

## 2023 Top Systems Integrators

2023 RANK	2022 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2022	NUMBER OF NEW PROJECTS, 2022	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.	\$1,920,224,711	20,290	\$10,000,000	\$2,500	Financial, Govt., Healthcare	5,862	188
2		<b>Securitas Technology</b> Uniontown, Ohio	\$1,053,000,000 <sup>e</sup>	na	na	na	Financial, Healthcare, Other	na	230
3	2	<b>ADT</b> Boca Raton, Fla.	\$691,000,000 <sup>e</sup>	na	na	na	na	22,000 <sup>e</sup>	na
4	3	<b>Pavion, formerly CTSI</b> Chantilly, Va.	\$438,229,047	22,148	\$14,000,000	\$1,000	Office, Industrial, Utilities	1,575	79
5	4	<b>Allied Universal Technology Services</b> Irvine, Calif.	\$345,227,602	na	na	na	Office, Healthcare, Utilities	na	40
6		<b>Paladin Technologies</b> Poway, Calif.	\$233,761,373	2,000	\$19,000,000	\$1,000	Healthcare, Gaming, Utilities	1,339	34
7	5	<b>Vector Security</b> Warrendale, Pa.	\$169,377,000	7,500	\$1,940,000	\$99	Retail, Office, Healthcare	1,647	55
8	6	<b>The Cook and Boardman Security Integration Solutions Division</b> Winston Salem, N.C.	\$167,653,036	na	\$14,000,000	\$1,000	Education, Govt., Office	334	15
9	7	<b>Kastle Systems International</b> Falls Church, Va.	\$142,000,000	na	na	na	Office, Govt., Education	790	15
10	8	<b>Unlimited Technology Inc.</b> Chester Springs, Pa.	\$134,120,225	3,459	\$5,996,103	\$224	Utilities, Govt., Healthcare	na	10
11		<b>MCA</b> Spartanburg, S.C.	\$73,739,054	na	na	na	Govt, Education, Healthcare	na	na
12	12	<b>Tech Systems Inc.</b> Buford, Ga.	\$61,520,840	2,197	\$2,672,254	\$1,500	Office, Healthcare, Retail	462	2
13	11	<b>NextGen Security LLC</b> Exton, Pa.	\$51,996,516	na	\$1,710,554	\$820	Utilities, Healthcare, Office	130	2
14	13	<b>Per Mar Security Services</b> Davenport, Iowa	\$51,016,142	12,980	\$1,000,000	\$0	Utilities, Retail, Office	562	23

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**No. 1** — In 2022, Convergint greatly advanced its global growth into new markets, expanding operations to Australia, Canada, and the United Arab Emirates. *Acquired Ojo Technology* in August 2022, *Beckwith* in December 2022, and *Ballou Fire* in June 2023. *SDM's 2007 and 2012 Systems Integrator of the Year.* **No. 2** — Launched as Securitas Technology in March 2023 after completing its *acquisition of STANLEY Security* in July 2022. *SDM's 2011 (as Diebold) and 2019 Systems Integrator of the Year.* **No. 3** — *Completed its first pilot sale for its EvoGuard brand* of autonomous intelligent guarding solutions in March 2023. *Closed a \$1.2 billion equity investment by State Farm* in October 2022. Acquired IOTAS in June 2022 and Denver-based Key-Rite Security in May 2022. **No. 4** — *Acquired Premier Security Solutions* in May 2023, Security Source in April 2023 and Netronix Integration in March 2023, its three most recent in a string of ongoing acquisitions in 2022 and 2023. *Changed name to Pavion* from CTSI in October 2022. *SDM's 2022 Systems Integrator of the Year.* **No. 5** — *Acquired Elite Tactical Security* in April 2023. *Sealed three deals* to grow in North America and beyond in June 2022. Acquired Hawaii-based Star Protection Agency in May 2023. *SDM's 2016 Systems Integrator of the Year (as Securadyne Systems).* *SDM's 2013 Systems Integrator of the Year (as G4S).* **No. 6** — Completed the unification and rebranding efforts of two acquired entities (purchased in 2021). Paladin Technologies acquired VTI Security and Spectra Audio Design Group, adding 350 new colleagues to the team. Ranked on the TSI for the first time. **No. 7** — Strong sales performance from ADS Security business unit as we integrated with Vector Security. **No. 9** — *Partnered with Alarm.com* to bring Proptech to the multifamily market in December 2022. *SDM's 2015 Systems Integrator of the Year.* **No. 10** — Continued the integration with IST, which it *acquired in March 2022.* *SDM's 2014 and 2021 Systems Integrator of the Year.* **No. 11** — Ranked on the TSI for the first time. **No. 12** — TSI was able to grow revenue by over 27 percent and added several Fortune 500 clients as well as multiple new IDN's in the Healthcare space. Merged with *Securitrionics* in October 2022. *SDM's 2004 Systems Integrator of the Year.* **No. 13** — *SDM's 2017 Systems Integrator of the Year.* **No. 14** — Acquired Homeguard Security in March 2023 and Dream Systems' Security Division in August 2022.

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15	17	<b>GSI</b> Troy, Mich.	\$48,086,000	528	\$7,100,000	\$130	Industrial, Utilities, Office	131	3
16	15	<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.	\$46,833,380	1,937	\$1,946,753	\$1,947	Healthcare, Education, Govt.	175	5
17	14	<b>Minuteman Security Technologies Inc.</b> Andover, Mass.	\$44,326,681	2,382	\$1,592,235	\$4,995	Education, Healthcare, Other	152	11
18	16	<b>Stone Security</b> Salt Lake City, Utah	\$43,903,837	1,293	\$1,087,055	\$358	Education, Govt, Utilities	124	7
19	35	<b>Pye-Barker Fire &amp; Safety</b> Alpharetta, Ga.	\$43,200,000	9,000	\$4,000,000	\$1,000	Education, Healthcare, Financial	4,104	150
20		<b>Prosecur Security Integration</b> Herndon, Va.	\$42,607,406	na	\$1,120,000	\$750	Retail, Transportation, Industrial	na	126
21	19	<b>Preferred Technologies LLC</b> Houston, Texas	\$41,963,364	435	\$6,118,577	\$214	Airports, Transportation, Utilities	135	2
22		<b>LVC Companies Inc.</b> Edina, Minn.	\$39,191,455	1,715	\$1,750,000	\$1,000	Govt., Industrial, Office	237	9
23	30	<b>American Direct AccessNsite SCS Avalon</b> Lenexa, Kan.	\$37,000,000	90	\$2,000,000	\$15,000	Retail, Other, Govt.	49	9
24	18	<b>Entech Sales and Service LLC</b> Dallas, Texas	\$32,853,183	46	\$505,308	\$1,000	Healthcare, Education, Other	270	6
25	21	<b>American Alarm &amp; Communications</b> Arlington, Mass.	\$28,309,266	4,819	\$1,100,000	\$50	Other, Office, Education	307	8
26	20	<b>Security Equipment Inc.</b> Omaha, Neb.	\$24,469,278	633	\$602,779	\$0	Office, Financial, Education	198	5
27	23	<b>Sloan Security Group</b> Boise, Idaho	\$23,440,000	na	\$15,000,000	\$50,000	Correctional, Utilities, Office	na	5
28	24	<b>TRL Systems Inc.</b> Rancho Cucamonga, Calif.	\$22,881,400	504	\$900,000	\$1,000	Healthcare, Office, Entertainment	59	5
29	22	<b>Advanced Electronic Solutions</b> College Point, N.Y.	\$21,715,000	680	\$3,500,000	\$135,000	Office, Healthcare, Financial	90	3
30	27	<b>Enterprise Security Inc.</b> Yorba Linda, Calif.	\$21,377,601	75	\$4,300,000	\$5,000	Office, Govt., Financial	94	3

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**No. 16** — At the beginning of 2022, RFI's COO/president, Brad Wilson, passed away unexpectedly. The senior leadership team, which had been in place since 2019, pulled together to lead the company to have its best year ever. **No. 17** — Acquired another company (Maine-based Inlution) while changing over both its CRM and financial systems internally to move systems into the cloud, both running concurrently. *Rebranded* in January 2023. **No. 18** — Grew into 3 new markets (LATAM, SoCal, Seattle). Opened a new *Global Technology Center* in March 2023. *SDM's* 2020 Systems Integrator of the Year. **No. 19** — Pye-Barker continues its acquisition streak with more than 20 acquisitions in 2022 and so far in 2023, including current TSI-ranked company Sonitrol of SW Ohio (ranked No. 66th this year) purchased in March 2023 (after the submission date for the 2023 TSI), and most recently, Automatic Fire Sprinklers and Vanguard Fire & Security Systems, in May 2023. **No. 20** — Ranked on the TSI for the first time. **No. 21** — Sales increased 75 percent; revenue increased 50 percent; and staff grew by almost 15 percent. **No. 22** — Had the highest revenue year in its 40+ year history. **No. 25** — Added its 7th branch location, and 4th out-of-state company, expanding its presence in the New England region. **No. 28** — Increased revenue by 10 percent and increased bottom net line. **No. 30** — Had its biggest year of sales bookings, over 35 percent more in 2022 than in 2021.

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31	25	<b>Sound Inc.</b> Naperville, Ill.	\$20,000,000	na	\$1,700,000	\$501	Office, Education, Govt.	96	1
32	29	<b>JSC Systems Inc.</b> Jacksonville, Fla.	\$19,263,545	195	\$1,598,426	\$2,871	Education, Govt., Healthcare	114	7
33	28	<b>Dallas Security Systems Inc. &amp; DSS Fire Inc.</b> Dallas, Texas	\$18,110,531	1,346	\$578,000	\$229	Office, Healthcare, Industrial	120	2
34		<b>Guardian Alarm Company</b> Southfield, Mich.	\$17,097,317	3,510	na	na	na	433	5
35	31	<b>Vision Security Technologies</b> Birmingham, Ala.	\$13,930,806	845	\$3,961,742	\$2,578	Government, Education, Healthcare	49	3
36	38	<b>Bates Security</b> Lexington, Ky.	\$13,197,082	1,050	\$516,672	\$0	Education, Industrial, Other	120	5
37	33	<b>PASS Security</b> Fairview Heights, Ill.	\$12,676,735	600	\$1,000,000	\$1,000	Utilities, Healthcare, Education	54	1
38	82	<b>Custom Alarm</b> Rochester, Minn.	\$12,407,318	1,352	\$355,000	\$178	Office, Education, Healthcare	67	1
39	32	<b>A+ Technology &amp; Security Solutions Inc.</b> Bay Shore, N.Y.	\$12,080,934	185	\$1,100,000	\$1,020	Education, Government, Healthcare	101	2
40		<b>IP Systems Inc.</b> Valley View, Ohio	\$11,213,575	105	\$5,281,208	\$2,067	Correctional, Govt., Office	24	1
41	34	<b>SSD Alarm</b> Anaheim, Calif.	\$11,047,282	na	na	na	na	na	9
42	54	<b>Strategic Security Solutions</b> Raleigh, N.C.	\$10,772,575	597	\$380,668	\$1,125	Utilities, Education, Healthcare	38	4
43	55	<b>Southeastern Security Professionals LLC</b> Norcross, Ga.	\$10,662,271	408	\$510,000	\$2,700	Healthcare, Govt., Office	42	1
44	42	<b>EMC Security</b> Suwanee, Ga.	\$10,144,723	1,147	\$879,000	\$99	Other, Industrial, Education	106	1
45	47	<b>Guardian Protection</b> Warrendale, Pa.	\$10,141,312	2,911	\$89,253	\$0	Retail, Industrial, Healthcare	638	12
46	43	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$10,120,459	1,963	\$188,706	\$49	Industrial, Govt., Retail	344	6
47	36	<b>Atronic Alarms Inc.</b> Lenexa, Kan.	\$10,063,880	na	na	na	na	95	3
48	53	<b>Sonitrol New England</b> Rocky Hill, Conn.	\$9,813,353	1,149	\$443,000	\$0	Education, Office, Industrial	99	5
49	26	<b>RedRock Security &amp; Cabling Inc.</b> Irvine, Calif.	\$9,530,000	75	\$450,000	\$16,000	Education, Office, Hotel	130	3
50	41	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$9,440,988	1,866	\$276,456	\$375	Retail, Office, Entertainment	na	2

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**No. 32** — The acquisition of Carehawk Inc. in Ontario allows JSC to integrate the Canadian manufacturing business with its U.S. distribution business. **No. 33** — Integrated 60 percent of its internal systems by converting its data to an extensive CRM platform. **No. 34** — Ranked on the TSI for the first time. **No. 35** — Sold its largest project ever, \$4.5 million dollars to a county. **No. 37** — *Acquired by Zeus Fire & Security* in May 2023. **No. 38** — At the end of the year had its highest revenue and highest profits to date. **No. 40** — Ranked on the TSI for the first time. **No. 42** — Successful rollout and ramp up of its Richmond branch location. **No. 50** — Acquisition of Arcuri.

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51	37	<b>D/A Central Inc.</b> Oak Park, Mich.	\$9,039,771	na	na	na	na	na	3
52	46	<b>CGL Electronic Security Inc.</b> Westwood, Mass.	\$9,000,000	450	\$875,000	\$5,000	Education, Office, Healthcare	38	1
53	48	<b>Fleenor Security Systems</b> Johnson City, Tenn.	\$8,538,762	1,155	\$197,400	\$199	Office, Retail, Healthcare	99	2
54	40	<b>APL Access &amp; Security Inc.</b> Gilbert, Ariz.	\$8,391,679	100	\$800,000	\$10,000	Govt., Office, Education	34	2
55	50	<b>Telenet VoIP Inc.</b> El Segundo, Calif.	\$8,095,851	78	\$1,235,000	\$3,204	Education, Govt., Healthcare	46	1
56	45	<b>Trinity Wiring &amp; Security Solutions</b> Chantilly, Va.	\$8,000,000	63	\$0	\$1,500,000	Hotel, Education, Financial	65	1
57	51	<b>Sentry Communications &amp; Security</b> Hicksville, N.Y.	\$7,690,000	na	\$425,000	\$100	na	na	4
58	60	<b>Moon Security Services Inc.</b> Pasco, Wash.	\$7,232,354	618	\$158,510	\$0	Education, Govt., Retail	77	4
59	44	<b>The Ollivier Corporation</b> Los Angeles, Calif.	\$7,066,295	459	\$638,457	\$1,200	Office, Healthcare, Entertainment	38	1
60	83	<b>DFW Security</b> Ft. Worth, Texas	\$6,935,545	618	\$407,000	\$995	Industrial, Govt., Education	60	1
61		<b>Sonitrol of Sacramento &amp; Orange County, Cybex Security Solutions</b> Roseville, Calif.	\$6,741,891	1,243	\$258,772	\$295	Industrial, Office, Govt.	57	2
62	39	<b>Wilson Fire</b> Houston, Texas	\$6,230,870	150	\$2,175,000	\$4,500	Office, Education, Healthcare	135	1
63	59	<b>Atlantic Coast Alarm Inc.</b> Mays Landing, N.J.	\$6,027,512	na	na	na	Govt., Healthcare, Education	30	3
64	63	<b>Sonitrol Pacific</b> Portland, Ore.	\$5,982,269	375	\$490,380	\$695	Education	105	4
65		<b>Visionary Systems</b> Melbourne, Fla.	\$5,760,258	237	\$197,796	\$2,103	Education, Correctional, Govt.	32	2
66	56	<b>Sonitrol SW Ohio</b> Mason, Ohio	\$5,651,778	1,031	\$131,151	\$21	Office, Healthcare, Hotel	82	2
67		<b>Security Alarm Corporation</b> Salem, Ill.	\$5,626,777	843	\$329,000	\$500	Education, Healthcare, Hotel	35	1
68	58	<b>Electronic Security Concepts LLC</b> Scottsdale, Ariz.	\$5,420,404	176	\$356,000	\$650	Healthcare, Govt., Education	33	3

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**No. 53** — Purchased a new headquarters building in 2022 that triples its space with plans to renovate it in early 2023. **No. 54** — Awarded a new five year contract term with the State of Arizona. **No. 56** — Started a solar division as a bolt-on to its security company with adoption rates that exceeded expectation. **No. 58** — Successfully completed the 3G communicator upgrade project prior to the sunset(s). **No. 59** — Grew RMR by 20 percent. **No. 62** — Largest sales year since company was established in 1916 **No. 65** — Moved to new HQ in Melbourne and brought executive and management teams under one roof from remote locations around the state. Ranked on the TSI for the first time. **No. 67** — Ranked on the TSI for the first time.

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69	66	<b>Kimberlite-Sonitrol</b> Fresno, Calif.	\$5,248,010	832	\$179,455	\$500	Education, Utilities, Financial	88	9
70		<b>Chimera Integrations</b> Syracuse, N.Y.	\$5,237,478	500	\$360,000	\$5,000	Healthcare, Office, Utilities	38	4
71		<b>CTCI</b> Clifton, N.J.	\$5,191,557	147	\$1,202,788	\$5,670	Office, Education, Industrial	23	1
72	62	<b>Will Electronics</b> St Louis, Mo.	\$5,159,853	400	\$550,000	\$5,000	Utilities, Healthcare, Law Enforcement	27	1
73	73	<b>Securiteam</b> Tampa, Fla.	\$4,998,024	100	\$606,000	\$3,000	Healthcare, Other	24	1
74	70	<b>Detection Systems and Engineering Company</b> Troy, Mich.	\$4,973,727	na	\$315,000	\$500	Industrial, Office, Education	20	1
75	52	<b>Titan Alarm Inc.</b> Phoenix, Ariz.	\$4,762,623	1,400	\$384,000	\$23	Office, Education, Retail	91	1
76		<b>ISO Network LLC</b> Kennesaw, Ga.	\$4,483,158	350	\$550,000	\$350	Law Enforcement, Govt., Utilities	30	4
77	68	<b>Redwire LLC</b> Tallahassee, Fla.	\$4,450,186	na	na	na	Govt., Education, Transportation	60	6
78	61	<b>General Security Inc.</b> Plainview, N.Y.	\$4,016,919	1,200	\$310,000	\$99	Education, Office, Healthcare	157	10
79	72	<b>Fortress Security</b> Grapevine, Texas	\$3,776,862	na	\$200,000	\$99	Transportation, Industrial, Retail	52	3
80	79	<b>WizNucleus Inc.</b> Carrollton, Texas	\$3,720,000	3	\$3,400,000	\$20,000	Utilities, Govt., Other	13	2
81		<b>Crime Prevention Security Systems LLC</b> Gainesville, Fla.	\$3,663,325	485	\$2,400,000	\$199	Education, Industrial, Govt.	51	3
82	84	<b>Security Pros LLC</b> Sellersburg, Ind.	\$3,631,272	140	\$376,000	\$6,000	Transportation, Correctional, Govt.	29	2
83	91	<b>Post Alarm Systems</b> Arcadia, Calif.	\$3,625,940	911	\$110,000	\$299	Office, Industrial, Education	145	2
84	71	<b>Habitec Security</b> Holland, Ohio	\$3,600,000	800	\$170,000	\$200	Govt., Education, Office	85	3
85	76	<b>Sonitrol Security of Delaware Valley</b> Wilmington, Del.	\$3,222,701	38	\$1,800,000	\$3,000	Education, Govt., Office	21	1
86	86	<b>Acadiana Security Plus</b> Broussard, La.	\$3,216,237	1,459	\$199,301	\$1,000	Govt., Retail, Financial	82	1

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**No. 70** — In late 2021 into 2022 grew from one office with 15 employees to four total offices and close to 40 employees. Throughout 2022 continued to invest in the new offices and toward the end of the year profitability has skyrocketed and the new offices are performing better than expected. Ranked on the TSI for the first time. **No. 71** — Acquired, moved to, and are building out a new warehouse/technical center. Ranked on the TSI for the first time. **No. 74** — Increased revenue in 2022 significantly. **No. 75** — increased RMR and IR by 20 percent organically in 2022. **No. 76** — Ranked on the TSI for the first time. **No. 78** — Complete remodel of its corporate office and relocation of our central station into the corporate office. **No. 80** — Won a significant security integration project from a nuclear power plant. **No. 81** — Completed the Ina A. Colen project, a \$2.4 Million K-8 charter school. Ranked on the TSI for the first time.

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87	75	<b>Valley Alarm</b> Long Beach, Calif.	\$3,207,487	761	\$126,933	\$200	Office, Industrial, Healthcare	45	2
88	81	<b>Sonitrol Security Services Inc.</b> Charlotte, N.C.	\$3,102,140	105	\$250,000	\$5,000	Office, Industrial, Govt.	na	2
89	74	<b>Acom Protection Services Inc.</b> Columbus, Ga.	\$3,029,556	964	\$422,906	\$0	Govt., Retail, Education	98	6
90	93	<b>Key Security Designs Corporation</b> Pleasant Hill, Calif.	\$2,593,380	59	\$650,000	\$6,000	na	13	1
91	65	<b>SCI Inc.</b> Albuquerque, N.M.	\$2,548,961	186	\$325,000	\$2,000	Education, Govt., Utilities	17	1
92		<b>Region 6 Security Integration</b> Seattle, Wash.	\$2,543,133	50	\$475,000	\$25,000	Other, Office, Utilities	20	1
93	85	<b>Washington Alarm Inc.</b> Seattle, Wash.	\$2,505,233	na	\$125,000	\$500	na	54	2
94	87	<b>Hoffman Electronic Security</b> Atwater, Calif.	\$2,164,995	na	\$67,995	\$0	Education, Healthcare, Retail	na	2
95	78	<b>KMT Systems Inc.</b> McDonough, Ga.	\$2,149,785	197	\$164,000	\$100	Office, Industrial, Healthcare	37	2
96	69	<b>New York Security Solutions</b> Brooklyn, N.Y.	\$2,072,996	300	\$250,000	\$1,000	Financial, Govt., Healthcare	38	1
97	94	<b>Secure Pacific Corporation</b> Portland, Ore.	\$2,027,569	354	\$99,128	\$495	na	39	5
98	95	<b>Sonitrol of Evansville Inc.</b> Evansville, Ind.	\$1,935,157	547	\$192,000	\$10	Education, Industrial, Healthcare	40	1
99	89	<b>Alert Protective Services</b> Chicago, Ill.	\$1,795,522	507	\$136,550	\$199	Office, Education, Govt.	30	2
100	88	<b>Advanced Security Systems</b> Eureka, Calif.	\$1,655,482	1,738	\$136,100	\$115	Education, Healthcare, Hotel	51	3

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

**No. 87** — Generated significant RMR from monitored surveillance systems. **No. 92** — Grew headcount from eight to 20 employees. Ranked on the TSI for the first time. **No. 95** — The purchase of Mid South Security Gave KMT a second office and more internal people to continue to grow with. **No. 96** — Obtained a city and state contract with the largest health and hospital facilities. **No. 99** — Acquisition of another company that expands Alert Protective into another location providing further service abilities.

## Largest Project in 2022: \$19 Million

### Paladin Technology's \$19 Million Project

Leveraging decades of combined experience, Paladin Technologies was able to provide a future-forward technology solution to one of its longest standing clients, an American utility holding company serving more than 3.7 million electric customers and 2.1 million natural gas customers. Through a commitment to progress and change, Paladin supported a complex upgrading project that included full access control system replacement in nine separate locations. Upgrades included all door hardware from mag locks to exit devices with electrified trim on 32 doors to bring the facilities up to code. Paladin partnered with an electrician that was supervised on-site to fix multiple power issues in the field panel locations. Paladin was able to fully replace and upgrade essentially every component of the system while keeping an active access control system functioning within a fully operational power plant. Success was achieved despite the travel time to the remote location being four hours each way; the project was delivered under the budgeted hours, and the team was able to complete on customer requested timeline, and under budget.

RANK BY PROJECT SIZE	VALUE OF LARGEST PROJECT	COMPANY	2023 RANK	RANK BY PROJECT SIZE	VALUE OF LARGEST PROJECT	COMPANY	2023 RANK
1	\$19,000,000	Paladin Technologies	6	40	\$578,000	Dallas Security Systems Inc. & DSS Fire Inc.	33
2	\$15,000,000	Sloan Security Group	27	41*	\$550,000	Will Electronics	72
3*	\$14,000,000	Pavion, formerly CTSI	4	41*	\$550,000	ISO Network LLC	76
3*	\$14,000,000	The Cook and Boardman Security Integration Solutions Division	8	42	\$516,672	Bates Security	36
4	\$10,000,000	Convergint Technologies	1	43	\$510,000	Southeastern Security Professionals LLC	43
5	\$7,100,000	GSI	15	44	\$505,308	Entech Sales and Service LLC	24
6	\$6,118,577	Preferred Technologies, LLC	21	45	\$490,380	Sonitrol Pacific	64
7	\$5,996,103	Unlimited Technology Inc.	10	46	\$475,000	Region 6 Security Integration	92
8	\$5,281,208	IP Systems Inc.	40	47	\$450,000	RedRock Security & Cabling Inc.	49
9	\$4,300,000	Enterprise Security, Inc.	30	48	\$443,000	Sonitrol New England	48
10	\$4,000,000	Pye-Barker Fire & Safety	19	49	\$425,000	Sentry Communications & Security	57
11	\$3,961,742	Vision Security Technologies	35	50	\$422,906	Acom Protection Services Inc.	89
12	\$3,500,000	Advanced Electronic Solutions	29	51	\$407,000	DFW Security	60
13	\$3,400,000	WizNucleus Inc.	80	52	\$384,000	Titan Alarm Inc.	75
14	\$2,672,254	Tech Systems Inc.	12	53	\$380,668	Strategic Security Solutions	42
15	\$2,400,000	Crime Prevention Security Systems LLC	81	54	\$376,000	Security Pros, LLC	82
16	\$2,175,000	Wilson Fire	62	55	\$360,000	Chimera Integrations	70
17	\$2,000,000	American Direct AccessNsite SCS Avalon	23	56	\$356,000	Electronic Security Concepts LLC	68
18	\$1,946,753	RFI Communications & Security Systems	16	57	\$355,000	Custom Alarm	38
19	\$1,940,000	Vector Security	7	58	\$329,000	Security Alarm Corporation	67
20	\$1,800,000	Sonitrol Security of Delaware Valley	85	59	\$325,000	SCI Inc.	91
21	\$1,750,000	LVC Companies Inc.	22	60	\$315,000	Detection Systems and Engineering Company	74
22	\$1,710,554	NextGen Security LLC	13	61	\$310,000	General Security Inc.	78
23	\$1,700,000	Sound Inc.	31	62	\$276,456	Scarsdale Security Systems Inc.	50
24	\$1,598,426	JSC Systems Inc.	32	63	\$258,772	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	61
25	\$1,592,235	Minuteman Security Technologies Inc.	17	64*	\$250,000	Sonitrol Security Services Inc.	88
26	\$1,235,000	Telenet VoIP Inc.	55	64*	\$250,000	New York Security Solutions	96
27	\$1,202,788	CTCI	71	65	\$200,000	Fortress Security	79
28	\$1,120,000	Prosegur Security Integration	20	66	\$199,301	Acadiana Security Plus	86
29*	\$1,100,000	American Alarm & Communications	25	67	\$197,796	Visionary Systems	65
29*	\$1,100,000	A+ Technology & Security Solutions Inc.	39	68	\$197,400	Fleenor Security Systems	53
30	\$1,087,055	Stone Security	18	69	\$192,000	Sonitrol of Evansville Inc.	98
31*	\$1,000,000	Per Mar Security Services	14	70	\$188,706	Peak Alarm Co. Inc.	46
31*	\$1,000,000	PASS Security	37	71	\$179,455	Kimberlite-Sonitrol	69
32	\$900,000	TRL Systems Inc.	28	72	\$170,000	Habitec Security	84
33	\$879,000	EMC Security	44	73	\$164,000	KMT Systems Inc.	95
34	\$875,000	CGL Electronic Security Inc.	52	74	\$158,510	Moon Security Services Inc.	58
35	\$800,000	APL Access & Security Inc.	54	75	\$136,550	Alert Protective Services	99
36	\$650,000	Key Security Designs	90	76	\$136,100	Advanced Security Systems	100
37	\$638,457	The Ollivier Corporation	59	77	\$131,151	Sonitrol SW Ohio	66
38	\$606,000	Securiteam	73	78	\$126,933	Valley Alarm	87
39	\$602,779	Security Equipment Inc.	26	79	\$125,000	Washington Alarm Inc.	93
				80	\$110,000	Post Alarm Systems	83

\* Ties

These 85 security integrators reported having the highest-value security projects started in 2022. Projects less than \$100,000 are not ranked here.

## Top 25 Integrators by RMR

Rank by RMR	Company	Recurring Monthly Revenue, Dec. 31, 2022	2023 Rank
1	ADT	\$374,178,000	3
2	Securitas Technology	\$86,000,000	2
3	Convergint Technologies	\$20,251,943	1
4	Vector Security	\$19,229,000	7
5	Pavion, formerly CTSI	\$15,100,000	4
6	Guardian Protection	\$11,115,624	45
7	Pye-Barker Fire & Safety	\$9,373,000	19
8	Kastle Systems International	\$9,223,757	9
9	Guardian Alarm Company	\$4,826,000	34
10	Allied Universal Technology Services	\$3,931,083	5
11	Per Mar Security Services	\$3,877,485	14
12	Tech Systems Inc.	\$2,715,850	12
13	American Alarm & Communications	\$2,078,469	25
14	SSD Alarm	\$1,836,672	41
15	EMC Security	\$1,415,550	44
16	General Security Inc.	\$1,276,220	78
17	Sonitrol Pacific	\$1,243,076	64
18	Security Equipment Inc.	\$1,197,254	26
19	Kimberlite-Sonitrol	\$1,142,677	69
20	Sonitrol New England	\$1,098,540	48
21	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$1,071,043	61
22	Bates Security	\$1,016,477	36
23	Paladin Technologies	\$880,000	6
24	Sonitrol SW Ohio	\$810,244	66
25	Post Alarm Systems	\$787,534	83

*SDM* ranks the Top 25 systems integrators by RMR. Increasingly integrators are seeking to create RMR from sources such as maintenance contracts, monitoring, 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 2022.

## Alphabetical Index to Companies

COMPANY	2023 RANK
A+ Technology & Security Solutions Inc.	39
Acadiana Security Plus	86
Acom Protection Services Inc.	89
ADT	3
Advanced Electronic Solutions	29
Advanced Security Systems	100
Alert Protective Services	99
Allied Universal Technology Services	5
American Alarm & Communications	25
American Direct AccessNsite SCS Avalon	23
APL Access & Security Inc.	54
Atlantic Coast Alarm Inc.	63
Atronic Alarms Inc.	47
Bates Security	36
CGL Electronic Security Inc.	52
Chimera Integrations	70
Convergint Technologies	1
Crime Prevention Security Systems LLC	81
CTCI	71
Custom Alarm	38
D/A Central Inc.	51
Dallas Security Systems Inc. & DSS Fire Inc.	33
Detection Systems and Engineering Company	74
DFW Security	60
Electronic Security Concepts LLC	68
EMC Security	44
Entech Sales and Service LLC	24
Enterprise Security, Inc.	30
Fleenor Security Systems	53
Fortress Security	79
General Security Inc.	78
GSI	15
Guardian Alarm Company	34
Guardian Protection	45
Habitec Security	84
Hoffman Electronic Security	94
IP Systems Inc.	40
ISO Network LLC	76
JSC Systems Inc.	32
Kastle Systems International	9
Key Security Designs Corporation	90
Kimberlite-Sonitrol	69
KMT Systems Inc.	95
LVC Companies Inc.	22
MCA	11
Minuteman Security Technologies Inc.	17
Moon Security Services Inc.	58
New York Security Solutions	96
NextGen Security LLC	13
Paladin Technologies	6
PASS Security	37

COMPANY	2023 RANK
Pavion, formerly CTSI	4
Peak Alarm Co. Inc.	46
Per Mar Security Services	14
Post Alarm Systems	83
Preferred Technologies, LLC	21
Prosegur Security Integration	20
Pye-Barker Fire & Safety	19
RedRock Security & Cabling Inc.	49
Redwire LLC	77
Region 6 Security Integration	92
RFI Communications & Security Systems	16
Scarsdale Security Systems Inc.	50
SCI Inc.	91
Secure Pacific Corporation	97
Securitas Technology	2
Securiteam	73
Security Alarm Corporation	67
Security Equipment Inc.	26
Security Pros, LLC	82
Sentry Communications & Security	57
Sloan Security Group	27
Sonitrol New England	48
Sonitrol of Evansville Inc.	98
Sonitrol of Sacramento & Orange County, Cybex Security Solutions	61
Sonitrol Pacific	64
Sonitrol Security of Delaware Valley	85
Sonitrol Security Services Inc.	88
Sonitrol SW Ohio	66
Sound Inc.	31
Southeastern Security Professionals LLC	43
SSD Alarm	41
Stone Security	18
Strategic Security Solutions	42
Tech Systems Inc.	12
Telenet VoIP Inc.	55
The Cook and Boardman Security Integration Solutions Division	8
The Ollivier Corporation	59
Titan Alarm Inc.	75
Trinity Wiring & Security Solutions	56
TRL Systems Inc.	28
Unlimited Technology Inc.	10
Valley Alarm	87
Vector Security	7
Vision Security Technologies	35
Visionary Systems	65
Washington Alarm Inc.	93
Will Electronics	72
Wilson Fire	62
WizNucleus Inc.	80