

SDM

NEW DIRECTIONS FOR SECURITY SYSTEMS & INTEGRATION



Movers & Shakers

Top Systems Integrators are skilled, proficient, nimble and savvy. Their success is illustrated in their performance and growth, detailed on page 49.

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ACTIVE MARKET BOOSTS '14 REVENUES, Bodes Well For '15

A broader base of competition, margin erosion, and pressure on end user budgets all played their part on performance, but integrators experienced enough opportunities to counter those impediments to growth.

By Laura Stepanek, Editor

While there has been no shortage of market pressures and disruptive influences on the security business lately, systems integrators nonetheless performed well last year. As a group, the integrators encapsulated in *SDM's* 2015 Top Systems Integrators Report didn't show much growth — just 0.3 percent. But that had more to do with the structure of the report than with the companies' individual accomplishments in 2014. For example, 16 of the top 25 integrators for which year-to-year comparisons could be made, as well as many of the lower-ranked integrators, reported significant revenue increases. However, there was one significant change (the removal of Siemens Industry Inc., due to *SDM's* inability to obtain reliable financial data for creation of an estimate), which resulted in a shift in aggregate figures for the integrators as a whole, as well as a shift in ranking on the Top Systems Integrators Report for many of them.

SDM's Top Systems Integrators Report ranks companies by their North American systems integration revenue, which includes 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. Total North American revenue from systems integration reached \$6.83 billion in 2014 for the 110 companies ranked on this year's report. However, a comparison between the top 100 companies ranked this year and the top 100 ranked last year shows a 7.1 percent decline, much of which can be attributed to the omission of Siemens Industry Inc. as stated above.

A broader base of competition, margin erosion stemming from falling product prices, pressure on end user budgets,

and other factors all played their part on performance, but systems integrators still experienced enough opportunities — such as the continuing need for end users to meet regulatory requirements — to counter those impediments to growth. And while some justifiably viewed the business climate as

Guide to Using the Top Systems Integrators Report

The 2015 Top Systems Integrators Report ranks North American companies by their security systems integration revenue. This ranking is based on data provided to or, in a few cases, estimated by *SDM*. Ranked companies were asked to submit either an audited or reviewed financial statement, or a copy of their income tax return showing total gross receipts for the stated period. The vast majority of the firms ranked are privately held.

The main table, which begins on page 50, ranks 110 companies by their North American revenue in 2014 from their security system integration projects. Integration includes solutions such as design, project management, product, installation, programming, start-up, training, and time-and-materials-based service sold directly to an end-user customer or through a tier of contractors. This includes revenue related to security, such as: access control, ID/badging, video surveillance/analytics, intrusion alarms, perimeter security, electronic gate entry, intercom/communications, fire protection, etc. It does not include recurring revenue, as that is counted towards ranking on the *SDM* 100 (www.SDMmag.com/SDM100Report).

Note: an e following the figure indicates it is an *SDM* estimate.

To find a company by name, use the alphabetical index on page 66.



MORE ONLINE

To find this article online, as well as previous years' editions of the Top Systems Integrators Reports, visit www.SDMmag.com/Top-Systems-Integrators-Report.

average, there were more integrators who viewed it as strong and even robust.

“Business continues to be better and better with new opportunities. Sales volume and profits continue to rise, but slowly,” notes MidCo Inc., ranked No. 35. “We are expanding and investing in our business and skill set. We are 55 years young this year. We started a new data division in 2015. We spent an enormous amount on industry and factory training. New constructions projects continued to increase. A focus on managed services and systems seem to be expanding.”

Top Systems Integrators started 123,003 new projects in 2014, up 5 percent from 2013. The total value of those projects was \$2.45 billion — an impressive total considering that several of the largest integrators did not report this figure, which would have added immeasurably to the total if they had. The size of the largest integrated security project was \$39 million, reported by Interface Security Systems Holdings. (For the complete list of single project values, see page 54.)

No. 11-ranked Securadyne Systems LLC, which worked integrating its 2013 acquisitions, Advanced Control Concepts and Intelligent Access Systems, into the company, reported systems integration revenue of \$75.2 million in 2014, up from \$69 million the previous year. “The market continued to expand, allowing us to grow bookings by 17 percent organically. We expect continued strength, growth and demand for our services, especially in market segments facing regulatory compliance challenges such as oil and gas, electrical utilities, and food and beverage.”

Top Systems Integrators ranked the market sectors producing the greatest growth in 2014 as corporate office space,

education/campus, and healthcare — the same top three sectors as in 2013. In addition, a wide variety of other sectors were mentioned as ones offering great sales opportunities, including energy, utilities, transportation, industrial, distribution/warehousing, telecommunications, bio-technology, and a wide swath of governmental entities. Several systems integrators commented that demand from the retail sector was down in 2014, however.

“The market is definitely improving overall, driven by pent-up demand, continued migration to IP and network technologies, as well as regulatory changes. However, the growth in institutional markets is not where it was expected to be by this time,” states Johnson Controls Inc., ranked No. 5. “The market is getting stronger but certain vertical markets are lagging, such as healthcare. Some markets that exhibited growth were commercial, education and utilities/critical infrastructure,” the company notes.

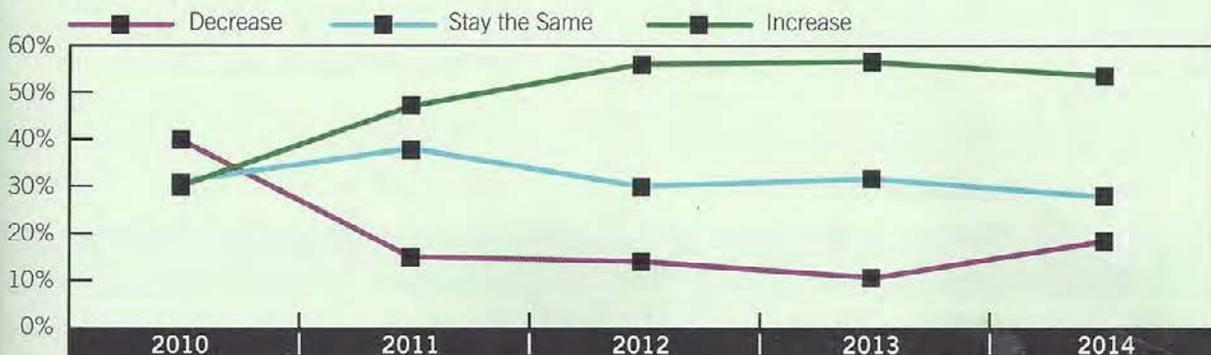
“We felt the market was strong. We continued to see growth in new commercial construction as opposed to just up-fits and/or retrofits. All segments seem to be good in our area,” says Sonitrol Security Systems of the Triangle, ranked No. 103.

The quickly evolving world of security technologies, on the one hand, may pose challenges for systems integrators in keeping up to speed, but on the other hand creates opportunities.

From Tutela’s perspective, “2014 saw an increase in the integrated security projects and we were instrumental in driving open architecture within our vendors to fully integrate deployed access control, video and intrusion detection systems. The market was marginally stronger as spending increased, but clients are still managing security budgets very

Net Profit More Difficult to Hold Onto in 2014

Top Systems Integrators were asked, “Did your company’s net profit margin increase, decrease or stay about the same in 2014 compared with 2013?”



Profitability was elusive for more systems integrators in 2014 than it was in 2013. A significantly greater percentage of integrators (19 percent) reported a decrease in their net profits in 2014 compared with the prior year (11 percent).

*percentage of Top Systems Integrators indicating each answer; based on 100 responses

Source: SDM Top Systems Integrators Report, July 2015



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2015 Rank	2014 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2014	Number of New Non-Residential Projects, 2014	Value of Non-Residential Projects, 2014	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
1	1	Tyco Integrated Security Boca Raton, Fla.	\$3,126,000,000e	na	na	na	10,000e	200e
2	3	Diebold Security Uniontown, Ohio	\$500,000,000e	na	\$460,000,000	financial, commercial, corp	1,000	110
3	4	Stanley Convergent Security Solutions Indianapolis, Ind.	\$500,000,000e	na	na	na	8,300e	75e
4	6	Convergent Technologies LLC Schaumburg, Ill.	\$462,000,000	9,576	\$320,000,000	industrial, corp, health	1,881	53
5	5	Johnson Controls Inc. Milwaukee, Wis.	\$336,000,000	2,600	\$336,000,000	health, govt, utility	576	116
6	7	Kratos Public Safety & Security Solutions Inc. , San Diego, Calif.	\$196,000,000	na	\$196,000,000	na	500	31
7	9	Protection 1 Romeoville, Ill.	\$105,000,000	na	na	retail, financial, industrial	2,755	74
8	8	G4S Technology LLC Omaha, Neb.	\$104,538,894	1,991	\$157,995,278	utility, airports, corp	478	14
9	10	Schneider Electric Carrollton, Texas	\$95,217,000	na	na	health, govt, edu		17
10	11	Vector Security Inc. Warrendale, Pa.	\$75,533,000	5,855	\$71,538,000	retail, health, corp	1,275	32
11	13	Securadyne Systems LLC Dallas, Texas	\$75,200,000	na	na	utility, edu, oil/gas	302	19
12	17	VTI Security Burnsville, Minn.	\$50,030,862	na	\$47,455,640	edu, financial, govt	185	7
13	15	AFA Protective Systems Inc. Syosset, N.Y.	\$48,350,398	6,700	\$36,500,000	retail, corp, govt	447	19
14	18	Tech Systems Inc. Duluth, Ga.	\$47,511,984	na	na	na	224	2
15	16	RFI Communications & Security Systems San Jose, Calif.	\$43,840,195	2,368	\$43,970,129	na	235	5
16	19	SDI Chicago, Ill.	\$43,343,460	38	\$10,019,183	govt, airports, financial	168	8
17		Securityhunter Inc. Baltimore, Md.	\$41,963,897	41	\$41,542,424	govt	24	1
18	21	Universal Protection Security Systems Santa Ana, Calif.	\$37,286,857	1,227	na	na	258	15
19	22	Entech Sales & Service Inc. Dallas, Texas	\$34,642,153	118	\$34,642,153	na	241	8
20	30	Unlimited Technology Inc. Chester Springs, Pa.	\$30,723,000	624	na	utility, corp, edu	75	5
21	24	DTT Los Angeles, Calif.	\$29,000,000	2,000	\$2,500,000	na	357	3

No. 2 — *SDM's* 2011 Systems Integrator of the Year. ■ No. 4 — Acquired Beacon Security in Europe. *SDM's* 2007 and 2012 Systems Integrator of the Year. ■ No. 5 — In 2014 undertook an organizational change within company's branch locations across North America. Under a new combined branch model, each location includes expertise in controls, HVAC and security offerings, giving the company a broader footprint in the security space and access to more customers. *SDM's* 2009 Systems Integrator of the Year. ■ No. 7 — 9.2% net attrition; several very large national account customer wins; awarded the USAA Affinity partnership for residential channel; *SDM's* 2012 Dealer of the Year. ■ No. 8 — Experienced significant sales growth. Re-built sales organization to create demand. *SDM's* 2013 Systems Integrator of the Year (and 2008 as Adesta). ■ No. 11 — Company successfully integrated Advanced Control Concepts and Intelligent Access Systems, both of which were acquired in late 2013. ■ No. 14 — Transitioned to an ESOP (Employee Stock Ownership Plan) to empower employees while maintaining the corporate culture that prioritizes the clients' needs. *SDM's* 2004 Systems Integrator of the Year. ■ No. 16 — Numerous project delivery achievements and contract wins, highlighted by the contract renewal for Technical Support and Maintenance of the Integrated Safety, Security and Operations Command and Control Systems (ISSOCCS) at O'Hare and Midway International Airports. SDI has provided these services since 1991. ■ No. 17 — Created a robust Engineering Department to tackle the sales from the U.S. Navy. Relocated to accommodate need for triple the size office space. ■ No. 18 — Made tremendous strides in monitored video and situational awareness services. ■ No. 20 — *SDM's* 2014 Systems Integrator of the Year.

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2015 Rank	2014 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2014	Number of New Non-Residential Projects, 2014	Value of Non-Residential Projects, 2014	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
22	23	Dakota Security Systems Inc. Sioux Falls, S.D.	\$27,056,887	2,474	\$18,709,410	financial, health, edu	139	8
23	31	Genesis Security Systems LLC Germantown, Md.	\$21,300,000	110	\$16,000,000	utility, corp, financial	53	1
24		Interface Security Systems Holdings Inc. Earth City, Mo.	\$20,988,174	9,976	\$24,441,866	na	666	15
25	27	Intertech Security Pittsburgh, Pa.	\$20,849,600	482	\$23,574,000	industrial, health, utility	184	8
26	33	Security Corporation Novi, Mich.	\$20,117,899	na	na	na	111	2
27	26	Sound Incorporated Naperville, Ill.	\$19,685,538	260	\$19,685,538	na	37	1
28		SIGNET Electronic Systems Inc. Norwell, Mass.	\$19,120,000	365	\$19,000,000	govt, health, edu	129	3
29	54	F.E. Moran Inc. Alarm and Monitoring Services Champaign, Ill.	\$19,037,609	5,266	\$15,311,959	retail, financial, corp	148	6
30	38	Integrated Security Technologies Herndon, Va.	\$18,899,020	517	\$18,899,020	govt, edu, health	75	2
31	37	Advanced Cabling Systems LLC North Little Rock, Ark.	\$18,714,151	350	\$16,000,000	na	165	4
32		Low Voltage Contractors Inc. Minneapolis, Minn.	\$18,459,326	925	\$16,850,000	financial, govt, health	93	2
33		MSE Corporate Security Branchburg, N.J.	\$18,131,381	na	na	na	78	4
34	32	Allied Fire & Security Spokane, Wash.	\$18,000,000	130	\$15,000,000	health, govt, corp	80	3
35	34	MidCo Inc. Burr Ridge, Ill.	\$16,907,000	2,205	\$16,907,000	na	100	2
36	40	Koorsen Security Technology Indianapolis, Ind.	\$16,737,407	50	\$16,737,407	corp, health, industrial	56	4
37	48	CTSI Chantilly, Va.	\$16,615,890	190	\$13,048,418	govt, health, edu	48	1
38	39	TRL Systems Rancho Cucamonga, Calif.	\$16,345,776	491	\$16,345,776	health, industrial, transport	146	4
39	29	Security Equipment Inc. Omaha, Neb.	\$15,999,833	583	\$14,290,880	retail, health, edu	163	4
40	41	BSI Troy, Mich.	\$15,648,677	925	\$15,648,677	industrial, utility, corp	52	2
41	42	ARK Systems Inc. Columbia, Md.	\$15,000,000	946	\$10,500,000	na	116	3
42	45	American Alarm & Communications Arlington, Mass.	\$14,949,316	6,900	\$15,889,368	property mgr, financial, govt	202	5
43		Mountain Alarm Ogden, Utah	\$14,750,000	4,055	\$14,700,000	govt, edu, hotel	194	10

■ No. 22 — Crossed the \$25 million revenue mark. ■ No. 23 — Captured two new clients with significant potential for future growth. ■ No. 24 — Won contract for multiple security / video solutions with 8,000-plus site retailer. ■ No. 28 — Closed a \$1.5 million dollar integrated court house. ■ No. 30 — Increased revenues from \$16.9 M to \$18.9 M as well as increased net profit. ■ No. 31 — Hired a CFO and expanded into Oklahoma City. ■ No. 32 — Grew by 20% over 2013. ■ No. 35 — Celebrating 55 years in business as the company trains its third generation of the family in the business. ■ No. 37 — 40% growth in overall service revenue. ■ No. 38 — Extended regular Service Department business hours to include Saturday and Sunday, offering 84 hours of regular time per week; experienced significant growth in Security Service revenue: 67% in 2014. ■ No. 39 — Rewrote company mission statement and implemented a new customer experience initiative. ■ No. 42 — Focus on product line management and training.

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2015 Rank	2014 Rank	Company & Headquarters Location	North American Systems Integration Revenue 2014	Number of New Non-Residential Projects, 2014	Value of Non-Residential Projects, 2014	Top 3 Markets Contributing to Revenue	Full-time Employees	Business Locations
44	36	SSD Alarm Systems / Kern Security & Fire / McNeill Security & Alpha Alarm Anaheim, Calif.	\$14,677,805	na	na	na	0	13
45	52	Firstline Security Systems Inc. Anaheim, Calif.	\$14,250,000	47	\$14,250,000	financial, utility, corp	58	3
46	43	The Protection Bureau Exton, Pa.	\$14,216,424	665	\$6,998,567	retail, corp, edu	160	3
47	58	Security and Data Technologies Inc. Newtown, Pa.	\$14,146,012	274	\$12,493,465	na	98	1
48		Tech Electronics St. Louis, Mo.	\$14,100,000	1,113	na	na	250	6
49		Tutela Brunswick, Ga.	\$13,307,596	638	\$13,280,000	media/cable/telecom, financial, health	46	3
50	64	Minuteman Security Technologies Inc. Andover, Mass.	\$13,154,300	410	\$13,154,300	transport, edu, health	36	2
51	49	ASG Security Beltsville, Md.	\$12,587,373	7,267	\$28,119,340	govt, edu, industrial	1,163	27
52	50	ACT Clifton, N.J.	\$12,333,112	119	\$10,415,254	health, edu, corp	39	1
53	57	Midstate Security Company Wyoming, Mich.	\$11,304,751	410	\$9,500,000	na	69	1
54	56	ADS Security L.P. Nashville, Tenn.	\$11,222,120	4,827	\$5,893,969	retail, corp, industrial	301	16
55		NextGen Security King of Prussia, Pa.	\$10,864,444	100	\$6,187,500	na	40	2
56	53	Security Integrations Albany, N.Y.	\$10,549,958	300	\$8,000,000	industrial, govt, correctional	33	3
57	65	Ferndale Electric Systems Integration Division Ferndale, Mich.	\$9,850,000	600	\$9,850,000	industrial, transport, airports	45	1
58	69	RAE Security Houston, Texas	\$9,546,642	300	\$12,000,000	na	42	1
59	51	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$9,477,887	950	\$9,275,000	health, corp, govt	178	1
60	75	Sentry Communications & Security Hicksville, N.Y.	\$9,039,673	na	\$4,500,000	na	57	1
61	66	Sonitrol SW Ohio Mason, Ohio	\$8,843,747	500	\$3,247,155	govt, transport, corp	48	2
62		Alarm Detection Systems Inc. Aurora, Ill.	\$8,288,739	1,193	\$5,298,246	edu, govt, financial	219	3
63	60	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$8,230,426	753	\$5,895,280	retail, edu, corp	92	2
64	61	intraWorks Albuquerque, N.M.	\$8,144,250	503	\$7,800	govt, retail, edu	65	3

■ No. 45 — Increased client base and added office location. ■ No. 47 — Increased sales and net profits; added several high-profile customers. ■ No. 48 — Increased revenue by 10%. ■ No. 49 — Expanded footprint through organic growth. Won several large projects that both increased revenue and increased where the company services customers, on both domestic U.S. and international projects. ■ No. 50 — Completed the design and implementation of a \$6.9 M mobile IP video surveillance system for the Massachusetts Bay Transportation Authority passenger buses. ■ No. 51 — Opened physical branch locations in four new markets in 2014: Laredo, TX, Corpus Christi, TX, Monroe, CT, and Ft. Lauderdale, FL. ■ No. 52 — Cross-trained all personnel on the major products the company sells. ■ No. 53 — Implemented better vertical market approach, resulting in revenue growth. ■ No. 54 — Closed five acquisitions and successfully integrated them into ADS Security's operations and used them to expand on organic sales. *SDM's* 2014 Dealer of the Year. ■ No. 58 — Grew 20%. ■ No. 59 — Company reported a very successful sales year; jobs were installed by newly promoted project managers that had worked their way up through the ranks of the company. ■ No. 60 — Large fire projects. ■ No. 61 — Nominated for the BBB Torch and Eclipse Award in 2014. ■ No. 63 — Implemented new productivity tools including WeSuite as an adjunct to SedonaOffice.

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Largest Project in 2014: \$39 Million

Company	Value of Largest Project	2015 Rank	Company	Value of Largest Project	2015 Rank
Interface Security Systems Holdings Inc.	\$39,000,000	24	Tech Systems Inc.	\$887,368	14
G4S Technology LLC	\$14,459,345	8	ASG Security	\$800,000	51
Convergent Technologies LLC	\$14,000,000	4	Universal Protection Security Systems	\$750,000	18
Securadyne Systems LLC	\$13,000,000	11	ArCom Systems Inc.	\$750,000	107
Securityhunter Inc.	\$9,035,195	17	PASS Security	\$710,000	68
Johnson Controls Inc.	\$7,500,000	5	Sonitrol New England	\$666,962	65
Advanced Electronic Solutions	\$6,000,000	66	Low Voltage Contractors Inc.	\$649,000	32
ACT	\$3,575,000	52	Operational Security Systems Inc.	\$576,000	67
Tech Electronics	\$3,200,000	48	Electronic Security Concepts LLC	\$565,000	83
Security Equipment Inc.	\$3,003,220	39	Dakota Security Systems Inc.	\$561,217	22
Protection 1	\$3,000,000	7	Guardian Protection Services	\$558,494	69
SDI	\$2,763,676	16	CM3 Building Solutions Inc.	\$528,625	74
Ferndale Electric Systems Integration Division	\$2,500,000	57	Tutela	\$518,220	49
Simpson Security Systems Inc.	\$2,500,000	70	Allied Fire & Security	\$500,000	34
VTI Security	\$2,100,000	12	Security Integrations	\$500,000	56
RFI Communications & Security Systems	\$2,100,000	15	Sonitrol of Buffalo, Rochester, Toronto	\$484,000	98
Unlimited Technology Inc.	\$2,100,000	20	APL Access & Security Inc.	\$475,000	75
Midstate Security Company	\$2,000,000	53	Will Electronics	\$450,000	77
Artel Communications Corp.	\$2,000,000	89	Protex Central Inc.	\$375,000	106
Security and Data Technologies Inc.	\$1,983,429	47	Scarsdale Security Systems Inc.	\$350,000	63
Integrated Security Technologies	\$1,971,008	30	ARK Systems Inc.	\$338,000	41
CTSI	\$1,969,941	37	Ackerman Security Systems	\$325,000	73
Advanced Cabling Systems LLC	\$1,800,000	31	The Protection Bureau	\$298,636	46
TRL Systems	\$1,800,000	38	American Alarm & Communications	\$294,307	42
RAE Security	\$1,800,000	58	Fleenor Security Systems	\$291,034	90
Redrock Security & Cabling Inc.	\$1,800,000	82	Select Security	\$290,000	88
Access Control Consultants	\$1,542,154	79	Peak Alarm Co. Inc.	\$278,211	86
Genesis Security Systems LLC	\$1,500,000	23	SCI Inc.	\$260,000	93
Sound Incorporated	\$1,500,000	27	Alarm Detection Systems Inc.	\$250,000	62
SIGNET Electronic Systems Inc.	\$1,500,000	28	F.E. Moran Inc. Alarm and Monitoring Services	\$238,252	29
Minuteman Security Technologies Inc.	\$1,482,000	50	Sentry Security	\$235,000	104
Entech Sales & Service Inc.	\$1,432,111	19	Stone Security	\$212,197	80
GSI	\$1,400,000	40	Matson Alarm Co. Inc.	\$200,000	92
Firstline Security Systems Inc.	\$1,400,000	45	Sonitrol of Sacramento & Orange County,	\$153,150	95
MidCo Inc.	\$1,300,000	35	Cybox Security	\$146,920	96
Intertech Security	\$1,200,000	25	Sonitrol Pacific	\$143,800	97
Sentry Communications & Security	\$1,200,000	60	EMC Security	\$143,800	97
intraWorks	\$1,200,000	64	World Wide Security & GC Alarm Inc.	\$125,000	100
NextGen Security	\$1,070,884	55	Sonitrol of Evansville Inc.	\$123,058	109
AFA Protective Systems Inc.	\$921,000	13	Acadiana Security Plus	\$106,000	108

These 79 systems integrators reported having the highest-value security projects started in 2014. Note: Six of the top 10 companies did not report their largest project size, as requested by *SDM*. Projects below \$100,000 are not ranked here.

Source: *SDM Top Systems Integrators Report, July 2015*