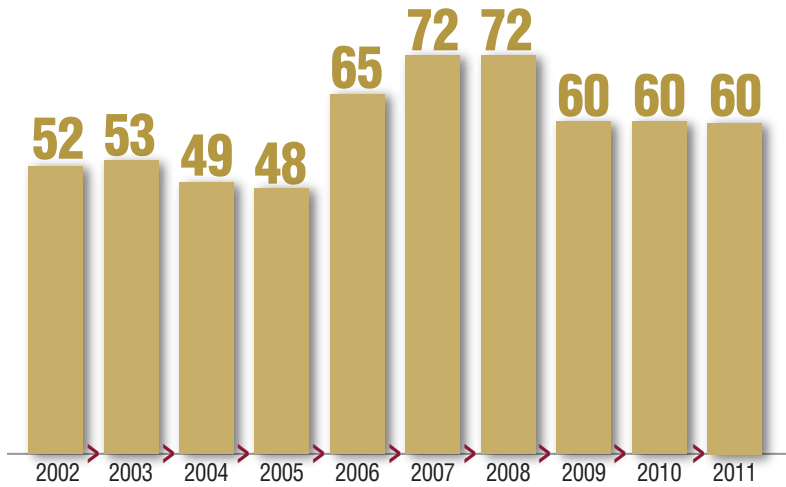


## Average Number of Annual Access Control Installations Per Dealer



The average number of access control projects held firm for the third year in succession at 60 installations. More than three-fourths (76 percent) of installing security contractors only install 1-4 access control systems per month, and nearly nine in 10 (86 percent) install fewer than 10 each month. Large companies (\$10 million or more in annual revenues) are putting in an average of 168 access systems on an annual basis compared to just 120 two years ago.

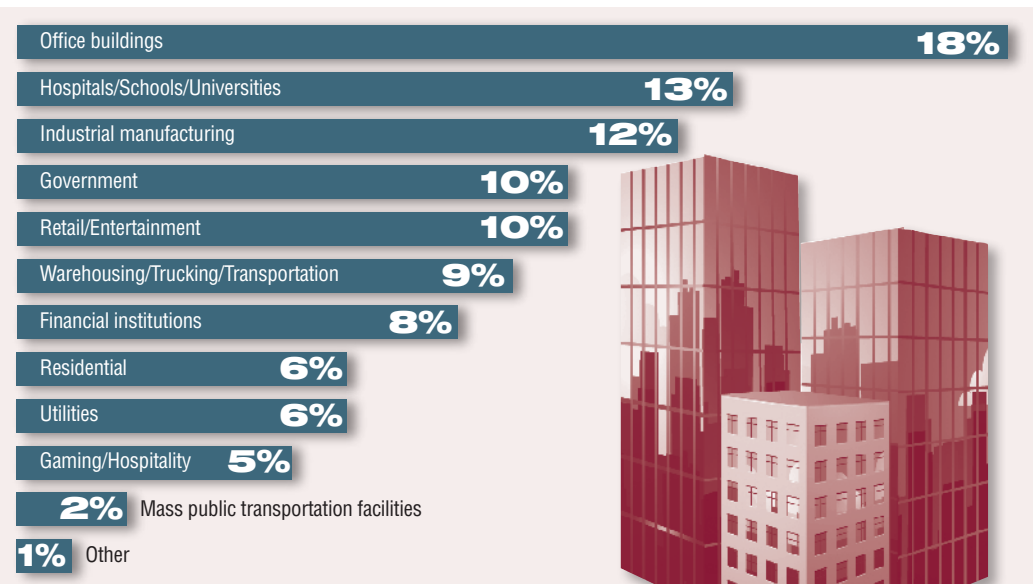
## Average Number of Doors/Entryways Per Installation



Considering the average price per door/entryway in an access control installation is \$1,245, security contractors are charging an average of \$8,715 per installation, which is an \$819 decrease from 2010 when respondents reported charging \$1,362 and also averaged seven openings per installation. One in five projects (21 percent) involve just four doors/entryways.

## Percentage of Access Control Sales Revenue Compared by Source Type

The office buildings access control market continued to slowly rebound after taking an extreme 10-percentage-point hit in 2008 by edging upward 1 point for the second year in a row. Overall though, the changes were subtle. Hospitals/school/universities traded a point with industrial manufacturing to swap positions, and mass transportation was halved with a 2-point decline. Residential comprises 11 percent of access revenues for small companies (revenues less than \$1 million).



## ACCESS CONTROL Fast Facts

- Average gross profit margin for access control installations is **29 percent**.
- Average price charged per door/entryway for an access control system is **\$1,245**.
- Installing companies collect **17 percent** of their overall revenues annually from access control jobs, even with 2009 and 2010.
- On average, dealers/integrators say **34 percent** of their access control installations include some sort of **integration** with video surveillance, intrusion or other security systems.
- Half (**50 percent**) of respondents say that they offer remote **managed access** control services.
- A third (**33 percent**) of security contractors often include ID **card printers** as part of their project proposal.
- The **office building** environment accounts for **18 percent** of all access control system installations.
- A little more than half (**51 percent**) of access control installations are **networked**.
- **Outdoor** applications are included in **17 percent** of access control projects.
- Average percentage of access installations including **biometrics** applications is **8 percent**.