

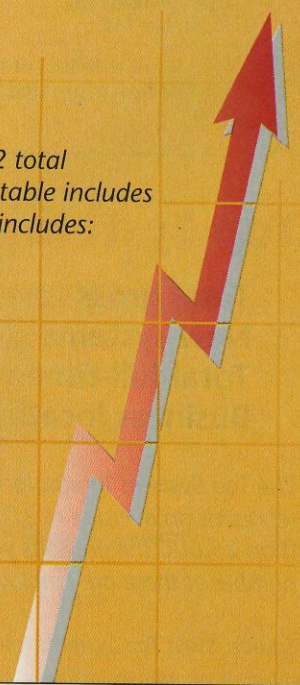
RANK 2003/2002	COMPANY HEADQUARTERS LOCATION	REVENUE 2002 (\$ MIL)	% CHANGE FROM 2001	NEW SYSTEMS IN 2002	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
1 1	Siemens Building Technologies Buffalo Grove, Ill. <i>SBT in North America is comprised of four divisions: Security Systems, Building Automation, HVAC Products and Fire Safety. All of the divisions, except HVAC Products, can service and install security systems and products. SBT's total revenue from FY2002 was \$5.2 billion worldwide and \$1.7 billion for North America. Worldwide, the Security Systems business generated net sales of \$600 million, which is the figure used for ranking here. That figure is not available on a regional basis.</i>	\$600.0	35.14%	n/a	4,634	150
2 3	Diebold Inc. North Canton, Ohio	\$436.2v	24.01%	8,610	3,921	120
3 2	ADT Security Services Inc. Boca Raton, Fla. <i>Reflects revenue from integrated systems. Total revenue is \$3.5 billion. This firm also ranks on the SDM 100.</i>	\$420.0	11.93%	n/a	25,000	220
4 4	NetVersant Solutions Inc. Houston, Texas	\$270.0	94.24%	n/a	1,871	35
5 -	Johnson Controls, Security Solutions Simi Valley, Calif. <i>Full-time employees are worldwide.</i>	\$268.0v	-	n/a	120,000	500
6 5	SimplexGrinnell Westminster, Mass. <i>SimplexGrinnell counts more than \$804 million in fire alarms, and more than \$94 million in communications, neither of which are included here.</i>	\$171.0	37.90%	420	13,000	200
7 15	Red Hawk Industries LLC Denver, Colo.	\$62.8	156.32%	750	422	16
8 7	IR/Electronic Technologies Corp. Dover Plains, N.Y.	\$60.7	10.41%	65	330	31
9 6	Pinkerton Systems Integration Inc. Norcross, Ga. <i>PSA Security Network member.</i>	\$49.4	-10.26%	n/a	300	30
10 9	Kastle Systems Arlington, Va.	\$44.0	11.39%	450	405	8
11 -	Security Services & Technologies Norristown, Pa.	\$43.1v	-	275	170	5

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Make the Most of the Rankings

SDM's Top Systems Integrators Report includes 100 firms ranked in order of their 2002 total annual revenue (rounded to the nearest hundred-thousand), beginning on p. 36. The table includes selected information about each firm, gathered through an annual survey. Each entry includes:

- 2003 rank and 2002 rank
- Company name and headquarters location
- 2001 gross annual revenue. (The letter v next to the revenue indicates that the firm submitted a separate document, such as an income tax form or a reviewed or audited financial statement.)
- Number of new system starts in 2002
- Number of full-time employees
- Number of business locations operated, including headquarters



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12 21	Secure Planet Inc. San Diego, Calif. <i>Secure Planet Inc. is a newly formed corporation that is a subsidiary of WFI (Wireless Facilities Inc.). Secure Planet encompasses two wholly owned subsidiaries: Suntech Systems Inc., Marietta, Ga., and Delmarva Systems Corp., Newport, Del. The ranking is based on a compilation of both subsidiaries.</i>	\$33.4v	86.77%	686	208	3
13 11	RFI Communications & Security Systems San Jose, Calif. <i>SecurityNet member.</i>	\$33.0	3.13%	471	212	6
14 -	Intercon Security Toronto, Ontario	\$30.3	-	381	309	4
15 13	Integrated Access Systems Inc. Parsippany, N.J.	\$27.4	1.48%	40	141	7
16 19	North American Video Brick, N.J.	\$25.8v	36.04%	n/a	70	3
17 17	Frisco Bay Industries Ltd. St. Laurent, Quebec <i>Canadian dollars. SecurityNet member.</i>	\$25.6v	20.93%	n/a	125	11
18 10	NAVCO Security Systems Anaheim, Calif.	\$24.0	-25.00%	2,000	145	12
19 20	International Electronic Protection Ltd. Scottsdale, Ariz.	\$24.0	30.43%	n/a	56	7
20 16	Chubb Security Systems Inc. Austin, Texas	\$22.1	3.93%	4,000	158	7
21 18	National Security Systems Inc. Manhasset, N.Y.	\$20.6	3.72%	10	24	1
22 32	Henry Bros. Electronics Saddle Brook, N.J. <i>PSA Security Network member.</i>	\$18.8v	58.24%	40	106	4
23 41	Sound Inc. Naperville, Ill.	\$18.5v	89.51%	250	116	2
24 28	Tri-Signal Integration Inc. Burbank, Calif.	\$18.0v	39.77%	150	210	6
25 29	Antar-Com Inc. White Plains, N.Y.	\$18.0	44.00%	175	67	1
26 -	ARK Systems Inc. Columbia, Md.	\$18.0	-	200	107	2

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Top Systems Integrators: Collective Growth

Total gross revenue (2002) \$3.4 billion
 New systems started in 2002 28,440
 Total full-time employed 175,910
 Business locations operated 1,602

The Top Systems Integrators collected \$3.4 billion in revenue in 2002, up from \$2.4 billion in 2001. While add-ons represent an average of 32 percent of revenue, over 28,000 new projects were started last year (compared with more than 25,000 the previous year). Although those ranked firms employ almost 176,000 full-time workers, a significant number of these are employed internationally, and some do not work directly in the integrated systems business.

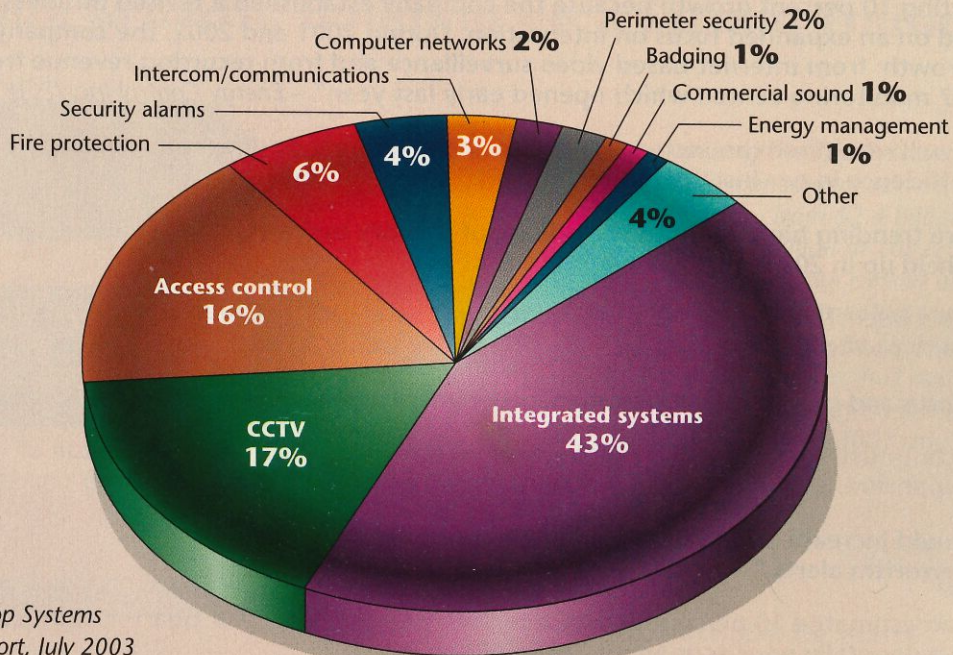
Source: SDM Top Systems Integrators Report, July 2003

RANK 2003/2002	COMPANY HEADQUARTERS LOCATION	REVENUE 2002 (\$ MIL)	% CHANGE FROM 2001	NEW SYSTEMS IN 2002	FULL-TIME EMPLOYEES	BUSINESS LOCATIONS
27 22	MidCo Inc. Burr Ridge, Ill.	\$17.0	0.00%	250	105	4
28 24	Allied Security Spokane, Wash.	\$17.0	4.29%	150	150	3
29 14	ArmorGroup Integrated Systems Inc. New York, N.Y.	\$16.2	-37.36%	2,000	118	6
30 -	SecureNet Inc. Carrollton, Texas	\$16.1	-	62	77	5
31 23	Deterrent Technologies Inc. Ocean, N.J.	\$16.1	-2.42%	44	70	2
32 26	Security One Systems Inc. Ft. Lauderdale, Fla. <i>PSA Security Network member. SecurityNet member.</i>	\$15.7v	11.30%	650	103	7
33 35	Jullien Enterprises Chantilly, Va.	\$15.2	39.94%	62	40	2
34 37	OneSource Building Technologies Houston, Texas	\$15.0	41.32%	400	60	3
35 27	VTI Security Integrators Burnsville, Minn. <i>SecurityNet member.</i>	\$14.9v	11.49%	n/a	94	2
36 30	Security Corp. Novi, Mich.	\$14.9v	20.51%	423	111	4

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Integrators' Revenue by System Type

Integrators were asked to segment their revenue streams by system type. As in past years, integrated systems represents nearly half while CCTV and access control combine for nearly one quarter. Compared with last year's results, minor losses in CCTV, access control and security alarms were matched by minor gains in almost every stand-alone system category.



Source: SDM Top Systems Integrators Report, July 2003

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37 -	Intervid Frederick, Md.	\$14.0v	-	200	456	12
38 36	Access Control Technologies Inc. Clifton, N.J. <i>PSA Security Network member.</i>	\$13.3	24.21%	43	38	2
39 39	Computer King.com, The Boca Raton, Fla.	\$13.2	34.29%	165	33	1
40 33	NTC Electronics Inc. Alsip, Ill. <i>PSA Security Network member.</i>	\$12.7	9.90%	24	60	2
41 38	MAC Systems Inc. Avon, Mass. <i>SecurityNet member.</i>	\$12.5	25.00%	75	65	1

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Around the Bend

SDM asked systems integrators: "How do you anticipate your revenue will change in 2003 as compared with 2002?"

"We expect revenue to increase by 20 percent due to new clients and the continuing heightened interest in quality products and services since 9/11/01." – *AccuTech Systems*

"We anticipate continued growth in the 15 to 20 percent range due the continuing demands for base building controls, such as turnstiles, visitor management systems and digital recording systems, which should continue through 2003." – *Advanced Electronic Solutions Inc.*

"Remain constant with 2002 due to the sluggish economy." – *ARK Systems Inc.*

"ECI is expecting 10 percent growth because the company established a revised business plan in 2000 based on an expanded focus on integration. During 2001 and 2002, the company saw significant growth from Internet-based video surveillance and from recurring revenue from an in-house 24/7 monitoring center, which opened early last year." – *Energy Control Inc. (ECI)*

"An increase will result from an increase in marketing programs, adding key sales people and higher efficiency in our installation techniques." – *Greater Alarm*

"Revenues are trending higher due to the release of security budgets, which were held up in 2002." – *ISSCO Corp.*

"We expect between 10 and 15 percent increase in revenue based upon the change in our current economical and political climate and because of positive trends in our industry." – *Intercon Security*

"Continued focus and growth in transportation, government and healthcare markets." – *Johnson Controls Inc.*

"Anticipate continued growth at 50 to 60 percent rate as from 2001 to 2002 because of continued expansion, acquisitions and market penetration." – *North American Video*

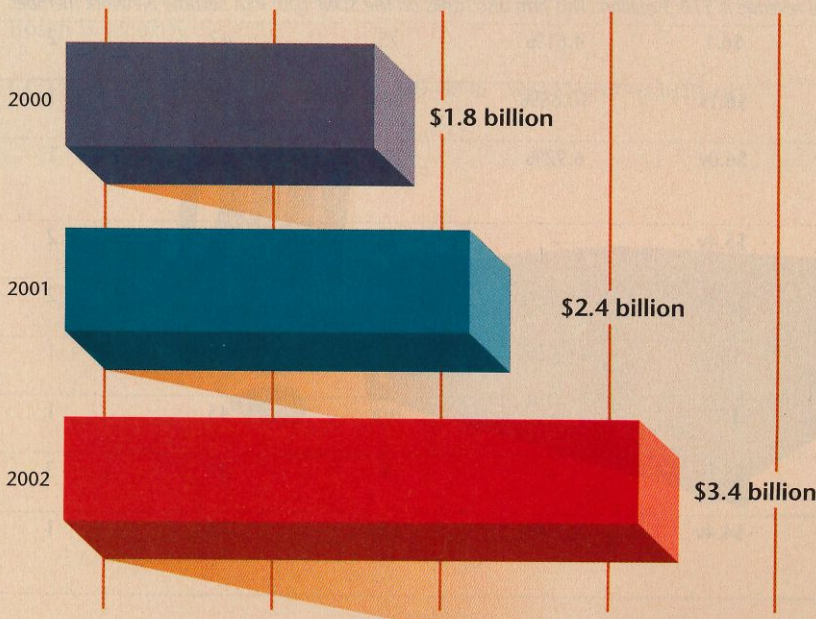
"Revenue should increase due to increased interest in system integration because of terrorism alerts." – *Sentinel Security & Communications Inc.*

"We expect an estimated 10 percent decrease in sales due to a slow first quarter, tight state budgets and a generally poor economy" – *Video Master Inc.*

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42 -	Greater Alarm Irvine, Calif. <i>This firm also ranks on the SDM 100.</i>	\$11.9v	-	128	172	6
43 47	Advantor Systems Corp. Orlando, Fla.	\$11.4	39.02%	50	62	1
44 43	The Protection Bureau Exton, Pa. <i>PSA Security Network member.</i>	\$10.1	6.74%	303	63	2
45 -	Benson Security Systems Inc. Gilbert, Ariz.	\$10.0	-	210	84	5
46 -	Advanced Electronic Solutions Inc. Queens, N.Y.	\$10.0v	-	27	10	2
47 40	ATC International Holdings Inc. Miami, Fla.	\$9.9	1.01%	37	40	4
48 46	Utah Controls Inc. Sandy, Utah	\$9.8	18.20%	110	48	2
49 50	T & R Alarm Systems Inc. Clifton, N.J. <i>PSA Security Network member.</i>	\$9.4v	21.26%	125	50	1
50 -	COMM Group, The Pittsburgh, Pa.	\$9.1v	-	390	46	1
51 55	Sigcom Inc. Greensboro, N.C.	\$9.0	36.96%	30	95	4
52 51	Trans-American Security Services Burnsville, Minn. <i>This firm also ranks on the SDM 100.</i>	\$8.6	12.87%	378	57	1
53 34	Operational Security Systems Inc. Atlanta, Ga. <i>SecurityNet member.</i>	\$8.5	-23.01%	42	50	1

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Revenue Growth: Building on a Strong Foundation



Tracking the Top Systems Integrators from year-to-year reveals 41 percent growth – from \$2.4 billion in 2001 until 3.4 billion in 2002. Several new firms have been ranked and others are not included from last year, however, so this rate can be misleading. Real growth measures just over 20 percent when comparing firms that were ranked in both 2001 and 2002.

Source: SDM Top Systems Integrators Report, July 2003

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54 58	D/A Central Inc. Oak Park, Mich. <i>PSA Security Network member. SecurityNet member.</i>	\$8.1	35.00%	100	46	3
55 45	TEM Systems Inc. Sunrise, Fla.	\$8.0v	-10.16%	450	53	5
56 -	Jacksonville Sound & Communications Inc. Jacksonville, Fla.	\$7.9v	-	80	80	4
57 52	PEI Systems Inc. Long Island City, N.Y. <i>SecurityNet member.</i>	\$7.9v	6.70%	12	32	1
58 53	Tech Systems Inc. Duluth, Ga. <i>PSA Security Network member.</i>	\$7.8v	10.41%	100	60	6
59 49	Automation Systems Group (ASG) Ferndale, Mich.	\$7.4	-6.31%	51	30	2
60 54	Security Solutions Los Alamitos, Calif.	\$7.4	4.23%	72	41	2
61 48	Video Master Inc. New Lenox, Ill.	\$7.0	-12.50%	260	31	1
62 -	BCSE Networks Systems San Juan, Puerto Rico	\$6.5	-	7	22	2
63 42	Facility Robotics Inc. Roswell, Ga.	\$6.5	-31.58%	150	34	9
64 62	Firstline Security Systems Monrovia, Calif. <i>SecurityNet member.</i>	\$6.4	11.30%	38	54	2
65 60	Sentinel Security & Communications Inc. New Hartford, N.Y. <i>PSA Security Network member.</i>	\$6.2	3.33%	200	48	3
66 44	Engineered Control Systems Spokane, Wash.	\$6.2	-32.61%	14	21	1
67 57	Securus Inc. Denver, Colo. <i>PSA Security Network member.</i>	\$6.2	0.00%	220	39	2
68 68	Security Equipment Inc. Omaha, Neb. <i>Reflects revenue from integrated systems; total revenue is \$10.3 million. This firm also ranks on the SDM 100. PSA Security Network member.</i>	\$6.1	23.15%	1,010	85	4
69 61	Engineered Security Systems Inc. Towaco, N.J.	\$6.1	4.61%	75	42	2
70 64	Will Electronics St. Louis, Mo.	\$6.1v	10.66%	300	20	1
71 63	Thompson Electronics Co. Peoria, Ill. <i>PSA Security Network member.</i>	\$6.0v	6.92%	100	38	1
72 -	Energy Control Inc. (ECI) Albuquerque, N.M.	\$5.4v	-	30	38	2
73 74	GSI LLC Troy, Mich.	\$5.3v	53.52%	41	17	2
74 65	Electronic Security Systems Inc. Warren, Mich.	\$5.3	-3.64%	12	29	1
75 -	LVC Technologies Inc. Auburn Hills, Mich.	\$5.2	-	n/a	45	1
76 -	Meyer Smith Inc. Houston, Texas	\$5.1v	-	9	21	3
77 73	AccuTech Systems Inc. Rockville, Md. <i>PSA Security Network member.</i>	\$4.4v	25.74%	150	33	1

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78 76	UPS Security Systems Orange, Calif.	\$4.4v	33.84%	94	28	1
79 89	InterTech Security LLC Carnegie, Pa.	\$4.3v	88.07%	80	54	2
80 -	Integrated Controls USA Inc. Albuquerque, N.M.	\$4.3	-	25	38	1
81 -	Selectron Inc. Portland, Ore. <i>PSA Security Network member.</i>	\$4.2	-	20	31	1
82 70	Barry Security Systems Inc. Tewksbury, Mass. <i>PSA Security Network member.</i>	\$4.2v	0.93%	36	26	1
83 71	Industrial Security Systems & Controls Westbury, N.Y. <i>PSA Security Network member.</i>	\$4.1	5.13%	35	30	1
84 -	Electronic Security Services Inc. (ESSI) Upper Marlboro, Md. <i>PSA Security Network member.</i>	\$4.0	-	n/a	56	1
85 -	Sport View Technologies Brighton, Mich.	\$4.0	-	43	105	30
86 75	Monarch Security Houston, Texas	\$3.9v	17.59%	150	22	1
87 -	ENCO Systems Inc. Houston, Texas	\$3.8	-	34	21	1
88 -	Arcom Systems Inc. Little Rock, Ark. <i>PSA Security Network member.</i>	\$3.8	-	37	33	2
89 80	Videotec Corp. Highland, Ind. <i>PSA Security Network member.</i>	\$3.7v	29.53%	35	20	1
90 82	CHS Inc. Farmingdale, N.Y.	\$3.4	25.93%	46	38	1
91 56	Digatron Inc. Denver, Colo.	\$3.2	-50.77%	30	23	1
92 -	Premier System Solutions Inc. Palm Harbor, Fla.	\$3.1	-	107	15	1
93 -	SNC Inc. Hutchinson, Kansas	\$3.0v	-	366	49	1
94 90	Simpson Security Systems Inc. Alexandria, La.	\$2.9v	30.07%	78	61	2
95 -	Intelligent Access Systems Inc. Atlanta, Ga.	\$2.7v	-	68	10	2
96 -	Adesta LLC Omaha, Neb. <i>Reflects revenue from integrated systems; total revenue is \$6.7 million.</i>	\$2.4v	-	14	35	7
97 96	Advance Technology Inc. Scarborough, Maine	\$2.3v	26.69%	30	17	1
98 87	SCI Inc. Albuquerque, N.M. <i>PSA Security Network member.</i>	\$2.3	-7.84%	16	13	1
99 94	Key-Rite Security Denver, Colo.	\$2.2v	12.00%	44	17	1
100 -	Kolram Access Services North Haven, Conn.	\$2.2	-	20	13	3

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