

# SECURITY DIRECTOR NEWS

THE BUSINESS NEWSPAPER FOR SECURITY DIRECTORS

## in depth: systems integration

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Company	Number of years in business	Number of locations	Number of employees	Regions serviced	Method of account service	Training available for end users	Company's top vertical markets	Certifications	Licensed technicians	Service after installation	Warranty	Upgrades in purchase agreements
Northrop Grumman IT McLean, Va. www.northropgrumman.com	46	220	18,500	National	Self Subcontract	Yes	Government, health care, commercial	PMP, CISS, CISM, CISO/ISSO/ISSM, CEH, Forensics, various Microsoft and Cisco certs		Yes	Negotiable	
Operational Security Systems Inc. Atlanta www.ossatl.com	33	2	57	National	Self Subcontract	Yes	Education, utilities, food	Manufacturers' factory training, Microsoft MCSE, Partner	12	Yes	Per agreement	Yes
PEI Systems New York www.peisystems.com	32	2	45	Eastern	Self	Yes	Financial, institutional, healthcare	MCSE, MCP, SIA Project Management certifications	12	Yes	24/7 warranty inclusive of labor and material for one year with 4 hour max. response	Yes
Protection Service Industries Riverside, Calif. www.psisecure.com	30	6	150	Western	Self	Yes, 100 hours	Retail, education, industrial	NICET 1,2,3, Microsoft, WBFSA	37	Yes	90 Days - parts & labor, add'l charges for weekends/after 9 p.m.	Yes
PSA Security Network Denver www.psasecurity.com	31	279		National	Self Subcontract	Yes, varies	Commercial/ industrial, healthcare, government	Microsoft, Cisco, Unix	980	Yes	7 X 4, 800 service line	Yes
Red Hawk Industries LLC Greenwood Village, Colo. www.redhawkindustries.com	7	27	805	National	Self	Yes, depends	Financial institutions, retail, telecom		300	Yes	24x7 warranty service 90 days to 1 year depending on the system, bill for weekend, night calls	
RFI Communications & Security Systems San Jose, Calif., www.rfi.com	26	6	250	National	Self	Yes	Health care, education, financial	Microsoft, Cisco, SIA	25	Yes	24x7 material warranty 1 year, 90 days labor	No
Securitas Security Systems USA Inc. Norcross, Ga. www.securitassystemsusa.com	9	45	575	National	Self	Yes, as needed or has been contracted for	Banking and financial, health care, retail	Number is always changing based on needs		Yes	Client specific	Yes
SecurityNet Inc. San Jose, Calif. www.security-net.com	13	60	1,200	National	Self	Yes	Financial/commercial, biotechnology/ pharmaceutical/medical, higher education	MCSE Microsoft, CCNA Cisco, Master A, B, C and D electrical licenses	500	Yes	24/7 warranty service for one year, bill clients for weekend and night warranty calls	Yes
Securus Inc. Denver www.securusdenver.com	37	3	35	National	Self Subcontract	Yes	Government, property management, hospitals	MCSE, many certs from access and CCTV manufacturers	8	Yes	13 months, regular business hours	No
Siemens Building Technologies Buffalo Grove, Ill. www.usa.siemens.com/security	100	110	7,600		Self	Yes, 200 hours				Yes		
Simplex Grinnell Boca Raton, Fla. www.simplexgrinnell.com	156	150	12,000	National	Self	Yes, unique to each customer	Health care, education, industrial/manufacturing	Microsoft, Cisco, NICET, CFAA		Yes	Customer driven, usually one year	Yes
SST Valley Forge, Pa., www.ISST.com	20	15	250	National	Self Subcontract	Yes	Education, health care, petro-chemical	A+, Cisco, MCP, MCSE	125	Yes	24x7 for 1 year from installation date	Yes
Stanley Security Solutions Indianapolis www.stanleysecuritysolutions.com	84	35	3,500	National	Self	Yes, 30 hours	Government, health care, education	Microsoft, Lenel, Cisco, Software House	600	Yes	Varies - platinum, gold, silver, bronze packages available	Yes
T&R Alarm Systems Inc. Clifton, N.J. www.tralarm.com	35	1	40	National	Self Subcontract	Yes	Correctional, industrial, management companies	NICET	4	Yes	24x7	No
TAC Carrollton, Texas www.tac.com/us	80	41	1,000	National	Self	Yes	Healthcare, commercial office, government	Microsoft, fire, security license	140	Yes	Full coverage for 12 months	Yes
Tech Systems Inc. Duluth, Ga. www.techsystemsinc.com	19	5	124	National	Self	Yes	Health care, utilities, telecommunications, corporate offices	MCSE, MCDA, Cisco, CPP's & CR, PSP's	47	Yes	24/7, one year warranty	Yes
Tesla Systems Inc. Georgetown, Mass. www.teslasystemsinc.com	13	1	8	Eastern	Self	Yes	High-tech management companies, health care	Too many to list	6	Yes	90 days labor, 1 year parts, after hours billable unless contract	No
The ComTran Group Inc. www.comtrangroup.com	2	1	70	Eastern	Self Subcontract	Yes	Airports, RBOCs, wireless providers, DOT, military	MSNE, Cisco WiFi	20	Yes	7 hour response emergency, Fiber optic repairs 911 24x7	Yes
The Protection Bureau Exton, Pa. www.protectionbureau.com	31	2	75	Eastern	Self	Yes, continual training available	College & universities, commercial office buildings, retail	Microsoft MCSE, NICET, NBFAA	45	Yes	1 year - during normal business hours	Yes
Trans-Alarm Inc. Burnsville, Minn. www.transalarm.com	40	1	95	Central	Self	Yes, based on complexity of system	Property management, food processing, healthcare	NICET, St. of Minnesota Technology License	25	Yes	1-yr parts & labor during normal business hours	Yes
Ultraguard Corp. Norwalk, Conn. www.ultraguard.net	6	1	19	National		Yes	Commercial & residential			No	5 years	No
VSC Inc. Montreal www.visuscan.com	10	3	34	National	Self	Yes	Industrial, retail, transportation	Microsoft, Cisco, Symbol, Motorola	6	Yes	1 year, 4hr service during business hrs	Yes
VTI Security Burnsville, Minn. www.vtisecurity.com	26	4	105	National	Self Subcontract	Yes, training available and can be customized	Financial, property management, education and health care.	MS Systems Engineer, MS Systems Administrator, Comp TIA Security+	45	Yes	One year parts and labor	Yes