

RANK 2023	RANK 2022	COMPANY/ HEADQUARTERS	RECURRING MONTHLY REVENUE, DEC. 31, 2022	RMR COMPARED WITH DEC. 31, 2021 (%)	SUBSCRIBERS	SALES REVENUE, RESI INSTALLS, 2022	SALES REVENUE, NON-RESI INSTALLS, 2022	GROSS REVENUE, 2022	FULL-TIME EMPLOYEES	NUMBER OF LOCATIONS
1	1	<b>ADT</b> Boca Raton, Fla.	\$374,178,000	4% ↑	6,700,000 <sup>e</sup>	\$329,000,000 <sup>e</sup>	\$691,000,000 <sup>e</sup>	\$6,395,310,000	22,000 <sup>e</sup>	na
2		<b>Securitas Technology</b> Uniontown, Ohio	\$86,000,000	na	na	na	na	\$3,100,000,000	na	230
3	3	<b>Brinks Home Security</b> Farmers Branch, Texas	\$38,000,000 <sup>e</sup>	-3% ↓	na	na	na	\$500,000,000 <sup>e</sup>	na	na
4	4	<b>Vector Security</b> Warrendale, Pa.	\$19,229,000	2% ↑	357,000	\$12,191,000	\$118,767,000	\$402,685,000	1,647	55
5	7	<b>Pavion, formerly CTSI</b> Chantilly, Va.	\$15,100,000	8% ↑	na	\$4,000,000	\$417,229,047	\$512,972,352	1,575	79
6	6	<b>Bay Alarm Company</b> Concord, Calif.	\$14,690,840	4% ↑	145,933	\$3,811,878	na	\$226,657,513	1,114	16
7	8	<b>Guardian Protection</b> Warrendale, Pa.	\$11,115,624	-2% ↓	236,274	\$22,922,692	\$10,141,312	\$181,780,721	638	12
8	9	<b>CPI Security Systems Inc.</b> Charlotte, N.C.	\$10,600,000	2% ↑	220,000	na	na	\$157,000,000	na	11
9	15	<b>Pye-Barker Fire &amp; Safety</b> Alpharetta, Ga.	\$9,373,000	155% ↑	235,000	\$1,500,000	\$41,700,000	\$720,000,000	4,104	150
10	11	<b>Kastle Systems International</b> Falls Church, Va.	\$9,223,757	15% ↑	8,489	na	na	\$150,245,443	790	15
11	10	<b>Safe Home Security Inc. / Security Systems Inc.</b> Middletown, Conn.	\$8,141,081	2% ↑	193,600	\$1,200,000	\$360,000	\$94,832,022	642	4
12	13	<b>Guardian Alarm Company</b> Southfield, Mich.	\$4,826,000	11% ↑	na	\$2,400,000	\$12,700,000	\$79,704,898	433	5
13	14	<b>Allied Universal Technology Services</b> Irvine, Calif.	\$3,931,083	-14% ↓	na	na	na	\$349,158,685	na	40
14		<b>Zeus Fire and Security</b> Paoli, Pa.	\$3,878,000	na	na	na	na	\$75,572,000	350	9
15	16	<b>Per Mar Security Services</b> Davenport, Iowa	\$3,877,485	8% ↑	47,681	\$1,510,000	\$49,505,000	\$109,381,000	562	23
16	17	<b>Alarm Detection Systems Inc.</b> Aurora, Ill.	\$3,573,807	5% ↑	35,522	\$798,337	\$10,797,011	\$56,146,407	286	3
17	19	<b>SafeTouch</b> Jacksonville, Fla.	\$2,860,131	1% ↑	64,000	na	na	\$43,000,000	225	5
18		<b>Tech Systems Inc.</b> Buford, Ga.	\$2,715,850	18% ↑	1,905	na	\$61,520,840	\$101,947,669	462	2
19	22	<b>AMP Smart LLC</b> Lehi, Utah	\$2,605,595	43% ↑	38,864	na	\$446,085	\$23,626,063	na	1
20	21	<b>American Alarm &amp; Communications</b> Arlington, Mass.	\$2,078,469	4% ↑	30,877	\$2,143,597	\$21,864,029	\$57,484,308	307	8
21	23	<b>SSD Alarm</b> Anaheim, Calif.	\$1,836,672	1% ↑	na	na	na	\$33,087,346	na	9
22	24	<b>EPS Security</b> Grand Rapids, Mich.	\$1,813,011	6% ↑	22,104	\$1,324,714	\$10,577,407	\$34,444,339	243	4
23	25	<b>Doyle Security Systems Inc.</b> Rochester, N.Y.	\$1,706,000	4% ↑	45,652	\$1,750,847	\$7,583,805	\$32,305,563	173	9
24	27	<b>EMC Security</b> Suwanee, Ga.	\$1,415,550	7% ↑	60,595	\$4,066,893	\$10,146,416	\$30,889,406	106	1

e = SDM estimate na = not available or not applicable

**No. 1** – [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. *SDM's* 2017 Dealer of the Year. **No. 2** — Launched as Securitas Technology in March 2023 after completing its [acquisition of STANLEY Security](#) in July 2022. **No. 3** – [Partnered With Denovo](#) to grow summer sales program in January 2022. **No. 4** – *SDM's* 2003 and 2015 Dealer of the Year. **No. 5** – Acquired Security Source in April 2023 and Netronix Integration in March 2023, its two most recent in a string of ongoing acquisitions in 2022 and 2023. [Changed name to Pavion](#) from CTSI in October 2022. **No. 6** – *SDM's* 1998 Dealer of the Year. **No. 7** – *SDM's* 1999 and 2013 Dealer of the Year. **No. 8** – *SDM's* 2000 and 2019 Dealer of the Year. **No. 9** – Pye-Barker continues its acquisition streak with close to 20 acquisitions in 2022 and so far in 2023, including current *SDM* 100-ranked companies Sonitrol of SW Ohio (ranked No. 35 this year) and Amherst Alarm (ranked No. 44 this year), both purchased in March 2023 (after the submission date for the 2023 *SDM* 100), as well as 2022 *SDM* 100 ranked Briscoe Protective (No. 20) in September 2022, and B Safe (No. 29) in April 2022. **No. 10** – [Partnered with Alarm.com](#) to bring Proptech to the multifamily market in December 2022. **No. 13** [Sealed three deals](#) to grow in North America and beyond in June 2022. Acquired Hawaii-based Star Protection Agency in May 2023. **No. 14** – Debuting on the *SDM* 100, Zeus was formed in 2021 as a platform business to partner with fire safety and security operators in selected markets. [Partnered with Independent Alarm](#) in January 2023. **No. 15** – Acquired Homeguard Security in March 2023 and Dream Systems' Security Division in August 2022. Named Five-Diamond Certified by TMA in June 2022. **No. 16** – *SDM's* 1984 Dealer of the Year. **No. 18** – 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 Securitronics](#) in October 2022. **No. 19** – Completed its [merger with Titanium Solar](#) and the acquisition of its security portfolio. **No. 20** – Added its 7th branch location, and 4th out of state company, expanding its presence in the New England region. Acquired Malfy Alarm of Cape Cod in January 2023. **No. 23** – Made two acquisitions. *SDM's* 1997 Dealer of the Year. **No. 24** – Completed 2½ year cell radio replacement effort.

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25	26	<b>General Security Inc.</b> Plainview, N.Y.	\$1,276,220	-4% ↓	na	na	na	\$28,161,152	157	10
26	28	<b>Sonitrol Pacific</b> Portland, Ore.	\$1,243,076	1% ↑	4,063	\$0	\$4,558,794	\$20,701,948	105	4
27	31	<b>Security Equipment Inc.</b> Omaha, Neb.	\$1,197,254	16% ↑	18,154	\$274,799	\$8,996,425	\$39,989,920	198	5
28	30	<b>Kimberlite-Sonitrol</b> Fresno, Calif.	\$1,142,677	3% ↑	8,150	\$75,000	\$3,377,923	\$18,182,859	88	9
29	36	<b>EyeQ Monitoring</b> Atlanta, Ga.	\$1,106,792	33% ↑	na	na	na	\$12,055,158	na	2
30	33	<b>Sonitrol New England</b> Rocky Hill, Conn.	\$1,098,540	1% ↑	30,820	\$1,755,634	\$6,269,059	\$24,457,435	99	5
31		<b>Sonitrol of Sacramento &amp; Orange County, Cybex Security Solutions</b> Roseville, Calif.	\$1,071,043	2% ↑	5,236	\$43,337	\$6,039,531	\$19,565,354	57	2
32	34	<b>Bates Security</b> Lexington, Ky.	\$1,016,477	10% ↑	15,181	\$661,373	\$8,217,048	\$25,105,189	120	5
33		<b>Paladin Technologies</b> Poway, Calif.	\$880,000	10% ↑	52,000	\$100,000	\$320,000,000	\$389,602,289	1,339	34
34	35	<b>Custom Security Systems Inc.</b> Baton Rouge, La.	\$832,338	-3% ↓	24,985	\$2,564,748	\$2,337,632	\$16,626,227	94	1
35	37	<b>Sonitrol SW Ohio</b> Mason, Ohio	\$810,244	8% ↑	6,514	\$357,432	\$4,351,321	\$14,977,735	82	2
36	38	<b>Post Alarm Systems</b> Arcadia, Calif.	\$787,534	6% ↑	17,677	\$1,831,076	\$1,798,883	\$14,577,428	145	2
37	39	<b>Peak Alarm Co. Inc.</b> Salt Lake City, Utah	\$779,514	6% ↑	17,018	\$2,900,000	\$5,000,000	\$28,491,825	344	6
38	40	<b>All Guard Alarm Systems Inc.</b> Livermore, Calif.	\$745,555	8% ↑	12,709	\$381,732	\$1,726,495	\$11,950,192	57	2
39		<b>The Cook and Boardman Security Integration Solutions Division</b> Winston Salem, N.C.	\$732,020	9% ↑	na	\$0	\$168,000,000	\$176,437,280	334	15
40	42	<b>Habitec Security</b> Holland, Ohio	\$698,694	7% ↑	13,005	\$600,000	\$3,600,000	\$12,750,000	85	3
41	41	<b>Redwire LLC</b> Tallahassee, Fla.	\$693,092	5% ↑	5,918	na	na	\$12,522,495	60	6
42	43	<b>Sonitrol Great Lakes</b> Grand Blanc, Mich.	\$666,366	9% ↑	4,361	\$108,000	\$5,086,000	\$14,237,963	na	2
43	45	<b>Acadiana Security Plus</b> Broussard, La.	\$617,634	7% ↑	14,637	\$1,100,272	\$2,738,807	\$11,872,740	82	1
44	51	<b>Amherst Alarm Inc.</b> Amherst, N.Y.	\$612,352	22% ↑	37,607	\$1,480,000	\$2,950,000	\$11,445,847	84	1
45	49	<b>Scarsdale Security Systems Inc.</b> Scarsdale, N.Y.	\$609,351	16% ↑	11,629	\$527,692	\$9,075,839	\$21,130,977	na	2
46	46	<b>Atronic Alarms Inc.</b> Lenexa, Kan.	\$587,343	7% ↑	10,352	na	na	\$16,925,574	95	3
47	54	<b>Minuteman Security Technologies Inc.</b> Andover, Mass.	\$572,261	29% ↑	3,231	\$0	\$39,254,433	\$50,263,073	152	11
48	50	<b>Beacon Protection</b> Totowa, N.J.	\$571,833	9% ↑	10,129	\$301,550	\$2,495,124	\$9,518,225	41	2
49	48	<b>Gillmore Security Systems Inc.</b> Cleveland, Ohio	\$566,525	5% ↑	na	\$1,268,229	\$1,498,683	\$9,782,234	54	1
50	52	<b>DFW Security</b> Ft. Worth, Texas	\$548,635	14% ↑	13,072	\$2,525,187	\$5,931,039	\$16,401,762	60	1
51	47	<b>Acom Protection Services Inc.</b> Columbus, Ga.	\$548,157	-1% ↓	10,894	\$1,228,105	\$4,343,745	\$14,903,184	98	6

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**No. 28** –SDM’s 2020 Dealer of the Year. **No. 32** –SDM’s 2018 Dealer of the Year. **No. 33** – 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 SDM 100 for the first time. **No. 35** – *Acquired by Pye-Barker* in March 2023. **No. 39** – Acquired Electronic Systems Group in May 2022. **No. 44** – *Acquired by Pye-Barker* in March 2023. **No. 46** – SDM’s 2004 Dealer of the Year. **No. 47** – 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.

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52		<b>Prosecur Security Integration</b> Herndon, Va.	\$514,497	7% ↑	na	na	na	\$48,781,244	na	126
53	53	<b>Electronix Systems Central Station Alarms Inc.</b> Huntington Station, N.Y.	\$458,752	-1% ↓	17,500	\$423,049	\$2,878,369	\$9,661,462	65	1
54	55	<b>Valley Alarm</b> Long Beach, Calif.	\$457,713	8% ↑	12,241	\$190,000	\$3,017,000	\$8,590,759	45	2
55	56	<b>Washington Alarm Inc.</b> Seattle, Wash.	\$444,820	6% ↑	5,975	na	na	\$9,373,999	54	2
56	57	<b>Fortress Security</b> Grapevine, Texas	\$440,236	6% ↑	na	na	na	\$9,305,678	52	3
57	58	<b>NCA</b> Nashville, Tenn.	\$426,168	3% ↑	23,490	\$1,060,047	\$35,335	\$6,516,567	26	1
58	65	<b>Sentry Alarm Systems</b> Monterey, Calif.	\$415,862	17% ↑	na	\$243,900	\$1,488,506	\$7,429,474	50	5
59	60	<b>Hoffman Electronic Security</b> Atwater, Calif.	\$403,880	4% ↑	6,371	na	na	\$7,084,033	na	2
60	61	<b>Advanced Security Systems</b> Eureka, Calif.	\$402,915	7% ↑	8,664	\$597,995	\$3,723,988	\$9,990,655	51	3
61	62	<b>Fleenor Security Systems</b> Johnson City, Tenn.	\$401,286	7% ↑	9,251	\$1,195,802	\$6,395,474	\$12,372,387	99	2
62	70	<b>Titan Alarm Inc.</b> Phoenix, Ariz.	\$389,623	18% ↑	4,318	\$147,000	\$4,850,000	\$11,612,439	91	1
63	64	<b>Allstate Security Inc.</b> Amarillo, Texas	\$389,381	17% ↑	12,531	\$761,533	\$1,238,467	\$5,903,130	95	1
64	59	<b>Crime Prevention Security Systems LLC</b> Gainesville, Fla.	\$387,424	1% ↑	10,065	\$2,284,570	\$2,517,404	\$9,977,742	51	3
65	67	<b>Alert Protective Services</b> Chicago, Ill.	\$380,366	8% ↑	10,366	\$550,675	\$1,200,000	\$6,666,864	30	2
66	71	<b>Owen Security Solutions Inc.</b> Calhoun, Ga.	\$376,684	14% ↑	8,035	\$672,832	\$2,025,280	\$8,092,093	48	2
67	63	<b>Sonitrol Security Services Inc.</b> Charlotte, N.C.	\$368,041	9% ↑	3,533	\$35,000	\$2,565,000	\$8,035,043	na	2
68		<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.	\$367,019	4% ↑	1,738	na	\$36,799,777	\$51,256,542	175	5
69	68	<b>Secure Pacific Corporation</b> Portland, Ore.	\$365,195	5% ↑	5,373	\$100,807	\$2,803,470	\$7,575,320	9	5
70	69	<b>LOUD Security Systems Inc.</b> Kennesaw, Ga.	\$346,773	2% ↑	10,817	\$403,269	\$940,699	\$6,836,679	51	1
71	72	<b>Trinity Wiring &amp; Security Solutions</b> Chantilly, Va.	\$340,025	4% ↑	6,928	\$4,000,000	\$4,400,000	\$12,380,000	65	1
72	66	<b>Security Systems of America</b> Pittsburgh, Pa.	\$332,659	-3% ↓	10,335	\$0	\$0	\$7,083,420	60	2
73	75	<b>Moon Security Services Inc.</b> Pasco, Wash.	\$330,152	13% ↑	5,645	\$120,188	\$5,087,120	\$12,654,296	77	4
74	74	<b>Custom Alarm</b> Rochester, Minn.	\$319,689	4% ↑	4,131	\$336,000	\$10,418,000	\$17,189,433	67	1
75		<b>Frase Protection</b> Memphis, Tenn.	\$313,872	7% ↑	4,951	\$497,880	\$211,200	\$5,076,980	26	1
76	76	<b>Dehart Alarm Systems Inc.</b> Sarasota, Fla.	\$262,117	1% ↑	8,606	\$433,958	\$421,612	\$4,975,292	33	2
77	78	<b>Sound Inc.</b> Naperville, Ill.	\$256,250	3% ↑	2,923	na	na	\$25,600,000	96	1

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**No. 60** – *SDM*'s 2021 Dealer of the Year. **No. 61** – Purchased a new headquarters building in 2022 that triples its space with plans to renovate it in early 2023. **No. 62** – Increased RMR and IR by 20 percent organically last year. **No. 64** – Completed the Ina A. Colen project, a \$2.4 Million K-8 charter school. **No. 65** – Acquisition of another company that expands Alert Protective into another location providing further service abilities. **No. 68** – 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. 71** – Started a solar division as a bolt-on to its security company with adoption rates that exceeded expectation. **No. 72** – Received TMA Five Diamond status for its central station. **No. 73** – Successfully completed the 3G communicator upgrade project prior to the sunset(s). **No. 74** – At the end of the year had its highest revenue and highest profits to date. *SDM*'s 1995 and 2022 Dealer of the Year. **No. 75** – Ranked on the *SDM* 100 for the first time.

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78	79	<b>Sonitrol of Evansville Inc.</b> Evansville, Ind.	\$245,272	2% ↑		3,268	\$62,400	\$1,872,757	\$5,091,484	40	1
79	83	<b>PASS Security</b> Fairview Heights, Ill.	\$235,911	17% ↑		na	\$200,000	\$10,437,034	\$15,398,607	54	1
80	80	<b>Vortex 1 Security</b> Jupiter, Fla.	\$235,660	2% ↑		6,291	\$350,000	\$875,000	\$4,063,619	27	2
81	82	<b>JSC Systems Inc.</b> Jacksonville, Fla.	\$229,816	3% ↑		2,073	\$0	\$17,072	\$31,020,543	114	7
82	81	<b>Global Security &amp; Communication Inc.</b> Vancouver, Wash.	\$228,000	0%		5,735	\$100,000	\$300,000	\$4,860,000	35	2
83	97	<b>KMT Systems Inc.</b> McDonough, Ga.	\$223,251	152% ↑		7,078	\$450,000	\$1,476,888	\$6,408,350	37	2
84		<b>Security Alarm Corporation</b> Salem, Ill.	\$216,700	15% ↑		4,781	\$326,874	\$3,902,788	\$7,961,227	35	1
85	85	<b>Sonitrol Security of Delaware Valley</b> Wilmington, Del.	\$191,419	13% ↑		na	\$0	\$3,785,489	\$5,404,109	21	1
86	89	<b>Key Security Designs Corporation</b> Pleasant Hill, Calif.	\$169,808	44% ↑		na	\$0	\$1,852,358	\$4,631,072	13	1
87	92	<b>Security Pros LLC</b> Sellersburg, Ind.	\$169,570	51% ↑		na	\$0	\$3,412,749	\$5,684,830	29	2
88		<b>The Ollivier Corporation</b> Los Angeles, Calif.	\$160,754	21% ↑		237	\$0	\$5,640,335	\$8,799,726	38	1
89	86	<b>Dallas Security Systems Inc. &amp; DSS Fire Inc.</b> Dallas, Texas	\$153,364	3% ↑		2,914	\$23,500	\$11,143,678	\$22,577,487	120	2
90		<b>ISO Network LLC</b> Kennesa, Ga.	\$149,192	44% ↑		1,835	\$0	\$6,273,457	\$6,273,457	30	4
91	90	<b>Will Electronics</b> St Louis, Mo.	\$142,750	19% ↑		na	\$0	\$5,000,000	\$7,256,853	27	1
92	87	<b>Audio Sentry Corporation</b> Fraser, Mich.	\$132,376	0%		5,811	\$234,515	\$1,538,118	\$4,054,528	33	3
93		<b>American Alarm Corp.</b> Roswell, Ga.	\$129,531	19% ↑		4,884	\$198,253	\$368,182	\$2,691,672	11	1
94	91	<b>Sentry Communications &amp; Security</b> Hicksville, N.Y.	\$125,000	25% ↑		na	na	na	\$9,190,000	na	4
95	94	<b>Atlantic Security &amp; Fire</b> West Long Branch, N.J.	\$121,421	11% ↑		2,355	\$275,213	\$183,475	\$2,349,780	10	1
96		<b>LVC Companies Inc.</b> Edina, Minn.	\$120,000	7% ↑		1,262	\$0	\$42,500,000	\$55,975,035	237	9
97		<b>ACE-HTI</b> Kernersville, N.C.	\$114,905	4% ↑		3,376	\$450,000	\$1,300,000	\$4,248,310	23	1
98	95	<b>Enterprise Security Inc.</b> Yorba Linda, Calif.	\$108,167	6% ↑		1,688	\$10,000	\$12,000,000	\$22,675,601	94	3
99	96	<b>JM Resources Inc.</b> King of Prussia, Pa.	\$104,160	8% ↑		2,484	\$4,217,000	\$58,000	\$5,177,022	22	1
100	99	<b>Electronic Security Concepts LLC</b> Scottsdale, Ariz.	\$70,291	4% ↑		3,306	\$68,630	\$4,300,000	\$5,420,404	33	3

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**No. 80** – Increased overall operating margin year over year by 275 percent. **No. 81** – The acquisition of Carehawk Inc. in Ontario allows JSC to integrate the Canadian manufacturing business with its U.S. distribution business. **No. 83** – The purchase of Mid South Security Gave KMT a second office and more internal people to continue to grow with. **No. 84** – Ranked on the SDM 100 for the first time. **No. 85** – Largest increase in RMR with minimal attrition. **No. 88** – Grew RMR by 20 percent. **No. 89** – Integrated 60 percent of its internal systems by converting its data to an extensive CRM platform. **No. 90** – Ranked on the SDM 100 for the first time. **No. 93** – Purchased 500 accounts. Ranked on the SDM 100 for the first time. **No. 95** – Completed all radio conversions. **No. 96** – Had the highest revenue year in its 40+ year history. **No. 97** – Migrated 80 percent of its clients to 4G/LTE communications. Ranked on the SDM 100 for the first time. **No. 98** – Had the biggest year of sales bookings and booked over 35 percent more in 2022 than they did in 2021. **No. 99** – Exceeded revenue goal by 11.5 percent and increased gross profit margins to 53.9 percent. **No. 100** – Upgraded all of its fire and intrusion alarm system radio communicators with the 3G/4G to new LTE radios.

# Rank by Total Annual Revenue

RANK BY TOTAL REVENUE	COMPANY	TOTAL ANNUAL GROSS REVENUE, 2022	SDM 100 RANK
1	ADT	\$6,395,310,000	1
2	Securitas Technology	\$3,100,000,000	2
3	Pye-Barker Fire & Safety	\$720,000,000	9
4	Pavion, formerly CTSI	\$512,972,352	5
5	Brinks Home Security	\$500,000,000 <sup>e</sup>	3
6	Vector Security	\$402,685,000	4
7	Paladin Technologies	\$389,602,289	33
8	Allied Universal Technology Services	\$349,158,685	13
9	Bay Alarm Company	\$226,657,513	6
10	Guardian Protection	\$181,780,721	7
11	The Cook and Boardman Security Integration Division	\$176,437,280	39
12	CPI Security Systems Inc.	\$157,000,000	8
13	Kastle Systems International	\$150,245,443	10
14	Per Mar Security Services	\$109,381,000	15
15	Tech Systems Inc.	\$101,947,669	18
16	Safe Home Security Inc.	\$94,832,022	11
17	Guardian Alarm Company	\$79,704,898	12
18	Zeus Fire and Security	\$75,572,000	14
19	American Alarm & Communications	\$57,484,308	20
20	Alarm Detection Systems Inc.	\$56,146,407	16
21	LVC Companies Inc.	\$55,975,035	96
22	RFI Communications & Security Systems	\$51,256,542	68
23	Minuteman Security & Life Safety	\$50,263,073	47
24	Prosegur Security Integration	\$48,781,244	52
25	SafeTouch	\$43,000,000	17
26	Security Equipment Inc.	\$39,989,920	27
27	EPS Security	\$34,444,339	22
28	SSD Alarm	\$33,087,346	21
29	Doyle Security Systems Inc.	\$32,305,563	23
30	JSC Systems Inc.	\$31,020,543	81
31	EMC Security	\$30,889,406	24
32	Peak Alarm Co. Inc.	\$28,491,825	37
33	General Security Inc.	\$28,161,152	25
34	Sound Inc.	\$25,600,000	77
35	Bates Security	\$25,105,189	32
36	Sonitrol New England	\$24,457,435	30
37	AMP Smart LLC	\$23,626,063	19
38	Enterprise Security Inc.	\$22,675,601	98
39	Dallas Security Systems Inc. & DSS Fire Inc.	\$22,577,487	89
40	Scarsdale Security Systems Inc.	\$21,130,977	45
41	Sonitrol Pacific	\$20,701,948	26
42	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$19,565,354	31
43	Kimberlite-Sonitrol	\$18,182,859	28
44	Custom Alarm	\$17,189,433	74
45	Atronic Alarms Inc.	\$16,925,574	46
46	Custom Security Systems Inc.	\$16,626,227	34
47	DFW Security	\$16,401,762	50
48	PASS Security	\$15,398,607	79
49	Sonitrol SW Ohio	\$14,977,735	35
50	Acom Protection Services Inc.	\$14,903,184	51

RANK BY TOTAL REVENUE	COMPANY	TOTAL ANNUAL GROSS REVENUE, 2022	SDM 100 RANK
51	Post Alarm Systems	\$14,577,428	36
52	Sonitrol Great Lakes	\$14,237,963	42
53	Habitec Security	\$12,750,000	40
54	Moon Security Services Inc.	\$12,654,296	73
55	Redwire LLC	\$12,522,495	41
56	Trinity Wiring & Security Solutions	\$12,380,000	71
57	Fleenor Security Systems	\$12,372,387	61
58	EyeQ Monitoring	\$12,055,158	29
59	All Guard Alarm Systems Inc.	\$11,950,192	38
60	Acadiana Security Plus	\$11,872,740	43
61	Titan Alarm Inc.	\$11,612,439	62
62	Amherst Alarm Inc.	\$11,445,847	44
63	Advanced Security Systems	\$9,990,655	60
64	Crime Prevention Security Systems LLC	\$9,977,742	64
65	Gillmore Security Systems Inc.	\$9,782,234	49
66	Electronix Systems Central Station Alarms Inc.	\$9,661,462	53
67	Beacon Protection	\$9,518,225	48
68	Washington Alarm Inc.	\$9,373,999	55
69	Fortress Security	\$9,305,678	56
70	Sentry Communications & Security	\$9,190,000	94
71	The Ollivier Corporation	\$8,799,726	88
72	Valley Alarm	\$8,590,759	54
73	Owen Security Solutions Inc.	\$8,092,093	66
74	Sonitrol Security Services Inc.	\$8,035,043	67
75	Security Alarm Corporation	\$7,961,227	84
76	Secure Pacific Corporation	\$7,575,320	69
77	Sentry Alarm Systems	\$7,429,474	58
78	Will Electronics	\$7,256,853	91
79	Hoffman Electronic Security	\$7,084,033	59
80	Security Systems of America	\$7,083,420	72
81	LOUD Security Systems Inc.	\$6,836,679	70
82	Alert Protective Services	\$6,666,864	65
83	NCA	\$6,516,567	57
84	KMT Systems Inc.	\$6,408,350	83
85	ISO Network LLC	\$6,273,457	90
86	Allstate Security Inc.	\$5,903,130	63
87	Security Pros LLC	\$5,684,830	87
88	Electronic Security Concepts LLC	\$5,420,404	100
89	Sonitrol Security of Delaware Valley	\$5,404,109	85
90	JM Resources Holdings LLC	\$5,177,022	99
91	Sonitrol of Evansville Inc.	\$5,091,484	78
92	Frase Protection	\$5,076,980	75
93	Dehart Alarm Systems Inc.	\$4,975,292	76
94	Global Security & Communication Inc.	\$4,860,000	82
95	Key Security Designs Corporation	\$4,631,072	86
96	ACE-HTI	\$4,248,310	97
97	Vortex 1 Security	\$4,063,619	80
98	Audio Sentry Corporation	\$4,054,528	92
99	American Alarm Corp	\$2,691,672	93
100	Atlantic Security & Fire	\$2,349,780	95

<sup>e</sup>=Estimated

SDM 100 companies are re-ranked in the table above by their 2022 total annual gross revenue, as reported to or estimated by SDM. Only two, ADT and Securitas Technology, exceeded \$1 billion in revenue, while the remainder are in the millions, spanning from \$720 million to over \$2 million.

## Top Companies Ranked by Residential Subscribers

RANK BY RESIDENTIAL SUBSCRIBERS	COMPANY	RESIDENTIAL SUBSCRIBERS	TOTAL SUBSCRIBERS	SDM 100 RANK	RANK BY RESIDENTIAL SUBSCRIBERS	COMPANY	RESIDENTIAL SUBSCRIBERS	TOTAL SUBSCRIBERS	SDM 100 RANK
1	Vector Security	242,000	357,000	4	35	Peak Alarm Co. Inc.	5,270	17,018	37
2	Guardian Protection	216,238	236,274	7	36	All Guard Alarm Systems Inc.	5,044	12,709	38
3	CPI Security Systems Inc.	203,500	220,000	8	37	Fleenor Security Systems	4,903	9,251	61
4	Safe Home Security Inc	170,369	193,600	11	38	Alert Protective Services	4,768	10,366	65
5	EMC Security	54,535	60,595	24	39	Vortex 1 Security	4,455	6,291	80
6	Bay Alarm Company	52,842	145,933	6	40	Frase Protection	4,233	4,951	75
7	SafeTouch	47,000	64,000	17	41	Owen Security Solutions Inc.	4,178	8,035	66
8	AMP Smart LLC	38,864	38,864	19	42	Advanced Security Systems	3,810	8,664	60
9	Pye-Barker Fire & Safety	35,000	235,000	9	43	Scarsdale Security Systems Inc.	3,726	11,629	45
10	Doyle Security Systems Inc.	23,414	45,652	23	44	Audio Sentry Corporation	3,490	5,811	92
11	Custom Security Systems Inc.	22,232	24,985	34	45	Sonitrol SW Ohio	3,477	6,514	35
12	Paladin Technologies	21,000	52,000	33	46	Sentry Alarm Systems	3,415		58
13	NCA	20,797	23,490	57	47	ACE-HTI	2,900	3,376	97
14	Per Mar Security Services	19,494	47,681	15	48	American Alarm Corp	2,868	4,884	93
15	Sonitrol New England	17,284	30,820	30	49	Global Security & Communication Inc.	2,750	5,735	82
16	Amherst Alarm Inc.	16,923	37,607	44	50	Hoffman Electronic Security	2,705	6,371	59
17	American Alarm & Communications	14,977	30,877	20	51	JM Resources Holdings LLC	2,236	2,484	99
18	Alarm Detection Systems Inc.	13,355	35,522	16	52	Custom Alarm	2,073	4,131	74
19	Post Alarm Systems	11,313	17,677	36	53	Beacon Protection	1,892	10,129	48
20	Acadiana Security Plus	11,042	14,637	43	54	Secure Pacific Corporation	1,881	5,373	69
21	DFW Security	10,407	13,072	50	55	Sonitrol Great Lakes	1,800	4,361	42
22	EPS Security	9,536	22,104	22	56	Titan Alarm Inc.	1,796	4,318	62
23	Electronix Systems Central Station Alarms Inc.	8,050	17,500	53	57	Security Alarm Corporation	1,726	4,781	84
24	Bates Security	7,797	15,181	32	58	Redwire LLC	1,534	5,918	41
25	LOUD Security Systems Inc.	7,571	10,817	70	59	Moon Security Services Inc.	1,389	5,645	73
26	Security Systems of America	7,544	10,335	72	60	Kimberlite-Sonitrol	1,149	8,150	28
27	Acom Protection Services Inc.	7,529	10,894	51	61	Atlantic Security & Fire	1,004	2,355	95
28	Crime Prevention Security Systems LLC	6,734	10,065	64	62	Electronic Security Concepts LLC	998	3,306	100
29	Security Equipment Inc.	6,701	18,154	27	63	Dallas Security Systems Inc. & DSS Fire Inc.	932	2,914	89
30	Trinity Wiring & Security Solutions	6,428	6,928	71	64	Sonitrol of Evansville Inc.	654	3,268	78
31	Valley Alarm	5,893	12,241	54	65	Sonitrol Pacific	369	4,063	26
32	Allstate Security Inc.	5,876	12,531	63	66	Sonitrol Security Services Inc.	168	3,533	67
33	Dehart Alarm Systems Inc.	5,846	8,606	76	67	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	117	5,236	31
34	KMT Systems Inc.	5,400	7,078	83					

SDM 100 companies are ranked in the table above by the number of their residential subscribers (customers). Note that some of the larger companies such as ADT, Securitas and Brinks Home Security are not ranked, either because such detailed information is not publicly available or they did not report it to *SDM*. Companies that reported fewer than 100 residential subscribers are not included in this ranking.

## Top Companies Ranked by Non-Residential Sales & Installation Revenue

RANK BY SALES & INSTALLATION REVENUE	COMPANY	NON-RESI SALES & INSTALLATION REVENUE	NON-RESI INSTALLATIONS	SDM 100 RANK
1	ADT	\$691,000,000*	na	1
2	Pavion, formerly CTSI	\$417,229,047	22,148	5
3	Paladin Technologies	\$320,000,000	2,000	33
4	The Cook and Boardman Security Integration Division	\$168,000,000	na	39
5	Vector Security	\$118,767,000	7,500	4
6	Tech Systems Inc.	\$61,520,840	2,197	18
7	Per Mar Security Services	\$49,505,000	12,980	15
8	LVC Companies Inc.	\$42,500,000	1,715	96
9	Pye-Barker Fire & Safety	\$41,700,000	9,000	9
10	Minuteman Security & Life Safety	\$39,254,433	2,382	47
11	RFI Communications & Security Systems	\$36,799,777	1,937	68
12	American Alarm & Communications	\$21,864,029	4,819	20
13	Guardian Alarm Company	\$12,700,000	3,510	12
14	Enterprise Security Inc.	\$12,000,000	75	98
15	Dallas Security Systems Inc. & DSS Fire Inc.	\$11,143,678	1,346	89
16	Alarm Detection Systems Inc.	\$10,797,011	4,697	16
17	EPS Security	\$10,577,407	na	22
18	PASS Security	\$10,437,034	600	79
19	Custom Alarm	\$10,418,000	1,352	74
20	EMC Security	\$10,146,416	1,147	24
21	Guardian Protection	\$10,141,312	2,911	7
22	Scarsdale Security Systems Inc.	\$9,075,839	1,866	45
23	Security Equipment Inc.	\$8,996,425	633	27
24	Bates Security	\$8,217,048	1,050	32
25	Doyle Security Systems Inc.	\$7,583,805	411	23
26	Fleenor Security Systems	\$6,395,474	1,155	61
27	ISO Network LLC	\$6,273,457	350	90
28	Sonitrol New England	\$6,269,059	1,149	30
29	Sonitrol of Sacramento & Orange County, Cybex Security Solutions	\$6,039,531	1,243	31
30	DFW Security	\$5,931,039	618	50
31	The Ollivier Corporation	\$5,640,335	459	88
32	Moon Security Services Inc.	\$5,087,120	618	73
33	Sonitrol Great Lakes	\$5,086,000	1,523	42
34	Peak Alarm Co. Inc.	\$5,000,000	1,963	37
35	Will Electronics	\$5,000,000	400	91
36	Titan Alarm Inc.	\$4,850,000	1,400	62
37	Sonitrol Pacific	\$4,558,794	375	26
38	Trinity Wiring & Security Solutions	\$4,400,000	63	71

RANK BY SALES & INSTALLATION REVENUE	COMPANY	NON-RESI SALES & INSTALLATION REVENUE	NON-RESI INSTALLATIONS	SDM 100 RANK
39	Sonitrol SW Ohio	\$4,351,321	1,031	35
40	Acom Protection Services Inc.	\$4,343,745	964	51
41	Electronic Security Concepts LLC	\$4,300,000	176	100
42	Security Alarm Corporation	\$3,902,788	843	84
43	Sonitrol Security of Delaware Valley	\$3,785,489	38	85
44	Advanced Security Systems	\$3,723,988	1,738	60
45	Habitec Security	\$3,600,000	800	40
46	Security Pros LLC	\$3,412,749	140	87
47	Kimberlite-Sonitrol	\$3,377,923	832	28
48	Valley Alarm	\$3,017,000	761	54
49	Amherst Alarm Inc.	\$2,950,000	265	44
50	Electronix Systems Central Station Alarms Inc.	\$2,878,369	472	53
51	Secure Pacific Corporation	\$2,803,470	354	69
52	Acadiana Security Plus	\$2,738,807	1,459	43
53	Sonitrol Security Services Inc.	\$2,565,000	105	67
54	Crime Prevention Security Systems LLC	\$2,517,404	485	64
55	Beacon Protection	\$2,495,124	942	48
56	Custom Security Systems Inc.	\$2,337,632	707	34
57	Owen Security Solutions Inc.	\$2,025,280	290	66
58	Sonitrol of Evansville Inc.	\$1,872,757	547	78
59	Key Security Designs Corporation	\$1,852,358	59	86
60	Post Alarm Systems	\$1,798,883	911	36
61	All Guard Alarm Systems Inc.	\$1,726,495	449	38
62	Audio Sentry Corporation	\$1,538,118	262	92
63	Gillmore Security Systems Inc.	\$1,498,683	na	49
64	Sentry Alarm Systems	\$1,488,506	795	58
65	KMT Systems Inc.	\$1,476,888	197	83
66	ACE-HTI	\$1,300,000	96	97
67	Allstate Security Inc.	\$1,238,467	884	63
68	Alert Protective Services	\$1,200,000	507	65
69	LOUD Security Systems Inc.	\$940,699	315	70
70	Vortex 1 Security	\$875,000	331	80
71	AMP Smart LLC	\$446,085	3,031	19
72	Dehart Alarm Systems Inc.	\$421,612	179	76
73	American Alarm Corp	\$368,182	408	93
74	Safe Home Security Inc.	\$360,000	200	11
75	Global Security & Communication Inc.	\$300,000	456	82

e=Estimated

SDM 100 companies are ranked here by the amount of their sales/installation revenue from non-residential projects. Note that some larger companies and those that are very active in the non-residential market are not ranked because such detailed information was not publicly available or they did not report it to *SDM*. Companies that reported less than \$300,000 in sales/installation revenue are not included in this ranking.

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AMP Smart LLC	19
Atlantic Security & Fire	95
Atronic Alarms Inc.	46
Audio Sentry Corporation	92
Bates Security	32
Bay Alarm Company	6
Beacon Protection	48
Brinks Home Security	3
CPI Security Systems Inc.	8
Crime Prevention Security Systems LLC	64
Custom Alarm	74
Custom Security Systems Inc.	34
Dallas Security Systems Inc. & DSS Fire Inc.	89
Dehart Alarm Systems Inc.	76
DFW Security	50
Doyle Security Systems Inc.	23
Electronic Security Concepts LLC	100
Electronix Systems Central Station Alarms Inc.	53
EMC Security	24
Enterprise Security Inc.	98
EPS Security	22

COMPANY	SDM 100 RANK
EyeQ Monitoring	29
Fleenor Security Systems	61
Fortress Security	56
Frase Protection	75
General Security Inc.	25
Gillmore Security Systems Inc.	49
Global Security & Communication Inc.	82
Guardian Alarm Company	12
Guardian Protection	7
Habitec Security	40
Hoffman Electronic Security	59
ISO Network LLC	90
JM Resources Holdings LLC	99
JSC Systems Inc.	81
Kastle Systems International	10
Key Security Designs Corporation	86
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KMT Systems Inc.	83
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Zeus Fire and Security	14