

RANK 2018	RANK 2017	COMPANY / HEADQUARTERS	RECURRING MONTHLY REVENUE, DEC. 31, 2017	RMR COMPARED WITH DEC. 31, 2016 (%)	SUBSCRIBERS	SALES REVENUE, RES. INSTALLS 2017	SALES REVENUE, NON-RES. INSTALLS 2017	GROSS REVENUE 2017	FULL-TIME EMPLOYEES	NO. OF LOCATIONS
1	1	<b>ADT</b> Boca Raton, Fla.	\$335,500,000 <sup>e</sup>	na	7,200,000 <sup>e</sup>	na	na	\$4,315,502,000	18,000 <sup>e</sup>	200 <sup>e</sup>
2	3	<b>Vivint Inc.</b> Provo, Utah	\$75,400,000	14.9% ↑	1,292,698	na	na	\$882,000,000	6,616	61
3	4	<b>Brinks Home Security</b> Farmers Branch, Texas	\$43,019,000	-4.6% ↓	975,996	na	na	\$563,013,000	1,330	5
4	5	<b>Vector Security Inc.</b> Warrendale, Pa.	\$15,879,041	2.9% ↑	287,216	\$7,099,574	\$65,061,435	\$296,262,172	1,198	32
5	6	<b>Guardian Protection Services</b> Warrendale, Pa.	\$13,852,149	3.3% ↑	327,637	\$32,911,194	\$9,216,370	\$213,319,598	1,116	13
6	8	<b>Bay Alarm Company</b> Concord, Calif.	\$11,206,540	9.7% ↑	148,113	\$3,937,050	\$21,212,944	\$160,170,751	934	18
7	7	<b>Interface Security Systems Holdings Inc.</b> Earth City, Mo.	\$11,200,014	-2.5% ↓	72,964	\$445,100	\$1,360,000	\$164,978,340	1,264	13
8	9	<b>Safe Home Security Inc. / Security Systems Inc.</b> Cromwell, Conn.	\$8,914,304	6.2% ↑	215,447	\$190,000	\$85,000	\$80,035,020	316	1
9	10	<b>Central Security Group Inc.</b> Tulsa, Okla.	\$8,399,080	2.2% ↑	213,130	\$1,103,705	\$122,635	\$102,331,707	563	14
10	13	<b>CPI Security Systems Inc.</b> Charlotte, N.C.	\$8,200,000	13.9% ↑	172,000	na	na	\$108,000,000	700	11
11	12	<b>Securitas Electronic Security</b> Uniontown, Ohio	\$8,000,000	9.6% ↑	200,000	na	na	\$375,000,000	1,200	na
12	11	<b>My Alarm Center / Alarm Capital Alliance</b> Newtown Square, Pa.	\$7,680,835	2.2% ↑	181,750	na	na	\$97,137,072	588	10
13	15	<b>SAFE Security Companies</b> San Ramon, Calif.	\$5,667,110	5.0% ↑	141,677	na	na	\$68,850,878	430	2
14	16	<b>Kastle Systems International</b> Falls Church, Va.	\$5,600,000	7.7% ↑	na	na	na	\$100,000,000	540	11
15	14	<b>Guardian Alarm Company</b> Southfield, Mich.	\$5,432,939	-0.3% ↓	124,776	na	na	\$65,202,264	na	4
16	18	<b>Red Hawk Fire &amp; Security</b> Boca Raton, Fla.	\$5,381,897	22.2% ↑	70,000	\$0	\$158,723,000	\$264,000,000	1,402	46
17	17	<b>Protect America</b> Austin, Texas	\$5,034,517	-0.7% ↓	123,430	\$2,127,929	na	\$63,470,545	296	1
18	19	<b>Ackerman Security Systems</b> Atlanta, Ga.	\$4,336,006	6.5% ↑	140,507	\$4,845,000	\$6,303,000	\$65,088,287	259	2
19	20	<b>ADS Security L.P.</b> Nashville, Tenn.	\$3,487,694	6.9% ↑	95,488	\$6,006,791	\$8,295,093	\$56,910,931	417	22
20	22	<b>Electric Guard Dog</b> Columbia, S.C.	\$3,264,097	11.1% ↑	3,773	na	na	\$37,464,899	128	1
21	21	<b>Alarm Detection Systems Inc.</b> Aurora, Ill.	\$3,002,721	1.0% ↑	36,949	\$544,852	\$8,972,953	\$47,927,223	282	5
22	24	<b>NorthStar Alarm Services LLC</b> Orem, Utah	\$2,682,507	7.5% ↑	52,512	\$570,427	\$0	\$36,292,573	120	1
23	23	<b>AFA Protective Systems Inc.</b> Syosset, N.Y.	\$2,668,000	2.9% ↑	26,986	\$250,000	\$31,450,000	\$73,325,000	396	16
24	25	<b>SafeTouch</b> Jacksonville, Fla.	\$2,461,950	9.9% ↑	75,899	na	na	\$33,780,214	na	5
25	26	<b>Per Mar Security Services</b> Davenport, Iowa	\$2,212,554	8.3% ↑	37,924	\$1,168,185	\$27,599,780	\$59,037,659	360	18
26	32	<b>Select Security</b> Lancaster, Pa.	\$2,085,629	96.0% ↑	52,305	\$130,000	\$7,102,176	\$27,250,275	327	22
27	27	<b>American Alarm &amp; Communications</b> Arlington, Mass.	\$1,654,780	8.5% ↑	25,923	\$1,670,207	\$16,015,401	\$40,731,252	237	6
28	28	<b>Mountain Alarm</b> Ogden, Utah	\$1,487,641	7.1% ↑	43,153	\$1,069,282	\$21,000,000	\$44,837,000	270	11
29	29	<b>EPS Security</b> Grand Rapids, Mich.	\$1,376,304	5.0% ↑	19,488	\$1,214,078	\$10,785,000	\$29,825,979	231	4
30	31	<b>SSD Alarm / Kern Security &amp; Fire / Alpha Alarm &amp; McNeill Security</b> Anaheim, Calif.	\$1,309,244	0.9% ↑	na	na	na	\$25,967,693	221	11
31	30	<b>General Security Inc.</b> Plainview, N.Y.	\$1,305,500	0.3% ↑	49,023	na	na	\$20,116,604	151	7
32		<b>GHS Interactive Security LLC</b> Woodland Hills, Calif.	\$1,222,049	25.7% ↑	23,976	\$100,000	\$500,000	\$14,279,232	178	12
33	35	<b>EMC Security</b> Suwanee, Ga.	\$1,116,020	8.2% ↑	52,078	\$2,538,655	\$4,377,872	\$21,970,777	140	1
34	33	<b>FE Moran Security Solutions</b> Champaign, Ill.	\$1,099,442	4.1% ↑	25,367	\$481,312	\$12,962,232	\$31,131,385	163	6
35	62	<b>Worldwide Security</b> Garden City, N.Y.	\$1,061,462	140.4% ↑	17,050	\$3,000,000	\$4,000,000	\$18,955,878	147	4
36	37	<b>Sonitrol Pacific</b> Portland, Ore.	\$1,029,237	2.1% ↑	4,423	\$19,000	\$3,717,244	\$16,293,112	98	5
37	38	<b>Security Force Inc.</b> Raleigh, N.C.	\$1,027,379	4.5% ↑	23,468	\$251,293	\$174,318	\$9,352,581	42	1
38	36	<b>Kimberlite Corp.</b> Fresno, Calif.	\$1,001,965	-1.6% ↓	5,655	\$11,267	\$3,636,451	\$16,075,415	119	8
39	39	<b>Sonitrol New England</b> Rocky Hill, Conn.	\$951,341	-2.6% ↓	26,515	\$100,939	\$4,425,281	\$18,221,919	204	5
40	42	<b>Sonitrol of Sacramento &amp; Orange County, Cybex Security Solutions</b> Roseville, Calif.	\$934,200	4.6% ↑	4,445	\$61,510	\$5,903,617	\$17,480,340	48	3
41	43	<b>Doyle Security Systems Inc.</b> Rochester, N.Y.	\$924,008	3.8% ↑	22,202	\$817,000	\$3,263,317	\$15,844,382	102	5
42	61	<b>Priority One Security Inc.</b> Greenville, S.C.	\$920,731	124.2% ↑	18,551	\$490,400	\$6,220,000	\$18,356,000	150	5
43	41	<b>Security Equipment Inc.</b> Omaha, Neb.	\$914,407	2.3% ↑	15,293	\$683,228	\$14,477,699	\$28,594,533	174	5
44	45	<b>AMP Smart LLC</b> American Fork, Utah	\$906,000	35.4% ↑	15,770	na	na	\$23,444,918	176	1
45	44	<b>Custom Security Systems Inc.</b> Baton Rouge, La.	\$758,915	1.1% ↑	25,024	\$1,536,777	\$2,122,216	\$13,545,666	83	1
46	47	<b>All Guard Alarm Systems Inc.</b> Hayward, Calif.	\$730,764	7.0% ↑	14,722	\$391,457	\$1,601,664	\$11,142,129	69	3
47	46	<b>Matson Alarm Co. Inc.</b> Fresno, Calif.	\$715,382	2.7% ↑	22,219	\$567,052	\$2,333,839	\$12,412,828	80	4
48	40	<b>Koorsen Fire &amp; Security</b> Indianapolis, Ind.	\$673,014	3.0% ↑	18,040	\$735,000	\$4,271,100	\$128,072,874	1,100	27
49	48	<b>DynaFire Inc.</b> Casselberry, Fla.	\$660,014	0.3% ↑	5,565	\$5,500	\$13,492,000	\$26,109,139	190	5
50	49	<b>Post Alarm Systems</b> Arcadia, Calif.	\$615,275	2.1% ↑	16,201	\$1,367,000	\$2,000,000	\$11,630,842	136	2
51	52	<b>Redwire / Sonitrol Tallahassee</b> Tallahassee, Fla.	\$582,393	4.2% ↑	5,824	na	na	\$10,677,138	63	3
52	51	<b>Supreme Security Systems Inc.</b> Union, N.J.	\$573,767	-1.9% ↓	7,161	\$201,388	\$1,464,777	\$9,130,514	67	1
53	53	<b>Habitec Security</b> Toledo, Ohio	\$571,829	7.2% ↑	18,100	\$500,000	\$2,500,000	\$11,000,000	76	3
54	59	<b>Bates Security / Sonitrol of Lexington</b> Lexington, Ky.	\$567,741	14.5% ↑	9,365	\$760,774	\$4,041,814	\$13,850,520	70	2
55	55	<b>Sonitrol of Buffalo, Rochester, Toronto</b> Buffalo, N.Y.	\$543,412	6.3% ↑	5,133	\$60,000	\$6,213,972	\$13,077,501	86	3
56	54	<b>Sonitrol SW Ohio</b> Mason, Ohio	\$533,147	4.3% ↑	5,452	\$308,074	\$3,591,156	\$10,811,964	52	2
57	56	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$531,048	5.2% ↑	9,880	\$1,450,000	\$3,400,000	\$17,970,320	325	4
58	57	<b>Sonitrol Great Lakes</b> Grand Blanc, Mich.	\$522,459	4.3% ↑	7,662	\$70,623	\$3,649,965	\$10,765,401	63	3
59	58	<b>A-Com Protection Services Inc.</b> Columbus, Ga.	\$520,840	4.9% ↑	14,956	\$737,550	\$1,395,356	\$8,524,714	73	3
60	63	<b>Allied Universal Security Systems</b> Santa Ana, Calif.	\$509,543	10.0% ↑	3,590	na	\$38,000,000	\$52,073,839	280	12
61		<b>Watchlight</b> El Cajon, Calif.	\$503,698	6.5% ↑	42,000	\$820,000	\$272,651	\$8,000,000	79	3
62	60	<b>Acadiana Security Plus</b> Broussard, La.	\$500,309	4.1% ↑	14,178	\$618,554	\$1,059,945	\$9,041,295	76	2
63	65	<b>Crime Prevention Security Systems LLC</b> Gainesville, Fla.	\$455,322	-1.3% ↓	16,604	\$2,642,620	\$823,875	\$10,447,227	118	3
64	64	<b>Intertech Ci</b> Pittsburgh, Pa.	\$447,222	26.3% ↑	2,385	\$3,026,207	\$22,192,335	\$34,705,703	145	7
65	70	<b>Alarmco Inc.</b> Las Vegas, Nev.	\$442,282	4.6% ↑	9,380	na	na	\$6,700,000	88	1
66	67	<b>Electronix Systems Central Station Alarms Inc.</b> Huntington Station, N.Y.	\$440,075	1.2% ↑	22,139	\$846,174	\$2,538,523	\$9,955,977	74	1
67	73	<b>Gillmore Security Systems Inc.</b> Cleveland, Ohio	\$437,278	19.4% ↑	na	\$800,000	\$1,400,000	\$7,395,264	47	1
68	66	<b>The Protection Bureau</b> Exton, Pa.	\$431,132	-2.3% ↓	7,780	\$95,714	\$12,301,710	\$17,595,869	92	4
69	69	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$415,848	3.1% ↑	8,283	\$80,000	\$8,834,000	\$16,003,206	101	2
70	75	<b>Atronic Alarms Inc.</b> Lenexa, Kan.	\$404,776	22.3% ↑	9,121	\$1,380,000	\$4,060,000	\$11,662,294	83	2
71	72	<b>Richmond Alarm Company</b> Midlothian, Va.	\$382,522	1.7% ↑	6,917	na	na	\$7,814,898	73	3
72	78	<b>Valley Alarm</b> Sun Valley, Calif.	\$361,045	12.0% ↑	10,539	\$108,267	\$1,879,237	\$6,166,354	34	1
73	74	<b>Security Systems of America</b> Pittsburgh, Pa.	\$351,593	0.1% ↑	12,571	na	\$90,000	\$7,052,724	52	4
74	77	<b>Secure Pacific Corporation</b> Portland, Ore.	\$335,450	1.6% ↑	7,971	\$66,130	\$1,330,396	\$6,439,151	33	6
75	76	<b>Amherst Alarm Inc.</b> Amherst, N.Y.	\$333,465	1.0% ↑	34,928	\$1,031,392	\$1,385,188	\$7,267,491	79	1
76	80	<b>NCA</b> Nashville, Tenn.	\$331,993	8.6% ↑	22,431	\$1,726,556	\$174,035	\$6,235,450	26	1
77	71	<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.	\$324,243	-15.3% ↓	2,323	na	\$31,000,000	\$48,845,871	192	4
78	79	<b>Sonitrol Security Services Inc.</b> Charlotte, N.C.	\$319,701	1.8% ↑	3,809	\$47,063	\$2,487,465	\$6,951,957	49	2
79	89	<b>Beacon Protection</b> Totowa, N.J.	\$318,031	29.9% ↑	6,170	\$208,350	\$1,289,875	\$5,298,848	39	2
80		<b>Sentry Alarm Systems</b> Monterey, Calif.	\$310,396	19.7% ↑	5,548	\$184,141	\$966,326	\$4,980,363	38	3
81	84	<b>Hoffman Security</b> Atwater, Calif.	\$303,529	14.4% ↑	6,269	\$109,997	\$786,461	\$4,800,000	47	2
82		<b>Advanced Security Systems</b> Eureka, Calif.	\$302,092	32.1% ↑	8,967	\$469,216	\$3,005,791	\$7,509,436	44	3
83	82	<b>Moon Security Services Inc.</b> Pasco, Wash.	\$287,073	2.7% ↑	9,394	\$500,000	\$4,200,000	\$9,600,000	109	3
84	86	<b>Custom Alarm</b> Rochester, Minn.	\$271,831	4.5% ↑	5,721	\$625,000	\$4,576,457	\$9,350,944	60	1
85		<b>Alert Protective Services</b> Chicago, Ill.	\$269,796	4.7% ↑	8,400	na	na	na	34	1
86		<b>Advanced Electronic Solutions</b> College Point, N.Y.	\$269,062	5.0% ↑	614	na	\$18,750,000	\$23,159,400	84	3
87	87	<b>Yarnell Security Systems</b> Lancaster, Pa.	\$263,000	4.4% ↑	8,300	na	na	\$5,900,000	49	1
88	85	<b>Advent Security Corporation</b> Oreland, Pa.	\$259,765	-1.1% ↓	6,707	na	na	\$4,389,838	30	1
89		<b>Allstate Security Ind.</b> Amarillo, Texas	\$248,347	4.6% ↑	5,426	\$400,000	\$527,000	\$4,178,000	87	1
90	96	<b>Trinity Wiring &amp; Security Solutions</b> Manassas, Va.	\$243,000	17.7% ↑	5,949	\$5,000,000	\$600,000	\$8,305,000	54	1
91	92	<b>Fleenor Security Systems</b> Johnson City, Tenn.	\$241,149	7.5% ↑	6,949	\$765,901	\$2,861,019	\$7,885,905	64	2
92	91	<b>Pacific Alarm Systems Inc.</b> Culver City, Calif.	\$239,387	0.0% ↑	3,519	\$45,389	\$305,900	\$3,732,412	33	1
93	93	<b>Sonitrol of Evansville Inc.</b> Evansville, Ind.	\$231,939	1.2% ↑	3,295	\$24,160	\$1,317,808	\$4,253,680	34	1
94	99	<b>Owen Security Solutions Inc.</b> Calhoun, Ga.	\$231,602	30.3% ↑	6,993	\$297,269	\$623,589	\$3,810,741	42	4
95	90	<b>LOUD Security Systems Inc.</b> Kennesaw, Ga.	\$230,530	0.2% ↑	9,200	\$240,314	\$941,036	\$5,209,108	56	1
96	97	<b>Sonitrol Security Systems of the Triangle</b> Raleigh, N.C.	\$228,824	23.9% ↑	1,480	\$15,000	\$1,500,000	\$4,310,076	32	2
97	100	<b>Titan Alarm Inc.</b> Phoenix, Ariz.	\$213,632	21.0% ↑	4,204	\$75,000	\$2,000,000	\$4,		

# RANK BY TOTAL ANNUAL REVENUE

RANK BY TOTAL REVENUE		COMPANY	TOTAL ANNUAL GROSS REVENUE, 2017	SDM 100 RANK
1	ADT		\$4,315,502,000	1
2	Vivint Inc.		\$882,000,000	2
3	Brinks Home Security		\$563,013,000	3
4	Securitas Electronic Security		\$375,000,000	11
5	Vector Security Inc.		\$296,262,172	4
6	Red Hawk Fire & Security		\$264,000,000	16
7	Guardian Protection Services		\$213,319,598	5
8	Interface Security Systems Holdings Inc.		\$164,978,340	7
9	Bay Alarm Company		\$160,170,751	6
10	Koorsen Fire & Security		\$128,072,874	48
11	CPI Security Systems Inc.		\$108,000,000	10
12	Central Security Group Inc.		\$102,331,707	9
13	Kastle Systems International		\$100,000,000	14
14	My Alarm Center / Alarm Capital Alliance		\$97,137,072	12
15	Safe Home Security Inc. / Security Systems Inc.		\$80,035,020	8
16	AFA Protective Systems Inc.		\$73,325,000	23
17	SAFE Security Companies		\$68,850,878	13
18	Guardian Alarm Company		\$65,202,264	15
19	Ackerman Security Systems		\$65,088,287	18
20	Protect America		\$63,470,545	17
21	Per Mar Security Services		\$59,037,659	25
22	ADS Security L.P.		\$56,910,931	19
23	Allied Universal Security Systems		\$52,073,839	60
24	RFI Communications & Security Systems		\$48,845,871	77
25	Alarm Detection Systems Inc.		\$47,927,223	21
26	Mountain Alarm		\$44,837,000	28
27	American Alarm & Communications		\$40,731,252	27
28	Electric Guard Dog		\$37,464,899	20
29	NorthStar Alarm Services LLC		\$36,292,573	22
30	Intertech Ci		\$34,705,703	64
31	SafeTouch		\$33,780,214	24
32	FE Moran Security Solutions		\$31,131,385	34
33	EPS Security		\$29,825,979	29
34	Security Equipment Inc.		\$28,594,533	43
35	Select Security		\$27,250,275	26
36	DynaFire Inc.		\$26,109,139	49
37	SSD Alarm / Kern Security & Fire / Alpha Alarm & McNeill Security		\$25,967,693	30
38	AMP Smart LLC		\$23,444,918	44
39	Advanced Electronic Solutions		\$23,159,400	86
40	EMC Security		\$21,970,777	33
41	General Security Inc.		\$20,116,604	31
42	Worldwide Security		\$18,955,878	35
43	Priority One Security Inc.		\$18,356,000	42
44	Sonitrol New England		\$18,221,919	39
45	Peak Alarm Co. Inc.		\$17,970,320	57
46	The Protection Bureau		\$17,595,869	68
47	Sonitrol of Sacramento & Orange County, Cybex Security Solutions		\$17,480,340	40
48	Sonitrol Pacific		\$16,293,112	36
49	Kimberlite Corp.		\$16,075,415	38

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50	Scarsdale Security Systems Inc.		\$16,003,206	69
51	Doyle Security Systems Inc.		\$15,844,382	41
52	PASS Security		\$14,287,259	100
53	GHS Interactive Security LLC		\$14,279,232	32
54	Bates Security / Sonitrol of Lexington		\$13,850,520	54
55	Custom Security Systems Inc.		\$13,545,666	45
56	Sonitrol of Buffalo, Rochester, Toronto		\$13,077,501	55
57	Matson Alarm Co. Inc.		\$12,412,828	47
58	Atronic Alarms Inc.		\$11,662,294	70
59	Post Alarm Systems		\$11,630,842	50
60	All Guard Alarm Systems Inc.		\$11,142,129	46
61	Habitec Security		\$11,000,000	53
62	Sonitrol SW Ohio		\$10,811,964	56
63	Sonitrol Great Lakes		\$10,765,401	58
64	Redwire / Sonitrol Tallahassee		\$10,677,138	51
65	Crime Prevention Security Systems LLC		\$10,447,227	63
66	Electronix Systems Central Station Alarms Inc.		\$9,955,977	66
67	Moon Security Services Inc.		\$9,600,000	83
68	Security Force Inc.		\$9,352,581	37
69	Custom Alarm		\$9,350,944	84
70	Sentry Communications & Security		\$9,141,541	98
71	Supreme Security Systems Inc.		\$9,130,514	52
72	Acadiana Security Plus		\$9,041,295	62
73	Ener-Tel Services I LLC		\$8,889,516	99
74	A-Com Protection Services Inc.		\$8,524,714	59
75	Trinity Wiring & Security Solutions		\$8,305,000	90
76	Watchlight		\$8,000,000	61
77	Fleenor Security Systems		\$7,885,905	91
78	Richmond Alarm Company		\$7,814,898	71
79	Advanced Security Systems		\$7,509,436	82
80	Gillmore Security Systems Inc.		\$7,395,264	67
81	Amherst Alarm Inc.		\$7,267,491	75
82	Security Systems of America		\$7,052,724	73
83	Sonitrol Security Services Inc.		\$6,951,957	78
84	Alarmco Inc.		\$6,700,000	65
85	Secure Pacific Corporation		\$6,439,151	74
86	NCA		\$6,235,450	76
87	Valley Alarm		\$6,166,354	72
88	Yarnell Security Systems		\$5,900,000	87
89	Beacon Protection		\$5,298,848	79
90	LOUD Security Systems Inc.		\$5,209,108	95
91	Sentry Alarm Systems		\$4,980,363	80
92	Hoffman Security		\$4,800,000	81
93	Titan Alarm Inc.		\$4,612,194	97
94	Advent Security Corporation		\$4,389,838	88
95	Sonitrol Security Systems of the Triangle		\$4,310,076	96
96	Sonitrol of Evansville Inc.		\$4,253,680	93
97	Allstate Security Ind.		\$4,178,000	89
98	Owen Security Solutions Inc.		\$3,810,741	94
99	Pacific Alarm Systems Inc.		\$3,732,412	92
100	Alert Protective Services		na	85

# SDM 100: 2017 Group Performance

	2013	2014	2015	2016	2017
<b>Total recurring monthly revenue</b>	\$663,014,877	\$670,130,522	\$612,482,779	\$724,904,944	\$643,155,807*
<b>Total subscribers</b>	14,614,668	14,324,241	12,624,969	13,863,743	13,206,677†
<b>Total annual revenue</b>	\$15,785,868,954	\$13,965,326,497	\$16,240,241,724	\$17,240,463,033	\$9,510,509,789**
<b>Total residential sales revenue</b>	\$184,660,515	\$139,469,916	\$136,208,028	\$128,044,591	\$105,664,103††
<b>Total non-residential sales revenue</b>	\$714,709,024	\$1,152,505,314	\$897,952,222	\$2,400,141,807	\$705,419,636††
<b>Business locations operated</b>	1,113	1,146	1,022	1,617	800
<b>Full-time employees</b>	56,115	65,542	51,161	60,372	47,056***
<b>Part-time employees</b>	4,846	604	6,010	8,169	7,223
<b>Acquisitions</b>	81	51	43	67	56
<b>Accounts gained</b>	125,688	142,863	51,130	40,888	104,826

*This table presents aggregate figures for the SDM 100 group of companies, which are ranked by their recurring monthly revenue (RMR) — an industry standard of valuation of a security installation/monitoring business. Most of the SDM 100 companies are privately held. Submitting RMR is required for ranking; other figures are not required but mostly provided. Most companies — but not all — also reported their total annual revenue, number of subscribers, installation revenues, and employees. Therefore, one should exercise caution in using this information to extrapolate industry totals or to benchmark. Note that some figures — such as total annual revenue, subscribers, and residential and non-residential sales revenue — fluctuate from year to year due to both acquisitions and inconsistent reporting by the ranked companies; this was especially true in 2018. See main article for explanation.*

\* Total monthly recurring revenue, based on RMR of Dec. 31, 2017. Based on responses or estimates from 100 companies.

† Based on responses from or estimates of 95 companies. Not included: Kastle Systems Int'l; SSD Alarm Systems / Kern Security & Fire / Alpha Alarm & McNeill Security; Gillmore Security Systems Inc.; PASS Security

\*\* Total annual (2017) revenue from electronic security system sales, installation, service, leasing, monitoring, and sales of subscriber accounts, as reported to or estimated by SDM. Based on responses from or estimates of 99 companies. Not included: Alert Protective Services

† † Based on responses from or estimates of 78 companies. Note: Some companies either did not choose to report this figure or did not have sales/installation revenue to report in one of the categories.

Not included in Residential Sales Revenue are: ADT; Vivint Inc.; Brinks Home Security; CPI Security Systems; Securitas Electronic Security; My Alarm Center/Alarm Capital Alliance; SAFE Security Companies; Kastle Systems Int'l; Red Hawk Fire & Security; SafeTouch; SSD Alarm / Kern Security & Fire / Alpha Alarm & McNeill Security; General Security Inc.; Redwire/Sonitrol Tallahassee; Allied Universal Security Systems; Alarmco Inc.; Richmond Alarm Company; Security Systems of America; RFI Communications & Security Systems; Alert Protective Services; Advanced Electronic Solutions; Yarnell Security Systems; Advent Security Corp.

Not included in Non-residential Sales Revenue are: ADT; Vivint Inc.; Brinks Home Security; CPI Security Systems; Securitas Electronic Security; My Alarm Center/Alarm Capital Alliance; SAFE Security Companies; Kastle Systems Int'l; Guardian Alarm Company; Protect America; Electric Guard Dog; NorthStar Alarm Services LLC; SafeTouch; SSD Alarm Systems / Kern Security & Fire / Alpha Alarm & McNeill Security; General Security Inc.; AMP Smart LLC; Redwire / Sonitrol Tallahassee; Alarmco Inc.; Richmond Alarm Company; Alert Protective Services; Yarnell Security Systems; Advent Security Corp.

\*\*\* Based on responses from or estimates of 98 companies. Not included: SafeTouch; Guardian Alarm Company

Source: 2018 SDM 100, SDM Magazine, May 2018

## TOP COMPANIES RANKED BY NON-RESIDENTIAL INSTALLATION REVENUE

RANK BY INSTALLATION REVENUE	COMPANY	NON-RESI INSTALLATION REVENUE, 2017	NON-RESI INSTALLATIONS, 2017	SDM 100 RANK
1	Red Hawk Fire & Security	\$158,723,000	5,934	16
2	Vector Security Inc.	\$65,061,435	5,855	4
3	Allied Universal Security Systems	\$38,000,000	2,200	60
4	AFA Protective Systems Inc.	\$31,450,000	6,798	23
5	RFI Communications & Security Systems	\$31,000,000	1,876	77
6	Per Mar Security Services	\$27,599,780	6,114	25
7	Intertech Ci	\$22,192,335	772	64
8	Bay Alarm Company	\$21,212,944	12,772	6
9	Mountain Alarm	\$21,000,000	2,438	28
10	Advanced Electronic Solutions	\$18,750,000	132	86
11	American Alarm & Communications	\$16,015,401	3,813	27
12	Security Equipment Inc.	\$14,477,699	619	43
13	DynaFire Inc.	\$13,492,000	350	49
14	FE Moran Security Solutions	\$12,962,232	2,875	34
15	The Protection Bureau	\$12,301,710	771	68
16	EPS Security	\$10,785,000	950	29
17	PASS Security	\$10,523,238	540	100
18	Guardian Protection Services	\$9,216,370	4,894	5
19	Alarm Detection Systems Inc.	\$8,972,953	na	21
20	Scarsdale Security Systems Inc.	\$8,834,000	376	69
21	ADS Security L.P.	\$8,295,093	2,731	19
22	Select Security	\$7,102,176	1,139	26
23	Sentry Communications & Security	\$6,500,000	20	98
24	Ackerman Security Systems	\$6,303,000	800	18
25	Priority One Security Inc.	\$6,220,000	622	42
26	Sonitrol of Buffalo, Rochester, Toronto	\$6,213,972	245	55
27	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$5,903,617	1,141	40
28	Ener-Tel Services I, LLC	\$5,275,098	185	99
29	Custom Alarm	\$4,576,457	705	84
30	Sonitrol New England	\$4,425,281	1,282	39
31	EMC Security	\$4,377,872	620	33
32	Koorsen Fire & Security	\$4,271,100	619	48
33	Moon Security Services Inc.	\$4,200,000	300	83
34	Atronic Alarms Inc.	\$4,060,000	900	70
35	Bates Security / Sonitrol of Lexington	\$4,041,814	893	54
36	Worldwide Security	\$4,000,000	1,200	35
37	Sonitrol Pacific	\$3,717,244	420	36
38	Sonitrol Great Lakes	\$3,649,965	1,301	58

RANK BY INSTALLATION REVENUE	COMPANY	NON-RESI INSTALLATION REVENUE, 2017	NON-RESI INSTALLATIONS, 2017	SDM 100 RANK
39	Kimberlite Corp.	\$3,636,451	155	38
40	Sonitrol SW Ohio	\$3,591,156	947	56
41	Peak Alarm Co. Inc.	\$3,400,000	1,925	57
42	Doyle Security Systems Inc.	\$3,263,317	642	41
43	Advanced Security Systems	\$3,005,791	608	82
44	Fleenor Security Systems	\$2,861,019	621	91
45	Electronix Systems Central Station Alarms, Inc.	\$2,538,523	751	66
46	Habitec Security	\$2,500,000	1,000	53
47	Sonitrol Security Services Inc.	\$2,487,465	111	78
48	Matson Alarm Co. Inc.	\$2,333,839	854	47
49	Custom Security Systems Inc.	\$2,122,216	515	45
50	Post Alarm Systems	\$2,000,000	575	50
51	Titan Alarm Inc.	\$2,000,000	279	97
52	Valley Alarm	\$1,879,237	426	72
53	All Guard Alarm Systems Inc.	\$1,601,664	546	46
54	Sonitrol Security Systems of the Triangle	\$1,500,000	240	96
55	Supreme Security Systems Inc.	\$1,464,777	498	52
56	Gillmore Security Systems Inc.	\$1,400,000	na	67
57	A-Com Protection Services Inc.	\$1,395,356	596	59
58	Amherst Alarm Inc.	\$1,385,188	110	75
59	Interface Security Systems Holdings Inc.	\$1,360,000	3,693	7
60	Secure Pacific Corporation	\$1,330,396	375	74
61	Sonitrol of Evansville Inc.	\$1,317,808	242	93
62	Beacon Protection	\$1,289,875	710	79
63	Acadiana Security Plus	\$1,059,945	261	62
64	Sentry Alarm Systems	\$966,326	439	80
65	LOUD Security Systems Inc.	\$941,036	170	95
66	Crime Prevention Security Systems LLC	\$823,875	250	63
67	Hoffman Security	\$786,461	308	81
68	Owen Security Solutions Inc.	\$623,589	198	94
69	Trinity Wiring & Security Solutions	\$600,000	69	90
70	Allstate Security Ind.	\$527,000	1,054	89
71	GHS Interactive Security LLC	\$500,000	390	32

*SDM 100 companies are ranked here by the amount of their sales/installation revenue from non-residential projects. Note that some larger companies, such as ADT, are not ranked because they did not report this number to SDM. Companies that reported less than \$500,000 in non-residential installation revenue are not included in this ranking.*

# TOP COMPANIES RANKED BY RESIDENTIAL CUSTOMERS

RANK BY RESIDENTIAL SUBSCRIBERS	COMPANY	RESIDENTIAL SUBSCRIBERS	TOTAL SUBSCRIBERS	SDM 100 RANK
1	Vivint Inc.	1,262,673	1,292,698	2
2	Brinks Home Security	927,196	975,996	3
3	Guardian Protection Services	291,817	327,637	5
4	Safe Home Security Inc. / Security Systems Inc.	198,211	215,447	8
5	Central Security Group Inc.	191,817	213,130	9
6	CPI Security Systems Inc.	162,300	172,000	10
7	My Alarm Center / Alarm Capital Alliance	154,488	181,750	12
8	Ackerman Security Systems	135,500	140,507	18
9	Protect America	123,430	123,430	17
10	SAFE Security Companies	113,341	141,677	13
11	Bay Alarm Company	65,820	148,113	6
12	ADS Security L.P.	52,518	95,488	19
13	NorthStar Alarm Services LLC	52,216	52,512	22
14	EMC Security	46,870	52,078	33
15	Select Security	41,365	52,305	26
16	General Security Inc.	38,000	49,023	31
17	Watchlight	31,500	42,000	61
18	Amherst Alarm Inc.	24,433	34,928	75
19	Mountain Alarm	22,979	43,153	28
20	Security Force Inc.	22,763	23,468	37
21	GHS Interactive Security LLC	21,975	23,976	32
22	NCA	19,986	22,431	76
23	Interface Security Systems Holdings Inc.	18,720	72,964	7
24	Custom Security Systems Inc.	17,643	25,024	45
25	Per Mar Security Services	16,654	37,924	25
26	AMP Smart LLC	15,770	15,770	44
27	American Alarm & Communications	15,149	25,923	27
28	Alarm Detection Systems Inc.	14,569	36,949	21
29	Doyle Security Systems Inc.	14,002	22,202	41
30	Crime Prevention Security Systems LLC	12,393	16,604	63
31	Priority One Security Inc.	11,130	18,551	42
32	Acadiana Security Plus	10,997	14,178	62
33	Sonitrol New England	10,553	26,515	39
34	Post Alarm Systems	10,531	16,201	50
35	Matson Alarm Co. Inc.	10,443	22,219	47
36	Electronix Systems Central Station Alarms Inc.	10,266	22,139	66
37	FE Moran Security Solutions	10,113	25,367	34

RANK BY RESIDENTIAL SUBSCRIBERS	COMPANY	RESIDENTIAL SUBSCRIBERS	TOTAL SUBSCRIBERS	SDM 100 RANK
38	EPS Security	9,488	19,488	29
39	A-Com Protection Services Inc.	8,974	14,956	59
40	All Guard Alarm Systems Inc.	8,833	14,722	46
41	Security Systems of America	7,543	12,571	73
42	AFA Protective Systems Inc.	7,400	26,986	23
43	Koorsen Fire & Security	7,396	18,040	48
44	Security Equipment Inc.	7,034	15,293	43
45	LOUD Security Systems Inc.	6,962	9,200	95
46	Alert Protective Services	6,715	8,400	85
47	Worldwide Security	6,025	17,050	35
48	Atronic Alarms Inc.	5,655	9,121	70
49	Valley Alarm	4,826	10,539	72
50	Moon Security Services Inc.	4,731	9,394	83
51	Bates Security / Sonitrol of Lexington	4,700	9,365	54
52	Advanced Security Systems	4,663	8,967	82
53	Advent Security Corporation	4,585	6,707	88
54	Supreme Security Systems Inc.	4,297	7,161	52
55	Owen Security Solutions Inc.	4,200	6,993	94
56	Fleenor Security Systems	4,026	6,949	91
57	Peak Alarm Co. Inc.	3,952	9,880	57
58	The Protection Bureau	3,567	7,780	68
59	Alarmco Inc.	3,503	9,380	65
60	Yarnell Security Systems	3,500	8,300	87
61	Hoffman Security	3,009	6,269	81
62	Allstate Security Ind.	2,984	5,426	89
63	Sentry Alarm Systems	2,983	5,548	80
64	Scarsdale Security Systems Inc.	2,976	8,283	69
65	Secure Pacific Corporation	2,870	7,971	74
66	Custom Alarm	2,649	5,721	84
67	Richmond Alarm Company	2,494	6,917	71
68	Titan Alarm Inc.	2,415	4,204	97
69	Beacon Protection	2,346	6,170	79
70	Intertech Ci	2,245	2,385	64

*SDM 100 companies are ranked here by the number of their residential customers (subscribers). Note that some of the largest companies, such as ADT, are not ranked because they did not break out their total subscribers into residential and non-residential categories. Companies that reported fewer than 2,000 residential customers are not included in this ranking.*

# SDM 100 ALPHABETICAL INDEX

COMPANY	SDM 100 RANK	COMPANY	SDM 100 RANK	COMPANY	SDM 100 RANK
Acadiana Security Plus . . . . .	62	FE Moran Security Solutions . . . . .	34	SafeTouch . . . . .	24
Ackerman Security Systems. . . . .	18	Fleenor Security Systems . . . . .	91	Scarsdale Security Systems Inc.. . . . .	69
A-Com Protection Services Inc. . . . .	59	General Security Inc. . . . .	31	Secure Pacific Corporation . . . . .	74
ADS Security L.P. . . . .	19	GHS Interactive Security LLC. . . . .	32	Securitas Electronic Security . . . . .	11
ADT. . . . .	1	Gillmore Security Systems Inc. . . . .	67	Security Equipment Inc. . . . .	43
Advanced Electronic Solutions. . . . .	86	Guardian Alarm Company . . . . .	15	Security Force Inc. . . . .	37
Advanced Security Systems . . . . .	82	Guardian Protection Services . . . . .	5	Security Systems of America . . . . .	73
Advent Security Corporation. . . . .	88	Habitec Security. . . . .	53	Select Security. . . . .	26
AFA Protective Systems Inc. . . . .	23	Hoffman Security . . . . .	81	Sentry Alarm Systems. . . . .	80
Alarm Detection Systems Inc. . . . .	21	Interface Security Systems Holdings Inc. . . . .	7	Sentry Communications & Security. . . . .	98
Alarmco Inc. . . . .	65	Intertech Ci . . . . .	64	Sonitrol Great Lakes . . . . .	58
Alert Protective Services . . . . .	85	Kastle Systems International . . . . .	14	Sonitrol New England . . . . .	39
All Guard Alarm Systems Inc. . . . .	46	Kimberlite Corp. . . . .	38	Sonitrol of Buffalo, Rochester, Toronto . . . . .	55
Allied Universal Security Systems. . . . .	60	Koorsen Fire & Security. . . . .	48	Sonitrol of Evansville Inc. . . . .	93
Allstate Security Ind. . . . .	89	LOUD Security Systems Inc. . . . .	95	Sonitrol of Sacramento & Orange County, Cybex Security Solutions . . . . .	40
American Alarm & Communications . . . . .	27	Matson Alarm Co. Inc.. . . . .	47	Sonitrol Pacific. . . . .	36
Amherst Alarm Inc.. . . . .	75	Moon Security Services Inc.. . . . .	83	Sonitrol Security Services Inc. . . . .	78
AMP Smart LLC . . . . .	44	Mountain Alarm . . . . .	28	Sonitrol Security Systems of the Triangle . . . . .	96
Atronic Alarms Inc. . . . .	70	My Alarm Center / Alarm Capital Alliance . . . . .	12	Sonitrol SW Ohio . . . . .	56
Bates Security / Sonitrol of Lexington . . . . .	54	NCA . . . . .	76	SSD Alarm / Kern Security & Fire / Alpha Alarm & McNeill Security . . . . .	30
Bay Alarm Company . . . . .	6	NorthStar Alarm Services LLC . . . . .	22	Supreme Security Systems Inc. . . . .	52
Beacon Protection . . . . .	79	Owen Security Solutions Inc. . . . .	94	The Protection Bureau . . . . .	68
Brinks Home Security . . . . .	3	Pacific Alarm Systems Inc. . . . .	92	Titan Alarm Inc. . . . .	97
Central Security Group Inc. . . . .	9	PASS Security . . . . .	100	Trinity Wiring & Security Solutions . . . . .	90
CPI Security Systems Inc. . . . .	10	Peak Alarm Co. Inc. . . . .	57	Valley Alarm . . . . .	72
Crime Prevention Security Systems LLC . . . . .	63	Per Mar Security Services . . . . .	25	Vector Security Inc.. . . . .	4
Custom Alarm . . . . .	84	Post Alarm Systems . . . . .	50	Vivint Inc. . . . .	2
Custom Security Systems Inc. . . . .	45	Priority One Security Inc. . . . .	42	Watchlight . . . . .	61
Doyle Security Systems Inc.. . . . .	41	Protect America . . . . .	17	Worldwide Security . . . . .	35
DynaFire Inc. . . . .	49	Red Hawk Fire & Security . . . . .	16	Yarnell Security Systems . . . . .	87
Electric Guard Dog . . . . .	20	Redwire / Sonitrol Tallahassee . . . . .	51		
Electronix Systems Central Station Alarms Inc. . . . .	66	RFI Communications & Security Systems . . . . .	77		
EMC Security . . . . .	33	Richmond Alarm Company . . . . .	71		
Ener-Tel Services I LLC . . . . .	99	Safe Home Security Inc. / Security Systems Inc. . . . .	8		
EPS Security . . . . .	29	SAFE Security Companies . . . . .	13		