

### Installation And Service Of Security Systems, Fire Systems, Hood Suppression Systems, Camera Systems, & Access Security Monitoring Systems For Residential & Commercial Clients

**Est. 2013 Revenue- \$7.34 Million      Est. 2013 EBITDA- \$2.2 Million**

The Company is a fully-licensed provider of professional security services for Southeast and East Texas including installation and servicing of security systems for commercial and residential customers.

The Company also installs and services fire alarm systems, hood suppression systems, portable fire extinguishers, closed circuit TV/CCTV, access systems, security monitoring systems (hardwire, wireless, and internet), vehicle tracking systems, and camera systems.

Security alarms are primarily designed to detect unwanted entry and include video surveillance systems and electronic access control. The segment also includes the monitoring services that are required for remote closed-circuit TV (CCTV) installations. Security systems can also vary from remote security monitoring and response for households to sophisticated biometrics and other systems for high-security installations.

The fire alarm segment includes fire detection, both fire and hood suppression systems, and carbon monoxide detection systems. Fire alarms can be purchased for new buildings or retrofitted to bring a building to code. This segment continues to grow as there are more mandates regarding building fire safety.

The Company is an authorized Bosch Security Systems dealer and provides servicing for most other brands of security systems including:

- Radionics
- Detection Systems
- Napco
- DSC
- DMP
- Ademco and more

The Company also monitors existing fire alarms with no hookup or additional fees beyond the monthly monitoring fee.

The Company is an authorized Pyro-Chem dealer and services all major brands of fire systems including:

- ESL
- Fire Lite Alarms
- Radionics
- Bosch

Fire and security systems are the primary products of this industry, accounting for 28.3% and 58.4% of industry revenue, respectively. The segments account for the sale and installation of systems, provision of remote monitoring services, and maintenance of equipment. These services can be integrated in a total building management system, which incorporates security systems, access systems, fire safety, and security lighting.

By providing installation and services for both security systems and fire systems, the Company has increased its presence in the industry, operating in approximately 86.7% of the industry market.

	2007	2008	2009
Sales	% of Sales	% of Sales	% of Sales
Installation	60%	55%	53%
Monitoring	23%	24%	26%
Service Labor	9%	11%	11%
Inspection	3%	5%	6%
Installation Labor	2%	1%	2%
Lease Equipment	3%	3%	1%
Service Other	1%	1%	1%
Service Contracts	0%	0%	0%

For further information regarding **Client #50678** you are invited to contact:

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