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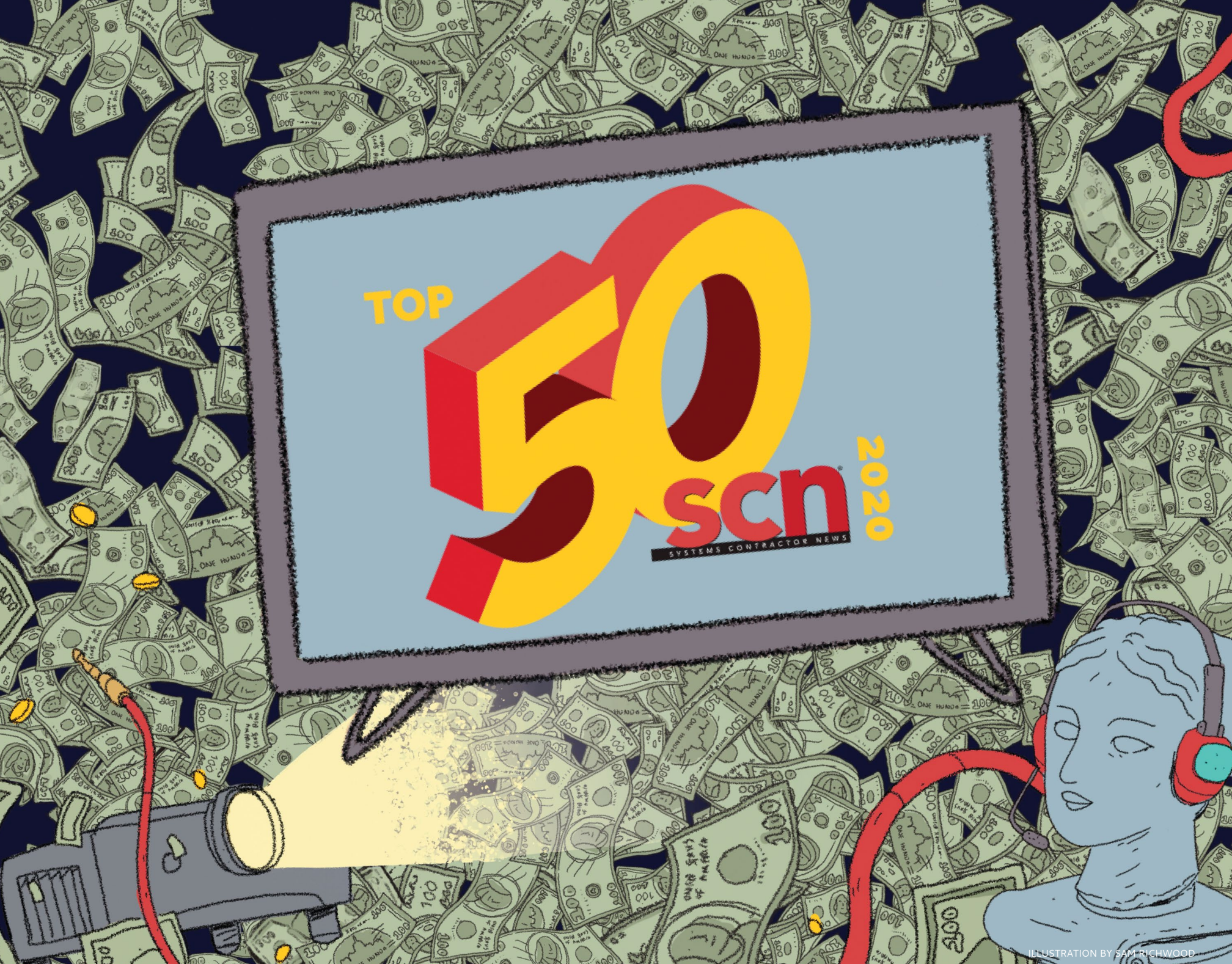


ILLUSTRATION BY SAM RICHWOOD

SCN TOP 50 INTEGRATION FIRMS 2020: THE YEAR WE HIT A BILLION DOLLARS

BY MEGAN A. DUTTA

The past year has been incredibly unusual for many reasons, but perhaps the most significant and detrimental is the COVID-19 pandemic sweeping the world. Our lives were upended over a few short weeks in March and April and we have yet to reach an equilibrium. Nevertheless, AV professionals persisted. From a boom in UCC technology to rethinking the entire live events business, this industry pivoted and innovated like never before.

SCN also made some changes this year. Regarding our Top 50 Systems Integrators list, this is the first year we did not require integration firms to give a specific annual revenue; instead, this year's Top 50 list is based on a three-year average of revenue. We know the industry has been hard-hit, but we want to celebrate our successes and emphasize how firms overcame (and are still overcoming) challenges.

Let's start by celebrating a huge milestone, one we've been waiting to reach for the last few years: we finally have a billion-dollar AV integrator! In early February, AVI-SPL, number one on the SCN Top 50 for many years, and Whitlock, number three on the 2019 SCN Top 50, announced their intention to merge; the deal was completed in early April. This power move created the first billion-dollar AV integration firm on

our annual Top 50 list.

Diversified once again takes the number two slot and is closing in on that billion-dollar mark. Kinly, which acquired AVMI in June of this year, sits in the number three slot, moving up from AVMI's 2019 ranking as number 11. The Top 5 is rounded out with AVI Systems and Avidex, who take the same spots as their respective 2019 rankings.

The 2020 list is very similar to the 2019 rankings, with the exception of New Era Technology rejoining the list at number 12 (the firm did not submit in 2019). There are three ties on this year's list: Constant Technologies and MCA Communications ranking at 30/31, IDSolutions and Vision Technologies at 37/38, and LightWerks Communication Systems and TSI Global Companies at 39/40.

This year, we chose to also include a few integration firms to watch. While they did not make the official cut, their numbers are on the rise and we could see them entering the Top 50 in the next year or two.

It's important to note that all of the SCN Top 50 submissions are voluntary. The information provided comes directly from the integration firms who are willing to publicly share their financials to allow our readers to get a better sense of the size and scope of the industry. *



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scn top 50

AVERAGE REVENUE FROM
COMMERCIAL AV SYSTEMS
INSTALLATIONS 2018-2020
IN MILLIONS/AVERAGE TOTAL
REVENUE 2018-2020 IN MILLIONS

2019 REVENUE FROM
COMMERCIAL AV SYSTEMS/
2019 TOTAL REVENUE IN
MILLIONS

AVERAGE NUMBER OF
INSTALLATIONS 2018-2020/
FULL-TIME EMPLOYEES/
COMPANY LOCATIONS/
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED

1 AVI-SPL Tampa, FL | (813) 884-7168 | <http://avispl.com>

\$1,114.0/\$1,114.0

\$1,275.0/\$1,275.0

10,100/3,200/53/41

AVI-SPL is a global business partner providing strategy, design, integration, monitoring, and support of the digital workplace. This includes unified communications and collaboration solutions, meeting room solutions, education technology, visualization and simulation, operation centers, digital signage, video production and broadcast, and experience environments.

2 DIVERSIFIED Kenilworth, NJ | (844) 767-2738 | <http://www.diversifiedus.com>

\$855.0/\$950.0

\$925.0/\$1,025.0

25,000/2,250/50/27

Diversified is enabling a digital future—connecting people, technology, and experiences, where and when it matters most. Its global technology solutions are experienced by millions every day. Energizing fans for the big game. Connecting global enterprise teams. Inspiring retail shoppers. Broadcasting the latest news. Supporting crisis management. There isn't a problem too big or too complicated for its teams to solve.

3 KINLY Amsterdam, Netherlands | (973) 585-3000 | <http://www.kinly.com>

\$277.0/\$277.0

\$303.0/\$303.0

4,761/1,200/19/31

Kinly provides secure and flexible visual collaboration solutions that make it easier to work better together. Its solutions and services include videoconferencing, audiovisual integration, cloud solutions, unified communications, and managed services. The company engages people in a world of possibilities and provides a seamless and reliable experience that enables people to work together, in different spaces and places.

4 AVI SYSTEMS Minneapolis, MN | (952) 949-3700 | <http://www.avisystems.com>

\$260.0/\$260.0

\$250.0/\$250.0

3200/645/22/46

AVI Systems offers audiovisual systems integration, managed services, Microsoft consulting, and digital streaming.

5 AVIDEX Bellevue, WA | (800) 798-0330 | <https://www.avidex.com/>

\$152.7/\$175.3

\$161.6/\$190.4

3,142/423/7/16

Avidex delivers innovative audiovisual and unified communication solutions that enable organizations to collaborate and create and share ideas with technology solutions that are user-friendly, scalable, and serviceable. As a global AV integrator, Avidex creates unparalleled client experiences, from strategic planning and system design through deployment, training, and managed services/support.

6 SOLUTIONZ INC. Los Angeles, CA | (888) 815-6128 | <http://www.solutionzinc.com>

\$150.0/\$150.0

\$150.0/\$150.0

2,000/397/17/20

Solutionz is a nationwide AV integrator and services provider specializing in custom room design, implementation, and comprehensive maintenance plans. Its services include cybersecurity, AV security, network monitoring, videoconferencing, cloud video, building environments, infrastructure cabling, telecommunications, managed on-site services, grant program services, maintenance services, audioconferencing, and video walls/digital signage.

7 CCS PRESENTATION SYSTEMS Scottsdale, AZ | (480) 348-0100 | <http://ccsprojects.com>

\$146.1/\$146.1

\$154.5/\$154.5

3,749/349/32/29

CCS Presentation Systems provides integration, installation, training, and maintenance of audio-video equipment to businesses, schools, and government clients. Products include direct view LED and LCD video walls, large-format displays, room control systems, interactive collaboration tools, digital projectors, digital signage, audio systems, and more. CCS has more than 350 employees in 11 regions covering 40 states.

8 FORD AUDIO-VIDEO Oklahoma City, OK | (405) 946-9966 | <http://www.fordav.com>

\$136.7/\$136.7

\$144.7/\$144.7

650/550/20/47

Ford provides design, engineering, project management, installation, and service for professional and commercial sound, video, and lighting systems. Ford also provides network data and security systems design and installation. Ford is licensed as a low-voltage contractor across the United States.

9 SOLOTECH INC. Montreal, QB | (514) 526-7721 | <http://www.solotech.com>

\$132.8/\$306.1

\$226.8/\$438.5

300/1,302/15/43

Solotech is a world leader in AV and entertainment technology. The company represents a single source for audio, video, lighting, rigging, control, conferencing, and collaboration solutions. Solotech has been recognized for its expertise in live productions/systems integration, after-sales support, and managed services.

10 SKC COMMUNICATIONS Shawnee, KS | (800) 882-7779 | <http://www.skccom.com>

\$108.0/\$154.0

\$110.0/\$154.5

1,063/300/11/34

SKC designs, builds, and manages technology for business collaboration using AV, video, voice, and wireless technologies to help organizations communicate smarter and faster.

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AVERAGE REVENUE FROM
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INSTALLATIONS 2018-2020
IN MILLIONS/AVERAGE TOTAL
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2019 REVENUE FROM
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2019 TOTAL REVENUE IN
MILLIONS

AVERAGE NUMBER OF
INSTALLATIONS 2018-2020/
FULL-TIME EMPLOYEES/
COMPANY LOCATIONS/
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED

11 ELECTROSONIC Burbank, CA | (818) 333-3600 | <https://www.electrosonic.com/>

\$103.0/\$130.7

\$104.4/\$139.5

1,516/331/12/57

Electrosonic designs, builds, and supports innovative technology solutions that create memorable experiences where people live, work, and play.

12 NEW ERA TECHNOLOGY INC. New York, NY | (877) 696-7720 | <http://www.neweratech.com>

\$96.5/\$282.0

\$100.0/\$300.0

1,100/1,300/33/55

Customers worldwide rely on New Era's seamless blend of solutions and services to work faster, smarter, and more securely in a rapidly changing digital world. Solutions include collaboration and unified communications, data networking, and security and life safety solutions. The company also provides cloud, managed, and professional services.

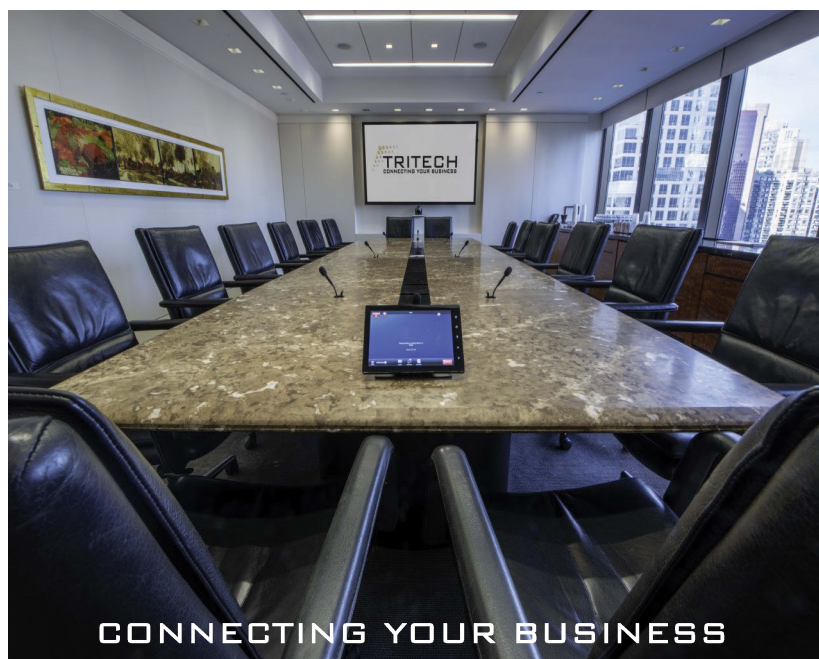
13 HB COMMUNICATIONS North Haven, CT | (800) 243-4414 | <http://www.hbcommunications.com>

\$90.0/\$105.0

\$90.0/\$107.0

1,400/320/3/74

HB's deep experience is across six key areas of specialization—advanced AV integration, video collaboration, digital signage, broadcast, managed services, and event production—gives the company the insight and ability to create communication environments that drive innovation and growth.



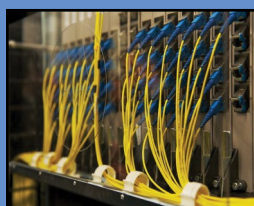
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Q&A

How has the COVID-19 pandemic impacted your business?



Julie Solomon, Chief Marketing Officer, CCS Presentation Systems

We have had one simple objective guiding us during these difficult times: keep our customers, vendors, and CCS employees safe. We learned to be flexible and understanding when navigating delays and when emotions ran high. We embraced working from home, provided PPE to protect everyone, installed temperature check tablets in our own lobbies, and learned to celebrate the little things.



Marina Gregory, Chief Administrative Officer, New Era Technology

COVID-19 and related shutdowns impacted our businesses, particularly in the second quarter. However, through careful management and early action, we were able to maintain a strong business. The true value of our managed services businesses was demonstrated during this time—managed services continued to grow as customers required greater levels of support for remote workforces.



Rob Gilfillan, President, Cenero

COVID changed the way people worked and interacted nearly overnight. As an essential business, Cenero continued to design, integrate, and support collaboration technology for many clients. However, we were not able to access buildings to complete projects in some instances because of the shutdown of office spaces. We worked with our clients as they switched gears and helped them establish UC collaboration strategies to enable productive virtual meetings.



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AVERAGE REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS 2018-2020 IN MILLIONS/AVERAGE TOTAL REVENUE 2018-2020 IN MILLIONS	2019 REVENUE FROM COMMERCIAL AV SYSTEMS/ 2019 TOTAL REVENUE IN MILLIONS	AVERAGE NUMBER OF INSTALLATIONS 2018-2020/ FULL-TIME EMPLOYEES/ COMPANY LOCATIONS/ YEARS IN BUSINESS	PRIMARY SERVICES OFFERED
14 IES COMMUNICATIONS LLC Tempe, AZ (480) 379-6200 http://www.iescomm.com			
\$88.6/\$1,051.3	\$107.7/\$1,077.0	537/5,420/80/36	IES specializes in cutting-edge AV design and integration services, with a focus on enterprise solutions for room automation, video collaboration, digital media, background music/paging/sound masking systems, and distributed AV infrastructure. IES offers AV design and consulting, AV system integration, commissioning and calibration, digital signage, and control system programming. Additional services include structured cabling, data center integration, life safety, PoE lighting, security, and Wi-Fi/DAS.
15 TRITECH COMMUNICATIONS New York, NY (631) 254-4500 http://www.tritechcomm.com			
\$78.0/\$100.0	\$80.0/\$100.0	250/300/6/17	Trittech provides audiovisual design, system integration, and managed services.
16 WASHINGTON PROFESSIONAL SYSTEMS (WPS) Wheaton, MD (301) 942-6800 http://www.wpsworld.com			
\$76.0/\$82.0	\$85.0/\$78.0	60/46/2/34	WPS is a full-service AV systems integration firm offering AV design engineering, integration, and support services. The company offers expertise in UC, command and control, broadcast, and professional audio systems.
17 IVCI Hauppauge, NY (800) 224-7083 http://www.ivci.com			
\$72.0/\$75.0	\$72.0/\$77.0	2,503/175/5/25	IVCi provides standardized and scalable collaborative meeting spaces, unified communications, videoconferencing, cloud-based services, and back-end managed services. IVCi provides AV as a Service through its user-inspired subscription service, EVOLVE, with live support accessible through QR codes. IVCi has also introduced a new esports subscription service, ENGAGE, to deliver turnkey solutions to new and growing collegiate esports programs.
18 CENERO Malvern, PA (888) 454-6863 https://www.cenero.com			
\$55.0/\$55.0	\$62.0/\$62.0	550/200/6/21	Cenero is a service-focused audiovisual, unified communications, and IT solutions provider committed to creating exceptional meeting and presentation experiences for its clients.
19 KEY CODE MEDIA Burbank, CA (626) 318-5602 http://www.keycodemedia.com			
\$54.2/\$54.2	\$55.7/\$55.7	1,350/91/9/19	Key Code Media is a resource for audiovisual equipment, installation, and aftermarket support. The company approaches projects with a high-touch customer service focus, ensuring equipment is delivered, installed, and adopted by a customer successfully. It focuses on customer business needs, deploying solutions that work today and into the future, keeping customers ahead of technology trends.

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AVERAGE REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS 2018-2020 IN MILLIONS/AVERAGE TOTAL REVENUE 2018-2020 IN MILLIONS	2019 REVENUE FROM COMMERCIAL AV SYSTEMS/ 2019 TOTAL REVENUE IN MILLIONS	AVERAGE NUMBER OF INSTALLATIONS 2018-2020/ FULL-TIME EMPLOYEES/ COMPANY LOCATIONS/ YEARS IN BUSINESS	PRIMARY SERVICES OFFERED
20 ADVANCED SYSTEMS GROUP LLC Emeryville, CA (510) 654-8300 http://www.asgllc.com			
\$53.0/\$74.0	\$56.0/\$77.0	54/310/3/23	Advanced Systems Group (ASG) is a single source for professional audio, high-speed data, video, CCTV/security, and other systems design, installation, maintenance, and managed services that enable sophisticated, high-impact communications. From presentation spaces to broadcast studios to high-speed media storage, ASG brings the best in experience and value.
21 RED THREAD SPACES LLC Boston, MA (617) 439-4900 http://www.red-thread.com			
\$48.0/\$280.0	\$53.0/\$300.0	1,500/500/10/60	Red Thread Spaces provides complete integrated interior solutions that leverage research, space planning, furniture, and technology that transform clients' workplaces to support their business goals.
22 VERREX Mountainside, NJ (800) 303-8170 http://www.verrex.com			
\$46.0/\$46.0	\$47.0/\$47.0	270/140/7/73	Founded in 1947, Verrex is a systems integrator and managed services provider that brings together AV and IT technology infrastructure, devices, and software to create environments and experiences that foster innovation, engagement, and collaboration.



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Q&A

What do you predict will be the biggest technology of 2021?

Stephanie Scolari, AV Project Manager, IES Communications

The best-selling technology will be digital signage, which hasn't been exciting in a long time. Because of the global pandemic, new security and health protocols will make signage and wayfinding more digital and more interactive. Digital signage is expected to grow from \$31 billion in 2020 to \$42.7 billion in 2025, a compound annual growth rate of 7.5 percent, according to AVIXA's 2020 AV Industry Outlook and Trends Analysis.



Rob Gilfillan, President, Cenero

In 2021, we will see a shift toward purpose-built rooms designed around a specific UC platform. Meeting rooms will be set up so people in the office can communicate with remote participants using any platform—Teams, Zoom, Webex, and more. We will also see an uptick in workplace management solutions that allow people to view and manage resources. By evaluating analytics about system performance, the number of people in the room, and the type of platform used, companies will be able to accommodate new regulations while also leveraging real-world data to inform future technology decisions.



Shiro Ando, CTO, New Era Technology

The biggest technology of 2021 will be providing secure access to digital assets for location-independent workforces and providing secure collaboration platforms for remote work environments.



Jeremy Elsesser, President, Level 3 Audiovisual

We predict the hottest technology in 2021 will be virtual reality and the next generation of collaboration platforms, as well as health and safety compliance technologies. Examples of this would be sensor-based automation, touchless meeting room interaction, virtual concierge services, people-tracking, and workplace analytics.



John Steineke, Design Engineering Lead, CCS Presentation Systems

As businesses continue to deal with employees, students, and faith-based house of worship attendees adapting to a virtual environment, integrators will focus in 2021 on new unified communication system designs. This shift to meet the demand for applications such as Zoom, Microsoft Teams, and Cisco Webex will drive the market for even more USB cameras, UC microphones, and streaming platforms.



OfficePro Technical Training can insure your technology deployment is successful, and offers training and implementation services that truly help the End User master a new discipline. We offer Instructor Led (ILT) and Virtual On Line (VLT) Courses in Collaboration Software, Information Technology and Soft Skills.

Classes range from multi-day sessions on premise, workshops, on line virtual classes and eLearning. These programs are affordable, support an internal IT staff and make end users successful.

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OfficePro Technical Training allows you to:

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- Diversify your revenue streams
- Increase client satisfaction
- Increase and promote end-user technology adoption
- Assist in client retention
- Provide or supplement support staff

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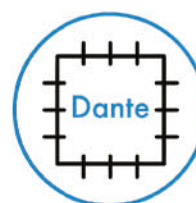
SOURCES



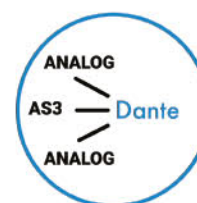
ZONES



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MATRIX



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AVERAGE REVENUE FROM
COMMERCIAL AV SYSTEMS
INSTALLATIONS 2018-2020
IN MILLIONS/AVERAGE TOTAL
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INSTALLATIONS 2018-2020/
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COMPANY LOCATIONS/
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED

23 ALPHA VIDEO & AUDIO INC. Eden Prairie, MN | (952) 896-9898 | <http://www.alphavideo.com>

\$45.0/\$45.0

\$46.5/\$46.5

730/82/1/50

Alpha Video & Audio is a national integrator of broadcast, AV, IPTV, and digital signage solutions that empower organizations to better communicate with their target audience. We help our clients succeed by offering solution sales, system integration, project management, technical support, and creative content services.

24 SPINITAR La Mirada, CA | (714) 367-2900 | <http://www.spinitar.com>

\$42.0/\$45.0

\$44.0/\$48.0

355/165/4/34

Spinitar provides the design, sales, integration, and support of commercial AV systems—including HelpPoint audiovisual systems intelligence and its newly launched Cloud Services.

25 GENESIS INTEGRATION Edmonton, AB | (780) 455-3000 | <http://www.genint.com>

\$41.0/\$49.0

\$32.0/\$42.0

750/105/9/30

Genesis Integration provides AV integration, collaboration solutions, nurse call systems and school communication systems, conferencing software, and virtual and live event services.

26 SPECTRA AUDIOVISUAL DESIGN GROUP New York, NY | (212) 744-2255 | <http://www.spectra-ny.com>

\$39.0/\$40.0

\$41.0/\$44.0

450/118/3/30

Spectra offers audiovisual integration, managed services, audiovisual maintenance, auditorium AV, audioconferencing implementations, classroom AV, boardroom AV, video walls, LED pixel walls, theater integration, digital signage, AV project management, acoustics, AV programming, AV budgeting, and videoconferencing solutions.

27 CAROUSEL INDUSTRIES Exeter, RI | (800) 401-0760 | <http://www.carouselindustries.com>

\$38.7/\$500.0

\$53.9/\$521.0

531/1,300/27/28

Carousel is an IT services firm with nearly three decades' experience providing technology solutions in unified communications and collaboration; systems, video, and AV integration; security, cloud, data center (including business continuity) and managed services. Primary AV integration services include design, implementation, training, break-fix, preventative maintenance, video cloud, monitoring and analytics, network and room assessments, on-site staffing, and adoption services.

28 USIS AUDIOVISUAL SYSTEMS Pearl River, NY | (845) 353-9226 | <http://usisAV.net>

\$37.0/\$165.0

\$42.0/\$181.0

322/900/12/96

USIS AudioVisual architects AV solutions for people focused on how we work, not necessarily from where—because the where has become everywhere. Its global technology services company delivers AV, IT, and UCC systems design, installation, and service. Part of USIS, a professional services company with roots from 1924, it provides clients with AV, IT infrastructure, electrical, security, and wireless solutions.

29 DATA PROJECTIONS Houston, TX | (713) 781-1999 | <https://www.dataprojections.com>

\$36.0/\$36.0

\$41.0/\$41.0

987/85/4/33

Data Projections is an audiovisual systems designer and integrator providing advanced collaborative technology solutions and support services. Solutions include AV systems integration, AV conferencing/collaboration, unified communications, content management/delivery, interactive technology, and managed services.

30/31 CONSTANT TECHNOLOGIES INC. North Kingstown, RI | (401) 294-7171 | <http://constanttech.com>

\$35.0/\$35.0

\$50.0/\$50.0

100/85/2/38

Constant Technologies (CTI) specializes in mission-critical command and control environments such as cyber operations centers, NOCs, SOCs, EOCs, war rooms, briefing centers, and collaborative spaces around the world. CTI focuses on the integration of 24/7 video wall systems meant to withstand rigorous, round-the-clock use. In addition to design and integration, CTI offers comprehensive service and support.

30/31 MCA COMMUNICATIONS INC. Houston, TX | (281) 591-2434 | <http://www.mcacom.com>

\$35.0/\$50.0

\$30.0/\$50.0

1,000/300/3/37

MCA Communications provides audiovisual, IT, wireless, and security solutions and services for the education, healthcare, and enterprise markets.

32 TEKWORKS, A PALADIN COMPANY Poway, CA | (858) 668-1705 | <http://www.paladintechnologies.com>

\$33.0/\$65.0

\$36.0/\$70.0

400/225/4/21

TekWorks, a Paladin Company, crafts and installs technology solutions for companies requiring network cabling, data center, outside plant, fiber optics, audiovisual, physical security, and network services. Through the design-build process, its team is able to identify the latest AV solutions and build sustainable systems that achieve a combination of ultimate performance and value.



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Comprehensive planning and agility are essential for achieving maximum results. Our team is committed to providing our clients with untiring customer service, dedicated professionalism and unwavering ethical business practices.



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In a business world where IT and AV systems are constantly changing, our engineers are fully-trained in the latest technology, giving you the peace of mind that your investment is being implemented correctly the first time by highly qualified personnel.

BUILD AND DEPLOY

Our teams will consistently differentiate themselves with attention to detail and ingenuity while exceeding your expectations. We help in the development and deployment of simple to use AV systems and reliable IT infrastructure, all serving to improve end users' productivity and satisfaction.

MANAGE AND SUPPORT

We also offer support services to assist you with your day-to-day needs. JKL can help you with repairs and upgrades as well as meeting support for those times when "Absolutely nothing can go wrong!" Whether it's a one day engagement or an on-going staffing service agreement, JKL will be a true partner in maintaining your collaboration and IT needs at its highest level.



Los Angeles | New York | Chicago | Dallas | Mexico City
www.cos-jkl.com

**GLOBAL AV
AND IT
NETWORK
SERVICES**

AVERAGE REVENUE FROM
COMMERCIAL AV SYSTEMS
INSTALLATIONS 2018-2020
IN MILLIONS/AVERAGE TOTAL
REVENUE 2018-2020 IN MILLIONS

2019 REVENUE FROM
COMMERCIAL AV SYSTEMS/
2019 TOTAL REVENUE IN
MILLIONS

AVERAGE NUMBER OF
INSTALLATIONS 2018-2020/
FULL-TIME EMPLOYEES/
COMPANY LOCATIONS/
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED

33 AVDG San Jose, CA | (877) 554-2834 | <http://avdg.com>

\$32.0/\$43.0

\$47.3/\$52.0

1,200/200/8/3

AVDG specializes in engineering and integrating world-class smart systems. It animates strategic partnerships with leading AV and smart system providers and recruits exceptional engineers, designers, and integrators to deploy luxury audio and visual solutions nationwide.

34 LINX MULTIMEDIA Denver, CO | (303) 574-1552 | <http://www.teamlinx.com>

\$28.3/\$29.3

\$32.8/\$33.3

1,600/115/8/17

LINX Multimedia works with its clients through intelligent design, installation, and support of technology that enables a modern workplace. Solutions LINX delivers include boardrooms, conference rooms, training rooms, digital signage, telemedicine, video walls, distance learning, hospitality, large venue, and performing arts integrations.

35 VISTACOM INC. Allentown, PA | (800) 747-0459 | <http://www.vistacominc.com>

\$24.5/\$24.5

\$26.0/\$26.0

245/76/1/66

Vistacom provides design, installation, and service and support for audiovisual, control room, and unified communication and collaboration systems.

36 LEVEL 3 AUDIOVISUAL Mesa, AZ | (480) 892-1071 | <http://www.level3av.com>

\$23.1/\$26.8

\$23.5/\$27.8

230/77/1/26

Level 3 Audiovisual's services include technology roadmap planning, AV assessment and standards development, design/build, program management, project management, systems programming, training and development, third-party testing and verification support, managed services encompassing proactive system monitoring (Pulse IDM), on-demand support via unique QR codes (L3Connect), remote and on-site service technicians.

37/38 IDSOLUTIONS Noblesville, IN | (877) 880-0022 | <http://www.e-idsolutions.com>

\$22.0/\$22.0

\$20.0/\$20.0

335/100/2/20

With over 20 years' experience, IDSolutions is an end-to-end video communication solutions provider. IDSolutions delivers tailored technology and infrastructure support to healthcare, education, government, and enterprise businesses across the country. Innovating forward, the company is changing the way customers think about their investments in video communication.

37/38 VISION TECHNOLOGIES INC. Glen Burnie, MD | (866) 746-1122 | <http://www.visiontechnologies.com>

\$22.0/\$126.0

\$24.5/\$130.0

1,000/530/3/20

Vision Technologies, a network information systems provider, offers a full range of presentation and interactive visual communication solutions, from collaborative huddle solutions to boardrooms, video walls, and unified communications. Its Integrated Technology Delivery (ITD) methodology reduces change orders and accelerates projects through effective collaboration and design, saving time and money.

39/40 LIGHTWERKS COMMUNICATION SYSTEMS INC. Carson, CA | (424) 675-2600 | <http://www.lightwerks.com>

\$20.0/\$20.0

\$21.0/\$21.0

500/53/5/24

LightWerks is a West Coast-based full-service audiovisual and security system integrator. The company specializes in the design, installation, programming, and after-sale support of on-premise and cloud-based solutions. Its mission is to keep its customers educated, trained, and supported so they can continue to thrive at what they do best.

39/40 TSI GLOBAL COMPANIES LLC Saint Charles, MO | (636) 949-8889 | <https://www.tsi-global.com/>

\$20.0/\$34.0

\$22.0/\$37.0

565/150/2/33

TSI Global Companies designs and builds people-centric technology solutions that allow companies to achieve greater levels of efficiency and success. Its certified engineers and installers specialize in building audiovisual, infrastructure cabling, security and electrical systems uniquely suited for organizations of all sizes, from Fortune 500 companies to small organizations.

41 JKL TECHNOLOGIES INC. Thousand Oaks, CA | (805) 375-5820 | <http://www.cos-jkl.com>

\$18.1/\$25.4

\$19.0/\$28.1

455/49/4/16

JKL Technologies is an information technology solutions firm helping businesses manage, move, improve, and integrate their entire technology infrastructures. It provides a single source of expertise in technology relocations, infrastructure build out, audiovisual design, installation/implementation, maintenance, and on-site support services.

42 TOTAL VIDEO PRODUCTS INC. Mickleton, NJ | (800) 447-0920 | <http://www.totalvideoproducts.com>

\$17.9/\$19.0

\$20.9/\$24.5

219/41/1/31

Total Video Products (TVP) provides high quality of service, technical expertise, and professionalism. TVP is a full-service systems integrator offering AV design and engineering services including installation, support, and maintenance contracts.

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COMPANY LOCATIONS/
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED

43 EKC ENTERPRISES INC Fresno, CA | (559) 438-0330 | <http://www.ekccorp.com>

\$16.5/\$21.0

\$17.0/\$22.6

2,600/110/5/17

EKC Enterprises is a full-service low-voltage integrator. The company specializes in providing AV solutions to the western United States and Texas. EKC has in-house designers, project managers, engineers, and CAD operators to offer a best-in-class experience to meet customers' AV needs.

44 NEURILINK Boise, ID | (208) 426-8238 | <http://neurilink.com>

\$16.0/\$16.0

\$21.0/\$21.0

350/52/2/8

Neurilink offers professional AV design, integration, and support for organizations across the northwestern United States.

45 ELECTRONIC CONTRACTING COMPANY (ECC) Lincoln, NB | (402) 466-8274 | <https://eccoinc.com>

\$14.5/\$25.2

\$17.5/\$25.1

181/120/6/62

ECC has built a foundation on bringing dynamic solutions to organizations throughout the Midwest. It connects businesses to better experiences using AV, fire alarm, healthcare, and security solutions. Technology is the company's passion, and its goal is to use innovations to empower organizations for years to come. ECC is an integration firm creating impactful experiences through technology.



Q&A

What vertical markets and/or technologies exhibited the most growth for you in 2020?



Joseph Yost, CTS, Director of Engineering, CCS Presentation Systems

Due to COVID-19 and the requirement that many employees work remotely, CCS has seen huge growth in unified communication solutions. Our partnership with Crestron has made keeping up with this increased demand easy. Whether customers use Teams, Zoom, or BYOD, the Crestron Flex family of products is always the best answer.



Brad Peterson, CEO, Level 3 Audiovisual

We have seen growth in the use of collaboration platforms and software videoconferencing as it is becoming a requirement for teams to work together. More spaces in the corporate campus are requiring video-enabled systems to connect with vendors and peers, and at-home systems are needing to improve the audio experience with quality headsets/personal audioconferencing devices.



Tony Griffiths, CTS, CQT, Department Manager – Tempe AV, IES Communications

Data centers, audiovisual, security, and wireless technologies exhibited the most growth for IES in 2020. We have enjoyed an explosive growth in audiovisual in the transportation vertical market, particularly in airport projects. We also saw a sharp rise in mixed use projects consisting of retail stores and residential space in the same building.

EKC Enterprises

West Coast Low-Voltage Integration Experts

As a leader in custom low-voltage systems, EKC has been exceeding the needs and expectations of customers since 2003. Tech integrations are our specialty, and customer service is our priority.

EKC checks all of the boxes.

- ✓ Comprehensive solutions
- ✓ High-Quality products & results
- ✓ Industry experience
- ✓ Professional
- ✓ In-house services



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AVERAGE NUMBER OF
INSTALLATIONS 2018-2020/
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YEARS IN BUSINESS

PRIMARY SERVICES OFFERED

46 GOLDEN STAR TECHNOLOGY (GST) Cerritos, CA | (562) 345-8711 | <http://www.gstes.com>

\$14.5/\$145.2

\$22.0/\$176.4

154/135/7/35

GST offers IT and AV solutions including hardware, software, and technical services. Its services include design, integration, implementation, and post-project support.

47 SOUTHERN CALIFORNIA SOUND IMAGE INC. Escondido, CA | (760) 737-3900 | <http://www.sound-image.com>

\$11.0/\$12.0

\$10.0/\$12.0

50/45/2/29

Southern California Sound Image offers design, sales, installation, and service of integrated audio, video, and lighting systems.

48 INTERSTATE ELECTRONIC SYSTEMS LLC Harahan, LA | (504) 729-6111 | <http://www.ies-llc.com>

\$10.5/\$10.5

\$9.8/\$9.8

329/33/1/17

IES is an audiovisual systems integrator located in the New Orleans area serving the southeastern United States. The company provides design, procurement, installation, programming, training, and after-sale service and support. Its staff consists of certified technicians, programmers, and systems specialists to ensure clients will have the best system possible for their facilities.

49 APPLIED GLOBAL TECHNOLOGIES Kennesaw, GA | (678) 594-4400 | <http://www.appliedglobal.com>

\$10.1/\$11.9

\$10.2/\$12.4

211/51/8/27

Applied Global Technologies offers audiovisual design and integration services, managed videoconferencing services, unified communications and IT services, help desk, and maintenance.

50 ITI SYSTEMS Beltsville, MD | (855) 805-4484 | <http://www.itisystems.co>

\$9.4/\$9.4

\$11.8/\$11.8

143/17/1/13

ITI Systems is an AV systems integration company that prides itself on reliability. It provides complex solutions for Fortune 500 firms, federal agencies, high-traffic financial institutions, and elite universities. In over a decade of operations, ITI has never missed a project deadline. Regardless of obstacles, ITI completes the mission.



Q&A

How has the COVID-19 pandemic impacted your business?



Lisa Hale, CAO, Level 3 Audiovisual

Early on, we saw our clients placing projects on hold as the landscape was uncertain. Product delays are a concern but have been minimal. Revenue is down 20 percent, but we made the necessary changes and are financially stable. We're now working with clients on their technology roadmaps, considering new measures for health and safety.



Gilbert Romo, Vice President Sales and Marketing, IES Communications

The impact has been more economic than pandemic-specific; our growth will be tempered by our ability to increase the workforce, whether it is a sudden increase or sustained increase. We have a diversified business that encompasses many types of customers and various technologies. Our company has seen our offerings increase as new technologies are being implemented to ensure social distancing and safety measures in the cloud infrastructure space, healthcare, education, warehouse, and public spaces.

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2020
scn
PRODUCT
OF THE YEAR

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Meeting room audio for the new normal.



Revamping your meeting rooms for the new reality?

The Nureva® HDL200 audio conferencing system is the easiest way to keep your remote and in-office team members connected. It fills meeting spaces with thousands of virtual microphones so every word is picked up, no matter how far apart people sit or which direction they face. Plus, there's no hardware to touch or mics to sanitize. It's no wonder that SCN chose the HDL200 system as 2020 Product of the Year.

nureva.com/SNC



PATENTED TECHNOLOGY



CONTINUOUS AUTOCALIBRATION



QUICK DIY INSTALLATION

4 Integration Firms to Watch in 2021

These pro AV integration firms didn't quite make our Top 50 list in 2020, but you should keep an eye on them. We expect their stars to continue to rise over the next five years.

Applied Video Technology

Location: Kimberton, PA

Average YoY Growth for the Last Five Years: 34.4 percent

Vertical Market Potential: Applied Video Technology sees video production and live streaming systems as its largest growth potential in today's market. With the need for schools and corporations to easily and quickly share their messages, events, and other communications with students and employees in a remote or hybrid environment, communicating through video can be critically important.

IAS Technology

Location: Peoria, IL

Average YoY Growth for the Last Five Years: 23 percent

Vertical Market Potential: Over the past five years, IAS has seen corporate growth due to a booming economy and economic growth in general. However, most recently the company has seen advancement in higher education for distance hybrid learning due to the pandemic.

Pivium

Location: Phoenix, AZ

Average YoY Growth for the Last Five Years: N/A

Vertical Market Potential: Pivium has experienced the most growth in experiential spaces such as arenas and event venues.

Procraft Media

Location: San Clemente, CA

Average YoY Growth for the Last Five Years: 35 percent

Vertical Market Potential: Procraft Media has seen a temporary shift away from workplace integration projects and over to recording and production studio projects during the last few months. Coupled with some projects in the large-format direct view LED space, their team is encouraged by the content creation market, which they believe will be a huge driver of growth into 2022.



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Q&A

What vertical markets and/or technologies exhibited the most growth for you in 2020?



Jeff Stoebner, President and CEO, AVI Systems

In the past year, we have seen the most growth in the education market, fueled by the scramble to adapt classrooms for distance/hybrid learning.



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