

## Security Firms Populate Inc. 5000 List of Fastest Growing Companies

Twenty installing/monitoring and security product manufacturers made this year's list.

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By Rodney Bosch · August 22, 2014



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A bevy of security industry companies — involved in the installation, monitoring and manufacturing sectors — have made the 2014 list of the nation's 5,000 fastest growing businesses compiled by Inc. Magazine.

What follows are brief profiles of each company as reported by the magazine. Note: each of the firms were identified from the complete list by searching "security" on the Inc. 5000 Web page (<http://www.inc.com/inc5000/index.html>). Apologies to any installing security contractor or vendor company that made the list but was inadvertently excluded here. If so, drop me a line and we'll get that resolved.

Here goes:

No. 119: SimpliSafe Home Security (<http://simplisafe.com/>) of Cambridge, Mass., designs, engineers, and sells wireless home security systems and 24/7 professional alarm monitoring services direct to consumers online. Employees: 60. 2013 revenue: \$38.4 million.

No. 123: Securityhunter (<http://www.securityhunter.com/>) of Baltimore designs, manufactures and installs electronic and physical security systems that are used by federal agencies, including the Department of Defense. Employees: 18. 2013 revenue: \$35.9 million.

No. 375: Invision Security Group (<http://www.invisionsecuritygroup.com/>) of Plymouth Meeting, Pa., develops, sells, installs and monitors customized electronic security systems for businesses and homeowners. Employees: 16. 2013 revenue: \$3.8 million.

No. 772: Titan Protection and Consulting (<http://www.tpcsecurity.com/>) of Overland Park, Kan., provides security guards, patrol services and remote video monitoring to businesses. Employees: 180. 2013 revenue: \$3.1.



No. 942: Alliance Security (<http://www.alliancesecurity.com/>) of Warwick, R.I., is an alarm company providing security services to both residential and commercial customers. Employees: 250. 2013 revenue: \$14.5 million.

No. 1339: OnWire (<http://www.onwireco.com/>) of Raleigh, N.C., specializes in providing cloud-based security products used by organizations for enterprise-wide identity access and credentialing. Employees: 18. 2013 revenue: \$3.3 million.

No. 1648: Eid Passport (<http://www.eidpassport.com/>) of Hillsboro, Ore., offers products and services that combine identity authentication, background screening and access management to highly secure facilities such as military installations, government buildings and manufacturing and distribution sites. Employees: 247. 2013 revenue: \$39.4 million.

No. 1860: Orion Security Solutions (<http://www.orionsecuritysolutions.com/>) of Oklahoma City, Okla., is a security integration firm that provides video surveillance, access control, intrusion detection, consulting services, IT security, structured cabling, and employee background screening for banks, hospitals, casinos, local and federal government, churches, schools, and manufacturers. Employees: 28. 2013 revenue: \$5.2 million.

No. 1944: IntraLogic Solutions (<http://www.ilsny.com/>) of Massapequa, N.Y., provides security and surveillance services and systems to both government agencies and private-sector clients using the latest technology and cost controls. Employees: 41. 2013 revenue: \$6.1 million.

No. 2554: Fulcrum Biometrics (<http://www.fulcrumbiometrics.com/>) of San Antonio, distributes biometric ID systems and devices, including fingerprint scanners, facial recognition cameras and access control units for applications in finance, military and travel. Employees: 24. 2013 revenue: \$6.2 million.

No. 2924: CCTV Security Pros (<http://www.cctvsecuritypros.com/>) of Cherry Hill, N.J., is a nationwide supplier of security cameras and camera systems. Employees: 13. 2013 revenue: \$8.5 million.

No. 3165: Smith Monitoring (<http://www.smithmonitoring.com/>) of Plano, Texas, offers home security and monitoring systems and home automation integration systems. Employees: 18. 2013 revenue: \$7.3 million.

No. 3571: Select Security (<http://www.selectsecurity.com/>) of Lancaster, Pa., is a security systems and monitoring provider, using sales channels such as direct sales program, inside sales programs and partner programs to sell security systems for homes and businesses. Employees: 158. 2013 revenue: \$12.4 million.

No. 4182: InVue Security (<http://www.invuesecurity.com/>) of Charlotte, N.C., designs and manufactures security devices that allow retailers to openly display electronic merchandise that poses a high risk of theft. Employees: 182. 2013 revenue: \$113.9 million.

No. 4205: DTT (<http://www.dttusa.com/>) of Los Angeles provides digital video surveillance, loss prevention and managed services designed specifically for the hospitality and retail industries. Employees: 342. 2013 revenue: \$23.9 million.

No. 4267: Defender Direct (<http://www.defenderdirect.com/>) of Indianapolis is the nation's largest ADT dealer. Employees: 2,061. 2013 revenue: \$424.5 million.

No. 4328: Sentry Communications & Security (<http://www.sentryprotectsyou.com/>) of Hicksville, N.Y., is a full service system integration firm specializing in intrusion and fire alarm systems, surveillance systems, access control, intercoms, telephone systems, structured wiring, networking and home & commercial A/V/theater. Employees: 48. 2013 revenue: \$6.6 million.

No. 4500: IC Realtime (<http://www.icrealtime.com/>) of Pompano Beach, Fla., develops and manufactures advanced visual surveillance products to integrate video and audio into security systems for high-tech facilities. Employees: 49. 2013 revenue: \$18.8 million.

No. 4538: Power Home Technologies (<http://www.pht.com/>) of Raleigh, N.C., specializes in the sale and installation of residential and small business security systems. Employees: 326. 2013 revenue: \$25.5 million.

No. 4939: Eastern Time (<http://www.eastern-time.com/>) of Allentown, Pa., engineers and installs integrated systems such as video surveillance, access control and nurse call/doctor registration services. Employees: 35. 2013 revenue: \$5.3 million.

Industries on the complete list range from telecommunications and software to energy, advertising, IT services and engineering. The ranking is determined according to percentage of revenue growth when comparing 2010 to 2013.

Here are some facts about the Inc. 5000 companies, according to the magazine:

- The median growth rate for Inc. 5000 companies has been 151% or more over the past three years, generating collective revenue of \$211 billion.
- Inc. 5000 companies have created 505,000 jobs over the past three years.
- To make the top 500, a company had to have achieved a remarkable three-year growth of 942 percent.

Listings and profiles of the top 500 companies will appear in the September issue of Inc. Magazine. You can view the complete Inc. 5000 list here (<http://www.inc.com/inc5000/index.html>).

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### About the Author

Rodney Bosch

Although Bosch's name is quite familiar to those in the security industry, his previous experience has been in daily newspaper journalism. Prior to



joining SECURITY SALES & INTEGRATION in 2006, he spent 15 years with the Los Angeles Times, where he performed a wide assortment of editorial responsibilities, including feature and metro department assignments as well as content producing for latimes.com. Bosch is a graduate of California State University, Fresno with a degree in Mass Communication & Journalism. In 2007, he successfully completed the National Burglar and Fire Alarm Association's National Training School coursework to become a Certified Level I Alarm Technician.

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