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THE EXECUTIVE'S GUIDE TO

Systems Integrators

A supplement to *Security Technology Executive*

**Building a Long-Term
Partnership with Your
Systems Integrator**
Five ways to make it happen

Integrated Security Management

*Georgia Healthcare provider builds
comprehensive security system*

From Start to Finish

*A checklist on working
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Ways to Build a Long-Term Partnership with Your Systems Integrator

Go beyond the sales pitch to find a true collaboration

By Tom Asp

The thought of a partnership can be a difficult concept for some business owners to swallow. It means having to work together to advance mutual interests and engaging in a give-and-take business relationship.

Nowhere is that more important than in the security industry, where security directors must work closely with their systems integrator to implement solutions that can mean the difference between keeping employees safe, deterring a crime or catching the bad guy.

When it comes to security projects, fostering a long-term partnership with your systems integrator can provide your organization with multiple benefits, including the ability to make long-term strategic decisions about implementing new technology or upgrading security solutions. A systems integration partner can help an organization map out technology integration and risk management plans, resulting in a better return on investment.

How does one go about building a long-term, yet mutually beneficial partnership with a systems integrator? Here are a few strategies to deploy to move your business relationship with your systems integrator in that direction.

Tip 1: Look beyond the Salesperson

The salesperson that you meet with initially to discuss your security project's needs is only one part of the equation. How your business is handled after the sale can mean the difference between finding a true partner or finding a company that only handles one-time projects.

It is important to go beyond the salesperson and to request a meeting with your project manager or the head of the company. Do not hesitate to visit the office of the systems integration company you plan to hire. Finding out how they run their business can prove to be a big indicator as to how they manage their customer relationships.

When you meet with your project manager, inquire as to

whether the systems integrator uses GPS in their company vehicles to keep track of their employees and know their whereabouts at all times. Another important question is to ask is what kind of training they give to their technicians and if technicians are Microsoft Certified, Cisco Certified, an ASIS International Certified Protection Professional, or certified by a manufacturer to install or service specific products.

Tip 2: Communicate

Communication is perhaps one of the most important tools for any business owner. Without a constant flow of dialogue, important questions might not get asked and project details could get overlooked.

In the security industry, communication needs to start from the beginning of the business relationship between the security director and the systems integrator. That means when you hire your systems integrator, one of the first things you should discuss is how information about your security project will be communicated to you.

Will your systems integrator hold weekly meetings with you to go over the progress of the security project? And, does the systems integrator use any sort of electronic project management program to provide you with real-time access to information on status, scheduling, and open work orders?

Once a project moves from the installation phase into the maintenance and service phase, it is critical to maintain a constant flow of dialogue. One great example of an end-user who takes full advantage of this is the security director for a large medical research facility who takes it upon himself to contact the service dispatcher at his systems integration firm each week to check in to say hello — not to address a problem. By doing this, the security director maintains a constant dialogue with the service dispatcher to ensure that service calls are addressed on a timely basis, within a 4-5 hour window. Do not be afraid to hold your systems integrator accountable.

Tip 3: Consider your Systems Integrator as a Consultant

Systems integrators wear many hats these days, and one important role is as an advisor to the end-user. Security technologies are constantly changing — either with vendors developing completely new technologies, or making upgrades and releasing new versions to existing lines of access control systems and IP cameras, for example.

Since your systems integrator is in the trenches installing and servicing a variety of security systems every day, ask your systems integrator his or her opinion about which solutions best

“When working with a systems integrator, take a look at the different types of cameras, access control systems and alarm systems offered... An integrator who maintains multiple relationships with top-line manufacturers can provide an end-user with a wide range of technology choices to help them protect their assets.”

meet your needs and would provide you with the opportunity for future growth, before attempting to specify a product on your own. Just because a vendor has released a new product within the past few months, it does not necessarily mean it is the best security solution for your company.

For example, you might wonder if your facility should have a managed access system that you can manage on your own, or should you deploy an enterprise-level access control system that can grow as your facility grows? Your systems integrator should be able to tell you the pluses and minuses of implementing each solution, the short-term costs and the return on investment you should expect.

Tip 4: Balancing Trust while Advocating for your Project

It goes without saying that with any business relationship there has to be some level of trust in order for the relationship to work. That is especially important when dealing with a security project because of the critical nature at stake.

One of the biggest challenges faced by security directors is keeping a project's cost in check. It is not uncommon for a security director to feel pressure from management to get multiple quotes on a system — such as four new readers — to keep the integrator honest with their price. If that is the case, and you have an established relationship with a systems integrator who

has typically been fair on price, explain the situation to your integrator and directly ask for the best price he can offer. Or, ask the integrator what other products can achieve the same results, yet keep the cost down.

It is critical to understand that you can still advocate for your project while maintaining a trusted relationship with your systems integrator.

Tip 5: Maintenance Plans and Breadth of Products

If you want to work with your systems integrator for the long-term, consider entering into a maintenance plan agreement. While at first this might sound like a costly proposition, it can save your business money in the long run.

End-users that enter into a contract for a maintenance plan often receive priority on service calls and systems upgrades. That can mean the difference between waiting two days to fix a broken access control reader or a few hours. Also, preventative maintenance can help to limit downtime of a valuable security system by trouble-shooting an issue before it becomes a major problem.

Another thing to keep in mind when working with your systems integrator is to look at the breadth of products offered. While it might be tempting to work with a company that only installs one brand of surveillance system or access control solution because you view that company as a “true expert” on the product, that does not mean that the single product is going to be the appropriate security solution for your business.

When working with a systems integrator, take a look at the different types of cameras, access control systems and alarm systems offered. Does the integrator work with one brand or multiple brands? Does the integrator have access to lower-cost solutions that might be suitable for small applications instead of just high-end solutions targeted at large projects?

An integrator who maintains multiple relationships with top-line manufacturers can provide an end-user with a wide range of technology choices to help them protect their assets.

Look at the Big Picture

Multiple elements come into play when it comes to building a long-term partnership with your systems integrator. Once you find the right integrator for your security needs, make sure you get to know your integrator beyond the sales presentation. Begin building the business relationship by starting an ongoing dialogue and looking to the integrator to provide advice on new products and solutions.

As a result, you can help each other achieve both long-term security and financial success by taking a few simple steps toward a successful business relationship. •



Tom Asp is the president of the Board of Directors of Security-Net, a global provider of security integration services. Security-Net is comprised of 50 regional offices and 1,500 dedicated, security professionals positioned across the United States, Canada and abroad.

The New Business Model for Security Integrators

By Jason Oakley

Here is an exclusive Q&A with Jason Oakley, CEO of North American Video (NAV).

How is the role of security integrators changing in the current market, and how will these changes affect how they do business moving forward?

Oakley: A few years ago, I would have started my response to this question by citing how new product technologies are driving market changes, but that's only part of the story today. Multi-manufacturer platforms are far more prevalent today. When systems were proprietary to a single manufacturer, the Integrator only needed familiarity with a few platforms and often played the role of gatekeeper between client and manufacturer. Today the integrator must own the multi-manufacturer system and be prepared to stand behind it.

New technologies have enabled higher levels of integration, and end-user expectations have changed. Today, end-users are aware that they can integrate security systems with other business systems such as HR and building controls, and are demanding greater functionality. This calls for a different approach to systems design and integration involving more stakeholders on both sides — many end-users now deal with multiple decision makers from multiple business functions. From the Integrator's perspective, that necessitates a team approach with technical experts involved from initial sales contact beyond the implementation to ongoing service and training.

Security is becoming more aligned with the enterprise, and this creates the need for a higher level of integration capability in order to tailor a solution to a client's

specific need. This requires close partnerships with technology providers throughout the project process and demands that systems integrators expand their knowledge base beyond traditional access control, video surveillance and life safety systems.

Networked systems change the dynamics of how physical security systems are designed and implemented. Often, edge devices provide data to software applications designed to address a wide scope of business functions. Despite the fact that systems are in general becoming more open, management of the compatibility of firmware and software upgrades across multiple platforms creates an added layer of complexity that did not exist with stand alone systems.

In order to compete in this arena, systems integrators need to greatly expand their base of knowledge and expertise. Network and IT skills are essential, but so is specific training on the relevant technology platform. At NAV we have had success both in providing network and IT training to our security engineers and have been actively recruiting seasoned IT professionals who we acclimate to the nuances of our industry. We have also developed a formal process to evaluate new vendor technologies. This ensures we keep our technology portfolio current while carefully selecting and controlling the number of technology platforms that we support.

The change in technology has led to the introduction of new competition to the market place from the IT, teledata and building controls industries. This has created a more competitive marketplace not just in the customer arena but also for sales, technical and engineering talent.

All of these changes are happening against an industry landscape in which overall market growth rates have slowed. IMS forecasts the U.S. System Integration market to grow at just over 6 percent for the next five years. This means integrators need to identify faster growing market niches and develop the business models to attack those segments.

How are security integrators adapting to the changes?

The security industry is no different than any other industry, in that established players need to constantly update their business models to help ensure that new competition does not impact current and new business development opportunities.

I can only speak firsthand on how we have responded to changing market conditions at NAV. Several years ago we recognized the changing



technology landscape and made a decision to invest resources in personnel with IT expertise above and beyond our existing capabilities. This continues to be an ongoing process as the development cycles for software are far faster than what we were all used to in the past. Firmware changes and software updates are frequent, and it is essential that we ensure each new version is compatible with our installed base so our customers' systems remain operating seamlessly.

We spend much more on training today than we did three years ago and I see that trend continuing. It is essential to keep key personnel in step with changes through ongoing training and certification programs. These credentials not only help win business, but they help drive operational efficiency which drives both customer satisfaction and profitability.

At NAV we also believe in forming strong strategic alliances with a select group of software and hardware technology part-



"Migration to networked platforms presents a growth opportunity for us in several areas including design, implementation and contracted maintenance and service."

ners. This approach extends our overall expertise to include access to our partners' technical teams, and provides us with the added confidence to innovate new solutions knowing that we have access to the right people when we need them.

These technology trends have created an end-user need for software support and preventative maintenance contracts. We have all experienced how simple software updates on a PC can often result in hours of downtime. That principle applies at a much higher level with respect to business-critical security technology applications.

The nature of the technology makes it difficult for customers to keep the necessary technical skills in house, and as a result there is a growing market for these services. With the current climate requiring metrics and proof of performance, along with risk management and liability concerns, there's a definite market need for high-level contracted services. This is an area of focus at NAV and a significant component of our new business model.

What is the impact of new systems integration models on end-users?

Most end-users do not have the resources available to cost-effectively control and maintain their systems internally. The combination of hardware and software solutions in a typical integrated system can be extensive, and as higher levels of integration with related systems like Point of Sale (POS), life/safety management, HVAC, elevator/escalators etc., come into play, the cross section of required expertise to service such systems is complex. At NAV, we're continually investing in the resources to deliver a new level of service to the industry.

In some industries like gaming and transportation, security downtime means business downtime. In others such as retail, security systems are critical to loss prevention. Having the ability to fix an issue when it arises is simply not enough — preventive maintenance is the best means of ensuring that systems remain up and running at expected capacities. By outsourcing their maintenance to NAV, internal technical teams work with us at whatever capacity they need to ensure their systems run most efficiently — and if and when there is an issue, that we are on-site taking corrective action immediately.

How are the expectations of end-users changing related to systems integrators?

We see that customers are looking to form closer alliances with us to help maintain systems operations after installation, even for existing systems that NAV did not initially implement. More specifically, end-users are looking to capitalize on our expertise. Our technical teams are exposed to a much broader range of technologies and installations than most internal technical people. This offers a better perspective on general systems issues while also providing more specific areas of technical expertise and focus. We are able to provide technical training to our customers on a wide range of technology. In doing so, our customers can set the course for long-term infrastructure planning based on anticipated needs. It is a new level of relationship building and partnering driven by changing technologies and user expectations.

More competition is usually considered a good thing because it provides more choices for the end-user. Are there pitfalls to a more competitive environment for systems integrators, and how should end-users adapt?

At NAV, we've had the long-term view that migration to networked platforms presents a growth opportunity for us in several areas including design, implementation and contracted maintenance and service. Not only has this resulted in continued growth for NAV, it has allowed us to provide new and existing customers with a much broader base of expertise. Additionally, it extends the traditional relationship with customers beyond the system sale and implementation — we can partner over the long-term through a collective team approach.

What are the new opportunities for security integrators and end-users considering the changing business model?

Our new business model at NAV extends primary revenue streams beyond just designing and installing systems. Given the increasing nature of software-driven integrated systems, there is a real demand for preventive maintenance services. And as security systems technologies continue to approach the enterprise, systems integrators who remain in step with these developments will be able to further expand their capabilities to capitalize on new business opportunities.



Integrated Security Management

Northeast Georgia Health System builds comprehensive security system with help from its systems integrator

The new North Patient Tower at Northeast Georgia Health System's (NGHS) Medical Center is an impressive example of the system's efforts to provide exceptional healthcare to the people of Northeast Georgia for decades to come.

The 557-inpatient nursing bed health system serves nearly 700,000 people in Northeast Georgia, offering a full range of healthcare services through its Joint Commission accredited Medical Center. Additional facilities include three urgent care centers, a mental health and substance abuse treatment center, two outpatient imaging centers, and physical occupational and speech therapy clinics. NGHS also plans to build an additional hospital in Braselton, Ga. The new North tower's configuration allows for a second tower to be built alongside, and a conceptual design for a connecting medical office building has already been developed.

The state-of-the-art facilities feature a full integrated security management solution designed and installed by Johnson Controls. At the hub of the solution is the P2000 security management system, which is installed within various facilities.

"The potential expansion of our organization in the future is huge," says Andrew Corsaro, director of security for NGHS. "When Johnson Controls demonstrated the capabilities the P2000 system would provide us at the new tower, we quickly saw the potential for it to expand to the whole organization, and the ability to integrate multiple systems now and as we grow."

Integrated Enterprise Security

One goal of NGHS is to reinforce the importance of security and increase the awareness of it among employees, while

Left: An EasyLobby visitor management system enables personnel to process visitors by scanning the required form of identification — which is instantly checked against various databases — and a badge is issued for approved visitors.

creating a safe environment for patients and visitors. To help achieve this goal, Johnson Controls engineered a fully integrated enterprise security management solution that uses the health system's existing IT infrastructure to provide an unobtrusive and dynamic security system throughout the main NGMC campus and in some of its many satellite locations.

The security management system enables NGHS personnel to configure and manage access control devices, conduct badge-holder maintenance as security access parameters change, and to monitor alarms and output control devices in real time. The open architecture enables integration with multiple systems, which further improves security for NGHS.

Integration with the NGHS human resources database minimizes data input and streamlines operations by automatically reflecting database changes in the management system. Integration with badging equipment also minimizes data entry and enables a system-wide check of photo IDs, and revocation of cardholder access when appropriate. A single data entry point also means there is less chance for human error.

Secure and Simple Visitor Access

An EasyLobby visitor management system installed by Johnson Controls is the main application used by NGHS to process visitor badges. The EasyLobby system enables personnel to process visitors with minimal delay and inconvenience by scanning the required form of identification, which is instantly checked against various databases, and a badge is issued for approved visitors. An online component automatically adds pre-registered vendors, if approved — speeding up the vendor badge process while verifying proper credentials. The system also enables NGHS to control how many visitors are approved to enter certain areas or rooms.



Above: Integrated with the Metasys building management system is a Johnson Controls IFC2-3030 fire control system, which includes alarms, smoke detectors and other peripheral devices.

Right: The 128-bed North Patient Tower has been outfitted with several security and building control systems from integrator Johnson Controls.

Full-view video surveillance

Johnson Controls installed and integrated a video surveillance system comprised of nearly 250 new and existing third-party cameras. The Johnson Controls Digital Vision Network (DVN) 5000 digital video recording system has built-in analytics, which enable security personnel to specify what represents suspicious behavior so security can be alerted and the situation reviewed in real time.

Digital audio/video recordings can be archived and viewed later or are available in real time at any authorized NGHS computer, security stations and the central command center on the main campus where video monitors have been installed. Johnson Controls also installed fiber optic and power-cabling infrastructure from all points to the command center.

Added Safety

A wireless panic system ensures extra safety at the Laurelwood mental health facility. Wireless pendants worn by patients, who are at risk of falling, enable them to easily call for help. Similarly, staff members wearing a second type of pendant can call for emergency support should an uncontrollable situation occur. The pendant will also send an alarm if it is forcibly removed from staff. Because the system is integrated with the DVN and P2000 systems, cameras can be trained on the location of an event in real time, and access and egress controlled as situations warrant.

"The solution replaced our old systems and is expandable to meet future needs," says Jim Wise, security systems coordinator for NGHS. "Integration of the systems is key to the efficient management of our entire operations. By modifying the P2000 application, (Johnson Controls) gave us the ability



Case In Point



The Laurelwood mental health facility has deployed wireless pendants for both patients and staff members.

to enter values for user-defined fields. Users then select the values from dropdown boxes instead of manually keying them in, greatly improving database accuracy and consistency.”

Integrated Building and Fire Controls

There are numerous elements that go into building a new facility. Creating a safe and secure environment at the North Patient Tower did not stop with security — the building also features the Johnson Controls Metasys building management system, which was already in use at the existing NGHS facilities.

The Metasys system enables building operators to more accurately monitor and control HVAC systems and equipment system-wide from a single location or remotely via the Internet. This not only ensures patient and staff comfort, it also optimizes equipment performance and saves energy.

Integrated with the Metasys system is a Johnson Controls IFC2-3030 fire control system. The IFC system — including alarms, smoke detectors and other peripheral devices — is used at the main campus and some outlying NGHS facilities. Because the system is integrated with Metasys at the main campus, HVAC equipment can be automatically shut off or turned on, as appropriate, in the event of an alarm to help control the spread of fire or exhaust smoke. Integration with the P2000 system allows for doors to be automatically unlocked for emergency entry or exit during a fire.

Improved Efficiency, Flexibility and Risk Management

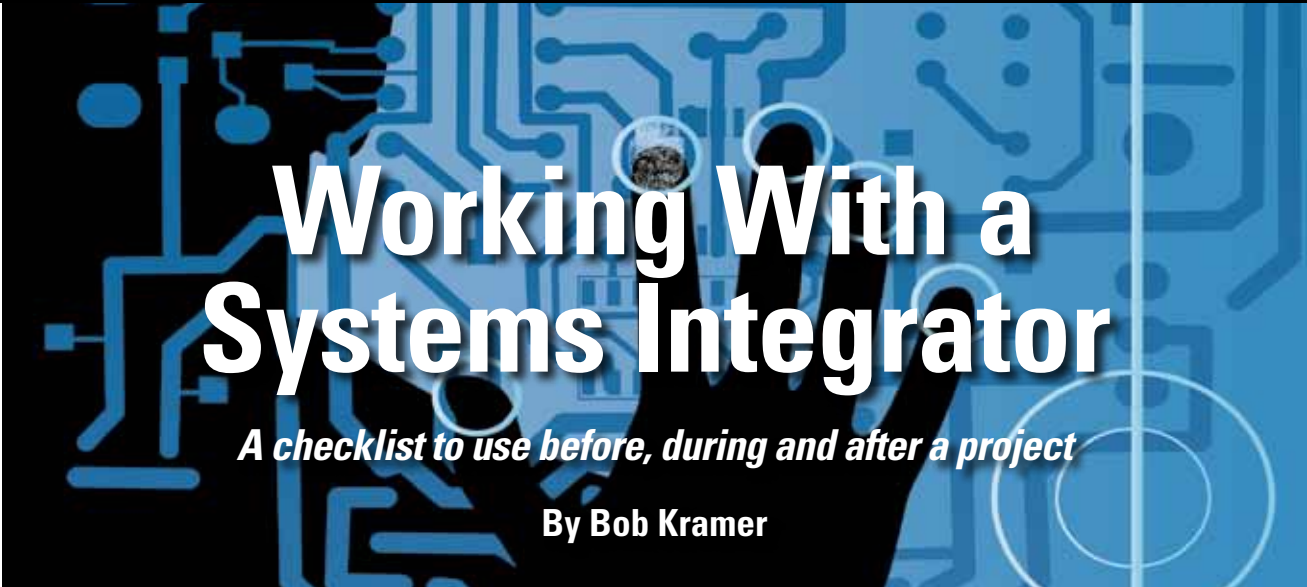
“Because all of these systems are integrated and ride on our existing network, we can manage them in multiple facilities more efficiently and do it from a single location at our new command center,” Wise says. “Trained officers are able to use the system to proactively monitor our facilities and parking lots, which increases security while reducing the need to hire additional officers as we expand.”

“The systems are also valuable in crime prevention and detection, the investigation of security-related incidents, and in managing risk in situations where litigation may come into play,” Corsaro adds. “Using cameras and archived video, we can deter theft in parking lots, weapons from being brought into our buildings, keep hospital property from walking out the door, and provide proof of our contact with patients and visitors to authorities if required to.

Wise adds that the security team can also access the systems from other authorized workstations throughout each facility, providing more flexibility.

“Because all of these systems are integrated and ride on our existing network, we can manage them in multiple facilities more efficiently and do it from a single location at our new command center,” says Jim Wise, security systems coordinator for NGHS.

“I’ve gotten very positive feedback on these security systems. For example, the local police have informed me that our systems have helped them resolve some cases,” Corsaro says. “The organization as a whole takes workplace safety very seriously. You can see it in our staff and leadership and now in our security technology upgrades. We know there’s an expectation from every patient and person who walks into our doors that they are going to be kept safe while in our facility. Having this technology in place really does provide an added sense of security and helps meet that expectation.” •



Working With a Systems Integrator

A checklist to use before, during and after a project

By Bob Kramer

Systems integrators play a critical role to ensure that technology operates effectively and efficiently in real-world applications. Choosing the right integrator and interfacing successfully at every stage of system deployment can ensure success of the total system.

Consider these suggestions:

Choosing an Integrator

- Make sure the integrator is knowledgeable in all aspects of security systems, including video surveillance and recording, access control, alarm monitoring and physical security.
- Find an integrator who represents a range of manufacturers' products in various categories to make sure there are plenty of choices for specific system needs.
- Check references on past jobs — nothing beats a satisfied customer referral.
- Make sure the integrator is economically healthy with adequate cash reserves for equipment purchases and payroll. Adequate cash flow prevents an integrator from skipping out before the final job is complete.
- Choose an integrator who is knowledgeable about local and government regulations, including zoning, safety and privacy.
- Meet with the integrator's technical staff, not just with sales people.
- Evaluate staff qualifications and certifications, especially related to networked systems.
- Don't overlook "chemistry" — consider intangible elements and what "feels" right.

Before The Project

- Communicate clearly what problem needs to be solved. All parties should understand your expectations.
- Spell out special requirements for the system, such as ruggedness for mobile applications or a school environment.
- In the case of video surveillance, consider camera performance requirements, such as light compensation for situations that combine dark and light areas, including corporate entrances or retail establishments.

- For large areas needing to be covered, insist on video cameras with high zoom capabilities and superior image quality.
- Depend on the integrator for advice on strategic planning, technology selection, and to objectively assess the need to repair or replace equipment.
- Seek dependable cost estimates, both of the actual system installation and of ongoing support and maintenance.
- Look beyond the current project to anticipate future needs and look for opportunities to lay the groundwork for future system expansion — especially related to network infrastructure.
- Consider standardizing on specific product models and/or brands to facilitate future expansion.

During The Project

- Insist on a single point of contact during system installation — someone who is immediately responsive and coordinates activities of consultants, electrical contractors, integrator personnel, etc.
- Work with the integrator to schedule installation work times to minimize impact on daily operations, understanding the need to be as flexible as possible.
- Be available to provide ongoing feedback and guidance during the installation period.

After The Project

- Before signing off on project completion, re-evaluate to ensure the system meets previously specified needs. It should be a "solution," not a collection of interacting technologies.
- Promptly bring any problems or challenges to the integrator's attention.
- Ensure the integrator trains end-user staff to use the new system optimally.
- Depend on the integrator for ongoing system upgrades, new software versions, trouble shooting, diagnosis and problem resolution, with additional support provided by equipment suppliers as necessary.

Bob Kramer is Product Manager for Panasonic System Networks Company of America.

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UPS Security Systems* Santa Ana, CA 92705 800-588-6443; www.universalpro.com		CCTV, AC, FLS	PSA
Henry Bros. Electronics (a Kratos company)* Denver, CO 80239 303-373-5535; www.hbe-inc.com	200	CCTV, AC, ID	PSA GE Security Lenel
Chubb (division of UTC Fire and Security)* Thornton, CO 80111 888-907-4295; redhawkindustries.com	655	CCTV, AC, FLS, ID	Ded. Micros Verex Honeywell
Security Specialists* Stamford, CT 06902 800-753-8400; securityspecialists.com	30	CCTV, AC, FLS, IT, ID	Software House DSX Access Panasonic
Systems Resources Bridgeport, CT 06608 203-386-1740; systemsresources.com	17	CCTV, AC, ID	Johnson Cont. Pelco
Kratos Defense & Security Solutions* Newport, DE 19804 302-992-7950; www.kratosdefense.com	2000	CCTV, AC, FLS, IT, ID	Lenel Pelco Notifier
Access Limited* Jacksonville, FL 32256 904-262-1117; www.accesslimited.com		CCTV, AC, FLS	AMAG, Lenel, Ded. Micros, Pelco
Advanced Control Concepts Inc.* Pensacola, FL 32503 850-434-2050; www.adv-control.com	35	CCTV, AC, FLS, ID	Lenel Pelco Notifier
Atech Fire & Security Inc.* Pompano Beach, FL 33064 954-957-8980	30	CCTV, AC, IT, FLS, ID	GE Security PSA Anixter

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Services Offered: CCTV=CCTV/Video, AC=Access Control, IT=Information Security, FLS=Fire/Life Safety, ID=Intrusion Detection

Florida, Georgia, Hawaii, Idaho, Illinois

Company Name

Employees

Services Offered

Major Vendor Affiliates

Illinois, Indiana, Iowa, Kansas

Company Name

Employees

Services Offered

Major Vendor Affiliates

Cam Connections* Lakeland, FL 33781 888-544-1085; www.camconn.com	65	CCTV, AC, IT, FLS, ID	GE Security AMAG Tyco	Reliable Fire Equipment Company* Alsip, IL 60803 708-597-4600; www.reliablefire.com	98	CCTV, AC, FLS, ID	Bosch Cooper Wheelock Talk-a-Phone
Grand Central Engineering* Orlando, FL 32819 407-351-7677; www.gcesecurity.com		CCTV AC	AMAG Ded. Micros DVTel	Siemens Building Technologies Buffalo Grove, IL 60089 847-215-1000; www.sbt.siemens.com	7200	CCTV, AC, FLS, IT, ID	
Integrated Security Systems* Miami, FL 33125 888-670-2226; www.teamISS.com	60	CCTV, AC, IT, FLS, ID	PSA Lenel Software House	Thompson Electronics Co.* Peoria, IL 61607 309-697-2277; www.thompsonet.com	50	CCTV, AC IT, FLS, ID	GE Security Pelco Hirsch
Intelligent Access Systems* Tampa, FL 33634 813-888-6000; www.iasnc.com		CCTV AC	Assa Abloy Axis Genetec	Video & Sound Services* Northlake, IL 60164 708-562-6316; www.videosoundinc.com		CCTV, AC FLS, ID	AMAG, NVT, Pelco, Sony, Panasonic
Security Lock Systems* Tampa, FL 33684 813-874-1608; securitylocksystems.com	19	CCTV, AC, FLS, ID	GE Security AMAG Pelco	Dallmann Systems Inc.* Jeffersonville, IN 47130 www.dallmannsystems.com		CCTV, AC, FLS	Bosch DMP Honeywell
SiteSecure Inc. (div. of Wharton-Smith)* Sanford, FL 32771 407-328-5220; www.sitesecure.com	35	CCTV, AC, IT, FLS, ID	Genetec Silent Knight Bosch	Fuller Engineering Co.* Carmel, IN 46032 317-228-5800; www.fullerengineering.com	35	CCTV, AC, FLS, ID	Fire Suppres. Sys. AMAG Pelco
Altec Systems* Marietta, GA 30062 770-420-0055; www.altecsys.com	15	CCTV, AC, IT, ID	AMAG March Networks Pelco	Ingersoll Rand Security Technologies Carmel, IN 46032; 800-788-7635 www.integratedsystems.ingersollrand.com	1000	CCTV AC	
Intelligent Access Systems* Atlanta, GA 30360 770-234-0875; www.iasnc.com		CCTV AC	Assa Abloy Axis Genetec	Koorsen Fire & Security** Indianapolis, IN 46219 317-225-5968; www.koorsenst.com	640	CCTV, AC, IT, FLS, ID	Honeywell Pelco HID Corp.
Operational Security Systems* Atlanta, GA 30318 404-350-0815; www.ossatl.com		CCTV, AC, ID	AMAG Amer. Dynamics Bosch	Photo Scan Security Systems* Indianapolis, IN 46203 317-783-2640	6	CCTV, ID	Ded. Micros Pelco Bosch
Tech Systems Inc. Duluth, GA 30096 770-495-8700; www.techsystemsinc.com	140	CCTV, AC, IT, ID	Cisco	Videotec Corp.* Highland, IN 46322 219-922-4500; www.videotecsecurity.com	23	CCTV, AC, ID	Pelco, Paragon Dev. Sys. Panasonic
Integrated Security Tech. Inc.* Honolulu, HI 96819 808-836-4094; www.istechs.net	20	CCTV AC ID	Lenel Axis Bosch	Baker Group* Des Moines, IA 50317 515-262-4000; www.thebakergroup.com	330	CCTV, AC, FLS, ID	Hirsch, DSX, Sielox, TAC, S2, OnSSI
Apex Integrated Security Solutions Inc.* Boise, ID 83702 208-378-9650; www.apexboise.com	14	CCTV, AC, IT, ID	Lenel S2 Bosch	Dakota Security Systems* Ankeny, IA 50021 877-990-9430; www.dakotasecurity.com		CCTV, AC, FLS, ID	PSA
Alarm Detection Systems Inc.* Aurora, IL 60505 630-844-6300; www.adsalarm.com	224	CCTV, AC, FLS, ID	Pelco DMP Edwards	Protex Central Inc.* Urbandale, IA 50322 800-274-0889; www.protexcentral.com		CCTV, AC, FLS, ID	GE Security Honeywell Bosch
Convergent Technologies LLC Schaumburg, IL 60173 847-620-5000; www.convergent.com	975	CCTV, AC, FLS, ID, IT	Axis Lenel S2	Security Equipment Inc.* Des Moines, IA 50325 800-279-3667; www.sei-security.com	125	CCTV, AC, FLS, ID	AMAG Bosch Clinton
Mid Co Inc.* Burr Ridge, IL 60527 630-887-1800; www.midcosystems.com	100	CCTV, AC, IT, ID	Lenel Software House S2 Security	All Systems Designed Solutions* Kansas City, KS 66115 913-281-5100; www.allsystemsonline.com	40	CCTV, AC, FLS	PSA Rauland Bosch
PASS Security* Fairview Heights, IL 62208 618-293-7072; www.passsecurity.com	55	CCTV, AC, ID	AMAG Assa Abloy Amer. Dynamics	Cam-Dex Security Corp.* Kansas City, KS 66118 913-621-6160; www.cam-dex.com	10	CCTV, AC, ID	GE Security Sensormatic HID Corp.

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Services Offered: CCTV=CCTV/Video, AC=Access Control, IT=Information Security, FLS=Fire/Life Safety, ID=Intrusion Detection

Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan

Company Name

Security Equipment Inc.* Kansas City, KS 66103 913-321-2211; www.sei-security.com	120	CCTV, AC, FLS, ID	AMAG, PSA, GE, Pelco, Bosch, Honeywell
AVC Security* Louisville, KY 40206 502-897-7373; www.avcsecurity.com		CCTV, AC, FLS	Pelco Software House GE Security
Martco Inc.* Louisville, KY 40209 502-635-1600; www.martcoinc.com		CCTV AC	Tamron Nuvico Vivotek
Interstate Electronic Systems* New Orleans, LA 504-729-6111; www.ies-llc.com	30	CCTV, AC, IT	Pelco Software House DVTel
ASG Security* Beltsville, MD 20705 866-705-4274; www.asgsecurity.com	750	CCTV, AC, FLS, ID	PSA Honeywell GSA
Electronic Security Services Inc.* Upper Marlboro, MD 20772 301-780-8480; www.essi-security.com	55	CCTV, AC, IT, FLS, ID	PSA GE Security DoorKing
Protective Security Inc.* Lanham, MD 20706 800-557-5577; www.protectivesecurity.com		CCTV, AC, IT, ID	PSA ADI Ded. Micros
S3 Integration LLC* Baltimore, MD 21227 410-536-1999; www.s3integration.com	35	CCTV, AC, IT, FLS, ID	AMAG Lenel DVTel
ASG Security* Woburn, MA 01801 781-937-0555; www.asgsecurity.com		CCTV, AC, FLS, ID	Honeywell
CGI Electronic Security Inc.* Norwood, MA 02062 781-769-8600; www.cglsecurity.com		CCTV, AC, IT, ID	Software House Amer. Dynamics Ademco
Galaxy Integrated Technologies* Brighton, MA 02135 www.galaxyintegrated.com		CCTV, AC, FLS, ID	AMAG Bosch Lenel
Minuteman Security Technologies Inc.* Andover, MA 01810 978-783-0018; www.minutemanst.com	20	CCTV, AC, FLS, ID	PSA IndigoVision Lenel
Pasek Corp.* South Boston, MA 02127 800-628-2822; www.pasek.com		CCTV, AC, IT, FLS, ID	AMAG Bosch Honeywell
Chubb (division of UTC Fire and Security)* Taunton, MA 01876 800-528-3059; www.redhawk-us.com	34	CCTV, AC, FLS, ID	PSA Tyco Lenel
Setronics Corp.* Billerica, MA 01862 978-671-5450; www.setronics.com		CCTV, AC, IT	
Camtronics Communication Co.* Detroit, MI 48219 313-538-1780; www.camsecure.com	25	CCTV, AC, IT, ID	Verint, AMAG, Pelco, GE, Panasonic, S2

Michigan, Minnesota, Missouri, Montana, Nebraska

Company Name

D/A Central Inc.* Oak Park, MI 48237 800-486-4855; www.dacentral.com	50	CCTV, AC, IT, FLS, ID	Lenel GE Security Pelco
Engineered Protection Systems Inc.* Grand Rapids, MI 49504 800-966-9199; www.epssecurity.com	170	CCTV, AC, FLS, ID	Honeywell Notifier Software House
Modern Fire & Security Systems Inc.* Grand Rapids, MI 49507 616-243-9771; modernfireandsecurity.com	15	CCTV, AC, FLS, ID	DVTel Honeywell GE Security
SecurAlarm Systems Inc.* Grand Rapids, MI 49548 888-325-3373; www.securalarm.com	38	CCTV, AC, IT, FLS, ID	Lenel, Software House, Notifier, Bosch
Dakota Security Systems* Edina, MN 55435 952-841-6547; www.dakotasecurity.com		CCTV, AC, FLS, ID	PSA
General Security Services* Bloomington, MN 55425 952-858-5000; www.gssc.net		CCTV, AC, FLS, ID	PSA
Low Voltage Contractors Inc.* Minneapolis, MN 55435 952-835-4600; www.lvcinc.com	65	CCTV, AC, FLS	Lenel Software House Notifier
Pro-Tec Design Inc.* Plymouth, MN 55446 763-553-1477; www.pro-tecdesign.com	32	CCTV, AC, IT, ID	Lenel, Axis, Honeywell, PSA, DVTel, Vicon
Trans-Alarm Security Services* Burnsville, MN 55337 952-894-1700; www.transalarm.com	105	CCTV, AC, IT, FLS, ID	GE Security Honeywell AMAG
VTI Security* Burnsville, MN 55337 952-894-5343; www.vtisecurity.com	110	CCTV, AC, IT, ID	GE Security Andover Integral
All Systems* Columbia, MO 65203 888-677-5333; www.allsystemsonline.com		AC	PSA
Associated Engineered Systems Inc.* Hazelwood, MO 63042 314-839-9100; www.aesstl.com	10	CCTV, AC, ID	Bosch Pelco Exacq
Will Electronics* St. Louis, MO 63123 314-351-1896; www.willelectronics.com	22	CCTV, AC, IT, ID	Pelco Sony Panasonic
Photo Scan Northwest* Missoula, MT 59801 406-542-2083; photoscannorthwest.com		CCTV, AC, FLS, ID	PSA
Dakota Security Systems* Omaha, NE 68154 402-778-5081; www.dakotasecurity.com		CCTV, AC, FLS, ID	PSA
Protex Central Inc.* Omaha, NE 68046 800-274-0887; www.protexcentral.com		CCTV, AC, FLS, ID	GE Security Honeywell Bosch

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Services Offered: CCTV=CCTV/Video, AC=Access Control, IT=Information Security, FLS=Fire/Life Safety, ID=Intrusion Detection

Nebraska, Nevada, New Hampshire, New Jersey				New Jersey, New Mexico, New York			
Company Name	Employees	Services Offered	Major Vendor Affiliates	Company Name	Employees	Services Offered	Major Vendor Affiliates
Security Equipment Inc.* Omaha, NE 68144 800-334-3272; www.sei-security.com	125	CCTV, AC, FLS, ID	AMAG Bosch Clinton	T&R Alarm Systems* Clifton, NJ 07013 800-486-5019; www.tralarm.com	30	CCTV, AC, FLS, ID	Harrington, EVAC, Mircom
Superior Controls & Security* Elkhorn, NE 68022 402-763-8616; www.scsccorp.us	12	CCTV, AC, IT, FLS, ID	AMAG Pelco OnSSI	HEI Inc.* Albuquerque, NM 87190 505-880-1819; www.heinm.com	75	CCTV, AC, FLS, IT, ID	Pelco RS2 Silent Knight
SCS Inc.* Wells, NV 89835 775-752-3727	4	CCTV, FLS, ID	PSA Siemens Software House	SCI Inc.* Albuquerque, NM 87109 505-998-1150; www.scinm.net	15	CCTV, AC, ID	Software House Lenel DVTel
Southwest Surveillance Systems* Las Vegas, NV 89118 702-876-0807; www.southwestsys.com	64	CCTV AC	Pelco IndigoVision GE Security	Advanced Electronic Solutions* College Point, NY 11356 718-461-2600; www.nyaes.com		CCTV, AC FLS	Cisco EST Faraday
Concentric Security* Manchester, NH 03109 603-626-9669; concentric-security.com		CCTV AC	Pelco HID Global Code Blue	Building Controls & Services* Tonawanda, NY 14150 716-693-0648; www.bcsco.com	80	CCTV, AC, IT	PSA
Access Control Technologies Inc.* Clifton, NJ 07011 973-689-0450; www.accesscontrolinc.com	40	CCTV, AC	GE Security Lenel Exacq	Casco Security Systems Inc.* Rochester, NY 14606 585-424-5000; www.cascosystems.com		CCTV, AC, FLS, ID	PSA
Access Systems Integration LLC* Hazlet, NJ 07730 732-739-5656; www.asillc.net	40	CCTV, AC	Software House Honeywell Bosch	Commercial Instruments & Alarm Systems* Fishkill, NY 12524 845-896-9500; www.ciasecurity.com	750	CCTV, AC, FLS, ID	Pelco Notifier DMP
AESFire LLC* East Hanover, NJ 07936 973-887-3500; www.nyaes.com		CCTV, AC FLS	Cisco EST Faraday	DGA Security Systems Inc.* New York, NY 10019 212-221-2300; www.dgasecurity.com		CCTV, AC, FLS, ID	PSA
ASG Security* Turnersville, NJ 08012 866-340-7700; www.asgsecurity.com	750	CCTV, AC, FLS, ID	PSA Honeywell GSA	EIA Inc. New York, NY 10003 646-827-1235; www.eia.us		CCTV, AC, IT, FLS, ID	Pelco, S2, Assa Abloy, Axis, HID Corp.
Dakota Security Systems* Ridgefield, NJ 07657 866-325-6825; www.dakotasecurity.com		CCTV, AC, FLS, ID	PSA	IDESCO Corp.* New York, NY 10010 212-889-2530; www.idesco.com	45	CCTV, AC, ID	Axis AMAG HID
Henry Bros. Electronics (a Kratos company)* Fairlawn, NJ 07614 201-794-6500; www.hbe-inc.com	230	CCTV, AC, IT, ID	Lenel Pelco Sony	ISSCO Corp. Westbury, NY 11590 800-844-9586; www.isscosecure.com	22	CCTV, AC, IT, FLS, ID	GE Security AMAG TAC
Reliable Communications Systems Intl.* Jackson, NJ 08527 732-905-9090; www.rcsintl.com	25	CCTV, AC, FLS, ID	PSA Pelco IDenticard	Life Safety Engineered Systems Inc.* Buffalo, NY 14227 800-263-1116; www.lifesafetysecurity.com	25	CCTV, AC, FLS, ID	Honeywell Pelco IDenticard



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New York, North Carolina, North Dakota, Ohio

Company Name

Employees	Services Offered	Major Vendor Affiliates
LPC Inc.* North Amityville, NY 11701 631-321-7600; www.lpcny.com	CCTV, AC, FLS, ID	PSA
PEI Systems (a division of Niscayah) Long Island City, NY 11101 718-937-0500; www.peisystems.com	44 CCTV, AC, IT, ID	Honeywell Tyco GE Security
Securitrionics Company* Syracuse, NY 13209 800-795-3747; www.securitrionics.com	18 CCTV, AC, IT, ID	PSA Pelco IDenticard
Security Management Systems* Great Neck, NY 11021 516-450-3120; www.securitymgt.com	CCTV, AC, FLS, ID	Cisco Axis Milestone
S-Tron Security Electronics* Plainview, NY 11803 877-887-8766; www.s-tron.com	17 CCTV, AC	PSA ADT JVC
Access Control Consultants* Greensboro, NC 27405 336-358-0060; accesscontrolconsultants.com	CCTV, AC	Assa Abloy Axis Bosch
ASG Security* Charlotte, NC 28217 704-602-5909; www.asgsecurity.com	750 CCTV, AC, FLS, ID	PSA Honeywell GSA
Enterprise Security Systems Inc.* Charlotte, NC 28273 704-588-8832; www.enterprisesec.com	12 CCTV, AC, FLS, ID	AMAG DSX Access Bosch
Intech Fire & Security* Concord, NC 28027 704-455-5071; www.intechnc.com	CCTV, AC, FLS, ID	Honeywell Bosch Panasonic
Intelligent Access Systems of NC, LLC* Garner, NC 27529 800-409-3992; www.iasnc.com	32 CCTV, AC, IT, ID	GE Security DSX Access RS2
PSA Electronic Systems Inc.* Calabash, NC 28467 800-876-8006; www.psaraleigh.com	CCTV, AC	PSA
SFI Electronics (div. of Security Forces Inc.) + Charlotte, NC 28220 704-522-0800; www.sfi-electronics.com	86 CCTV, AC, IT, ID	GE Security Pelco Lenel
Southern Security Group Inc.* Raleigh, NC 27601 888-578-5727; southernsecuritygroup.com	13 CCTV, AC, FLS, ID	MDI Guardall Software House
Electronic Communications Inc.* Bismarck, ND 58501 701-258-7698; www.ecisystems.com	13 CCTV, AC, ID	Pelco Lenel HID Corp.
Energy Tech Systems Inc.* Bismarck, ND 58501 800-880-2150; www.energyteksys.com	35 CCTV, AC	Pelco Integral TAC
Acree-Daily Corp.* Columbus, OH 43232 614-452-7300; www.acreedaily.com	CCTV, AC, FLS, ID	AMAG Bosch Honeywell

Ohio, Oklahoma, Oregon, Pennsylvania

Company Name

Employees	Services Offered	Major Vendor Affiliates
Copp Systems Integrator* Dayton, OH 45402 937-228-4188; www.copp.com	33 CCTV, AC, FLS, ID	Bosch Quintron Siemens
Industrial Communication & Sound Inc.* Cincinnati, OH 45237 513-761-1990; www.icands.com	32 CCTV, AC, ID	PSA Software House Amer Dynamics
Integrated Protection Services* Cincinnati, OH 45213 513-631-5505; www.integratedprotection.com	CCTV, AC, FLS, ID	Lenel Bosch Honeywell
Paladin Protective Systems* Valley View, OH 44125 216-441-6500; www.paladinps.com	CCTV, AC, FLS, ID	Honeywell Bosch PSA
Zadar Technologies* Hinckley, OH 44233 330-273-4112; www.zadartechnology.com	CCTV, AC, ID	Pelco Sony Panasonic
Eales Electronics* Oklahoma City, OK 73172 405-773-3188; www.ealeselectronics.com	10 CCTV, AC, FLS, ID	PSA ADI Bogen
High-Tech-Tronics Inc.* Oklahoma City, OK 73127 405-495-0215; www.hightechtronics.com	32 CCTV, AC, IT, FLS, ID	Integral DMP Bosch
Aronson Security Group Inc.* Beaverton, OR 97008 503-639-9988; www.aronsonsecurity.com	87 CCTV, AC, IT, FLS, ID	AMAG Lenel S2
Protec Inc.* Portland, OR 97232 503-235-4000; www.protecsecurity.com	CCTV, AC, IT, FLS, ID	AMAG Axis Bosch
Reece Complete Security Solutions* Wilsonville, OR 97070 503-682-9900; rcss.us	21 CCTV, AC, FLS, IT, ID	AMAG Lenel Software House
Access Security Corp.* Warminster, PA 18974 800-886-5625; www.accesssecurity.com	12 CCTV, AC, IT, FLS, ID	Panasonic Bosch AMAG
ASG Security* Lancaster, PA 17601 717-569-5848; www.asgsecurity.com	750 CCTV, AC, FLS, ID	PSA Honeywell GSA
Intelligent Access Systems* Greenburg, PA 15601 724-834-3313; www.iasnc.com	32 CCTV, AC, IT, ID	GE Security DSX Access RS2
InterTECH Security LLC* Pittsburgh, PA 15233 866-588-4487; www.intertechsecurity.com	115 CCTV, AC, FLS, ID	ADI Software House Pelco
M3T Corp.* Mechanicsburg, PA 17055 717-790-0500; www.m3tcorporation.com	CCTV, AC, FLS, ID, IT	Axis Lenel Panasonic
Mobile Communication Service Inc.* Meadville, PA 16334 800-672-1234; www.mobilcom.com	26 CCTV, AC, IT, ID	Pelco AMAG Panasonic

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Services Offered: CCTV=CCTV/Video, AC=Access Control, IT=Information Security, FLS=Fire/Life Safety, ID=Intrusion Detection

**Pa., Rhode Island, S. Carolina,
S. Dakota, Tennessee, Texas**

Company Name

Company Name	Employees	Services Offered	Major Vendor Affiliates	Company Name	Employees	Services Offered	Major Vendor Affiliates
 Security-Net* Exton, PA 19341 800-732-2637; www.security-net.com	2000	CCTV, AC, IT, FLS, ID	UTC Software House Honeywell	ASG Security* Houston, TX 77036 713-780-2560; www.asgsecurity.com	750	CCTV, AC, FLS, ID	PSA Honeywell GSA
Security Systems of America* Pittsburgh, PA 15221 412-244-4900; www.ssasecurity.com	85	CCTV, AC IT, FLS ID	Lenel Mircom GE Security	Audio-Video Corp.* Amarillo, TX 79105 806-379-7700; www.audio-video.com	16	CCTV, AC, IT, FLS, ID	GE Security Pelco DSX Access
The Protection Bureau** Exton, PA 19341 610-903-4900; www.protectionbureau.com	94	CCTV, AC, IT, FLS, ID	AMAG Software House, UTC	Electronic Security Systems of Texas Inc.* Amarillo, TX 79101 800-753-2209; electronic-security.com	9	CCTV, AC, IT, FLS, ID	PSA Master Halco Graybar
Unlimited Technology Inc.* Chester Springs, PA 19425 www.shanix.com	29	CCTV, AC, IT, ID	Software House, AMAG, Vumii, ICX, FFT	Entech Sales and Service Inc.* Dallas, TX 75234 469-522-6000; www.entechsales.com	275	CCTV, AC, IT, FLS, ID	Pelco, AMAG, Lenel, T.A.C., Software House
Shanix Inc.* Cranston, RI 02920 866-458-8901; www.utiglobal.com		CCTV, AC, ID	PSA	Enterprise Security Solutions of Texas Inc.* Denton, TX 76205 940-320-3778; www.esstexasinc.com	10	CCTV, AC	Pelco, S2, OnSSI, DVTel
Star Asset Security* Greer, SC 29656 864-801-1616; www.securethinking.com	15	CCTV, AC, ID	Panasonic Hirsch Honeywell	Henry Bros. Electronics (a Kratos company)* Houston, TX 77040 713-937-8506; www.kratosdefense.com	2000	CCTV, AC, FLS, IT, ID	Lenel Pelco Notifier
Dakota Security Systems* Sioux Falls, SD 57104 605-271-7000; www.dakotasecurity.com		CCTV, AC, FLS, ID	PSA	HSP Commercial Systems* Round Rock, TX 78664 512-255-0473; www.hspsystems.net		CCTV, AC, FLS	Napco OnSSI Firetide
Midwest Alarm Co.* Sioux Falls, SD 57105 605-339-1709; www.midwestalarm.com		CCTV, AC, FLS, ID	Lenel Honeywell	Lone Star Communications Inc.* Grand Prairie, TX 75050 972-336-0000; www.lonestarcom.com	75	CCTV, AC, FLS	GE Security Panasonic Rauland
Access Control Integration* Memphis, TN 38127 www.aci-memphis.com		CCTV, AC, ID	Pelco GE Security	NetVersant Solutions* Houston, TX 512-241-0456; www.netversant.com	1800	CCTV, AC, IT, ID	Anixter GE Security AMAG
Stansell Electric Company Inc.* Nashville, TN 37210 615-329-4944; www.stansellelectric.com	155	CCTV, AC, IT, ID	Pelco Honeywell AMAG	Notification Systems of America Inc.* Grapevine, TX 76051 817-442-5442; notificationsystemsinc.com	10	CCTV, AC, IT, FLS, ID	PSA Bosch Honeywell
AIC Security* Stafford, TX 77477 281-277-9667; www.aic-security.com	6	CCTV, AC, IT, ID		PSA Electronic Systems of Houston* Houston, TX 77007 713-969-1199; psahouston.com	13	CCTV, AC, FLS, ID	PSA ADI Alamax
Alamo Integrated Systems* San Antonio, TX 78227 210-674-8041; www.alamois.com	20	CCTV, AC, IT, FLS, ID	NICE Systems IDenticard Vindicator	Quality Security Systems* Houston, TX 77037 800-828-6153; www.qualitysecurity.com		CCTV, AC, FLS, ID	Adams-Rite Bosch Rutherford Ctls.



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Texas, Utah, Virginia

Company Name

Company Name	Employees	Services Offered	Major Vendor Affiliates
Secure Cam Inc.* Plano, TX 75074 972-509-9300; www.securecaminc.com	8	CCTV, AC, IT, ID	Pelco Keri/DHS Panasonic
Security-Controls* San Antonio, TX 78230 210-366-1516; www.security-controls.com	12	CCTV, AC, IT, FLS, ID	Honeywell GE Security AMAG
Security Control Systems Inc.* Houston, TX 77042 713-977-7100; www.scstexas.com	20	CCTV, AC, IT, ID	Honeywell Software House S2 Security
Texas Technical Services Inc.* Houston, TX 77099 281-568-8874; www.ttsi.cc	10	CCTV, AC, IT, ID	AMAG S2 Security
Vitel Communications Corp.* Amarillo, TX 79106 806-376-4600; www.vitelcommunications.com	20	CCTV, AC, IT, FLS, ID	Notifier Bogen Ded. Micros
Wunderlich-Malec Engineering* Carrollton, TX 75006 469-574-2500; www.wmeng.com	180	CCTV, AC, IT, ID	Milestone Axis Panasonic
Alpha Corp.* Salt Lake City, UT 84104 801-977-8608; www.alphacorpsecurity.com	50	CCTV, AC, FLS, ID	AMAG Amer. Dynamics Bosch
Kratos Southwest* Sandy, UT 84070 801-562-2671; www.kratosdefense.com	2000	CCTV, AC, FLS, IT, ID	Lenel Pelco Notifier
Associated Professionals Inc.* Newport News, VA 23606 (757) 873-8818; associatedprofessionals.com		CCTV, AC, ID	Keyscan, CSC, Pelco, FAAC Intl.
Communications Resources Inc.* McClean, VA 22102 703-245-4120; www.cri-solutions.com	130	CCTV, AC, FLS, ID	Lenel AMAG Pelco
Condortech Services Inc.* Alexandria, VA 22304 703-916-9200; www.condortech.com	18	CCTV, AC, IT, ID	Assa Abloy HID Corp. RS2
Henry Bros. Electronics (a Kratos company)* Lorton, VA 22122 (703) 313-0070; www.hbe-inc.com	230	CCTV, AC, FLS, ID	PSA Lenel AMAG

Va., Washington, W. Virginia, Wisconsin, Puerto Rico, Canada

Company Name

Company Name	Employees	Services Offered	Major Vendor Affiliates
Intelligent Access Systems* Sandston, VA 23150 804-222-4505; www.iasnc.com		CCTV AC	Assa Abloy Axis Genetec
Aronson Security Group Inc.* Seattle, WA 98109 206-284-3553; www.aronsonsecurity.com	75	CCTV, AC, IT, ID	Lenel S2 AMAG
Entrance Controls* Tukwila, WA 98188 206-622-0452; www.eci-nw.com	65	CCTV, AC, IT, ID	Pelco Kantech Honeywell
Gateway Controls Inc.* Bellingham, WA 98229 360-738-4841; gateway-controls.com	12	CCTV, AC	AMAG Pelco Delta
Robblee's Total Security Inc.* Tacoma, WA 98402 253-627-5448; www.robblees.com	21	CCTV, AC	DVTel Vicon Industries DSX Access
Acree-Daily Corp.* Parkersburg, WV 26101 304-422-6018; www.acreedaily.com		CCTV, AC, FLS, ID	AMAG Bosch Honeywell
A&A Fire and Security* Green Bay, WI 54313 800-432-9082; www.aafiresecurity.com	40	CCTV, AC, FLS, ID	PSA Honeywell GE Security
AccessSecurity Inc.* Chippewa Falls, WI 54729 715-726-9090; accesssecuritycorp.com	35	CCTV, AC, FLS, ID	Pelco PSA IDenticard
Johnson Controls Milwaukee, WI 53201 414-524-3100; www.johnsoncontrols.com	56,000	CCTV, AC, FLS, ID	Pelco HID Corp. Software House
Bonneville Construction LLC* San Juan, PR 00919 787-747-0757; www.bonnevillepr.net	65	CCTV, AC, IT, FLS, ID	PSA Amer. Dynamics Fire Control Ins.
Design Eletronics* Niagara Falls, Canada 905-646-3333; www.designeletronics.net	22	CCTV, AC, IT, FLS, ID	Pelco Synetics IDenticard
The CSS Group Ltd. dba Contava* Edmonton, Alberta, Canada 800-661-9821; www.contava.com	47	CCTV, AC, FLS, ID	Lenel Panasonic Pelco



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