

Largest Project in 2024: \$25 Million

Pavion's \$25 Million Project

Pavion installed a \$25M+ project for a global electric vehicle manufacturing plant to deliver life safety, fire alarm, mass notification, very early smoke detection, and flame detection systems. The scope included design, engineering, installation, commissioning, and support. The project consisted of 15+ facilities across two separate properties, with integration systems networked through miles of fiber optic cable and a graphic interface. Responding personnel can quickly identify specific locations of alarm events. The scope included over 5,000 initiating and 6,500 notification devices across the enterprise. The project team executed flawlessly and the owner is requesting Pavion to support other similar projects.

| RANK BY PROJECT SIZE | VALUE OF LARGEST PROJECT | COMPANY | 2023 RANK |
|----------------------|--------------------------|---|-----------|
| 1 | \$25,000,000 | Pavion Corp. | 4 |
| 2 | \$20,172,000 | GSI | 18 |
| 3 | \$14,709,435 | Preferred Technologies, LLC | 17 |
| 4 | \$8,600,000 | Convergent Technologies | 1 |
| 5 | \$8,200,000 | NextGen Security LLC | 13 |
| 6 | \$4,998,006 | JSC Systems Inc. | 23 |
| 7 | \$4,273,903 | Stone Security | 15 |
| 8 | \$4,000,000 | Sloan Security Group | 24 |
| 9 | \$3,685,350 | Everon | 3 |
| 10 | \$3,000,000 | Entech Sales and Service LLC | 20 |
| 11* | \$2,400,000 | Sound Inc. | 28 |
| 11* | \$2,400,000 | Wilson Fire | 67 |
| 13 | \$2,234,208 | Minuteman Security Technologies Inc. | 12 |
| 14 | \$2,122,910 | Unlimited Technology Inc. | 11 |
| 15 | \$2,000,000 | Pye-Barker Fire & Safety | 9 |
| 16 | \$1,618,318 | Telenet VoIP Inc. | 51 |
| 17* | \$1,600,000 | TRL Systems Inc. | 27 |
| 17* | \$1,600,000 | Visionary Systems | 62 |
| 18 | \$1,593,148 | American Alarm & Communications | 21 |
| 19* | \$1,500,000 | Region 6 Security Integration | 69 |
| 19* | \$1,500,000 | Zeus Fire and Security | 16 |
| 20 | \$1,300,000 | Detection Systems and Engineering Company | 65 |
| 21 | \$1,257,666 | Southeastern Security Professionals LLC | 34 |
| 22 | \$1,239,514 | Enterprise Security, Inc. | 26 |
| 23 | \$1,200,000 | Encore Technology Solutions | 59 |
| 24 | \$1,100,000 | EMC Security | 43 |
| 25 | \$1,052,000 | LVC Companies Inc. | 19 |
| 26 | \$1,011,190 | Vision Security Technologies | 33 |
| 27 | \$1,000,000 | Per Mar Security Services | 14 |
| 28 | \$911,505 | Electronic Security Concepts LLC | 54 |
| 29 | \$890,950 | Sonitrol Security of Delaware Valley | 79 |
| 30 | \$890,535 | IP Systems Inc. | 49 |
| 31 | \$850,000 | Prosegur Security Integration | 25 |
| 32 | \$835,160 | DFW Security | 42 |
| 33 | \$800,000 | Elite ISI | 88 |
| 34 | \$790,000 | CGL Electronic Security Inc. | 44 |
| 35 | \$789,200 | Sonitrol New England | 46 |
| 36 | \$780,000 | Integrated Protection Services (IPS) | 22 |
| 37 | \$750,000 | APL Access & Security Inc. | 50 |
| 38 | \$570,000 | Vector Security | 7 |

| RANK BY PROJECT SIZE | VALUE OF LARGEST PROJECT | COMPANY | 2023 RANK |
|----------------------|--------------------------|--|-----------|
| 39* | \$500,000 | Haig Service Corporation | 68 |
| 39* | \$500,000 | Security Pros, LLC | 82 |
| 39* | \$500,000 | The Ollivier Corporation | 60 |
| 40 | \$484,847 | A+ Technology & Security Solutions Inc. | 35 |
| 41 | \$475,228 | Bates Security | 41 |
| 42 | \$386,292 | CTCI | 58 |
| 43 | \$380,000 | Allstate Security Inc. | 92 |
| 44* | \$350,000 | Custom Alarm | 48 |
| 44* | \$350,000 | New York Security Solutions | 84 |
| 45 | \$347,500 | Chimera Integrations | 55 |
| 46 | \$321,605 | Atronic Alarms Inc. | 40 |
| 47 | \$311,501 | Guardian Protection | 39 |
| 48 | \$306,948 | Security Equipment Inc. | 29 |
| 49 | \$305,000 | Pace Protection | 94 |
| 50 | \$272,115 | Stealth Monitoring | 32 |
| 51 | \$270,000 | Post Alarm Systems | 81 |
| 52 | \$260,000 | SCI Inc. | 93 |
| 53* | \$250,000 | Crime Prevention Security Systems LLC | 89 |
| 53* | \$250,000 | Securiteam | 83 |
| 54 | \$249,915 | General Security Inc. | 61 |
| 55 | \$219,660 | Security Alarm Corporation | 64 |
| 56 | \$200,000 | Doyle Security Systems Inc. | 99 |
| 57 | \$198,779 | Fortress Security | 66 |
| 58 | \$175,000 | Scarsdale Security Systems Inc. | 38 |
| 59 | \$163,000 | Titan Alarm Inc. | 72 |
| 60 | \$159,082 | Electronix Systems Central Station Alarms Inc. | 75 |
| 61 | \$157,765 | Fleenor Security Systems | 47 |
| 62 | \$136,867 | Moon Security Services Inc. | 57 |
| 63 | \$134,436 | LOUD Security Systems Inc. | 97 |
| 64 | \$132,882 | Dallas Security Systems Inc. & DSS Fire Inc. | 30 |
| 65 | \$128,000 | ACE-HTI | 100 |
| 66 | \$127,836 | Guardian Alarm Company | 36 |
| 67 | \$125,000 | Sonitrol of Evansville Inc. | 91 |
| 68 | \$123,000 | Peak Alarm Co. Inc. | 45 |
| 69* | \$120,000 | Global Security & Communication Inc. | 90 |
| 69* | \$120,000 | Habitec Security | 80 |
| 69* | \$120,000 | Sonitrol Great Lakes | 71 |
| 70 | \$118,000 | Valley Alarm | 86 |
| 71 | \$110,000 | KMT Systems Inc. | 78 |
| 72 | \$104,000 | Sonitrol Pacific | 74 |

* Ties

These 80 security integrators reported having the highest-value security projects started in 2023. Projects less than \$100,000 are not ranked here.

Alphabetical Index to Companies

| COMPANY | 2024 RANK |
|---|-----------|
| A+ Technology & Security Solutions Inc. | 35 |
| ACE-HTI | 100 |
| Acom Protection Services Inc. | 70 |
| Advanced Electronic Solutions | 31 |
| Allied Universal Technology Services | 5 |
| Allstate Security Inc. | 92 |
| American Alarm & Communications | 21 |
| APL Access & Security Inc. | 50 |
| Atlantic Coast Alarm Inc. | 63 |
| Atronic Alarms Inc. | 40 |
| Audio Sentry Corporation | 96 |
| Bates Security | 41 |
| CGL Electronic Security Inc. | 44 |
| Chimera Integrations | 55 |
| Convergint Technologies | 1 |
| Cook and Boardman Security Integration | 6 |
| Crime Prevention Security Systems LLC | 89 |
| CTCI | 58 |
| Custom Alarm | 48 |
| D/A Central Inc. | 52 |
| Dallas Security Systems Inc. & DSS Fire Inc. | 30 |
| Dehart Alarm Systems Inc. | 98 |
| Detection Systems and Engineering Company | 65 |
| DFW Security | 42 |
| Doyle Security Systems Inc. | 99 |
| Electronic Security Concepts LLC | 54 |
| Electronix Systems Central Station Alarms Inc. | 75 |
| Elite ISI | 88 |
| EMC Security | 43 |
| Encore Technology Solutions | 59 |
| Entech Sales and Service LLC | 20 |
| Enterprise Security Inc. | 26 |
| Everon | 3 |
| Fleenor Security Systems | 47 |
| Fortress Security | 66 |
| General Security Inc. | 61 |
| Global Security & Communication Inc. | 90 |
| GSI | 18 |
| Guardian Alarm Company | 36 |
| Guardian Protection | 39 |
| Habitec Security | 80 |
| Haig Service Corporation | 68 |
| Hoffman Electronic Security | 95 |
| Integrated Protection Services (IPS) | 22 |
| IP Systems Inc. | 49 |
| JSC Systems Inc. | 23 |
| Kastle Systems International | 8 |
| Kimberlite-Sonitrol & Security First Alarm King | 77 |
| KMT Systems Inc. | 78 |
| LOUD Security Systems Inc. | 97 |
| LVC Companies Inc. | 19 |

| COMPANY | 2024 RANK |
|--|-----------|
| MCA | 10 |
| Minuteman Security Technologies Inc. | 12 |
| Moon Security Services Inc. | 57 |
| New York Security Solutions | 84 |
| NextGen Security LLC | 13 |
| Owen Security Solutions Inc. | 87 |
| Pace Protection | 94 |
| Pavion Corp. | 4 |
| Peak Alarm Co. Inc. | 45 |
| Per Mar Security Services | 14 |
| Post Alarm Systems | 81 |
| Preferred Technologies LLC | 17 |
| Prosegur Security Integration | 25 |
| Pye-Barker Fire & Safety | 9 |
| Redwire LLC | 73 |
| Region 6 Security Integration | 69 |
| Scarsdale Security Systems Inc. | 38 |
| SCI Inc. | 93 |
| Secure Pacific Corporation | 85 |
| Securitas Technology | 2 |
| Securiteam | 83 |
| Security Alarm Corporation | 64 |
| Security Equipment Inc. | 29 |
| Security Pros LLC | 82 |
| Sentry Communications & Security | 56 |
| Sloan Security Group | 24 |
| Sonitrol Great Lakes | 71 |
| Sonitrol New England | 46 |
| Sonitrol of Evansville Inc. | 91 |
| Sonitrol of Sacramento & Orange County, Cybex Security Solutions | 53 |
| Sonitrol Pacific | 74 |
| Sonitrol Security of Delaware Valley | 79 |
| Sound Inc. | 28 |
| Southeastern Security Professionals LLC | 34 |
| SSD Alarm | 37 |
| Stealth Monitoring | 32 |
| Stone Security | 15 |
| Telenet VoIP Inc. | 51 |
| The Ollivier Corporation | 60 |
| Titan Alarm Inc. | 72 |
| TRL Systems Inc. | 27 |
| Unlimited Technology Inc. | 11 |
| Valley Alarm | 86 |
| Vector Security | 7 |
| Vision Security Technologies | 33 |
| Visionary Systems | 62 |
| Washington Alarm Inc. | 76 |
| Wilson Fire | 67 |
| Zeus Fire and Security | 16 |

Top 25 Integrators by RMR

| Rank by RMR | Company | Recurring Monthly Revenue, Dec. 31, 2023 | 2023 Rank |
|-------------|--|--|-----------|
| 1 | Securitas Technology | \$94,000,000 | 2 |
| 2 | Everon | \$35,274,247 | 3 |
| 3 | Convergint Technologies | \$22,105,583 | 1 |
| 4 | Pavion Corp. | \$20,300,000 | 4 |
| 5 | Vector Security | \$19,286,000 | 7 |
| 6 | Pye-Barker Fire & Safety | \$15,390,572 | 9 |
| 7 | Guardian Protection | \$12,141,131 | 39 |
| 8 | Kastle Systems International | \$10,332,708 | 8 |
| 9 | Stealth Monitoring | \$10,090,270 | 32 |
| 10 | Guardian Alarm Company | \$5,062,000 | 36 |
| 11 | Zeus Fire and Security | \$4,885,000 | 16 |
| 12 | Per Mar Security Services | \$4,316,897 | 14 |
| 13 | Unlimited Technology Inc. | \$3,564,900 | 11 |
| 14 | American Alarm & Communications | \$2,366,927 | 21 |
| 15 | SSD Alarm | \$1,946,263 | 37 |
| 16 | Doyle Security Systems Inc. | \$1,787,000 | 99 |
| 17 | EMC Security | \$1,605,059 | 43 |
| 18 | Sonitrol Pacific | \$1,318,184 | 74 |
| 19 | Security Equipment Inc. | \$1,245,400 | 29 |
| 20 | General Security Inc. | \$1,223,384 | 61 |
| 21 | Kimberlite-Sonitrol & Security First Alarm King | \$1,166,942 | 77 |
| 22 | Cook and Boardman Security Integration | \$1,157,481 | 6 |
| 23 | Elite ISI | \$1,150,000 | 88 |
| 24 | Sonitrol New England | \$1,133,870 | 46 |
| 25 | Sonitrol of Sacramento & Orange County, Cybex Security Solutions | \$1,129,544 | 53 |

SDM ranks the Top 25 systems integrators by RMR. Increasingly integrators are seeking to create RMR from sources such as remote video monitoring, access control as a service, managed services and more. Note that some companies also have traditional monitoring revenue, which is also reflected in these numbers. Here are the top 25 Top Systems Integrators who reported their RMR for 2023.