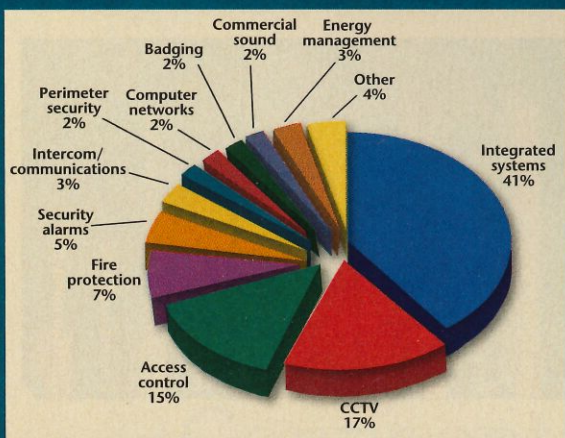


2006 RANK	2005 RANK	COMPANY	DOING BUSINESS AS	REVENUE, 2005 (\$ MIL)	VERIFIED BY FINANCIAL DOCUMENTS	% CHANGE FROM 2004	NEW PROJECTS, 2005	LARGEST NEW PROJECT, 2005	SMALLEST NEW PROJECT, 2005	% PROJECTS FUNDED BY HOMELAND SECURITY	FULL-TIME EMPLOYEES
1	2	<b>Stanley Security Solutions</b> Indianapolis, Ind.		\$810.00		25%	1,200	\$8,700,000	\$2,500	7	2,800
2	15	<b>Tour Andover Controls</b> Carrollton, Texas	TAC	\$794.00		26%	2,000	\$11,000,000	\$10,000	20	3,140
3	4	<b>ADT Security Services Inc.</b> Boca Raton, Fla.		\$760.00		60%	n/a	n/a	n/a		25,000
4	1	<b>Siemens Building Technologies</b> Buffalo Grove, Ill.		\$746.72*		4%	n/a	n/a	n/a		n/a
5	3	<b>Diebold Inc.</b> North Canton, Ohio		\$661.61	v	11%	n/a	\$8,600,000	\$3,000		5,412
6	5	<b>Johnson Controls Inc.</b> Milwaukee, Wis.		\$406.66*		7%	8,000	\$36,000,000	\$5,000	5	2,950
7	8	<b>IR/Ingersoll-Rand Corp.</b> Carmel, Ind.		\$201.00*		101%	n/a	n/a	n/a		526
8	6	<b>FirstService Security Division</b> Norristown, Pa.	SST & Intercon Security	\$151.29	v	6%	300	\$6,500,000	\$10,000	10	600
9	8	<b>CompuDyne Corporation</b> Gaithersburg, Md.	Quanta Systems Integrated Electronic Div	\$141.65		-1%	n/a	n/a	n/a		724
10	12	<b>Securitas Security Systems USA Inc.</b> Norcross, Ga.		\$114.00		122%	n/a	n/a	n/a		575
11	10	<b>Red Hawk Industries LLC</b> Greenwood, Colo.		\$92.07		24%	1,300	\$1,900,000	\$225		568
12	9	<b>SimplexGrinnell LP</b> Boca Raton, Fla.		\$80.00		-4%	5,000	\$15,000,000	\$50,000		11,500

## Revenue by System Type for Top Systems Integrators



SDM asked its top systems integrators to break down their total revenue by several different system types to show sources of revenue from different technologies.

Integrated systems continued their growth in 2005, accounting for an additional 1 percentage point of revenue over 2004. Other changes were a 1 percentage point increase in access control and a decrease of 2 percentage points in CCTV. Most of the other figures remained the same. However, energy management gained 2 percentage points and commercial sound increased 1 percentage point over 2004 figures. Combined, integrated systems, CCTV and access control accounted for 73 percent of the top systems' integrators' jobs in 2005.

Source: SDM Top Systems Integrators Report, July 2006

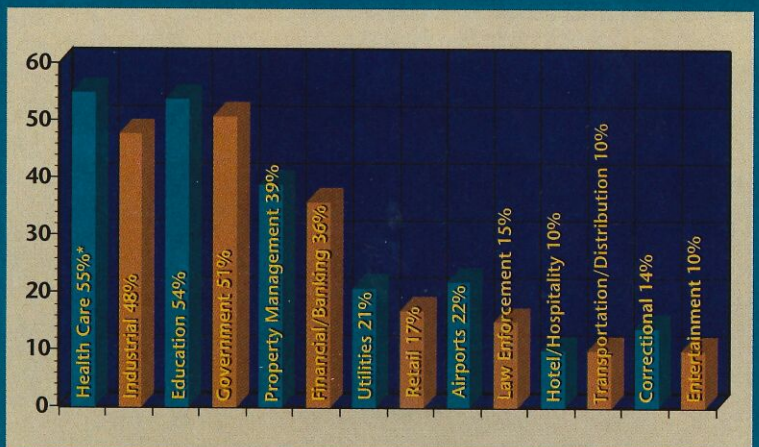
2006 RANK	2005 RANK	COMPANY	DOING BUSINESS AS	REVENUE, 2005 (\$ MIL)	VERIFIED BY FINANCIAL DOCUMENTS	% CHANGE FROM 2004	NEW PROJECTS, 2005	LARGEST NEW PROJECT, 2005	SMALLEST NEW PROJECT, 2005	% PROJECTS FUNDED BY HOMELAND SECURITY	FULL-TIME EMPLOYEES
13	11	<b>Wireless Facilities Inc.</b> San Diego, Calif.		\$66.95		3%	1,000	\$8,000,000	\$1,000		366
14	14	<b>Convergint Technologies LLC</b> Schaumburg, Ill.		\$65.16	v	31%	1,500	\$4,700,000	\$500	5	360
15	13	<b>Kastle Systems</b> Arlington, Va.		\$55.15		7%	285	\$1,850,000	n/a	2	475
16	21	<b>Henry Bros. Electronics</b> Saddle Brook, N.J.	Diversified Security Solutions Inc.	\$42.20		42%	1,135	\$1,100,000	\$25,000	10	180
17	18	<b>RFI Communications &amp; Security Systems</b> San Jose, Calif.		\$40.20		6%	1,582	\$1,200,000	\$250		226
18	16	<b>NetVersant Solutions Inc.</b> Houston, Texas		\$40.00		0%	100	\$8,000,000	\$1,000	25	1,825
19	19	<b>North American Video</b> Brick, N.J.		\$38.00		6%	30	\$10,000,000	\$20,000		80
20	22	<b>Adesta LLC</b> Omaha, Neb.		\$37.51	v	34%	60	\$7,482,132	\$800		116
21	20	<b>North American Video Corp</b> Anaheim, Calif.	NAVCO Security Systems	\$35.00		0%	1,500	\$600,000	\$8,000		120
22	23	<b>National Security Systems Inc.</b> Manhasset, N.Y.		\$30.90		14%	9	\$9,170,000	\$155,000		22
23	30	<b>Initial Electronics, Inc</b> Alsip, Ill.	NTC Electronics	\$28.42		56%	1,230	\$500,000	\$5,000		131
24	24	<b>Tri-Signal Integration Inc.</b> Sylmar, Calif.		\$25.55		4%	320	\$1,200,000	\$36,000		210

## Health Care Strongest Vertical Market

Asked to choose the markets in which a significant portion of their 2005 revenue was generated, integrators again picked health care as their top market as they did in 2004, but others shifted position over last year. Education and government gained markedly; property management and utilities dropped; and airports, law enforcement, correctional and entertainment increased, some substantially.

*\*Percentage of Top Systems Integrators who named this market as a significant source of 2005 revenue.*

*Source: SDM Top Systems Integrators Report, July 2006*



2006 RANK	2005 RANK	COMPANY	DOING BUSINESS AS	REVENUE, 2005 (\$ MIL)	VERIFIED BY FINANCIAL DOCUMENTS	% CHANGE FROM 2004	NEW PROJECTS, 2005	LARGEST NEW PROJECT, 2005	SMALLEST NEW PROJECT, 2005	% PROJECTS FUNDED BY HOMELAND SECURITY	FULL-TIME EMPLOYEES
25	52	<b>Sigcom Inc.</b> Greensboro, N.C.		\$25.30		184%	60	\$3,000,000	\$1,000	15	104
26	25	<b>Allied Safe &amp; Vault Co. Inc.</b> Spokane, Wash.	Allied Fire & Security	\$24.50		3%	1,500	\$500,000	\$1,000	2	160
27	26	<b>VideoTronix Inc.</b> Burnsville, Minn.	VTI Security Integrators	\$23.00		11%	156	\$1,200,000	\$10,000	3	104
28	36	<b>Tech Systems Inc.</b> Duluth, Ga.		\$22.29	v	39%	200	\$4,372,000	\$20,000		103
29	29	<b>Security Corp.</b> Novi, Mich.		\$21.71	v	14%	932	\$216,546	\$2,000	1	111
30	39	<b>Koorsen Protection Services Inc.</b> Indianapolis, Ind.		\$19.56		31%	n/a	\$450,000	\$1,000		600
31		<b>ASSI Security Inc.</b> Irvine, Calif.		\$19.22		n/a	372	\$3,500,000	\$925	5	112
32	31	<b>ARK Systems Inc.</b> Columbia, Md.		\$19.00		6%	200	\$964,000	\$2,000		112
33	50	<b>Jacksonville Sound &amp; Communications Inc.</b> Jacksonville, Fla.		\$18.50		95%	200	\$2,000,000	\$5,000	1	151
34	32	<b>MidCo Inc.</b> Burr Ridge, Ill.		\$18.10		1%	291	\$1,850,000	\$5,125		100
35	27	<b>SecureNet Inc.</b> Carrollton, Texas		\$17.88		-9%	60	\$1,924,000	\$2,000		98
36	41	<b>BCI Technologies Inc.</b> Grand Prairie, Texas		\$15.70		24%	300	\$600,000	\$1,500		91

## The Source of the Top Systems Integrators' Report

SDM's Top Systems Integrators Report is compiled from questionnaires answered by more than 100 companies which then are ranked by their 2005 total annual revenue, which is rounded to the nearest ten-thousandth. Included in the table beginning on Page 49 is:

- **2006 rank and 2005 rank**
- **Company name and headquarters location**
- **Other names under which the company does business**
- **2005 gross annual revenue. (The letter "v" indicates that the company submitted a separate document, such as an income tax form or a reviewed or audited financial statement.)**
- **The percentage revenue change from 2004 to 2005**
- **Number of new systems started in 2005, plus the largest and smallest new projects**
- **Percentage of jobs resulting from Homeland Security funds**
- **Number of full-time employees**

2006 RANK	2005 RANK	COMPANY	DOING BUSINESS AS	REVENUE, 2005 (\$ MIL)	VERIFIED BY FINANCIAL DOCUMENTS	% CHANGE FROM 2004	NEW PROJECTS, 2005	LARGEST NEW PROJECT, 2005	SMALLEST NEW PROJECT, 2005	% PROJECTS FUNDED BY HOMELAND SECURITY	FULL-TIME EMPLOYEES
37	33	<b>Sound Inc.</b> Naperville, Ill.		\$15.41		-9%	220	\$1,000,000	\$10,000		88
38	35	<b>Benson Security Systems Inc.</b> Gilbert, Ariz.		\$15.40	v	-7%	522	\$380,000	\$349		73
39		<b>IEP Ltd.</b> Scottsdale, Ariz.	International Electronic Protection Ltd.	\$15.40	v	n/a	25	\$3,000,000	\$25,000		38
40	37	<b>Advantor Systems Corp.</b> Orlando, Fla.		\$15.20		-3%	160	\$1,200,000	\$16,000	9	63
41	34	<b>Deterrent Technologies Inc.</b> Ocean, N.J.		\$14.60		-13%	48	\$2,000,000	\$10,000		60
42	43	<b>SFI Electronics Inc.</b> Charlotte, N.C.		\$14.35		16%	150	\$600,000	\$1,000	5	80
43	42	<b>MAC Systems Inc.</b> Canton, Mass.		\$14.00		12%	275	\$2,500,000	\$10,000		70

## Percentage of Jobs Funded by Homeland Security Dollars

The number of *SDM's* Top Systems Integrators reporting higher percentages of jobs from Homeland Security funds increased in 2005 over 2004, the first year this question was asked.

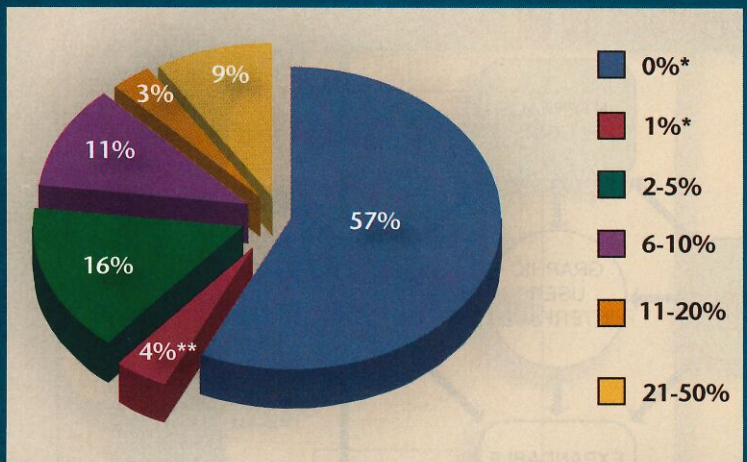
*SDM's* 2006 Top Systems Integrators Report asked: "What percentage of your jobs was funded by Homeland Security dollars?"

The largest number of the top systems integrators who responded to that question, 16 percent, reported that 2 percent to 5 percent of their jobs in 2005 were funded by Homeland Security dollars.

But the next highest percentage reported was 6 percent to 10 percent of jobs, which was cited by 11 percent of the integrators responding. Only 8 percent reported that range last year.

Another significant change from last year was the number of largest systems integrators who responded that 21 percent to 50 percent of their jobs were Homeland Security – that figure this year was 9 percent, up from 5 percent in last year's range of 21 to 40 percent of jobs.

That final range was higher this year because one integrator reported 50 percent of jobs were from Homeland Security. A total of 57 percent of integrators reported zero dollars from Homeland Security funds, did not respond to the question or maintained they did not know the source of funds from all their jobs.



\* Percentage of jobs funded by Homeland Security dollars

\*\* Percentage of integrators

Source: *SDM Top Systems Integrators Report*, July 2006

2006 RANK	2005 RANK	COMPANY	DOING BUSINESS AS	REVENUE, 2005 (\$ MIL)	VERIFIED BY FINANCIAL DOCUMENTS	% CHANGE FROM 2004	NEW PROJECTS, 2005	LARGEST NEW PROJECT, 2005	SMALLEST NEW PROJECT, 2005	% PROJECTS FUNDED BY HOMELAND SECURITY	FULL-TIME EMPLOYEES
44	75	<b>Trans-American Security Services</b> Burnsville, Minn.		\$13.24	v	115%	1,584	\$283,000	\$1,000		100
45		<b>Corbett Technology Solutions Inc.</b> Chantilly, Va.		\$12.60	v	n/a	280	\$1,000,000	\$500		74
46	58	<b>Actcom Inc.</b> Virginia Beach, Va.		\$11.81		42%	250	\$1,500,000	\$100	25	55
47	40	<b>Access Control Technologies Inc.</b> Clifton, N.J.		\$11.67		-13%	36	\$952,000	\$14,000	5	41
48	44	<b>Philadelphia Protection Bureau Inc.</b> Exton, Pa.	The Protection Bureau	\$11.50		1%	365	\$850,000	\$1,250		72
49		<b>MSE Corporate Security</b> North Haven, Conn.		\$11.25		n/a	104	\$289,000	\$1,000		33
50	45	<b>ATC International Holdings Inc.</b> Miami, Fla.		\$10.86		0%	35	\$3,300,000	\$28,000	21	61
51	60	<b>Genesis Security Systems LLC</b> Potomac, Md.		\$10.50		28%	250	\$1,400,000	\$15,000		32
52		<b>BCM Controls Inc.</b> Woburn, Mass.		\$10.38		n/a	208	\$1,049,457	\$1,319	5	50
53	48	<b>Advanced Electronic Solutions Inc.</b> College Point, N.Y.		\$10.15	v	3%	53	\$1,700,000	\$350,000	3	55
54	64	<b>Operational Security Systems Inc.</b> Atlanta, Ga.		\$10.10		28%	110	n/a	n/a		56
55		<b>Tri-Electronics</b> Hammond, Ind.		\$10.00	v	n/a	420	\$450,000	\$1,000	5	81
56	51	<b>Utah Controls Inc.</b> Sandy, Utah		\$9.87		7%	87	\$680,000	\$5,000	5	55
57	62	<b>Idesco Corp.</b> New York, N.Y.		\$9.50		19%	22	\$800,000	\$32,000	12	37
58	46	<b>PEI Systems Inc.</b> Long Island City, N.Y.		\$9.42	v	-8%	74	\$600,000	\$10,000		41
59	54	<b>TEM Systems Inc.</b> Sunrise, Fla.		\$9.22	v	4%	500	\$362,000	\$1,000		63
60	53	<b>T &amp; R Alarm Systems Inc.</b> Clifton, N.J.		\$9.10		2%	85	\$500,000	\$950	5	41
61	67	<b>Dowley Inc.</b> Oklahoma City, Okla.		\$9.09	v	18%	50	\$1,200,000	\$10,000	10	43
62		<b>Egan Companies Inc.</b> Brooklyn Park, Minn.	Egan Automation Inc.	\$8.80		n/a	45	\$1,200,000	\$15,000		41
63	61	<b>Ferndale Electric Co. Inc.</b> Ferndale, Mich.	Automation Systems Group (ASG)	\$8.64		6%	179	\$500,000	\$1,000		32

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64	89	<b>Integrated Controls USA Inc.</b> Albuquerque, N.M.		\$8.59		74%	150	\$3,500,000	\$200		42
65	56	<b>Security Design Inc.</b> Washington, Mich.	EO Integrated Systems, Inc.	\$8.42		-1%	30	\$2,500,000	\$28,000	30	33
66	65	<b>Sec Sol Inc.</b> Los Alamitos, Calif.	Security Solutions	\$8.40		7%	60	\$1,400,000	\$11,000		40
67	55	<b>Security Equipment Inc.</b> Omaha, Neb.		\$8.40		-5%	720	\$225,000	\$3,000		112
68	59	<b>D/A Central Inc.</b> Oak Park, Mich.		\$8.00		-2%	42	\$390,000	\$1,000		52
69	49	<b>Unlimited Technology Inc.</b> Chester Springs, Pa.		\$7.94		-16%	25	\$450,000	\$3,000		40
70		<b>AccuTech Systems Inc.</b> Rockville, Md.		\$7.80		n/a	260	n/a	n/a	25	45
71	82	<b>Thompson Electronics Co.</b> Peoria, Ill.		\$7.40		25%	250	\$900,000	\$5,000		47
72	57	<b>Energy Control Inc. (ECI)</b> Albuquerque, N.M.		\$7.20		-15%	30	\$1,600,000	\$2,000		41
73	70	<b>Trinity Security Inc.</b> Charlotte, N.C.	Delta Systems	\$7.14		6%	42	\$1,000,000	\$5,000		40
74		<b>Universal Security Systems</b> Hauppauge, N.Y.		\$7.00		n/a	78	\$1,000,000	\$10,000	50	53
75	95	<b>CHS Inc.</b> Farmingdale, N.Y.		\$6.43		52%	74	\$750,000	\$20,000	8	45
76	71	<b>Firstline Security Systems Inc.</b> Anaheim, Calif.		\$6.41	v	-4%	185	\$585,000	\$1,000		30
77	68	<b>Will Electronics Inc.</b> St. Louis, Mo.		\$6.39	v	-12%	125	\$375,000	\$5,000	5	22
78	97	<b>Simpson Security Systems Inc.</b> Alexandria, La.		\$6.37	v	55%	250	\$2,628,382	\$1,075		82
79		<b>Intelli-Tec Security Systems</b> Westbury, N.Y.		\$6.36		n/a	28	\$565,000	\$8,000	1	32
80	81	<b>Selectron Inc.</b> Portland, Ore.		\$6.27		5%	178	\$465,000	\$2,500	10	36
81	91	<b>Paladin Protective Systems</b> Cleveland, Ohio		\$6.24		30%	50	\$500,000	\$2,000	25	30
82	84	<b>Pro-Tec Design Inc.</b> Plymouth, Minn.		\$6.23	v	14%	68	\$380,798	\$2,200	9	27
83	76	<b>Sentinel Security &amp; Communications Inc.</b> New Hartford, N.Y.		\$6.20		0%	120	\$550,000	\$2,000		52

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84	90	<b>All Systems Designed Solutions Inc.</b> Kansas City, Kan.		\$6.15	v	28%	160	\$334,000	\$2,000	21	35
85	72	<b>Electronic Security Systems Inc.</b> Warren, Mich.		\$6.10		-6%	100	\$600,000	\$2,000		27
86	78	<b>Engineered Security Systems Inc.</b> Towaco, N.J.		\$5.90		-3%	270	\$1,116,384	\$5,000		32
87	88	<b>Atlantic Coast Alarm Inc.</b> Mays Landing, N.J.		\$5.86		12%	800	n/a	n/a	5	50
88	85	<b>Advanced Control Concepts Inc.</b> Pensacola, Fla.		\$5.83	v	10%	452	\$250,000	\$25,000	30	33
89	74	<b>JBP Security Systems Inc.</b> Flushing, N.Y.	Security By Design Inc.	\$5.70		-11%	n/a	\$500,000	\$750	10	20
90		<b>Pacific Security Alarm Inc.</b> Hagatna, Guam		\$5.54		n/a	391	\$1,464,024	\$649		84
91	86	<b>Advance Technology Inc.</b> Scarborough, Maine		\$5.45		3%	40	\$250,000	\$5,000	10	28
92	96	<b>Arcom Systems Inc.</b> Little Rock, Ark.		\$5.40		30%	140	\$281,538	\$2,260		38
93	98	<b>D.L.S. Ventures LLC</b> Houston, Texas	Monarch Security	\$5.25		29%	75	\$1,200,000	\$5,000	5	21
94	80	<b>Facility Robotics Inc.</b> Roswell, Ga.		\$4.66		-22%	60	\$250,000	\$5,000	1	30
95	94	<b>Electronic Security Services Inc.</b> Upper Marlboro, Md.		\$4.48	v	4%	86	\$192,000	\$1,500		62
96	77	<b>SNC Inc.</b> Hutchinson, Kan.		\$4.40		-29%	450	\$250,000	\$500		45
97		<b>Dillard Door &amp; Entrance Control</b> Memphis, Tenn.		\$4.16		n/a	100	\$120,000	\$8,000		33
98		<b>IK Systems Inc.</b> Victor, N.Y.		\$4.00		n/a	65	\$400,000	\$800		19
99	47	<b>LVC Technologies Inc.</b> Auburn Hills, Mich.		\$4.00		-60%	40	\$970,000	\$2,500		21
100	100	<b>Videotec Corp.</b> Highland, Ind.		\$3.76	v	-3%	150	\$250,000	\$1,500	10	20