

2011 Research Review

SSI conducts several major research projects each year. Following are excerpts from the Security Spending Survey (March); Systems Integrator Study (April); Super Security Fleets (June); Operations & Opportunities Report (August); and Corporate End-User Study (September).

Security Spending Survey

Median Monthly Amounts Spent by Each Company

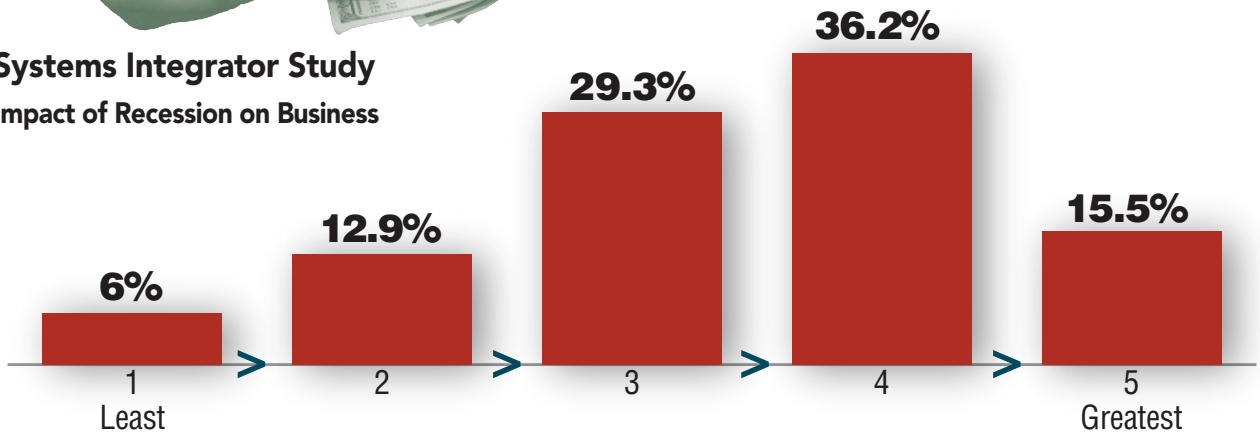
Product Category	Amount Spent
Total All Equipment/Systems	\$25,000
Access Control Equipment/Systems	\$5,500
Fire/Life-Safety Equipment/Systems	\$5,000
Intrusion Equipment/Systems	\$3,250
Video Surveillance Equipment/Systems	\$9,000
Miscellaneous Devices, Accessories, Cabling	\$4,000

Total Median Monthly Amounts Spent by Company Revenue

2010 Gross Revenue	Amount Spent on All Equipment/Systems
Less than \$100,000	\$2,000
\$100,000-\$499,000	\$6,500
\$500,000-\$999,999	\$21,250
\$1M - \$4.9M	\$50,000
\$5M - \$9.9M	\$95,000
\$10M - \$25.9M	\$212,500
\$26M - \$49.9M	\$250,000
\$50M - \$99.9M	N/A
\$100M+	\$1,000,000



Systems Integrator Study Impact of Recession on Business



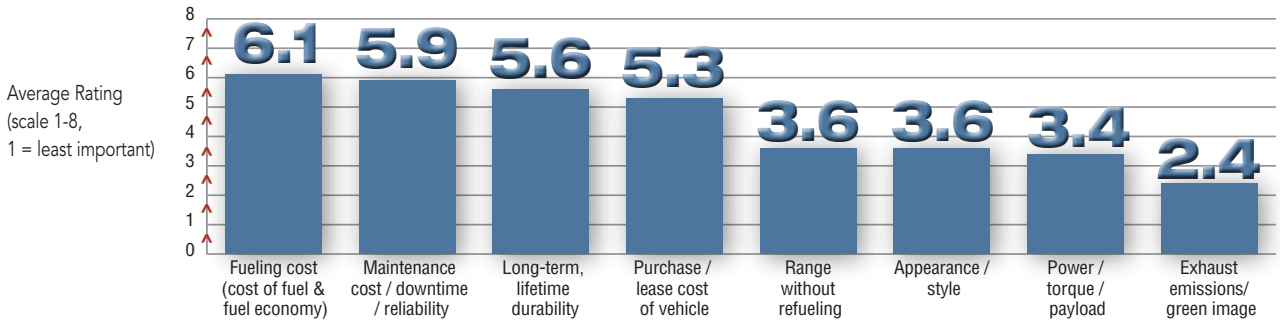
Recession-Related Actions Taken Place at Company in the Past Year

Minimal raises	64.6%
Salary freezes	52.5%
Layoffs of full-time employees	42.4%
Layoffs of non-full-time employees	26.3%
Shift reductions	16.2%
Closing of offices/branches	14.1%
Sale or failure of company	4%

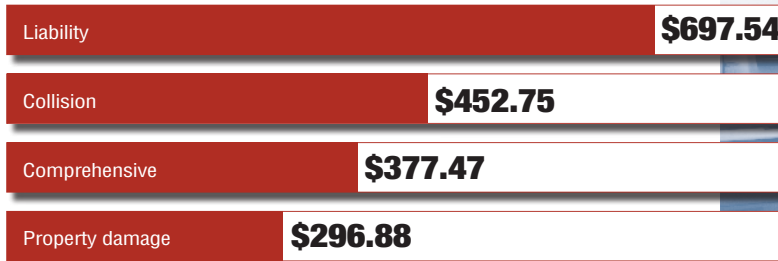
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Super Security Fleets Study

Rank the following in order of importance to your fleet ...

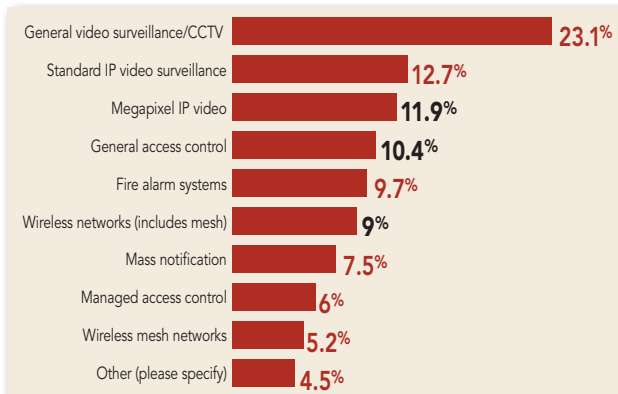


What is your annual insurance coverage cost per vehicle?

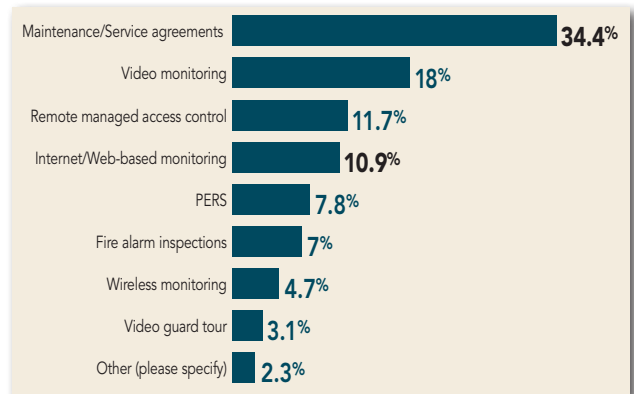


Operations & Opportunities Report

If you had to identify one type of technology to generate more nonrecurring revenues, what would it be?

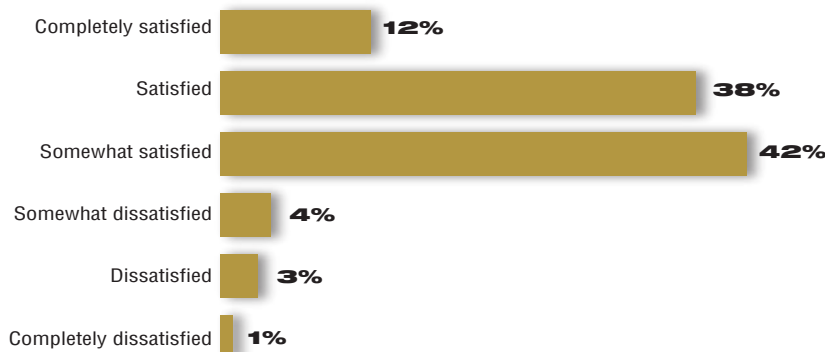


If you had to identify one service to tap into to generate more recurring revenues, what would it be?



Corporate End-User Study

Level of Satisfaction With Security Contractor



Top 5 Security and Risk Management Issues

1. Budget/Funding
2. Lack of qualified manpower
3. Internal thefts
4. Training
- 5t. Management
- 5t. Outdated equipment