



SECURITY SALES[®] & INTEGRATION SUMMIT



NOVEMBER 4–6, 2019 | FORT WORTH, TX | FORT WORTH CONVENTION CENTER

Learn how to grow and improve your business
and connect with peers and vendors who can help you make it happen.



ALL
EXPENSES
PAID
EVENT
EXPERIENCE

ALL ON OUR DIME!

- **WE COVER** airfare, hotel, meals and registration for the nation's biggest, best and most progressive custom, commercial and security integrators.
- **YOU AGREE** to attend from start to finish and connect with sponsors on a scheduled basis for presentations and one-on-one meetings that are targeted to your needs!

TOP GUEST BENEFITS

- 1 Complimentary flights, hotel, registration and meals provided throughout the event. **Your out-of-pocket expenses are next to nothing.**
- 2 Connect in a structured, networking program with industry leader peers you can learn from.
- 3 Focus on growing and improving your business. Session content comes from your integration peers who've successfully evolved their product and market mix and tweaked business processes to increase efficiency and improve financial performance.
- 4 Explore opportunities in adjacent product categories and markets. The Total Tech product scope includes audio, video, security, networking, lighting and more. Markets include commercial, residential, institutional, industrial and governmental.
- 5 Have valuable engagements with the industry's leading manufacturers and service providers while getting invaluable peer perspectives.



SCHEDULE & PROGRAM

MONDAY, NOVEMBER 4

Time	SSI SUMMIT
3:00–5:00 PM	Processes Improvement Roundtable: The Profit Booster Session Comprehensive process definition, development and refinement is one of the clear keys to improving and scaling all types of integration companies. In this roundtable session, you'll collaborate with peers in your integration discipline to workshop improvements in a key process area, then join with peers in a sister discipline to get additional perspective and offer your perspectives on process improvements they developed. Hopefully, it's the start of deep collaboration with your peers that will persist long after the Summit concludes and generate many process improvements. Process areas you'll select from include labor management, project management, sales/design/production integration, sales/marketing integration, cybersecurity and privacy, proposals and bids, estimating, scheduling, pricing, customer care, training and cross-training, prospecting, finance and securing credit, insurance and legal, inventory management and working with builders and other trade partners.
5:15–6:00 PM	Combined Summit Keynote Address
6:00–7:30 PM	Connections Reception

TUESDAY, NOVEMBER 5

8:00–9:15 AM	Breakfast Session: Managed Access and Video-as-a-Service: What's Taking SO LONG? We all know the enterprise value of recurring revenue, and it's now been a decade or more since access control and surveillance systems configured with cloud connectivity arrived on the market, enabling hosted and managed as-a-service offers. So what exactly is taking so long for dealers and integrators to master the model? We'll take on a list of the top obstacles (and excuses!) as uncovered by SSI Summit research and ask a panel of access and video as-a-service market leaders to recommend the antidotes. In the words of fictional NASCAR great Ricky Bobby: "We wanna go fast!"
9:45–10:20 AM	Boardroom Presentations
10:30–11:05 AM	Boardroom Presentations
11:15–11:50 AM	Boardroom Presentations
12:00–1:15 PM	Luncheon Session: AI, Analytics and the Future of Your Business This is not your father's or grandfather's electronic security industry. VCs, private equity and other financial and strategic investors are tuned into the size and lucrative nature of security and they want to eat your lunch. How will you compete? One way to gain an upper hand in your competitive market is by deploying analytics and artificial intelligence (AI) for your customers. Don't be turned off by the AI hype and instead embrace the fact that the technology has come of age for practical, real-world uses at workable price points. This session will give you insights into how progressive dealers and integrators are working with manufacturers to develop profitable, RMR-generating AI and analytics applications that not only heighten end users' security but also add operational value.
1:15–5:00 PM	Exhibits Open for One-on-Ones & Browsing
8:00 PM–10:00 PM	Total Tech After Hours

WEDNESDAY, NOVEMBER 6

7:45–9:00 AM	Breakfast Session: Cybersecurity: Opportunities for Today & Tomorrow Solid cybersecurity for physical security infrastructure is becoming table stakes for winning enterprise and mid-market-level projects, and soon will become the norm for SMB and high-end residential as well. Perhaps more intriguing is the opportunity for physical security integrators to become full-scope solution providers by offering cybersecurity solutions to SMB customers. Shortly after their acquisition of cybersecurity provider Secure Designs in 2018, ADT announced its play in this space. Vector Security and Interface Security are also marching in that direction with managed network plays, and dozens of other top systems integrators are already in the game or preparing to do so. This session will cover the cyber spectrum and query top integrators on what it will take to get them into the managed cybersecurity solutions business.
9:10–9:45 AM	Boardroom Presentations
9:55–10:30 AM	Boardroom Presentations
10:40–11:15 AM	Boardroom Presentations
11:25 AM–12:00 PM	Boardroom Presentations
12:00–3:00 PM	Exhibits Open for One-on-Ones & Browsing

2018 SSI Summit Guest Facts

# of Guests	106
# of Companies Represented	73
Aggregate Employees	10,357
Avg. 2018 Employees	142
Aggregate 2015 Revenues	\$1,843,649,996
Avg. 2018 Rev	\$25,255,479
Median 2018 Revenue	\$9,000,000
2018 Annual Revenue Growth	5.7%
Aggregate Installation Revenue	\$1,254,332,612
Total # of Installations	158,051
# of Residential Installations	70,555
# of Non-Residential Installations	87,496
Average Annual Installations	2,165
Average Revenue Per Installation	\$7,936



Product/Service Category	SSI Aggregate Revenue	SSI Avg. Rev.	SSI % of Total
Audio/Video Installations	\$134,077,043	\$1,836,672	7%
Control System Installations	\$71,363,866	\$977,587	4%
AVC Total	\$205,440,909	\$2,814,259	11%
Lighting/Electrical System Installations	\$20,219,474	\$276,979	1%
Telecommunications Installations	\$30,734,982	\$421,027	2%
Networking/Infrastructure Installations	\$87,888,236	\$1,203,948	5%
Lighting, Electrical, Telecom, Networks Total	\$138,842,692	\$1,901,955	8%
Video Surveillance Installations	\$336,902,026	\$4,615,096	18%
Electronic Access Control Installations	\$248,478,518	\$3,403,815	13%
Intrusion/Fire Detection Installations	\$299,286,206	\$4,099,811	16%
Security Total	\$884,666,750	\$12,118,723	48%
Monitoring and Managed Services	\$375,553,856	\$5,144,573	20%
Field Service	\$184,409,893	\$2,526,163	10%
Services Total	\$559,963,749	\$7,670,736	30%
Retail/E-tail Sales of Products	\$19,511,534	\$267,281	1%
Other Installations	\$25,382,261	\$347,702	1%
Other Services	\$9,842,101	\$134,823	1%
Other Total	\$35,224,362	\$482,526	2%

2018 SSI GUESTS

A-Com Protection Services	President
A-Com Protection Services	Director of Security Operations
A-Tech Security	President
A-Tech Security	Vice President
AAMI	President
AAMI	Sales & Product Development
Accurate Security Pros	Sales and Service Manager
Accurate Security Pros	President
Ackerman Security Systems	Commercial Project Manager
Ackerman Security Systems	Commercial Operations Manager
Advantage Security, Inc.	Owner
AFA Protective Systems, Inc	Research & Development Manager
Affordable Lock & Security Solutions	Manager
Affordable Lock & Security Solutions	Owner
Alarm New England	VP of Operations
Alarm Systems, LLC	Vice President
All Safe Technologies, LLC	Vice President
All Systems	Director of Innovation and National Accounts
Allied Universal Security Systems	Senior Project Manager
Allied Universal Security Systems	Senior Project Manager
American Fire & Security	CSO
American Security Systems, Inc.	Director of Security & Interactive Services
Automated Lifestyles LLC	President/Owner
B-Safe Security	Vice President of Operations
B-Safe Security	Director of Special Operations
B-Safe Security	EVP

Black Lab Alarm	President
BRINTON ELECTRIC SECURITY SERVICES, LLC	President
BRINTON ELECTRIC SECURITY SERVICES, LLC	N/A
Cam-Tek Security	Director of Operations
Cam-Tek Security	Systems Consultant
Camera Corner Connecting Point	Security Division Manager
Convergent Technologies	Security Project Manager
CSI Palm Beach	CEO
D/A Central	VP of Technology
Damar Security Systems	Sales and Marketing Manager
Damar Security Systems	VP
Dehart Alarm Systems	President/Owner
DTTUSA	VP of Product Development
DTTUSA	COO
Eastern Time	Construction Manager
Eastern Time	President
ECD Systems LLC	CTO
Electronic Creations	President
Electronic Security Concepts	President
Emerald Coast Alarms	Owner
Emerald Coast Alarms	Owner/President
Fusion Audio + Video	Service Department Manager
Global Security & Communication, Inc.	President
Guardian Hawk Security	IT/Special Projects Manager
Guardian Protection Services	General Manager
Guardian Protection Services	Builder Channel Market Manager
InHouse Systems	President
Insight Plus Technologies	Owner



NOVEMBER 4-6, 2019

FORT WORTH, TX

FORT WORTH CONVENTION CENTER

Integrated Protection Services	VP of Sales
Intertech Security LLC	Director of Strategic Sales & Marketing
Intertech Security LLC	EVP
IPS- Technology and Security Solutions	Director of Business Development
IPS- Technology and Security Solutions	Director/AV Engineer
IPS- Technology and Security Solutions	President
Kenton Brothers	Director of IT
Kenton Brothers	VP
Knight Security Systems LLC	President/CEO
LOUD Security Systems	General Manager
LOUD Security Systems	Operations Manager
Maximum Sound and Security	Owner
Maximum Sound and Security	Installation Service Manager
Micro Security	President/Founder
Moon Security	Sales Director
MSE Corporate Security	Director of Project Development
MSE Corporate Security	President, Business Development
NextGen Security, LLC	Sr VP, Finance & Administration
Owen Security Solutions	Director of Technology
Priority One Security	Operations
SCI Electronics	President
SecurExperts, Inc.	Network Analyst
Security Alarm Corporation	General Manager
Security Force, Inc.	Vice President
Security Pros, LLC	Project Manager
Security Pros, LLC	Project Manager
Security Solutions Inc.	Installation Manager
Security Systems of America	Director of Operations
Security Systems of America	President
Sentry Alarm Systems	Branch Manager
Skynet Security Systems	President

Smart Home Systems	Security Manager
Smartech Security	EVP
SMG Security Systems, Inc.	CEO
SMG Security Systems, Inc.	VP of Operations
Sonitrol of Pittsburgh	President
Sonitrol of Pittsburgh	SVP
Sonitrol Security of Delaware Valley	Owner
SOS Security Systems	Service Manager
SOS Security Systems	Operations Manager
Sound FX	President
Sound FX	GM
Southeastern Security Professionals (SSP)	Operations Manager
Southeastern Security Professionals (SSP)	Business Development
Symspire (Interactive Systems)	Security/Fire Division Manager
Systems Design Company	Systems Designer
Tech Electronics	Director of Security Business Development
TEM Systems, Inc	Director of Sales
TEM Systems, Inc	VP
Trinity Wiring & Security Solutions, LLC	President/Owner
United Alarm Services Inc	Partner
Verified Security	President/CEO
Vermillion Systems	VP of Operations
Vermillion Systems	President
Vintage Security	Residential Manager
Vintage Security	Service Manager
Viscom Systems, Inc.	Project Manager
Vision Technologies, Inc.	VP Security Practice

2019 SPONSORS

Key

CE Pro Summit sponsor

CI Summit sponsor

SSI Summit sponsor

Multiple segments sponsor

A.C. Pro Media

ABB

Absen America

Access Networks

ADI Global Distribution

Alliantgroup

Almo Corporation

Altronix

Alula

Anixter

ATEN Technology

Atlantis Partners

Audio Control

AudioScience, Inc.

August Home

Aurora Multimedia

AvantGuard Monitoring Center

AV Pro Global Holdings

Azione

Barco

Bold Technologies

Bosch Communications

Bose

ButterflyMX

CEDIA

Channel Vision

Christie Digital

Cleerline Technology

Clinton Electronics

Connectwise

Cornerstone Billing Solutions

Crimson AV

Vivitek Corporation

Devialet

DISH

Domotz

Dormakaba

DoveNet Technologies

D-Tools

Dynaudio

Emergency 24 Inc.

ENS Security

FLIR Systems

Future Automation

Future Ready Solutions

Geutebruck USA Inc.

Herman

Hibersense

HTSA

HTSN

Ingram Micro

INMOTION

Inneos

Integra

Interlogix

Inter-M America

iPoint

JLM Wholesale

Just Add Power

KanexPro

Leon Speakers

LG Consumer Solutions

LG Electronics

Liberty AV Solutions

Linksys

Logitech

Lumenilaire

Lutron

Luxul

Metra Home Theater

Micro Key Solutions

Legrand AV

Robotix Corporation

Modus VR

Napco Security Technologies

Nascom

NEC Display

Neoti

Nortek Security & Control



NOVEMBER 4–6, 2019
FORT WORTH, TX
FORT WORTH CONVENTION CENTER

OneVision Resources

OpenEye

OPTEX

Optoma Technology

Optrum Technology

Origin Acoustics

Paradigm Electronics

Parasol

Perennial Software Inc.

Planter Speakers

Platinum Tools

Primex

Prodatakey

ProjX360

ProSource

Protech

Rayva

Ring

Salamander Designs

Samsung

Savant Systems

Screen Innovations

Security Central

Security Information Systems

SentryNet

Shure Incorporated

Smoothtalker

SnapAV

Sonance

Sonos

Sony Electronics

Starin Marketing

Starke Sound

Structured Cable Products

Synnex

TAKEX America, Inc.

The Rapco Horizon Company

Tigerpaw

Toner Cable Equipment

Torus Power

TRENDnet

Trovac

TruAudio

Tyco

URC (Universal Remote Control)

V5 Systems

Vanco International

Vanguard LED Display

Vertical Cable

Vicoustic

Video ScoreBoard

Vitek Industrial Video Products

West Penn Wire

WeSuite

Williams AV

Windy City Wire

Wireworld Technology

Yale Locks & Hardware

Yamaha Corp. Of America

**Yamaha Unified Communications (Formerly
RevoLabs)**

Z-Wave Alliance

The **AE** VENTURES Guest Proven Process

Helping You Make Extraordinary Progress



- We provide needs assessment and goal setting tools.
- We arrange and cover flights, hotels, registration and meals.
- We develop a customized itinerary of presentations and meetings for you.
- We connect you with business leaders of the biggest, best and most progressive companies—those looking to grow, improve and evolve with trends just like you.
- We recruit leading vendor sponsors and educate them about your needs to increase the value of your engagements.
- We stimulate best practice sharing with peer-to-peer presentations and roundtable sessions.
- We connect the guest and sponsor community year-round with social media.
- We counsel you on idea capture and the change leadership techniques you need to implement at your company.
- We help you stay connected with peers and vendors that are your sources of inspiration and assistance.
- We keep you posted on the implementation stories of your peers, so you can model their success and learn from it.

