, edu, health	47	4
27	54	<b>SDI</b> Chicago, Ill.	\$16,301,619	5	\$1,600,000	\$200,000	airport, govt, transport	105	4
28	31	<b>EO Integrated Systems Inc.</b> Washington, Mich.	\$16,200,000	42	\$5,000,000	na	correctnl, utilities, airport	39	4
29	44	<b>Genesis Security Systems LLC</b> Germantown, Md.	\$16,000,000	200	\$1,500,000	\$5,000	corp, finance, health	50	1
30	37	<b>MidCo Inc.</b> Burr Ridge, Ill.	\$16,000,000	526	\$1,200,000	\$4,200	airport	104	2
31	34	<b>ASSI Security Inc.</b> Irvine, Calif.	\$15,680,000	403	\$548,065	\$1,200	health, corp, law enforc	58	2
32	42	<b>Advanced Electronic Solutions</b> College Point, N.Y.	\$15,555,240	84	\$500,000	\$200,000	corp, airport, health	60	3
33	43	<b>BCI Technologies Inc.</b> Grand Prairie, Texas	\$15,545,000	4,500	\$230,000	\$1,500	retail, industrl, transport	91	4
34	36	<b>Entech Sales &amp; Service Inc.</b> Dallas, Texas	\$15,338,132	297	\$400,000	\$5,000	telecom/data, corp, edu	106	5
35	45	<b>Idesco Corporation</b> New York, N.Y.	\$14,800,000	25	\$1,300,000	\$6,000	edu, law enforc entertainmnt,	43	1
36	35	<b>SecureNet Inc.</b> Carrollton, Texas	\$14,730,683	156	\$950,000	\$5,000	edu, corp, airport	92	5
37	46	<b>SDT Inc.</b> Newtown, Pa.	\$14,641,513	419	\$1,251,220	\$750	corp, edu, health	94	1
38	53	<b>CONTAVA Inc.</b> Edmonton, Alberta	\$14,360,000	280	\$8,000,000	\$5,000	govt, utilities, finance	65	4
39	—	<b>SSD Alarm Systems / Kern Security &amp; Fire / Alpha Security &amp; Fire</b> Anaheim, Calif.	\$14,234,000	na	\$5,500,000	\$500	na	na	12
40	52	<b>Tri-Electronics Inc.</b> Hammond, Ind.	\$13,249,000	100	\$2,100,000	\$4,000	edu, health, industrl	85	1
41	62	<b>SIGNET Electronic Systems Inc.</b> Norwell, Mass.	\$13,000,000	710	\$1,900,000	\$500	govt, health, edu	83	3
42	49	<b>CTSI</b> Chantilly, Va.	\$12,323,861	381	\$2,700,000	\$5,000	edu, govt,	30	1
43	29	<b>Intertech Security</b> Pittsburgh, Pa.	\$12,323,000	415	\$1,100,000	\$2,000	industrl, corp, edu	128	5
44	60	<b>Unlimited Technology Inc.</b> Chester Springs, Pa.	\$12,245,000	157	\$1,645,000	\$3,200	industrl, corp, utilities	46	3
45	—	<b>Midstate Security</b> Grandville, Mich.	\$12,082,945	122	\$2,500,000	\$500	na	73	1
46	40	<b>MSE Corp Security</b> Branchburg, N.J.	\$11,543,889	50	\$175,000	\$1,000	retail, corp, edu	57	4

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2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
47	57	<b>Integrated Security Technologies</b> Herndon, Va.	\$11,500,000	382	\$1,400,000	\$2,000	govt, edu, transport	65	1
48	30	<b>Utah Yamas Controls</b> Draper, Utah	\$11,480,000	280	\$1,678,000	\$250	edu, govt, correctnl	99	3
49	—	<b>DTT Surveillance</b> Los Angeles, Calif.	\$11,200,000	1,630	\$17,300	\$100	retail, hospitality	189	4
50	38	<b>ARK Systems Inc.</b> Columbia, Md.	\$11,000,000	200	\$1,000,000	\$1,000	edu, govt, corp	112	3
51	55	<b>Low Voltage Contractors Inc.</b> Minneapolis, Minn.	\$10,153,810	601	\$1,033,598	\$120	corp, health, industrl	63	2
52	48	<b>The Protection Bureau</b> Exton, Pa.	\$10,000,000	325	\$1,500,000	\$99	corp, edu, finance	96	2
53	25	<b>Safeguard Security</b> Scottsdale, Ariz.	\$9,950,008	400	\$1,500,000	\$500	na	153	3
54	59	<b>Intelligent Access Systems of NC</b> Garner, N.C.	\$9,886,159	650	\$560,000	\$2,500	utilities, edu, health	39	4
55	64	<b>Integrated Controls USA Inc.</b> Albuquerque, N.M.	\$9,289,686	597	\$1,100,000	\$600	govt, corp, finance	53	3

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## Largest Project Winners

Company	Value of Largest Project	2011 Rank	Company	Value of Largest Project	2011 Rank
<b>G4S Technology LLC.</b> . . . . . <i>(formerly Adesta)</i>	\$68,000,000	11	<b>SSD Alarm Systems / Kern Security &amp; Fire / Alpha Security &amp; Fire</b> . . . . .	\$5,500,000	39
<b>Niscayah</b> . . . . .	\$28,000,000	8	<b>Simpson Security Systems Inc.</b> . . . . .	\$5,200,000	93
<b>HBE, a Kratos Company</b> . . . . .	\$20,000,000	9	<b>EO Integrated Systems Inc.</b> . . . . .	\$5,000,000	28
<b>Siemens Industry Inc.</b> . . . . .	\$16,600,000	2	<b>Northland Control Systems Inc.</b> . . . . .	\$4,000,000	26
<b>Johnson Controls Inc.</b> . . . . .	\$11,301,813	6	<b>CTSI</b> . . . . .	\$2,700,000	42
<b>Convergint Technologies LLC</b> . . . . .	\$10,000,000	7	<b>Tri-Signal Integration Inc.</b> . . . . .	\$2,500,000	17
<b>CONTAVA Inc.</b> . . . . .	\$8,000,000	38	<b>Midstate Security.</b> . . . . .	\$2,500,000	45
<b>Interface Security Systems Holdings Inc.</b> . . . . .	\$6,975,000	116	<b>VTI Security.</b> . . . . .	\$2,200,000	21
<b>Schneider Electric</b> . . . . .	\$6,500,000	10	<b>Allied Fire &amp; Security.</b> . . . . .	\$2,100,000	22
<b>Carter Brothers LLC</b> . . . . .	\$6,000,000	14	<b>Tri-Electronics Inc.</b> . . . . .	\$2,100,000	40
<b>ASG Security</b> . . . . .	\$5,600,000	19	<b>T&amp;R Alarm Systems Inc.</b> . . . . .	\$2,100,000	74
<b>Diebold Security</b> . . . . .	\$5,500,000	4	<b>Accent Electronic Systems Integrators Inc.</b> . . . . .	\$2,000,000	127

These 24 companies reported having the highest-value projects on their books in 2010. (Note: Projects below \$2 million were not ranked here. Three of the top 10 companies did not report project sizes as requested by SDM.)

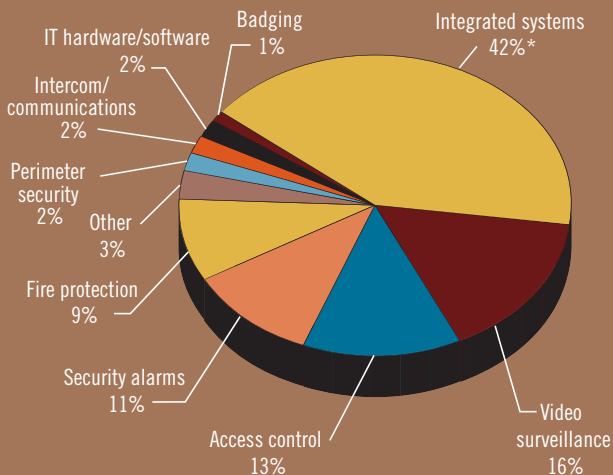
Source: SDM Top Systems Integrators Report, July 2011

2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
56	51	<b>Engineered Control Systems</b> Spokane, Wash.	\$9,100,000	55	\$1,081,000	\$35,000	correctnl, govt,	26	1
57	33	<b>Security Equipment Inc.</b> Omaha, Neb.	\$9,000,000	725	\$962,587	\$95	utilities, corp, edu	139	4
58	—	<b>American Alarm &amp; Communications</b> Arlington, Mass.	\$8,766,233	3,085	\$475,000	\$50	property mgmt, finance, govt	158	4
59	63	<b>Security Solutions</b> Los Alamitos, Calif.	\$8,631,296	170	\$1,200,000	\$13,000	health, utilities, corp	47	1
60	—	<b>Devcon Security Services</b> Hollywood, Fla.	\$8,215,000	na	\$200,000	\$100	corp, entertainmnt, finance	434	12
61	50	<b>ACT</b> Clifton, N.J.	\$8,056,211	106	\$802,566	\$3,955	edu	74	2
62	—	<b>Custom Alarm</b> Rochester, Minn.	\$7,659,973	720	\$577,204	\$350	retail, health, edu	68	2
63	—	<b>Guardian Protection Services</b> Warrendale, Pa.	\$7,443,572	3,954	\$248,529	\$150	retail, health, edu	984	18
64	66	<b>Tele Tector of Maryland</b> Columbia, Md.	\$7,434,659	20	\$323,164	\$1,200	health, law enforc, edu	41	1

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## Integrators' Sales Revenue by Product Category

Top Systems Integrators were asked to break down their 2010 revenue by product type, indicating that 42 percent stems from integrated systems that combine two or more different technology solutions.

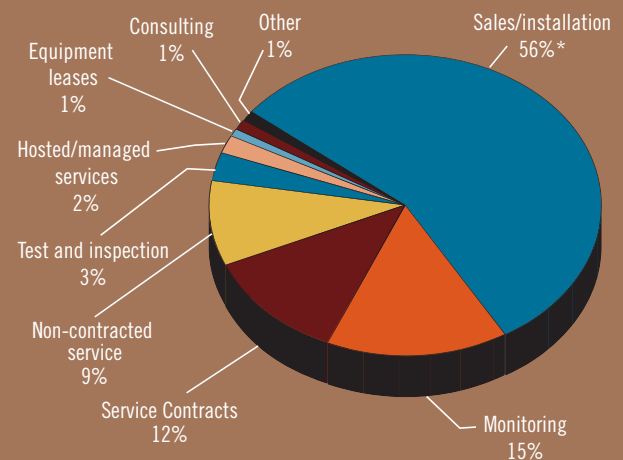


\*percentage of Top Systems Integrators' 2010 revenue; based on 114 responses. Total exceeds 100% due to rounding.

Source: *SDM Top Systems Integrators Report, July 2011*

## Integrators' Sales Revenue by Service Category

Top Systems Integrators were asked to break down their 2010 revenue by service type. The lion's share stems from installation services.



\*percentage of Top Systems Integrators' 2010 revenue; based on 115 responses.

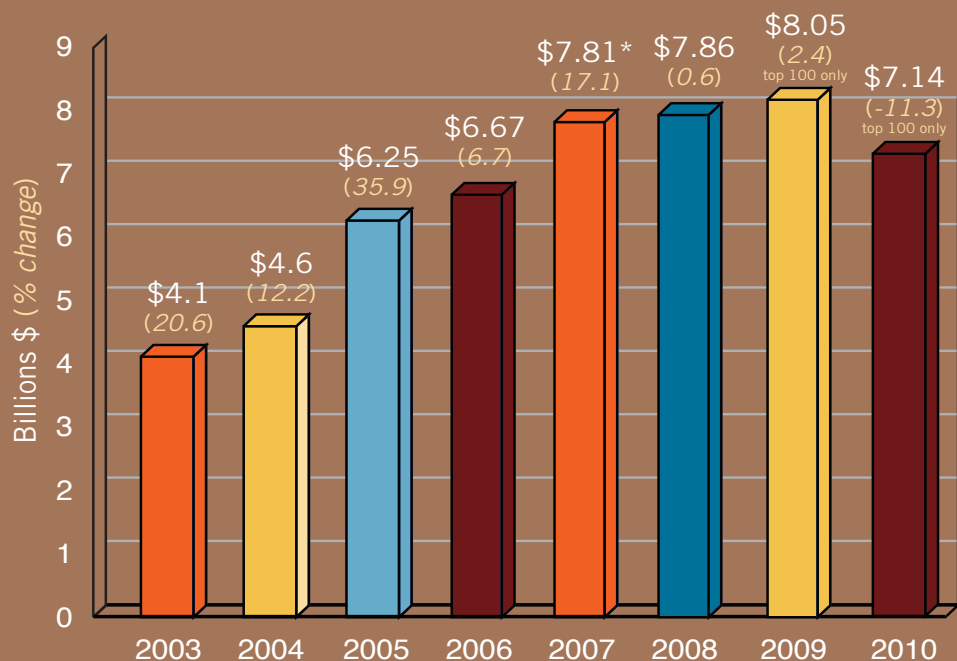
Source: *SDM Top Systems Integrators Report, July 2011*

2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
65	61	<b>Operational Security Systems Inc.</b> Atlanta, Ga.	\$7,329,231	420	\$1,072,274	\$0	edu, health, industrl	57	2
66	79	<b>High-Tech-Tronics Inc.</b> Oklahoma City, Okla.	\$7,000,000	100	\$1,710,000	\$500	edu, corp, industrl	47	1
67	—	<b>PASS Security</b> Fairview Heights, Ill.	\$6,821,000	450	\$350,000	\$5,000	edu, retail, utilities	40	1
68	91	<b>APL Access &amp; Security Inc.</b> Gilbert, Ariz.	\$6,538,201	50	\$818,507	\$5,000	gaming, airport, hospitality	37	2
69	73	<b>Universal Security Systems Inc.</b> Hauppauge, N.Y.	\$6,500,000	58	\$600,000	\$10,000	govt, utilities, transport	53	4
70	56	<b>Telenet VoIP Inc.</b> El Segundo, Calif.	\$6,499,416	36	\$525,000	\$1,500	edu, govt, corp	43	1
71	70	<b>Automation Systems Group (ASG)</b> Ferndale, Mich.	\$6,494,026	126	\$1,875,000	\$1,000	corp, health	31	1
72	—	<b>JMG Security Systems Inc.</b> Fountain Valley, Calif.	\$6,425,735	250	\$1,200,000	\$10,000	na	44	1

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## Top Systems Integrators: 8-Year Performance Picture

North American systems integration revenue reported to or estimated by *SDM* sunk 11.3 percent in 2010. However, several notable companies did not participate in the 2011 report including SAIC, Red Hawk Security, North American Video and National Security Systems, which skews the results. Among systems integrators for which a year-to-year comparison can be made, there was actually only a 4.4 percent decrease in performance between 2009 and 2010. This follows a 2 percent increase in 2009. Among the top 10 integrator firms, five reported decreases in 2010.



\*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.

Source: *SDM Top Systems Integrators Report, July 2011*



2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
73	71	<b>Advanced Control Concepts Inc.</b> Pensacola, Fla.	\$6,404,234	119	\$213,000	\$3,300	govt, airport, corp	29	1
74	74	<b>T&amp;R Alarm Systems Inc.</b> Clifton, N.J.	\$6,273,985	70	\$2,100,000	\$500	edu, correctnl, health	33	2
75	101	<b>Enterprise Security Inc.</b> Anaheim, Calif.	\$6,200,000	75	\$1,000,000	\$5,000	corp, govt, health	30	2
76	65	<b>Protex Central Inc.</b> Hastings, Neb.	\$6,125,000	400	\$425,000	\$500	corp, govt, correctnl	58	4
77	100	<b>Will Electronics</b> St. Louis, Mo.	\$6,114,230	72	na	na	na	na	1
78	75	<b>GSI</b> Troy, Mich.	\$6,025,000	155	\$817,000	\$500	corp, utilities, industrl	35	1
79	—	<b>Commercial Systems Group</b> Apopka, Fla.	\$6,000,000	25	\$800,000	\$3,500	edu, health, law enforc	46	1
80	67	<b>Firstline Security Systems Inc.</b> Anaheim, Calif.	\$5,750,000	65	\$970,000	\$1,100	na	38	2
81	69	<b>Security By Design</b> Westbury, N.Y.	\$5,742,540	284	\$400,000	\$1,500	health, corp, finance	21	2
82	85	<b>TEM Systems Inc.</b> Sunrise, Fla.	\$5,500,000	50	\$300,000	\$8,000	health, edu, govt	42	5
83	97	<b>Systems Integration Corp.</b> Boulder, Colo.	\$5,436,000	49	\$928,000	\$1,500	gaming, entertainmnt, hospitality	34	2
84	82	<b>Advance Technology</b> Scarborough, Maine	\$5,238,095	115	\$652,000	\$3,000	finance, health, edu	34	1
85	86	<b>CGL Electronic Security Inc.</b> Norwood, Mass.	\$5,166,919	250	\$285,000	\$15,000	edu, defense, corp	31	1
86	84	<b>DACentral Inc.</b> Oak Park, Mich.	\$5,000,000	150	\$800,000	\$1,200	health, corp, finance	38	3
87	78	<b>Electronic Security Systems</b> Warren, Mich.	\$5,000,000	50	\$250,000	\$5,000	health, edu, corp	24	2
88	94	<b>Sentry Communications &amp; Security</b> Hicksville, N.Y.	\$4,850,000	20	\$575,000	\$1,000	corp, health, retail	44	2
89	87	<b>ESIGroup</b> Houston, Texas	\$4,750,000	250	\$800,000	\$5,000	corp, health, industrl	19	1
90	80	<b>Vision Security Technologies</b> Birmingham, Ala.	\$4,489,927	316	\$420,000	\$107	health, edu, govt	31	1
91	95	<b>Engineered Security Systems</b> Towaco, N.J.	\$4,200,000	na	na	na	edu, industrl, entertainmnt	na	3
92	102	<b>Triad Security Systems</b> Union, N.J.	\$4,100,000	150	\$300,000	\$1,000	corp, edu, industrl	19	1
93	98	<b>Simpson Security Systems Inc.</b> Alexandria, La.	\$4,055,393	177	\$5,200,000	\$5,000	correctnl, gaming, hospitality	56	1
94	90	<b>SecurAlarm Systems Inc.</b> Grand Rapids, Mich.	\$3,970,000	220	\$333,000	\$450	hospitality, edu, retail	37	1
95	—	<b>Per Mar Security Services</b> Davenport, Iowa	\$3,958,000	1,887	\$264,000	\$100	retail, industrl, corp	284	12

e = SDM estimate. na = not available. Abbreviations to markets: airport = airports; corp = corporate; correctnl = correctional; edu = education; entertainmnt = entertainment and sports venues; finance = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hospitality = hotels and hospitality; industrl = industrial; law enforc = law enforcement; retail = retail and restaurants; transport = transportation/distribution/logistics; utilities = utilities.



2011 Rank	2010 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
96	—	<b>General Security Inc.</b> Plainview, N.Y.	\$3,747,716	814	\$1,026,400	\$0	retail, industrl, health	155	9
97	19	<b>Koorsen Fire &amp; Security</b> Indianapolis, Ind.	\$3,654,120	1,350	na	na	na	na	23
98	—	<b>SMG Security Systems Inc.</b> Elk Grove Village, Ill.	\$3,642,000	104	\$400,000	\$1,200	transport, industrl, corp	55	1
99	99	<b>Advanced Video Surveillance Inc.</b> Fairfield, N.J.	\$3,573,000	80	\$450,000	\$15,000	industrl, corp, edu	16	1
100	—	<b>Haig Service Corporation</b> Green Brook, N.J.	\$3,200,000	100	\$200,000	\$100	retail, edu	44	3
101	—	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$3,100,000	725	\$425,000	\$750	retail, finance, airport	75	2
102	—	<b>Richmond Alarm Company</b> Midlothian, Va.	\$3,011,000	250	\$125,000	\$149	retail, corp, edu	74	2
103	104	<b>SCI Inc.</b> Albuquerque, N.M.	\$2,965,000	60	\$1,200,000	\$5,000	govt, utilities, corp	14	1

e = *SDM* estimate. na = not available. Abbreviations to markets: airport = airports; corp = corporate; correctnl = correctional; edu = education; entertainmt = entertainment and sports venues; finance = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hospitality = hotels and hospitality; indstrl = industrial; law enforc = law enforcement; retail = retail and restaurants; transport = transportation/distribution/logistics; utilities = utilities.

## Best Market Sectors: Corporate, Education, Healthcare

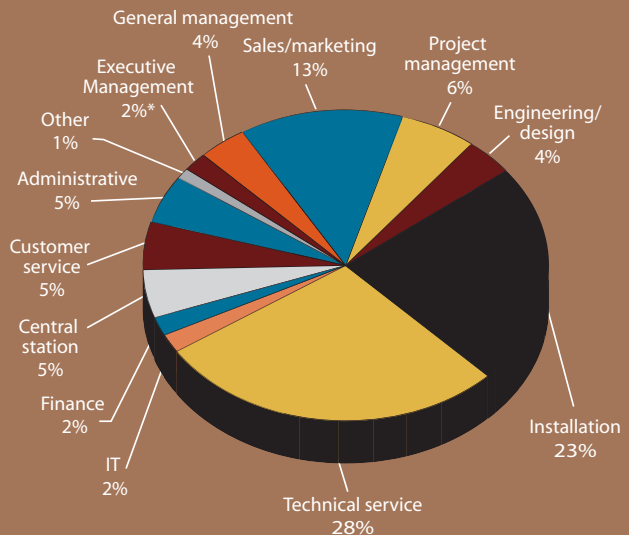
Top Systems Integrators were asked to rank the sectors that provided the most significant portion of their 2010 revenue.

1. Corporate/Property Management
2. Education/Campus
3. Healthcare
4. Government
5. Industrial
6. Financial/Banking
7. Utilities
8. Transportation/ Logistics/ Distribution
9. Retail/ Restaurants
10. Entertainment/Sports

Integrators say these top 10 market sectors provided the most significant portion of their revenues in 2010. The top four sectors remained the same as the previous year.

Source: *SDM Top Systems Integrators Report, July 2011*

## Under the Hood of an Integrator Staff



This chart, which you can use to compare job titles in your own company with industry averages, shows the average percentage distribution of job titles among Top Systems Integrator firms. Approximately 50 percent of positions are in installation and technical service areas.

\*average percentage distribution of staff titles among systems integrators; based on 118 responses

Source: *SDM Top Systems Integrators Report, July 2011*

2011 Rank	2010 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
104	—	<b>Custom Security Systems</b> Lacey, Wash.	\$2,893,000	437	\$90,000	\$1,000	govt, edu, utilities	93	3
105	—	<b>Sonitrol of Sacramento &amp; Sonitrol Orange County</b> Roseville, Calif.	\$2,556,113	290	\$162,000	\$199	corp, industrl, edu	47	2
106	83	<b>Atlantic Coast Alarm Inc.</b> Mays Landing, N.J.	\$2,538,027	1,187	\$232,777	\$900	industrl, corp, health	41	5
107	—	<b>Matson Alarm Co. Inc.</b> Fresno, Calif.	\$2,499,345	856	\$497,000	\$0	industrl, retail, corp	58	4
108	—	<b>Sentry Security</b> Wheeling, Ill.	\$2,407,107	195	\$250,000	\$500	health, corp, govt	20	1
109	—	<b>SNC Inc.</b> Hutchinson, Kansas	\$2,337,319	na	na	na	na	48	1
110	72	<b>All Systems Designed Solutions Inc.</b> Kansas City, Kansas	\$2,282,922	109	\$460,698	\$1,670	health, edu, correctnl	44	3
111	—	<b>Sonitrol of Lexington Inc. (ADR)</b> Lexington, Ky.	\$2,262,099	335	\$274,745	\$8,849	edu, corp, health	40	1

e = *SDM* estimate. na = not available. Abbreviations to markets: airport = airports; corp = corporate; correctnl = correctional; edu = education; entertainmt = entertainment and sports venues; finance = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hospitality = hotels and hospitality; indstl = industrial; law enforc = law enforcement; retail = retail and restaurants; transport = transportation/distribution/logistics; utilities = utilities.

## Rate of Adoption of IP Technology

Top Systems Integrators were asked, "What percentage of projects sold in 2010 incorporated IP-based technology?"

Zero IP projects .....	2%*
1 - 10 percent IP projects .....	19%
11 - 20 percent IP projects .....	21%
21 - 30 percent IP projects .....	8%
31 - 40 percent IP projects .....	8%
41 - 50 percent IP projects .....	5%
51 - 60 percent IP projects .....	5%
61 - 70 percent IP projects .....	6%
71 - 80 percent IP projects .....	12%
81 - 90 percent IP projects .....	6%
91 - 100 percent IP projects .....	8%

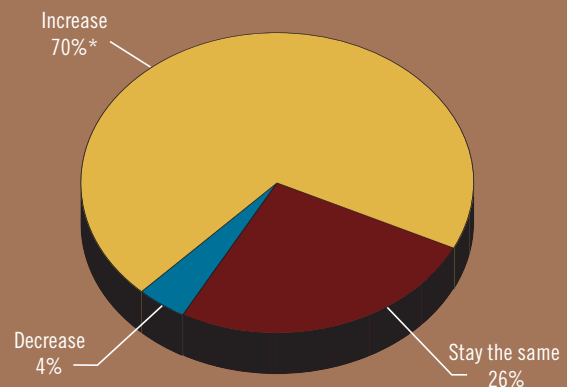
What percentage of your company's projects sold in 2010 incorporated IP-based technology? The industry demonstrates a wide range of experience in this area, with many integrators indicating between 1 and 20 percent.

*\*percentage of Top Systems Integrators indicating each category; based on 119 responses*

Source: *SDM Top Systems Integrators Report, July 2011*

## Better, Faster Performance Expected

Top Systems Integrators were asked, "How do you expect revenues in 2011 to compare with revenues in 2010?"



Seven out of 10 systems integrators (70 percent) anticipate that their 2011 revenues will exceed 2010's. These prospects are much brighter than one year ago, when only 19 percent of integrators expected an increase in 2010 revenues over 2009.

*\*percentage of Top Systems Integrators indicating each answer; based on 118 responses*

Source: *SDM Top Systems Integrators Report, July 2011*

2011 Rank	2010 Rank	Company, headquarters city, state	North American Systems Integration Revenue 2010	Number of New Projects 2010	Value of Largest New Project	Value of Smallest New Project	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
112	—	<b>EPS Security</b> Grand Rapids, Mich.	\$2,233,974	969	\$170,000	\$199	corp, edu, health	165	6
113	—	<b>Sonitrol New England</b> Rocky Hill, Conn.	\$2,165,631	1,105	\$220,000	\$300	edu, industrl, retail	112	4
114	—	<b>Sonitrol Pacific</b> Portland, Ore.	\$2,038,107	325	\$228,175	\$995	edu, corp, retail	85	5
115	—	<b>First Alarm</b> Aptos, Calif.	\$2,000,000	1,145	na	na	na	134	5
116	—	<b>Interface Security Systems Holdings Inc.</b> Earth City, Mo.	\$2,000,000	10,398	\$6,975,000	\$0	retail, finance, corp	586	21
117	—	<b>Secure US</b> Morgantown, W.V.	\$2,000,000	110	\$300,000	\$99	corp, edu, correctnl	54	2
118	105	<b>Key-Rite Security</b> Denver, Colo.	\$1,750,000	36	\$275,000	\$500	corp, industrl, govt	14	1
119	—	<b>Atronic Alarms Inc.</b> Lenexa, Kansas	\$1,706,101	395	\$69,502	\$495	corp, industrl, airport	33	1
120	—	<b>EMC Security</b> Suwanee, Ga.	\$1,648,000	130	\$140,000	\$900	industrl, edu, corp	75	1
121	81	<b>ArCom Systems Inc.</b> North Little Rock, Ark.	\$1,608,721	128	\$396,751	\$5,015	health, industrl, retail	52	3
122	—	<b>Audio Sentry Corporation</b> Fraser, Mich.	\$1,393,050	100	\$72,000	\$1,400	health, edu, corp	35	1
123	—	<b>NCA</b> Nashville, Tenn.	\$1,390,251	927	\$7,500	\$79	retail, corp, industrl	22	1
124	—	<b>Electronic Sales Company Inc.</b> Gainesville, Ga.	\$1,314,831	50	\$650,000	na	edu, govt, industrl	21	1
125	—	<b>All Guard Alarm Systems Inc.</b> Hayward, Calif.	\$1,271,285	303	\$78,360	\$99	corp, industrl, retail	59	2
126	—	<b>Habitec Security</b> Toledo, Ohio	\$1,200,200	743	\$99,068	\$99	corp, health, retail	85	3
127	—	<b>Accent Electronic Systems Integrators Inc.</b> Bonita Springs, Fla.	\$1,200,000	300	\$2,000,000	\$2,000	edu, health, corp	61	4
128	—	<b>Alert Alarm of Hawaii</b> Honolulu, Hawaii	\$1,200,000	648	\$124,573	\$204	corp, govt, edu	96	4
129	—	<b>Sonitrol of Pittsburgh</b> Pittsburgh, Pa.	\$1,200,000	167	\$60,000	\$1,000	na	31	1
130	—	<b>Sentry Alarm Systems</b> Monterey, Calif.	\$1,194,975	201	\$61,450	\$95	na	35	2

## More from the Report

To gain additional information beyond that published in this issue and online, the complete *SDM* Top Systems Integrators Report and Database is available in Excel format. Included are contact names, mailing addresses, telephone numbers, Web site URLs, targeted vertical markets, branch office locations, and more.

*SDM's* Top Systems Integrators Report and Database contains the information needed to target products and services to the systems integration market.

The cost of the report is \$595. It may be ordered by contacting Heidi Fusaro at (630) 518-5470 or fusaroh@bnpmedia.com.

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Company	2011 Rank	Company	2011 Rank	Company	2011 Rank
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Advanced Video Surveillance Inc.	99	GSI	78	Security Equipment Inc.	57
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All Guard Alarm Systems Inc.	125	Habitec Security	126	Sentry Alarm Systems	130
All Systems Designed Solutions Inc.	110	Haig Service Corporation	100	Sentry Communications & Security	88
Allied Fire & Security	22	HBE, a Kratos Company	9	Sentry Security	108
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