

## 2021 Top Systems Integrators

2021 RANK	2020 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2020	NUMBER OF NEW PROJECTS, 2020	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP 3 MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
1	1	<b>Convergint Technologies</b> Schaumburg, Ill.	\$1,335,910,093	19,370	\$13,700,000	\$2,500	financial, govt, healthcare	5,175	130
2	2	<b>ADT</b> Boca Raton, Fla.	\$563,000,000	na	na	na	na	20,000	300
3	3	<b>Securitas Electronic Security</b> Uniontown, Ohio	\$435,100,000*	na	na	na	financial, office, retail	na	na
4	4	<b>Vector Security</b> Warrendale, Pa.	\$323,194,000	4,100	\$399,000	\$99	office, retail, health	1,571	54
5	5	<b>Allied Universal Technology Services</b> Santa Ana, Calif.	\$133,720,000	na	\$5,900,000	\$10,000	health, office, education	na	30
6	8	<b>Tech Systems Inc.</b> Buford, Ga.	\$69,508,000	900	\$760,399	\$133	financial, health, office	369	2
7	9	<b>Unlimited Technology Inc.</b> Chester Springs, Pa.	\$68,892,670	1,073	\$11,500,000	\$100	utilities, office, transport	145	12
8	11	<b>A3 Communications Inc.</b> Irmo, S.C.	\$63,000,000	1,810	\$2,180,845	\$550	education, govt, transport	241	12
9	10	<b>Netronix Integration</b> San Jose, Calif.	\$62,876,000	6,312	\$2,450,000	\$600	office, education, health	240	9
10	12	<b>Structure Works Inc.</b> Dover Plains, N.Y.	\$60,096,000	2,095	\$1,000,000	\$10,000	office, financial, education	179	16
11	14	<b>AFA Protective Systems Inc.</b> Syosset, N.Y.	\$45,967,000	6,825	\$839,000	\$50	retail, office, airport	390	16
12	15	<b>NextGen Security LLC</b> Exton, Pa.	\$41,406,000	1,680	\$1,348,000	\$1,457	utilities, industrial, health	123	2
13	16	<b>GSI</b> Troy, Mich.	\$40,253,575	875	\$4,250,000	\$200	industrial, utilities, office	125	3
14	7	<b>Kastle Systems International</b> Falls Church, Va.	\$40,000,000	na	na	na	office, govt, utilities	571	10
15	17	<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.	\$39,683,871	1,372	\$1,007,872	\$4,200	office, health, education	165	5
16	19	<b>Integrated Security Technologies</b> Herdon, Va.	\$37,710,773	506	\$1,350,283	\$2,500	govt, health, education	155	4
17	30	<b>Minuteman Security Technologies Inc.</b> Andover, Mass.	\$35,683,562	1,022	\$1,644,914	\$1,000	transport, education, health	148	10
18	22	<b>Per Mar Security Services</b> Davenport, Iowa	\$34,887,000	2,891	\$1,000,000	\$0	industrial, retail, utilities	469	24
19	23	<b>Stone Security</b> Salt Lake City, Utah	\$32,263,923	864	\$798,910	\$433	education, govt, utilities	86	3
20	18	<b>Entech Sales and Service LLC</b> Dallas, Texas	\$30,652,780	38	\$3,628,060	\$1,000	health, education, office	215	8
21	24	<b>Advanced Electronic Solutions</b> College Point, N.Y.	\$26,580,000	0	\$5,370,000	\$375,000	na	98	3
22	27	<b>Mountain Alarm</b> Ogden, Utah	\$23,976,623	2,500	\$1,000,000	\$1	education, health, govt	314	15
23	31	<b>American Alarm &amp; Communications</b> Arlington, Mass.	\$21,665,755	3,907	\$1,316,837	\$50	office, health, financial	283	6
24	32	<b>Dallas Security Systems Inc. &amp; DSS Fire Inc.</b> Dallas, Texas	\$21,006,001	1,425	\$700,000	\$199	office, health, industrial	146	2
25	29	<b>Security Equipment Inc.</b> Omaha, Neb.	\$20,548,420	521	\$483,481	\$0	education, financial, office	183	5
26		<b>CTSI</b> Chantilly, Va.	\$19,000,000	793	\$7,000,000	\$15,000	health, education, govt	145	4
27	35	<b>Sound Inc.</b> Naperville, Ill.	\$18,480,000	na	\$1,200,000	\$985	office, education, financial	101	1
28	37	<b>JSC Systems Inc.</b> Jacksonville, Fla.	\$16,976,413	na	\$714,000	\$1,074	education, health, hotel	113	7
29	33	<b>3Sixty Integrated</b> San Antonio, Texas	\$16,886,055	282	\$1,500,000	\$2,000	retail, education, health	63	1
30		<b>Sloan Security Group</b> Boise, Idaho	\$16,317,269	75	\$11,000,000	\$25,000	utilities, airport, office	69	4
31	34	<b>RedRock Security &amp; Cabling Inc.</b> Irvine, Calif.	\$16,100,000	120	\$3,000,000	\$10,000	office, education, hotel	177	3
32		<b>Vio Security LLC</b> Irving, Texas	\$15,193,000	0	\$3,000	\$500	na	174	3
33	44	<b>Vision Security Technologies</b> Birmingham, Ala.	\$14,567,467	636	\$4,126,657	\$4,165	education, health, govt	44	3
34	38	<b>The Protection Bureau</b> Exton, Pa.	\$13,871,926	na	\$1,625,000	\$99	office, education, financial	80	3
35		<b>NetPlanner Systems</b> Peachtree Corners, Ga.	\$12,426,941	310	\$4,000,000	\$500	education, health, office	91	6
36	36	<b>TRL Systems Inc.</b> Rancho Cucamonga, Calif.	\$11,652,202	432	\$779,000	\$1,000	health, office, education	46	5
37	41	<b>SSD Alarm</b> Anaheim, Calif.	\$11,105,675	na	na	na	na	193	10
38	42	<b>PASS Security</b> Fairview Heights, Ill.	\$10,210,536	675	\$350,000	\$1,000	utilities, health, education	50	1
39	39	<b>CGL Electronic Security Inc.</b> Westwood, Mass.	\$9,297,820	500	\$1,800,000	\$1,000	education, health, govt	42	1
40	45	<b>Ollivier Corporation</b> Los Angeles, Calif.	\$9,157,695	100	\$1,000,000	\$2,500	office, hotel, education	34	1
41		<b>P2 Controls</b> Malvern, Pa.	\$8,900,000	18	\$6,500,000	\$139,000	correctional, govt, education	20	1
42	58	<b>Atronic Alarms Inc.</b> Lenexa, Kan.	\$8,523,506	na	\$110,000	\$0	na	na	3
43	56	<b>Strategic Security Solutions</b> Raleigh, N.C.	\$8,513,292	658	\$272,939	\$11	office, financial, health	27	2
44	46	<b>Bates Security / Sonitrol of Lexington</b> Lexington, Ky.	\$8,436,478	1,208	\$258,840	\$0	education, hotel, office	94	4
45	50	<b>APL Access &amp; Security Inc.</b> Gilbert, Ariz.	\$8,373,225	100	\$900,000	\$15,000	office, govt, industrial	39	2
46	47	<b>D/A Central Inc.</b> Oak Park, Mich.	\$8,300,982	125	\$925,000	\$1,200	utilities, industrial, health	46	3
47	81	<b>Owen Security Solutions Inc.</b> Calhoun, Ga.	\$7,934,734	478	\$1,439,145	\$0	industrial, office, utilities	43	2
48	52	<b>Sentry Communications &amp; Security</b> Hicksville, N.Y.	\$7,750,000	50	\$400,000	\$500	office, transport, retail	60	na
49	80	<b>J.J. Advantage Security</b> Manhattan, Ill.	\$7,688,553	417	\$4,251,551	\$1,000	transport, industrial, hotel	16	1
50	57	<b>Trinity Wiring &amp; Security Solutions</b> Manassas, Va.	\$7,540,000	225	\$500,000	\$0	transport, education, airport	70	1
51	59	<b>Fleenor Security Systems</b> Johnson City, Tenn.	\$7,325,189	874	\$97,020	\$100	office, industrial, retail	89	2
52	51	<b>EMC Security</b> Suwanee, Ga.	\$7,056,921	480	\$1,100,000	\$99	utilities, industrial, education	114	1
53	62	<b>Custom Alarm</b> Rochester, Minn.	\$6,970,134	694	\$316,335	\$199	education, health, industrial	63	1
54	68	<b>Will Electronics</b> St Louis, Mo.	\$6,952,893	300	\$500,000	\$5,000	utilities, industrial, health	37	1
55	49	<b>Guardian Protection</b> Warrendale, Pa.	\$6,889,974	3,574	\$212,367	na	industrial, office, health	680	12
56	61	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$6,685,176	1,056	\$115,000	\$10	retail, industrial, education	129	6
57	69	<b>Apex Integrated Security Solutions, Inc.</b> Garden City, Idaho	\$6,578,768	na	\$875,000	\$2,500	health, govt, education	30	1
58	86	<b>SCI Inc.</b> Albuquerque, N.M.	\$5,980,508	224	\$1,937,340	\$2,000	utilities, govt, education	16	1
59	54	<b>Atlantic Coast Alarm Inc.</b> Mays Landing, N.J.	\$5,928,271	na	na	na	govt, health, education	31	2
60	53	<b>Southeastern Security Professionals LLC</b> Norcross, Ga.	\$5,870,386	306	\$285,000	\$500	health, govt, industrial	36	1
61	66	<b>Sonitrol New England</b> Rocky Hill, Conn.	\$5,729,673	1,636	\$201,728	\$0	education, office, health	95	5
62	70	<b>Alert Protective Services</b> Chicago, Ill.	\$5,463,743	389	\$69,795	\$199	office, retail, education	26	1
63	77	<b>Sonitrol SW Ohio</b> Mason, Ohio	\$5,320,871	624	\$81,823	\$199	office, health, hotel	80	2
64	74	<b>Sonitrol Great Lakes</b> Grand Blanc, Mich.	\$5,066,450	1,420	\$291,906	\$500	education, health, govt	71	3
65	60	<b>Sonitrol of Sacramento &amp; Orange County, Cybex Security Solutions</b> Roseville, Calif.	\$4,901,083	592	\$189,000	\$1,320	industrial, office, govt	57	2
66	73	<b>Wilson Fire</b> Houston, Texas	\$4,865,700	135	\$273,000	\$2,000	office, education, health	102	1
67	55	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$4,682,149	1,215	\$350,000	\$500	retail, office, transport	90	2
68	65	<b>Electronic Security Concepts LLC</b> Scottsdale, Ariz.	\$4,620,967	102	\$683,794	\$650	health, education, govt	37	3
69	63	<b>Moon Security Services Inc.</b> Pasco, Wash.	\$4,454,538	172	\$206,909	\$0	education, govt, industrial	75	4
70	76	<b>Allstate Security Inc.</b> Amarillo, Texas	\$4,364,352	1,020	\$107,000	\$0	office, education, financial	87	1
71		<b>Sonitrol Security of Delaware Valley</b> Wilmington, Del.	\$4,216,972	35	\$400,343	\$3,637	education, govt, financial	19	1
72		<b>Alert 360</b> Tulsa, Okla.	\$4,000,000	na	na	na	na	na	19
73	75	<b>Sonitrol Pacific</b> Portland, Ore.	\$3,974,671	425	\$149,479	\$250	education, office, govt	105	5
74		<b>General Security Inc.</b> Plainview, N.Y.	\$3,949,174	3,000	\$280,000	\$99	office, education, health	157	10
75	87	<b>Redwire LLC</b> Tallahassee, Fla.	\$3,647,691	na	na	na	govt, health, education	66	6
76	71	<b>Detection Systems and Engineering Company</b> Troy, Mich.	\$3,584,984	120	\$400,000	\$1,000	industrial, office, law	21	1
77	100	<b>Valley Alarm</b> San Fernando, Calif.	\$3,402,630	507	\$211,033	\$100	office, health, industrial	43	2
78	72	<b>New York Security Solutions</b> Brooklyn, N.Y.	\$3,372,663	300	\$350,000	\$1,200	health, financial, govt	43	1
79	83	<b>Kimberlite-Sonitrol</b> Fresno, Calif.	\$3,177,266	na	na	na	education, govt, industrial	103	9
80	88	<b>Habitec Security</b> Holland, Ohio	\$2,500,000	1,500	\$60,000	\$500	govt, industrial, education	80	3
81	94	<b>Sonitrol Integrated Security</b> Raleigh, N.C.	\$2,460,556	450	\$1,200,000	\$500	education, office, health	31	2
82		<b>Matson Alarm Co. Inc.</b> Fresno, Calif.	\$2,445,238	1,898	\$299,000	\$99	education, financial, govt	83	5
83	78	<b>Sonitrol Security Services Inc.</b> Charlotte, N.C.	\$2,400,000	75	na	na	office, industrial, transport	na	2
84	92	<b>Acadiana Security Plus</b> Broussard, La.	\$2,314,841	216	\$130,000	\$99	na	84	1
85	95	<b>OMNI Fire and Security</b> Houston, Texas	\$2,227,527	294	\$45,608	\$189	industrial, hotel, office	19	1
86	96	<b>Secureteam</b> Tampa, Fla.	\$2,206,197	60	\$140,000	\$1,500	health	18	1
87		<b>Audio Sentry Corporation</b> Fraser, Mich.	\$2,190,527	84	\$436,596	\$1,100	education, health, industrial	34	3
88		<b>DFW Security</b> Ft. Worth, Texas	\$2,185,564	312	\$195,750	\$300	office, industrial, office	52	1
89		<b>Advanced Security Systems</b> Eureka, Calif.	\$1,896,438	1,220	\$190,550	\$140	education, health, office	47	3
90	97	<b>Key Security Designs Corporation</b> Orinda, Calif.	\$1,821,228	26	\$240,000	\$8,000	na	7	2
91		<b>Secure Pacific Corporation</b> Portland, Ore.	\$1,511,677	310	\$41,251	\$250	office	33	5
92		<b>Fortress Security</b> Arlington, Texas	\$1,436,809	na	\$150,000	\$99	office, industrial, transport	32	2
93	99	<b>Post Alarm Systems</b> Arcadia, Calif.	\$1,422,834	396	\$100,000	\$299	office, retail, education	131	2
94	98	<b>Arcan Alarm Inc.</b> Phoenix, Ariz.	\$1,390,158	1,169	\$73,000	\$0	office, education, health	73	1
95		<b>Sonitrol of Evansville Inc.</b> Evansville, Ind.	\$1,314,364	300	\$110,000	\$100	education, retail, health	38	1
96		<b>Doyle Security Systems Inc.</b> Rochester, N.Y.	\$1,237,000	623	\$131,000	\$75	health, industrial, office	164	9
97	93	<b>Hoffman Electronic Security</b> Atwater, Calif.	\$1,120,000	250	na	na	education, govt, transport	51	2
98	90	<b>EyeQ Monitoring</b> Marietta, Ga.	\$1,068,723	52	na	na	na	na	1
99		<b>Security Systems of America</b> Pittsburgh, Pa.	\$1,003,688	379	na	na	na	70	2
100	92	<b>WizNucleus Inc.</b> New York, N.Y.	\$1,000,000	3	\$650,000	\$27,000	utilities	6	2

e = *SDM* estimate na = not available Abbreviations to markets: airport = airports; office = corporate office spaces; correctional = correctional facility; education = education/campuses; entertainment = entertainment/sports venues; financial = financial/banking; gaming = casinos/gaming; govt = government; health = healthcare; hotel = hotels/hospitality; industrial = industrial; law = law enforcement; retail = retail/restaurants; transport = transportation/distribution; utilities = utilities/critical infrastructure.

**No. 1** — Made two acquisitions in 2020 and four in early quarter 2021. *SDM*'s 2007 and 2012 Systems Integrator of the Year. **No. 2** — ADT Commercial made several acquisitions in 2020 and first quarter 2021, including the commercial arm of Ackerman Security, ranked No. 43 on the 2020 TSI Report. **No. 3** — Acquired FE Moran, ranked No. 21 on the 2020 TSI Report. Received DHS SAFETY Act designation in May 2021. *SDM*'s 2011 (as Diebold) and 2019 Systems Integrator of the Year. **No. 5** — Made several acquisitions in 2020 and early 2021, including G4S (ranked No. 6 on the 2020 TSI Report) in \$5.3 billion deal in