

The Fast50 Market Research

All entrants of the Security Business Fast50 fill out a series of market research questions designed to give integrators greater insight into the security market and the forces affecting it. The results follow, along with the continuing "Fast50 Executives Speak" observations.

Editor's Note: Percentage results for some questions may not total 100% – we encouraged those surveyed to "select all that apply" on certain questions.

DIY is like a local guitar shop vs a national giant. If you want the flashy guitar that doesn't play that well, go to a big box. If you want a fine instrument and want to work with someone who knows how to set it up and maintain it, go to the local shop.

Dan Gardner, President
Phoenix Systems & Service, Inc. (No. 24)

Has your company merged with or acquired any companies in the past 24 months?

23% YES



77% NO

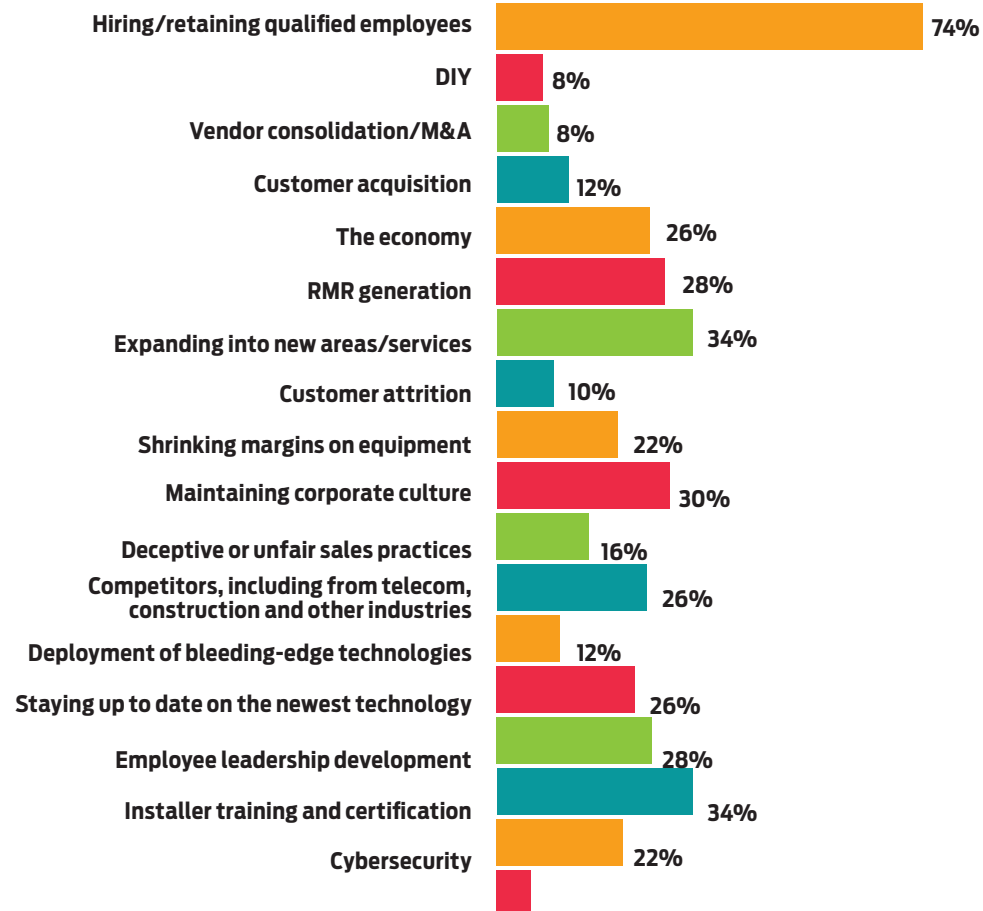
What is your business mix?

16% Residential

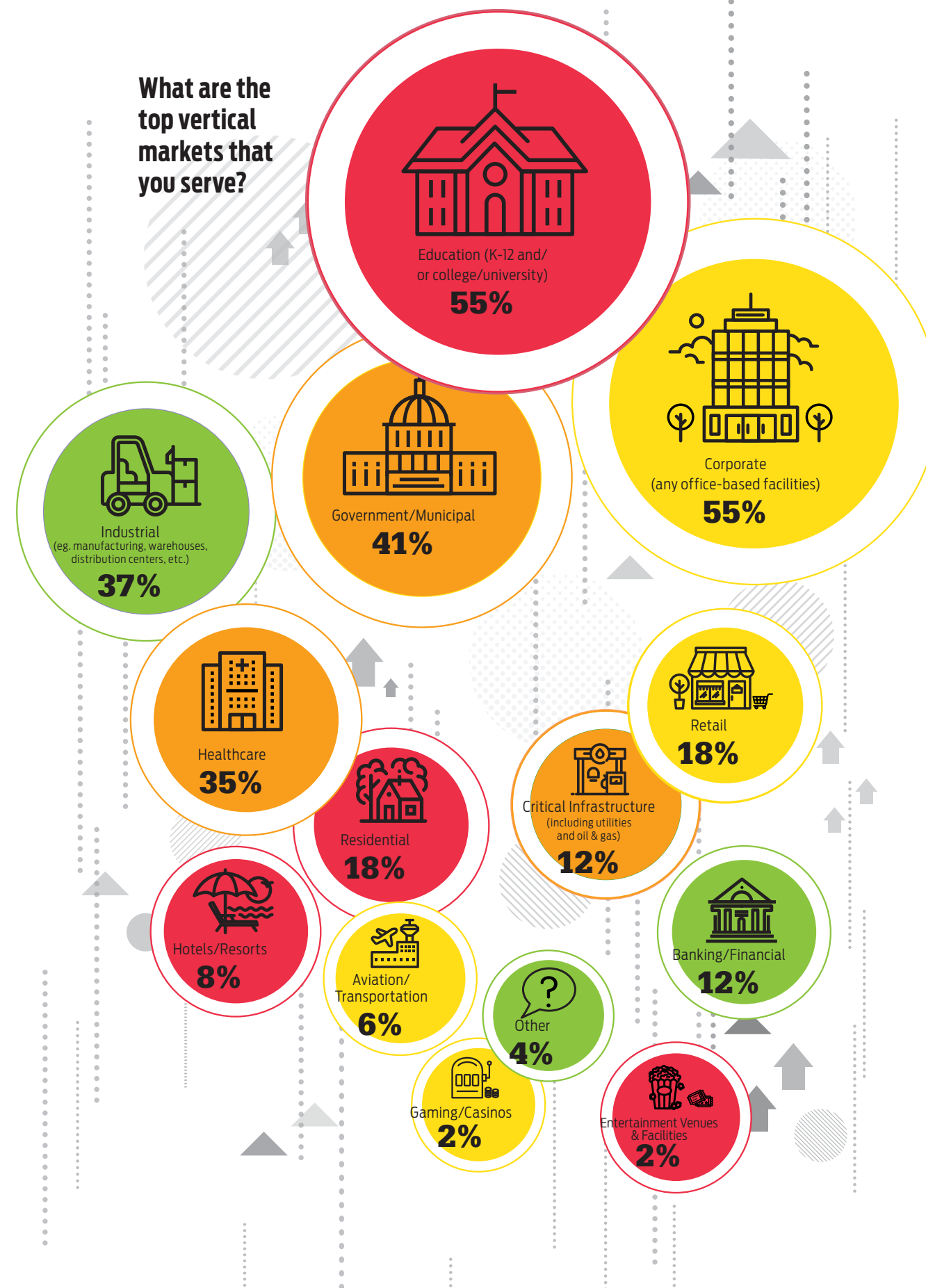


84% Commercial (includes the government market)

What are the top threats/challenges to your business?



What are the top vertical markets that you serve?



Fast50 Executives Speak



Always focus on building the company for the next level of growth. If you are a \$2 million company, you should start building the foundation for \$5 million. A \$5 million company should build the foundation to be a \$10 million company, etc.

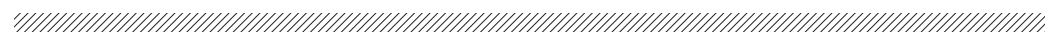
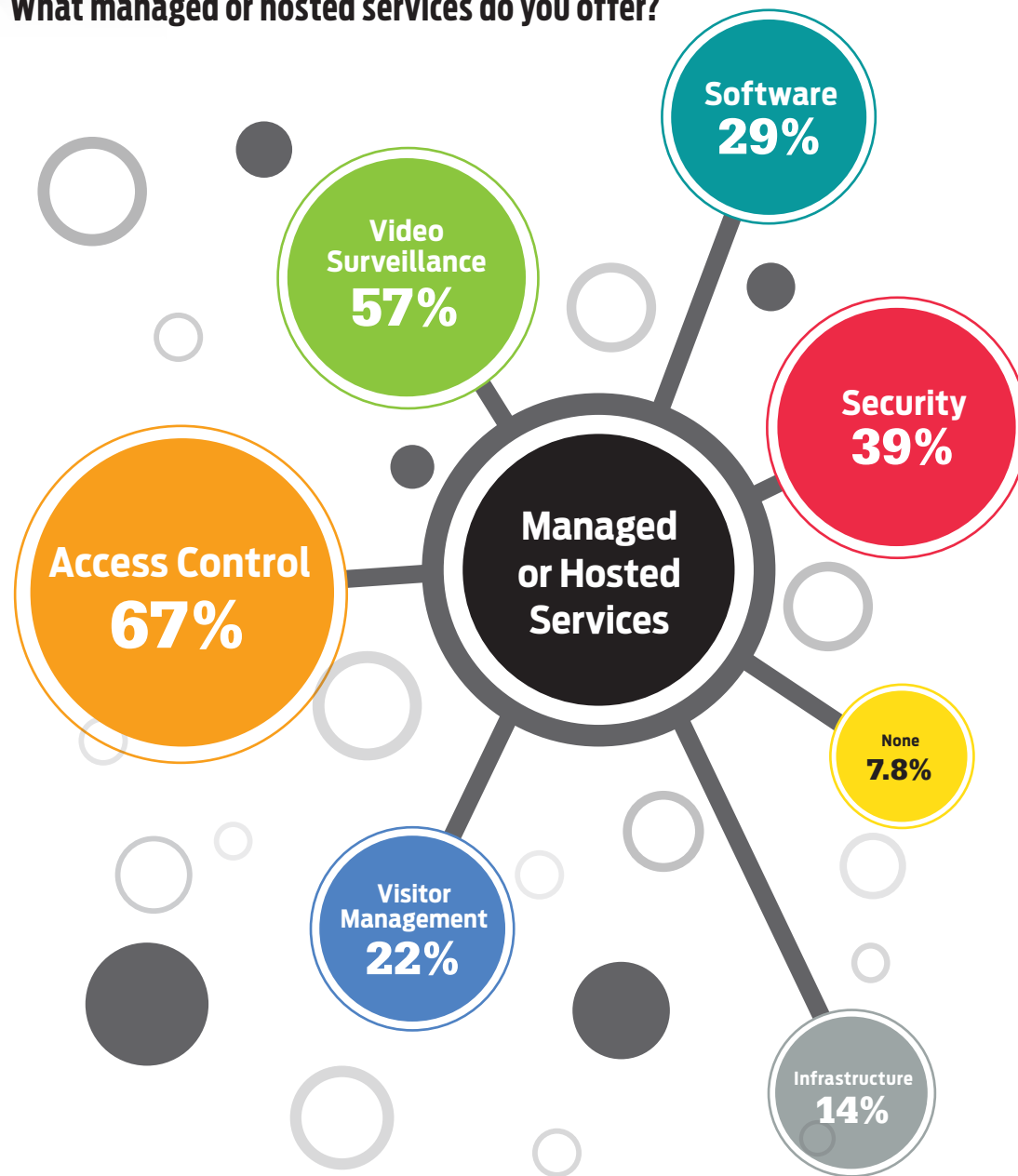
Mark Cernese, CEO, TWG Security (No. 11)



You need to educate your customers on why they need to hire a professional and not just buy a box of equipment.

Garrett LeTourneau, CEO, Imperial Surveillance Inc. (No. 18)

What managed or hosted services do you offer?



Bandwidth limitations in certain areas continue to be the biggest challenge for cloud-based systems, but as higher-speed connectivity continues to expand, the opportunities will continue to grow.

David Vermillion, President, Vermillion Systems Inc. (No. 39)

Is interoperability of products via a third party (e.g. ONVIF, OSDP, PSIA, etc.) an important consideration when buying or recommending technology?

“STANDARDS and interoperability are absolutely the key to growth and advancement of any technology. One manufacturer may make the best NVR for the situation, while another may make the right camera with the right features. Being able to use different components from different manufacturers that strictly adhere to standards makes the impossible more possible.”

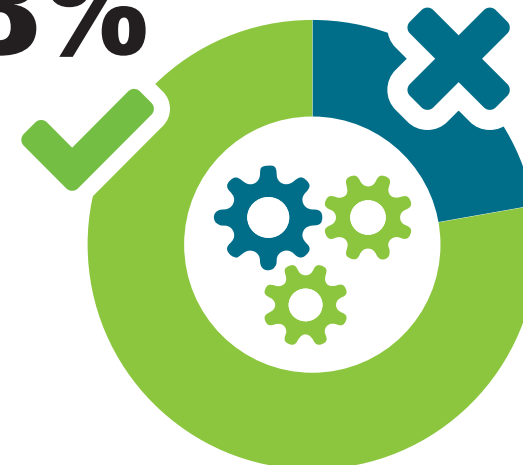
“The industry continues to demand **open architecture** as the norm.”

“This is not typically something that comes up in our discussion, but it is part of our **partner strategy**.”

“We put on an extremely successful **OSDP workshop** in 2018.”

“OUR CUSTOMER BASE hasn't required this yet, so for us currently no – but it is coming as system sophistication and customer knowledge increases.”

YES 78% **NO 22%**



“The interoperability of products gives clients the best value for their investment, as our industry is continually creating innovative solutions to solve client security and life safety issues. As technology continues to change and cybersecurity concerns continue to grow, it is imperative to utilize products that can easily interface with each other.”

Fast50 Executives Speak



Ensure that your team is engaged with your vision and that they understand what is happening within the business to keep everyone aligned towards common goals.

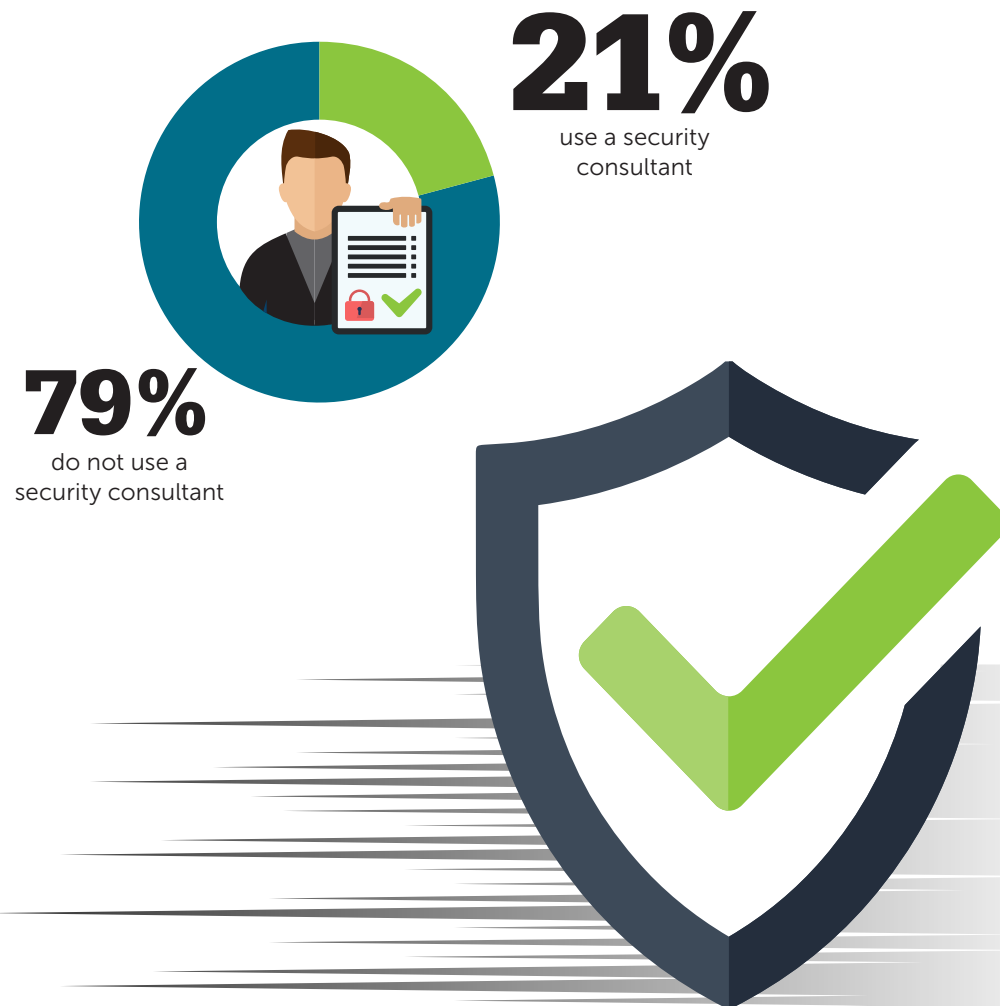
Joshua Williams,
CEO, Skynet
Integrations (No. 20)



If you're not learning about AI, cloud, new chipsets, UHD video, etc. you're doomed.

Drew Weston,
Director,
CodeLynx Inc.
(No. 38)

Approximately what percentage of your projects is done in conjunction with a security consultant?



Focus on partnering with third-party monitoring and automation providers who have strong and innovative roadmaps. Companies like Alarm.com and Rapid Response Monitoring help smaller businesses in the market continue to compete with the service offerings of the larger companies.

Anastasia Bottos, COO, My Alarm Center/Alarm Capital Alliance (No. 36)

Fast50 Executives Speak



Hire all the smart, young, hardworking people you can find. Millennials aren't the problem – understanding them and building them up is a huge strength if you can figure it out.

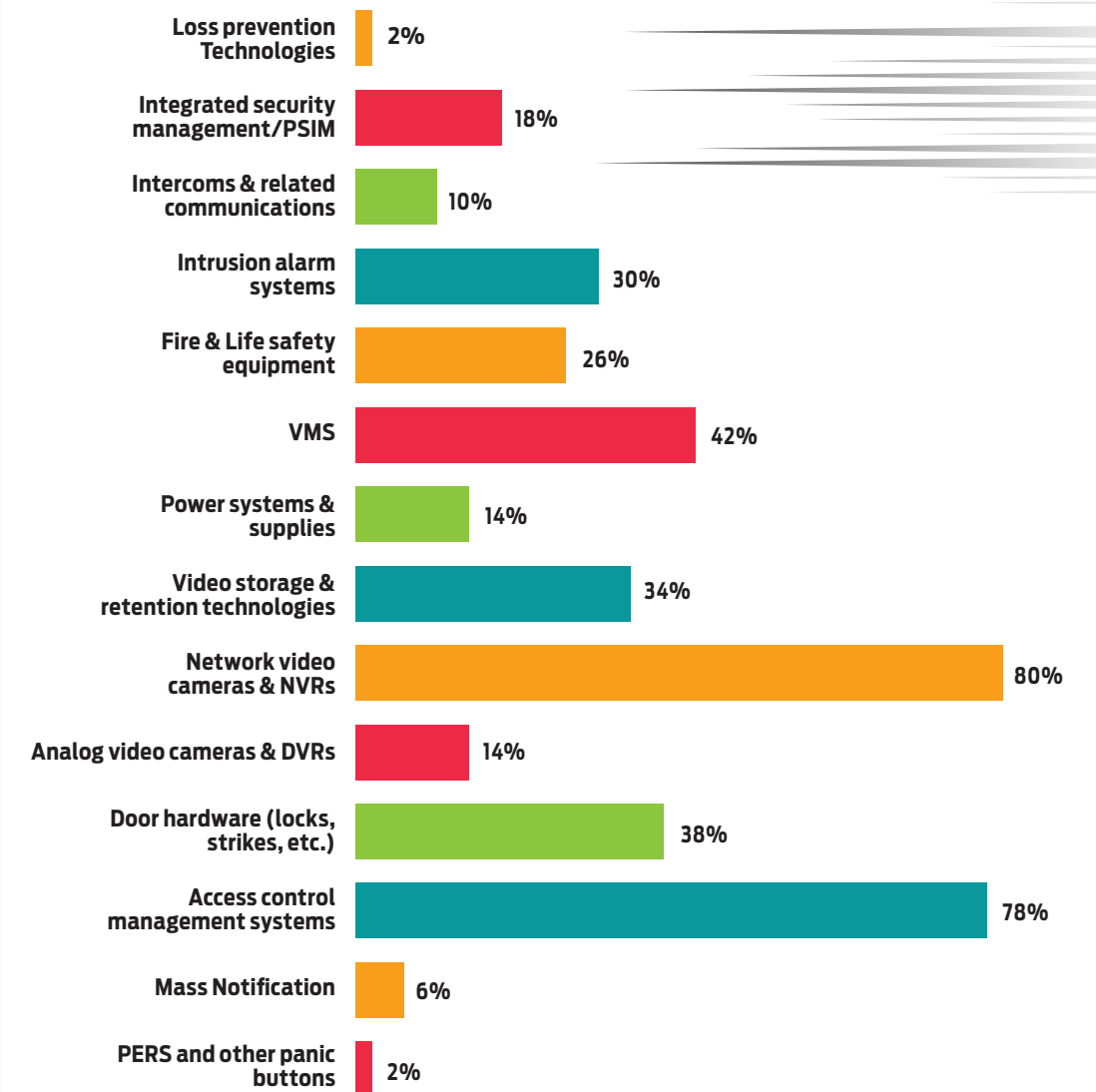
Larry Sherwood,
Marketing Manager,
Silco Fire & Security
(No. 29)



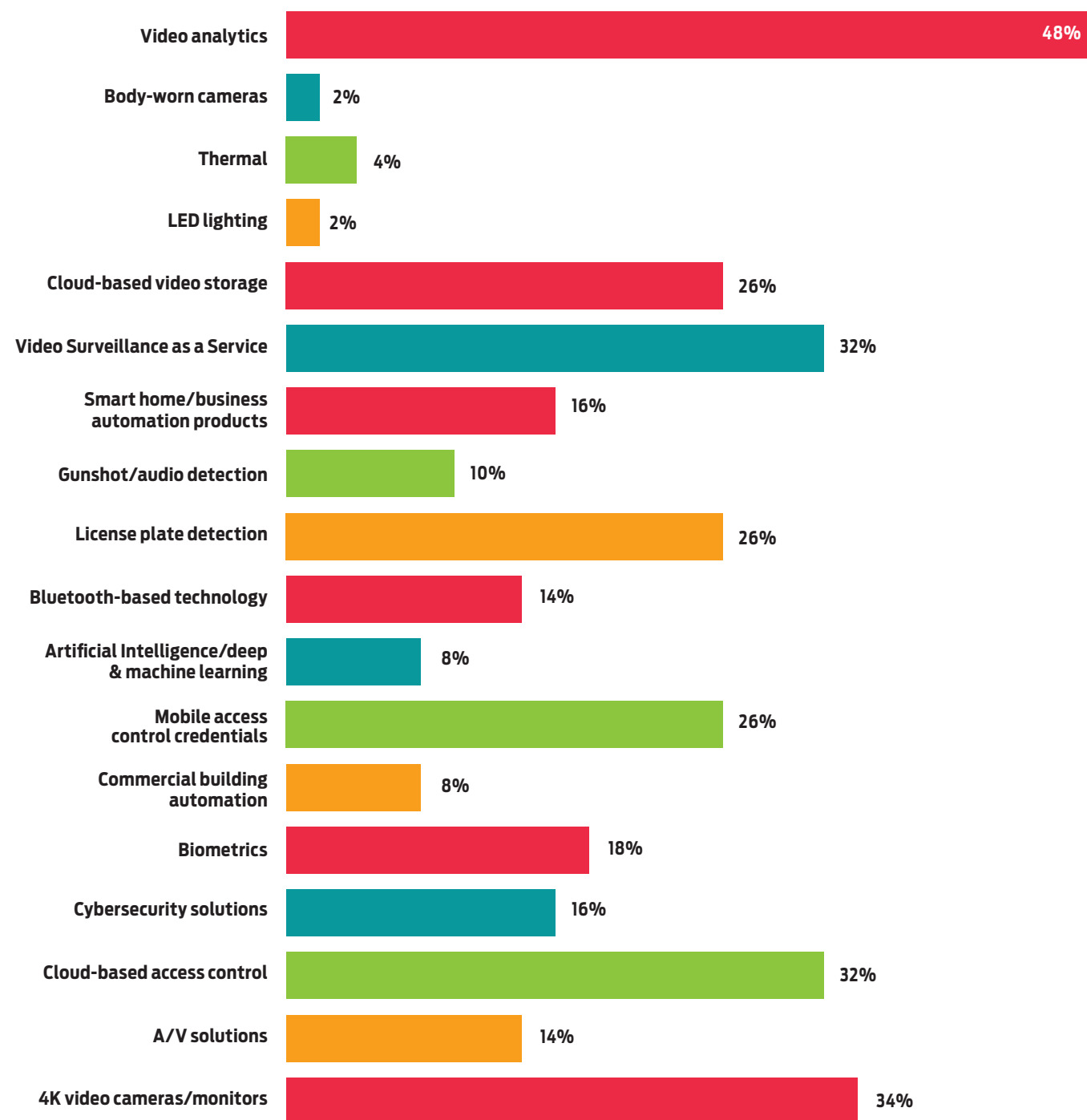
Manage the sales cycle rather than having it manage your team. Much too often, opportunities are missed because someone lost sight of the overall objective which is to close the deal.

John Nemerofsky,
President,
CGL Electronic
Security (No. 35)

What “traditional” technologies have generated the most sales in the past 24 months?



What bleeding-edge technologies are you most interested in or are considering adding to your offerings?



“Manage the sales cycle rather than having it manage your team. Much too often, opportunities are missed because someone lost sight of the overall objective which is to close the deal.

John Nemerofsky, President, CGL Electronic Security (No. 35)

Fast50 Executives Speak



We always change the default password on newly-installed customer equipment. On our own computers and programs, we use strong passwords and change them out every 90 days. We also strongly encourage customers to stay current on Software Support Agreements through a variety of RMR options, so we can keep patches and firmware up to date on customer equipment.

Andy Boyd, President, Integrated Protection Services (IPS) (No. 34)

Are you confident enough in AI, deep learning and other intelligent video analytics solutions to offer them to all customers?

Even with a dedicated team focused in this sector, the rate of development makes it impossible to keep up-to-date with every aspect. That's why we view learning in this sector as one of our **greatest opportunities.**

WE INTEGRATE
and develop with third-party AI on top of OEM-provided AI offerings, for example Microsoft Cognitive Services.

Environmental factors continue to be a challenge to go from concept to implementation success.

YES,
but it must be the right use case.

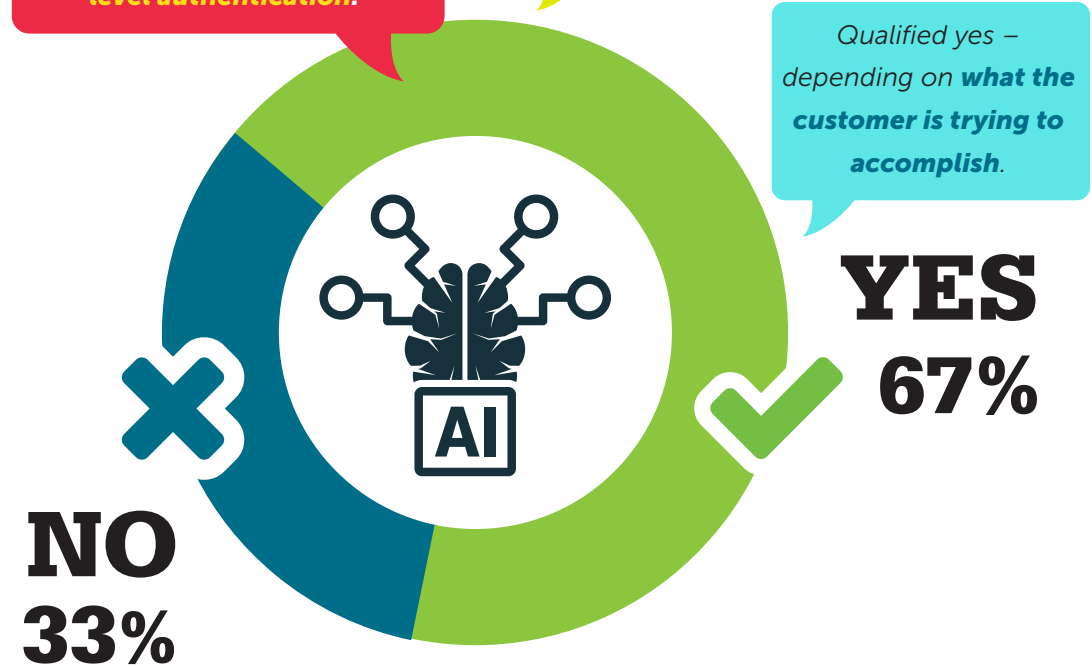
Need to learn more and continue to **innovate our product offering**

They are easier to deploy with newer, developing technologies.

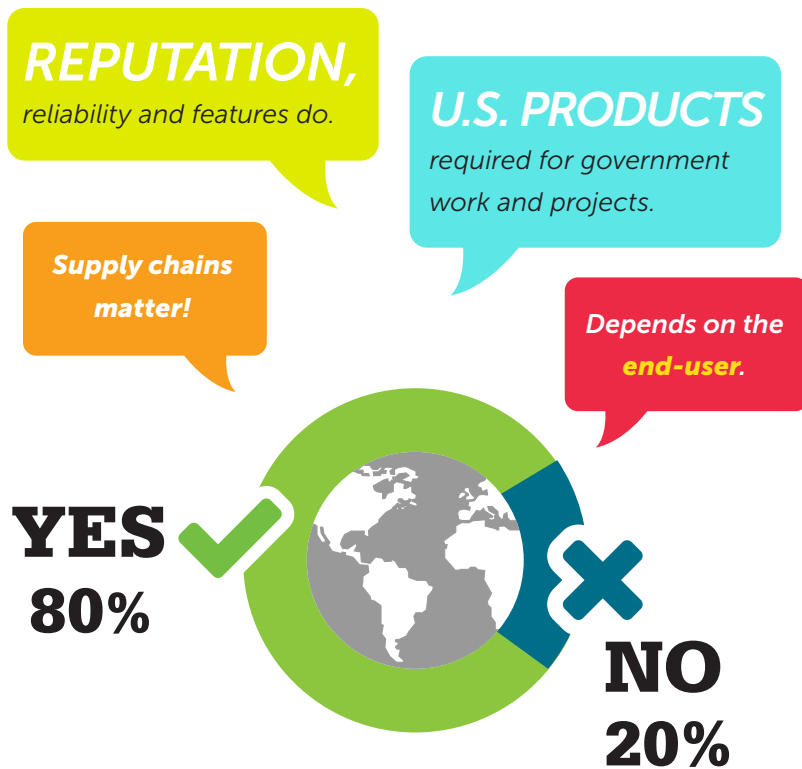
Yes, we work with technology manufacturers who support AI and other intelligent video analytics – **including LPR, facial recognition and dual-level authentication.**

NEEDS MORE TIME AND STANDARDS before being reliable. Liability still falls on the shoulder of the integrator/installer.

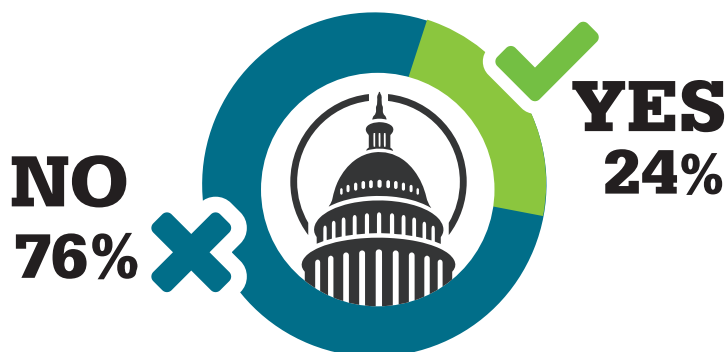
Qualified yes – depending on **what the customer is trying to accomplish.**



Does a vendor's country of origin affect your decision to buy or recommend a product?



Have tariffs or any other actions by the U.S. government influenced your buying/technology decisions in the past year?



The companies ranked in the annual *Security Business* Fast50 are recognized and ranked based on percentage growth and revenue growth – with their overall ranking balancing those two considerations using a simple but effective algorithm.

If we ranked companies purely on revenue growth, it would tend to favor the larger companies – this way, the playing field is level for all entrants.

We also balance the equation by studying three years of financial change to ensure that high-growth companies are not just “flash in the pan” types of businesses, but are able to sustain themselves. It also balances ups and downs. For example, a company could have had negative growth in its first year but then achieved such strong growth in year two that the average was powerfully in the positive.

To enter, companies confidentially report to us their three most recent fiscal years worth of gross revenues. Using those numbers, we compute the revenue growth and percentage growth for each of their three most recent fiscal years. We average the growth numbers to generate an average revenue growth for the company, and we do the same for the company to create an average percentage growth.

Companies may enter as long as one of their key business efforts is the installation of security solutions (e.g., video, intrusion, access control, perimeter detection, biometrics, etc.). It doesn't have to be a company's sole business effort, but it does need to be a definitive part of the firm.

The Fast50 is a rankings and market research feature in *Security Business* open to all North American security integrators. To access the results from all eight years of Fast50 rankings and research, please visit www.securityinfowatch.com/fast50.



America's Fastest Growing Security Integrators

OVERALL RANKING

Rank	Company Name	Location	Website	Year Established
1.	Select Security	Lancaster, PA	www.selectsecurity.com	2003
2.	Briscoe Protective Systems	Centereach, NY	http://briscoeprotective.com	1978
3.	Convergint Technologies	Schaumburg, IL	www.convergint.com	2001
4.	Presidio	New York, NY	www.presidio.com	2003
5.	Prime Communications Inc.	Omaha, NE	www.primecominc.com	2001
6.	Surveillance Systems Inc.	Rocklin, CA	www.ssicctv.com	2002
7.	Bonneville Contracting and Technology Group LLC	San Juan, PR	www.bonnevillepr.net	1984
8.	Security 101 - Hampton Roads	Norfolk, VA	www.security101.com/hamptonroads	2013
9.	3Sixty Integrated	San Antonio, TX	www.3sixtyintegrated.com	2002
10.	K.E.Y. Security Inc. dba Security 101	San Diego, CA	www.security101.com/sandiego	2012
11.	TWG Security	Emmaus, PA	www.twgsecurity.com	2007
12.	Stone Security	Salt Lake City, UT	www.stonesecurity.net	2006
13.	GC&E Systems Group Inc.	Peachtree Corners, GA	www.gcesg.com	1999
14.	Star Asset Security LLC	Orlando, FL	www.securethinking.com	1993
15.	Parallel Technologies	Eden Prairie, MN	www.ptnet.com	1983
16.	Kinetix	Boothwyn, PA	www.kinetixfire.com	1993
17.	Dowley Security Systems Inc.	Houston, TX	www.Dowley.com	2006
18.	Imperial Surveillance Inc.	Arlington Heights, IL	www.ImperialCCTV.com	2007
19.	Ojo Technology Inc.	Fremont, CA	www.ojotech.com	2003
20.	Skynet Integrations	Tampa, FL	http://skynetintegrations.com	2013
21.	ATTYWON	Great Neck, NY	www.attywon.com	2012
22.	LVC Companies	Minneapolis, MN	www.lvcinc.com	1982
23.	Detection Systems & Engineering Co.	Troy, MI	www.dsesecurity.com	1967
24.	Phoenix Systems & Service Inc.	Carol Stream, IL	www.phx-sys.com	1991
25.	Triguard Security Inc.	Avoca, PA	http://triguards.com	1997
26.	24/7 Onsite Cameras Inc.	Columbia, IL	www.247onsitecameras.com	2010
27.	Johnson Controls	Milwaukee, WI	www.johnsoncontrols.com	1885
28.	ADS Security	Nashville, TN	www.adssecurity.com	1990
29.	Silco Fire & Security	Cincinnati, OH	www.silcofs.com	1959
30.	Sonitrol Security of Delaware Valley	Wilmington, DE	www.sonitrolde.com	1999
31.	Electric Guard Dog LLC	Columbia, SC	www.electricguarddog.com	1991
32.	Security 101 - Charlotte	Charlotte, NC	www.security101.com	2007
33.	Unlimited Technology Inc.	Nutley, NJ	www.utiglobal.com	1999
34.	Integrated Protection Services (IPS)	Cincinnati, OH	www.integratedprotection.com	1999
35.	CGL Electronic Security	Westwood, MA	www.cglsecurity.com	1998
36.	My Alarm Center/Alarm Capital Alliance	Newtown Square, PA	www.myalarmcenter.com	2000
37.	AM TEC Total Security Inc.	Chino, CA	www.amtecsecurity.com	1983
38.	CodeLynx Inc.	North Charleston, SC	www.codelynx.com	2003
39.	Vermillion Systems Inc.	Walkerton, IN	www.vermillion-systems.com	1999
40.	Fortress Security LLC	Arlington, TX	www.fortresssecurity.com	2001
41.	Brady Integrated Security	Greensboro, NC	www.bradyintegratedsecurity.com	2014
42.	Homeland Safety Systems Inc.	Shreveport, LA	www.homelandsafetysystems.com	2003
43.	NorthStar Home	Orem, UT	www.northstarhome.com	2000
44.	Security Systems & More	West Palm Beach, FL	www.ssmcctv.com	2012
45.	Vision Security Technologies	Birmingham, AL	http://visionsecuritytechnologies.com	2000
46.	Urban Digital Solutions LTD	Uniondale, NY	www.udsnyc.net	2005
47.	Ollivier Corporation Security Systems Engineering	Los Angeles, CA	http://olliviercorp.com	1987
48.	Integrated Security Technologies Inc.	Honolulu, HI	www.istechs.net	1998
49.	SAS Access Systems	San Diego, CA	www.sasaccess.com	1989
50.	Strategic Security Solutions	Raleigh, NC	www.s3nc.com	2011