

2024 Top Systems Integrators

2024 RANK	2023 RANK	COMPANY & HEADQUARTERS LOCATION	NORTH AMERICAN SYSTEMS INTEGRATION REVENUE, 2023	NUMBER OF NEW PROJECTS, 2023	LARGEST PROJECT SIZE	SMALLEST PROJECT SIZE	TOP 3 MARKETS CONTRIBUTING TO REVENUE	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
1	1	Convergent Technologies Schaumburg, Ill.	\$2,153,908,350	22,315	\$8,600,000	\$3,500	Financial, Govt., Healthcare	9,866	194
2	2	Securitas Technology Uniontown, Ohio	\$1,095,120,000 ^e	na	na	na	Financial, Healthcare, Utilities	na	230
3		Everon Irving, Texas	\$781,700,000	113,174	\$3,685,350	\$1,000	Retail, Healthcare, Education	6,663	108
4	4	Pavion Corp. Chantilly, Va.	\$625,341,000	31,500	\$25,000,000	\$3,100	Office, Retail, Utilities	2,270	71
5	5	Allied Universal Technology Services Irvine, Calif.	\$352,515,163	na	na	na	Office, Healthcare, Utilities	na	50
6	8	Cook and Boardman Security Integration Winston Salem, N.C.	\$228,260,288	na	na	na	na	na	80
7	7	Vector Security Warrendale, Pa.	\$174,416,000	6,800	\$570,000	\$99	Retail, Office, Healthcare	1,618	58
8	9	Kastle Systems International Falls Church, Va.	\$172,008,480	na	na	na	Office, Retail, Govt.	592	15
9	19	Pye-Barker Fire & Safety Alpharetta, Ga.	\$114,293,726	27,000	\$2,000,000	\$2,500	Education, Healthcare, Govt.	5,830	200
10	11	MCA Spartanburg, S.C.	\$100,463,556	na	na	na	Education, Law Enforcement, Healthcare	na	85
11	10	Unlimited Technology Inc. Herndon, Va.	\$80,072,000	3,213	\$2,122,910	\$350	Govt., Utilities, Office	348	11
12	17	Minuteman Security Technologies Inc. Andover, Mass.	\$78,192,280	2,669	\$2,234,208	\$1,852	Healthcare, Education, Transportation	470	18
13	13	NextGen Security LLC Exton, Pa.	\$72,900,000	2,704	\$8,200,000	\$1,235	Industrial, Healthcare, Utilities	188	6
14	14	Per Mar Security Services Davenport, Iowa	\$67,296,228	12,231	\$1,000,000	\$0	Utilities, Retail, Office	593	25

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No. 1 Expanded its colleague-base to nearly 10,000 worldwide. Acquired two companies in 2023 and *Panavideo in April 2024*. Introduced a *technical apprenticeship program* in October 2023. Formed strategic partnerships with Active Intelligence, Hakimo and Verkada. *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** *Acquired by GTCR from ADT and became a standalone organization named Everon in October 2023*. Made a number of acquisitions since, including *Apex Integrated Security Solutions, Portland Safe* and *Riverside Integrated Systems*. Ranked as Everon for the first time. **No. 4** — Has acquired 20 companies since partnering with Wind Point Partners in June 2020. Notable recent acquisitions include *RFI Enterprises; REECE Complete Security Solutions* in August 2023; and *Integrated Security & Communications* in January 2024. *SDM's* 2022 Systems Integrator of the Year. **No. 5** — Acquired *J E Security Systems & Services* in January 2024. Acquired *Elite Tactical Security* in April 2023. *SDM's* 2016 Systems Integrator of the Year (as Securadyne Systems). *SDM's* 2013 Systems Integrator of the Year (as G4S). **No. 6** — Acquired *Lanmor Services* in March 2024. **No. 8** — *SDM's* 2015 Systems Integrator of the Year. **No. 9** — Pye-Barker grew 17 percent organically and 37 percent through acquisition, acquiring 31 companies in 2023, including former *SDM* TSI companies *Sonitrol of the Carolinas; Acadiana Security Plus; and Sonitrol of SW Ohio*. The company is continuing its acquisition streak in 2024 with nine more acquisitions in the first half of the year alone. **No. 11** — Completed the integration IST, which it *acquired in March 2022*, allowing the company to enhance and expand its service offerings. *SDM's* 2014 and 2021 Systems Integrator of the Year. **No. 12** — Acquired *Strategic Security Solutions (S3) in March 2024*. Completed a major project at Boston University that won *SDM's 2024 Project of the Year*. **No. 13** — *Acquired CERK Security* in July 2023. *SDM's* 2017 Systems Integrator of the Year. **No. 14** — *Acquired Nightwatch Security* in September 2023 and *Homeguard Security* in March 2023.

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15	18	Stone Security Salt Lake City, Utah	\$60,606,796	1,290	\$4,273,903	\$250	Education, Govt., Utilities	175	8
16		Zeus Fire and Security Paoli, Pa.	\$55,600,311	5,500	\$1,500,000	\$99	Retail, Govt., Utilities	514	10
17	21	Preferred Technologies LLC Houston, Texas	\$54,954,813	530	\$14,709,435	\$250	Airports, Education, Healthcare	178	3
18	15	GSI Troy, Mich.	\$54,236,328	720	\$20,172,000	\$344	Industrial, Office, Utilities	137	3
19	22	LVC Companies Inc. Edina, Minn.	\$48,165,607	1,484	\$1,052,000	\$1,500	Office, Education, Govt.	259	8
20	24	Entech Sales and Service LLC Dallas, Texas	\$39,016,218	46	\$3,000,000	\$1,000	Healthcare, Office, Other	318	6
21	25	American Alarm & Communications Arlington, Mass.	\$32,338,348	3,842	\$1,593,148	\$100	Other, Govt. Office	321	8
22		Integrated Protection Services (IPS) Cincinnati, Ohio	\$30,771,864	1,612	\$780,000	\$2,500	Transportation, Healthcare, Education	115	3
23	32	JSC Systems Inc. Jacksonville, Fla.	\$27,361,136	220	\$4,998,006	\$2,300	Education, Govt., Hotel	na	7
24	27	Sloan Security Group Boise, Idaho	\$26,960,000	na	\$4,000,000	\$1,000	Utilities, Industrial, Office	na	6
25	20	Prosecur Security Integration Herndon, Va.	\$26,556,954	500	\$850,000	\$400	Retail, Transportation, Office	133	126
26	30	Enterprise Security Inc. Yorba Linda, Calif.	\$23,716,063	266	\$1,239,514	\$250	Govt., Office, Utilities	104	3
27	28	TRL Systems Inc. Rancho Cucamonga, Calif.	\$22,940,643	448	\$1,600,000	\$1,000	Healthcare, Office, Entertainment	63	5
28	31	Sound Inc. Naperville, Ill.	\$22,000,000	na	\$2,400,000	\$312	Healthcare, Office, Education	112	1
29	26	Security Equipment Inc. Omaha, Neb.	\$21,614,406	3,896	\$306,948	\$0	Office, Financial, Education	199	5
30	33	Dallas Security Systems Inc. & DSS Fire Inc. Dallas, Texas	\$21,004,082	1,476	\$132,882	\$250	Office, Healthcare, Industrial	119	2
31	29	Advanced Electronic Solutions College Point, N.Y.	\$21,000,000	700	na	\$110,000	Office, Healthcare, Financial	90	3
32		Stealth Monitoring Addison, Texas	\$19,617,533	644	\$272,115	\$216	Other, Retail, Transportation	1,766	10

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No. 15 — Opened a new *Global Technology Center* in March 2023. *SDM's* 2020 Systems Integrator of the Year. **No. 16** — Acquired *PASS Security* in May 2023. Partnered with *Independent Alarm* in January 2023. Ranked on the *SDM TSI* for the first time. **No. 17** — *SDM's* 2023 *Systems Integrator of the Year*. Opened new Dallas/Fort Worth office in September 2023. **No. 18** — Started work on the biggest contract (\$20 million) in company history. Purchased a new HQ building and will be moving to it in 2024. **No. 19** — *SDM's* 2018 Systems Integrator of the Year. **No. 21** — Secured an increase in funding via a national bank specializing in the security industry. **No. 22** — Ranked on the *TSI* for the first time. **No. 26** — Brought on a very large defense contracting customer and expanding its footprint across all of their facilities by becoming the integrator of choice. **No. 27** — Won the Redlands University security upgrade project for \$1.6 million. **No. 30** — Implemented a new CRM platform. **No. 32** — Acquired Caliber Communications and Syncro Monitoring. Ranked on the *TSI* for the first time.

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33	35	Vision Security Technologies Birmingham, Ala.	\$19,152,538	489	\$1,011,190	\$615	Education., Govt., Transportation	53	3
34	43	Southeastern Security Professionals LLC Norcross, Ga.	\$16,577,945	125	\$1,257,666	\$1,658	Healthcare, Govt., Office	42	1
35	39	A+ Technology & Security Solutions Inc. Bay Shore, N.Y.	\$14,723,844	185	\$484,847	\$1,020	Education, Govt., Healthcare	101	2
36	34	Guardian Alarm Company Southfield, Mich.	\$14,046,814	na	\$127,836	na	Retail, Financial	416	5
37	41	SSD Alarm Anaheim, Calif.	\$14,037,085	na	na	na	na	na	9
38	50	Scarsdale Security Systems Inc. Scarsdale, N.Y.	\$12,963,723	850	\$175,000	\$375	Retail, Office, Entertainment	114	2
39	45	Guardian Protection Warrendale, Pa.	\$12,909,614	1,915	\$311,501	\$0	Retail, Industrial, Education	714	14
40	47	Atronic Alarms Inc. Lenexa, Kan.	\$11,656,832	1,009	\$321,605	\$495	na	100	4
41	36	Bates Security Lexington, Ky.	\$11,605,466	1,140	\$475,228	\$0	Education, Industrial, Transportation	117	5
42	60	DFW Security Ft. Worth, Texas	\$11,354,584	653	\$835,160	\$199	Industrial, Hotel, Educational	65	1
43	44	EMC Security Suwanee, Ga.	\$10,814,605	592	\$1,100,000	\$99	Education, Industrial, Correctional	103	1
44	52	CGL Electronic Security Inc. Westwood, Mass.	\$10,800,000	400	\$790,000	\$2,300	na	46	1
45	46	Peak Alarm Co. Inc. Salt Lake City, Utah	\$10,797,212	1,752	\$123,000	\$99	Retail, Financial, Govt.	344	6
46	48	Sonitrol New England Rocky Hill, Conn.	\$10,672,771	1,489	\$789,200	\$0	Education, Office, Industrial	91	5
47	53	Fleenor Security Systems Johnson City, Tenn.	\$10,257,780	1,135	\$157,765	\$150	Office, Retail, Healthcare	101	2
48	38	Custom Alarm Rochester, Minn.	\$10,155,026	1,501	\$350,000	\$104	Education, Office, Health-care	72	1
49	40	IP Systems Inc. Valley View, Ohio	\$10,145,769	57	\$890,535	\$10,898	Correctional, Govt., Healthcare	22	1
50	54	APL Access & Security Inc. Gilbert, Ariz.	\$9,276,411	120	\$750,000	\$10,000	Govt., Office, Industrial	37	0
51	55	Telenet VoIP Inc. El Segundo, Calif.	\$8,991,495	86	\$1,618,318	\$850	Education, Govt., Healthcare	58	1

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No. 39 — Acquired *Vintage Security* in October 2023. **No. 41** — Completed rebranding of three branches to Bates Security. *Acquired by Pye-Barker* in June 2024. **No. 47** — Increased top-line revenue by 25 percent year over year and started the renovation project for its office building in Johnson City, Tenn. **No. 48** — Completed a 5,000 sq.-ft warehouse addition and finished remodeling part of the headquarters office, helping increase efficiencies. **No. 50** — Designed and awarded a three-year contract for large access control projects at Hoover Dam, Davis Dam and Parker Dam in late 2023 with on-site work due to begin summer of 2024. **No. 51** — Won several JOC contracts.

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52	51	D/A Central Inc. Oak Park, Mich.	\$8,325,715	130	na	na	Industrial, Utilities, Healthcare	44	3
53	61	Sonitrol of Sacramento & Orange County, Cybex Security Solutions Roseville, Calif.	\$8,122,015	376	\$93,279	\$195	Office, Govt., Education	66	2
54	68	Electronic Security Concepts LLC Scottsdale, Ariz.	\$8,085,828	73	\$911,505	\$485	Healthcare, Govt., Education	34	3
55	70	Chimera Integrations Syracuse, N.Y.	\$8,020,353	305	\$347,500	\$5,000	Healthcare, Education, Industrial	51	4
56	57	Sentry Communications & Security Hicksville, N.Y.	\$8,000,000	na	na	na	Office, Healthcare, Transportation	na	4
57	58	Moon Security Services Inc. Pasco, Wash.	\$7,950,000	589	\$136,867	\$0	Education, Govt., Retail	79	4
58	71	CTCI Clifton, N.J.	\$7,768,114	304	\$386,292	\$497	Office, Education, Law Enforcement	101	1
59		Encore Technology Solutions North Little Rock, Ark.	\$7,708,000	400	\$1,200,000	\$800	Office, Healthcare, Entertainment	34	2
60	59	The Ollivier Corporation Los Angeles, Calif.	\$7,410,968	140	\$500,000	\$2,000	Office, Healthcare, Entertainment	39	1
61	78	General Security Inc. Plainview, N.Y.	\$7,320,969	1,498	\$249,915	\$99	Education, Healthcare, Office	156	10
62	65	Visionary Systems Melbourne, Fla.	\$7,034,934	135	\$1,600,000	\$750	Education, Correctional, Govt.	18	2
63	63	Atlantic Coast Alarm Inc. Mays Landing, N.J.	\$6,905,794	na	na	na	Govt., Healthcare, Education	30	3
64	67	Security Alarm Corporation Salem, Ill.	\$6,824,814	1,058	\$219,660	\$500	Education, Healthcare, Other	40	2
65	74	Detection Systems and Engineering Company Troy, Mich.	\$6,512,000	100	\$1,300,000	\$1,000	Financial, Industrial, Utilities	22	2
66	79	Fortress Security Grapevine, Texas	\$6,421,400	na	\$198,779	\$99	na	54	3
67	62	Wilson Fire Houston, Texas	\$5,940,000	200	\$2,400,000	\$2,000	Office, Education, Healthcare	146	1
68		Haig Service Corporation Green Brook, N.J.	\$5,814,506	100	\$500,000	\$2,000	Education, Hotel, Office	32	3

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No. 52 — Won a large manufacturer of commercial EV vehicles and integrated their systems for multiple sites. **No. 54** — Brought on several new enterprise customers with multiple locations throughout several states. **No. 55** — Achieved 36 percent growth and acquired a cybersecurity company to round out its service offering. **No. 59** — Ranked on the TSI for the first time. **No. 60** — Sold over \$60,000 in monthly RMR. **No. 65** — Opened an office in Grand Rapids, Mich. **No. 66** — Broke all its prior revenue records for installation, service, and recurring services. **No. 68** — 53 percent top line growth organically.

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69	92	Region 6 Security Integration Seattle, Wash.	\$5,739,839	225	\$1,500,000	\$5,000	Other, Office, Industrial	23	2
70	89	Acom Protection Services Inc. Columbus, Ga.	\$5,581,363	na	na	na	na	na	6
71		Sonitrol Great Lakes Grand Blanc, Mich.	\$5,450,000	500	\$120,000	\$500	Education, Retail, Office	74	2
72	75	Titan Alarm Inc. Phoenix, Ariz.	\$5,308,100	1,281	\$163,000	\$0	Office, Retail, Education	63	1
73	77	Redwire LLC Tallahassee, Fla.	\$5,067,850	870	na	na	Govt., Education, Office	54	6
74	64	Sonitrol Pacific Portland, Ore.	\$4,840,446	482	\$104,000	\$0	Transportation, Education, Healthcare	97	4
75		Electronix Systems Central Station Alarms Inc. Huntington Station, N.Y.	\$4,760,921	484	\$159,082	\$299	Industrial, Office, Retail	86	1
76	93	Washington Alarm Inc. Seattle, Wash.	\$4,495,438	na	na	na	na	51	2
77	69	Kimberlite-Sonitrol & Security First Alarm King Fresno, Calif.	\$4,026,666	50	\$57,843	\$499	Education, Law Enforcement, Healthcare	113	9
78	95	KMT Systems Inc. McDonough, Ga.	\$3,972,837	261	\$110,000	\$1,500	Retail, Office, Industrial	33	2
79	85	Sonitrol Security of Delaware Valley Wilmington, Del.	\$3,872,987	43	\$890,950	\$2,500	Education, Govt., Office	22	1
80	84	Habitec Security Holland, Ohio	\$3,846,000	900	\$120,000	\$300	Education, Govt., Industrial	86	3
81	83	Post Alarm Systems Arcadia, Calif.	\$3,722,412	488	\$270,000	\$325	Office, Industrial, Education	155	2
82	82	Security Pros LLC Sellersburg, Ind.	\$3,603,736	282	\$500,000	\$1,000	Govt., Industrial, Transportation	27	2
83	73	Securiteam Tampa, Fla.	\$3,069,851	30	\$250,000	\$10,000	Healthcare, Other	23	1
84	96	New York Security Solutions Brooklyn, N.Y.	\$3,037,641	350	\$350,000	\$1,500	Healthcare, Govt., Financial	35	2
85	97	Secure Pacific Corporation Portland, Ore.	\$3,008,450	416	\$62,000	\$650	Transportation, Education, Govt.	39	5
86	87	Valley Alarm Long Beach, Calif.	\$2,948,583	820	\$118,000	\$2,000	Office, Industrial, Healthcare	53	3
87		Owen Security Solutions Inc. Calhoun, Ga.	\$2,841,414	336	\$82,162	\$99	Industrial, Office, Education	51	3

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No. 72 — Significantly cut expenses, increased revenue, and increased profits by almost \$1 million. **No. 78** — Adopted a new video monitoring platform and founded the KMT OnWatch program for it. **No. 83** — Completed two multi-million dollar projects simultaneously. **No. 84** — Obtained a city and state contract with a large health and hospital facilities as the preferred vendor for all their security-related security service and installation. **No. 86** — Completed a large acquisition that increased RMR by 35 percent. **No. 87** — Installed over 100 smart video systems after rolling out the new premium protection for clients.

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88		Elite ISI Los Angeles, Calif.	\$2,800,000	0	\$800,000	\$25,000	Industrial, Office, Retail	74	2
89	81	Crime Prevention Security Systems LLC Gainesville, Fla.	\$2,725,247	495	\$250,000	\$200	Education, Utilities, Govt.	55	3
90		Global Security & Communication Inc. Vancouver, Wash.	\$2,200,000	300	\$120,000	\$0	Retail, Transportation, Office	32	2
91	98	Sonitrol of Evansville Inc. Evansville, Ind.	\$2,133,733	300	\$125,000	\$100	Education, Industrial, Healthcare	42	1
92		Allstate Security Inc. Amarillo, Texas	\$2,122,294	360	\$380,000	\$0	Office, Financial, Education	90	1
93	91	SCI Inc. Albuquerque, N.M.	\$2,044,159	na	\$260,000	\$20,000	Education, Govt., Gaming	14	1
94		Pace Protection Boerne, Texas	\$1,934,133	150	\$305,000	\$4,500	Education, Industrial, Entertainment	20	1
95	94	Hoffman Electronic Security Atwater, Calif.	\$1,904,862	na	na	na	Govt., Education, Hotel	na	2
96		Audio Sentry Corporation Fraser, Mich.	\$1,789,109	120	\$46,443	\$950	Education, Industrial, Office	34	3
97		LOUD Security Systems Inc. Kennesaw, Ga.	\$1,769,179	222	\$134,436	\$199	Office, Industrial, Education	51	1
98		Dehart Alarm Systems Inc. Sarasota, Fla.	\$1,620,826	153	\$40,683	\$100	Govt., Hotel, Healthcare	28	2
99		Doyle Security Systems Inc. Rochester, N.Y.	\$1,439,885	420	\$200,000	\$75	Office, Industrial, Govt.	189	8
100		ACE-HTI Kernersville, N.C.	\$1,400,000	66	\$128,000	\$800	Retail, Industrial Office	21	1

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No. 88 — Ranked on the TSI for the first time. **No. 90** — Ranked on the TSI for the first time. **No. 91** — Achieved record revenue and RMR. **No. 94** — Realized over 200 percent RMR growth while achieving over \$1.9 million in commercial installation revenue. Ranked on the TSI for the first time. **No. 97** — Successfully folded new video services and proactive video monitoring into its line of services and is beginning to push heavily into the video integrated market. **No. 98** — Increased commercial integrated sales and look forward to an increase in the commercial market in 2024. **No. 100** — Ranked on the TSI for the first time.