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The background of the cover is a glowing blue circuit board pattern. A large, dark blue keyhole cutout is positioned on the right side, partially overlapping the text. The text is white and bold, centered over the keyhole area.

2017 SECURITY ELECTRONICS CONTRACTORS REPORT

This report is published by Correctional News, the information source for the correctional construction market.
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ANNUAL SECURITY ELECTRONICS CONTRACTORS LIST

	Company	Contact	Geographic Area Covered	Annual Revenue	Largest Contract in Past Year	Value of Jobs Under Contract	Completed Projects in Past Year	Number of Employees	
REVENUES \$20 MILLION AND ABOVE	Sierra Detention Systems Brighton, Colo. www.sierracompanies.com	Bryan Trojan 720.881.6753	U.S.	\$28 million	\$5.2 million	\$32 million	31	108	REVENUES \$20 MILLION AND ABOVE
	Accurate Controls Ripon, Wis. www.accuratecontrols.com	TJ Rogers 920.748.6603	U.S.	\$22 million	\$7.3 million	\$43 million	37	70	
REVENUES \$5 MILLION TO \$15 MILLION	Cornerstone Detention Madison, Ala. www.cornerstonedetention.com	Ken Fuller 334.286.4278	U.S. & International	\$14.5 million	\$3.1 million	\$29 million	24	16	REVENUES \$5 MILLION TO \$15 MILLION
	CML Security Erie, Colo. www.cmlsecurity.us	J.J. Ramsey 303.704.6036	U.S. & International	\$12.7 million	\$5.8 million	\$18 million	22	40	
	Southern Folger Detention Equipment Company San Antonio, Texas www.southernfolger.com	Michael Chike 210.533.1231	U.S.	\$9 million	\$2.6 million	\$12 million	24	21	
	P2 Controls Malvern, Pa. www.p2controls.com	Nicholas Carman 610.644.8300	U.S. & International	\$9 million	\$1.1 million	\$3.4 million	22	16	
	South Western Communications Inc. (SWC) Decatur, Ala. www.swc.net	Rick Holmes 256.351.2445	U.S.	\$7.1 million	\$1 million	\$4.9 million	27	32	
	Secure Control Systems San Antonio, Texas www.securecontrolsystems.com	Brian Mikiten 210.530.5245	U.S., Mexico and Canada	\$5 million	\$3.2 million	N/A	15	15	
	Esitech Inc. Richmond, Va. www.esitechinc.com	Jeff Power 804.672.3223	Continental U.S.	\$5 million	\$1.8 million	\$6 million	15	20	
REVENUES LESS THAN \$5 MILLION	Simpson Security Systems Inc. Alexandria, La. www.simpsonsecurity.com	Keith Simpson 318.443.3391	U.S.	\$4.6 million	\$1.2 million	\$2.6 million	20	60	REVENUES LESS THAN \$5 MILLION
	Sweeper Metal Fabricators Corp. Drumright, Okla. www.sweepermetal.com	John Schiffmacher 918.352.2133	U.S.	\$3.5 million	\$1.3 million	\$4.1 million	11	9	
	Justice Systems Corp. Kent, Wash. www.justicesys.com	Paul Allyn 253.236.4817	Western U.S., Pacific Coast	\$2.5 million	\$5 million	\$5.8 million	6	10	
	Unique Security Inc. Montgomery, Ala. www.uniquesecurityinc.com	Gary Hart 334.239.8343	Midwest to East Coast U.S., International	\$2.1 million	\$400,000	\$5.1 million	6	12	
	Easter-Owens Arvada, Colo. www.easter-owens.com	Erica Easter 303.431.0111	North America	\$519,204	\$90,000	N/A	10	65	

*Bulk of data for 2017 SEC List is based on information collected from 2016 records.

Additional SECs

Argyle Security
San Antonio, Texas
www.argylesecurity.com

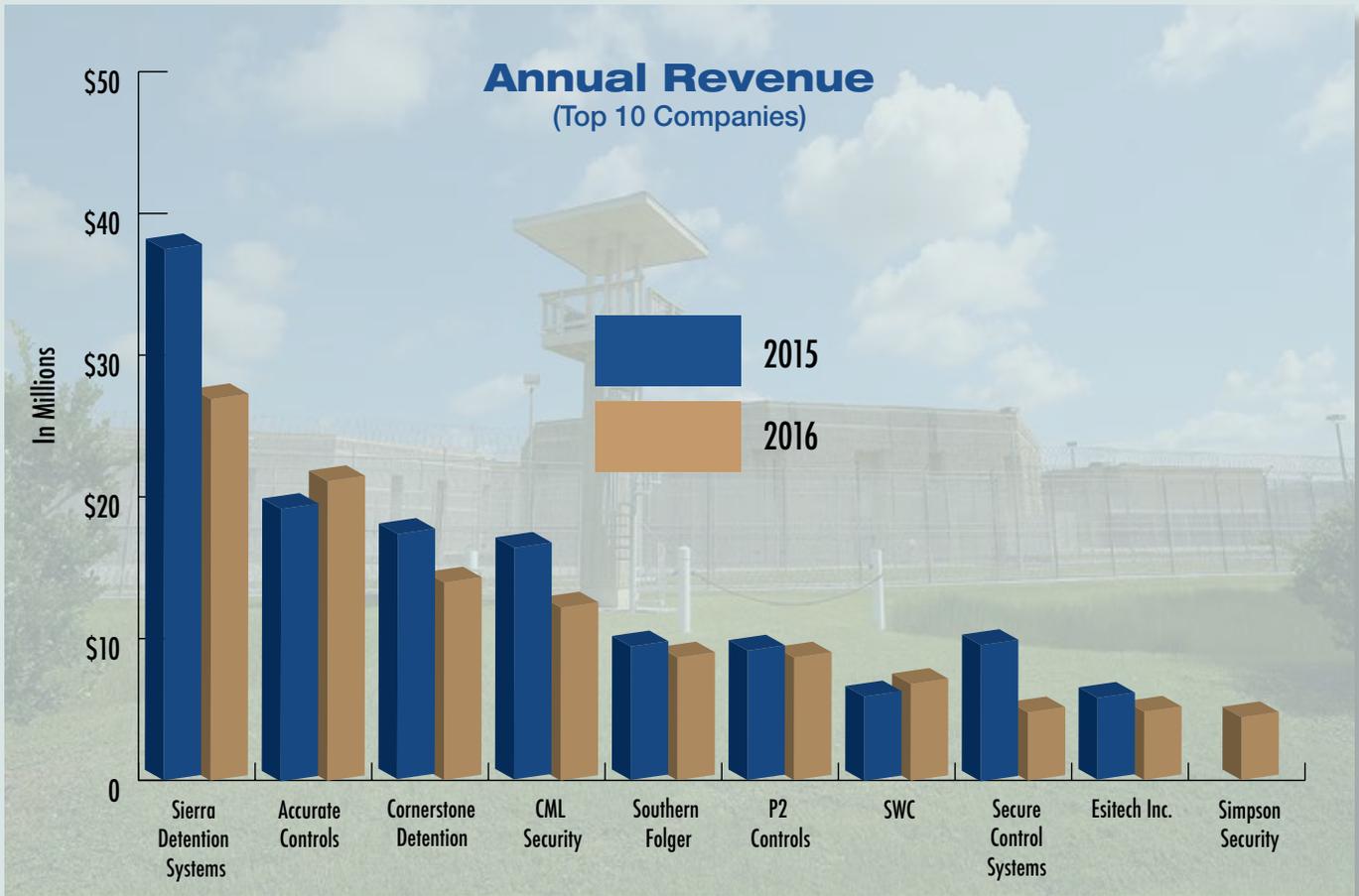
Montgomery Technology Systems LLC
Greenville, Ala.
www.montgomerytechnology.com

Stanley Security
Fishers, Ind.
www.stanleycorrectionalservices.com

* Additional SECs include SEC companies that did not provide information for the 2017 SEC List.

Value of Current Jobs Under Contract	
1 Accurate Controls	\$43 million
2 Sierra Detention Systems	\$32 million
3 Cornerstone Detention	\$29 million
4 CML Security	\$18 million
5 Southern Folger	\$12 million

Largest Contract in Past Year	
1 Accurate Controls	\$7.3 million
2 CML Security	\$5.8 million
3 Sierra Detention Systems	\$5.2 million
4 Secure Control Systems	\$3.2 million
5 Cornerstone Detention	\$3.1 million



**Bulk of data for 2017 SEC List is based on information collected from 2016 records.*

Touch Screens, Video & Drones Shape the SEC Market

By Jessie Fetterling

Security electronics contractors (SECs) continue to stay ahead of the curve as emerging technologies shape the future of the corrections market. Correctional News spoke with David Beeler, executive vice president, Argyle Security; Ken Fuller, electronics estimating manager for Cornerstone Detention; and Keith Thoene, president, CML Security, to get a sense of the latest trends in the industry.

Q: *How long have you been in the SEC industry, and what is the biggest change you've seen in recent years?*

Beeler: I have been in the correctional security electronics industry for 26 years, and there have been numerous changes, but the reliance on software, networking and computer operating systems has definitely been the most prevalent.

payloads are easily available and relatively cheap. They can be pre-programmed to fly to a certain GPS spot and drop the payload. If the pilot doesn't wish to retrieve the drone, they can be long gone. Argyle is currently scrutinizing technologies to detect drones; however, we have found there are already some U.S. laws that limit our ability to effectively stop them.

Fuller: I think that current impact from emerging technologies is minimal or incremental. This has been a conservative market since it depends on taxpayer dollars, so whatever the latest 'emerging' technology is on any given day, the bottom line is that the use of technology must make sense operationally, must be reliable and must be cost effective. When you test for these criteria, there is simply not a next big thing that fits the bill right now. I think that the No. 1 thing driving the SEC and DEC markets is simply the overwhelming need to upgrade or replace existing facilities that are becoming unsafe

“There is no doubt that digital video has had the biggest impact on the market over the last decade, and I think that it will continue to do so as it has been such a great tool for our customers,” said Fuller.

Fuller: I got my start in this business as an electronics installer in the 1980s. I've seen a lot of changes over the years — some welcome, some not. Having lived through the economic downturn that wreaked absolute havoc on this and many other industries, the biggest and most welcome change that I've seen in recent years has been the slow but steady return of the SEC market.

Thoene: I have been in the SEC industry since 2003. The biggest change in the industry in recent years has been the consolidation of several businesses around the U.S. This movement has slowed down as of late, but it has moved many relationships around the industry, as people have jumped to new employment opportunities. While being a stressful process for the individual, I believe it has built a higher level of dialogue between firms. We see more partnerships chasing larger work and taking advantage of each other's strengths.

Q: *What emerging global technologies are driving the SEC market?*

Beeler: The popularity of drones and their effective ability to deliver contraband inside the perimeter security has been the latest concern. Large drones that are capable of carrying large

and difficult to operate due to their age. There are of course the less visible but nonetheless important, incremental features and improvements to existing technology that we incorporate into our systems as they become available. That said, I do think that there are one or two interesting technologies on the distant horizon that might meet the criteria test, one of which is augmented reality.

Thoene: CCTV equipment continues to be the most dynamic factor in CML's projects. With the increasing desire for documentation, in addition to the obvious safety factors, the average system continues to grow in device count as well as

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Beeler



Fuller



Thoene

retention requirements. Video-storage solutions change by the day, and it has become affordable to discuss petabytes, instead of terabytes, and this trend will only continue as technology develops.

Q: *How are some of these technologies shaping the corrections market and vice versa?*

Beeler: The video technology and equipment currently being produced keeps getting better and better. For example, a few years ago, a 1-megapixel

camera is in a sallyport looking down, then a 1- or 2-megapixel will be more than sufficient. A mix is probably the best solution.

Fuller: One example would be multi-touch, touch-screen technology. This has been mainstream for some time on consumer cell phones, but has just become available over the last few years in the larger flat panels that we use for control interfaces.

Thoene: The volume of traffic on our networks coupled with the exploding

resolutions, owner combined networks and information sharing. Integrators are hiring more network and operating system specialists. Most projects require our system(s) to be administered by the facility as part of their network, which requires much more coordination, education (for both parties), time and costs. We have learned, for example, a network configuration that is appropriate for data and phone is not the most efficient for video streaming.

Fuller: There is no doubt that digital video has had the biggest impact on the market over the last decade, and I think that it will continue to do so as it has been such a great tool for our customers. We are seeing digital video storage prices continuing to drop while camera resolutions are continuing to increase and new camera options like omnidirectional cameras have become available. This is giving our customers such a wide range of choices, and it has become easier for them to select what works best for them without having to compromise as much. We've kept abreast of all these developments by

“The video technology and equipment currently being produced keeps getting better and better. For example, a few years ago, a 1-megapixel camera was a big deal. Now, we are seeing 5-megapixel units becoming the standard,” said Beeler.

camera was a big deal. Now, we are seeing 5-megapixel units becoming the standard. Although the image looks better, the storage space on the network increases and the hard drive increases — all of which drives the cost up. Does the increased resolution justify the cost? That depends. If the camera count is reduced because one, 5-megapixel camera with its higher resolution can cover more area (dayrooms and recreation areas, for example), then, yes. If the high-resolution

number of devices involved has pushed CML to adjust our training and hiring, with a focus on network engineering as a much more significant portion of the staff growth.

Q: *What is the No. 1 trend in the corrections market that has changed the SEC market in recent years, and how has your company evolved with that trend?*

Beeler: There is more reliance on computer networking, higher camera

working closely with our suppliers.

Thoene: The involvement of SEC firms as design-assist partners seems to be the trend on most of the larger, more-complex projects. With so much at risk for



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the construction manager with the guaranteed maximum price or stipulated sum, they are mitigating some of this risk by involving the subcontracting community, specifically for the specialty trades. CML has tried to grow with this trend by developing talent that can effectively engage in the preconstruction phases. These team members have to respond to the flood of design updates, providing value-based input, while ensuring the pricing is clear, current and accurate.

Q: *What is the largest SEC project your company is currently working on?*

Beeler: Currently, Argyle's largest security electronics project is the East County Detention Center in Indio, Calif., with the sale price of more than \$4 million. Previously, we were working on the California Health Care Facility in Stockton, Calif., at more than \$16 million, which was completed in 2013.

Fuller: The biggest project that we are currently working on is the County of Santa Barbara Northern Branch Jail Project, located near the city of Santa Maria, Calif., with an approximate value of \$16 million.

Thoene: CML's largest active project right now is the Maricopa Intake Transfer Release Facility in Phoenix with Hensel Phelps. CML is the design-assist partner for the [project], and we are responsible for the detention equipment and security electronics scopes of work.

Q: *What low-cost security devices or design considerations are available or would you like to see in the market today?*

Beeler: I would like to see more information sharing between manufacturers, consultants and integrators. Each party has their respective purpose, but only together can the most vetted and lowest-cost solutions be implemented.

Fuller: All of the equipment we provide has economical implementations available, and we are often asked to work with

owners, consultants and architects to point out areas where costs might be reduced in some manner. There is a cost-benefit tug-of-war, but savings can be had without much impact if thoughtful decisions are made. For example, UPS backup times are often over-specified far beyond what would ever be necessary. Another example is the often-seen requirement to provide software development packages.

Thoene: As stated previously, video storage continues to become more affordable and this trend will continue. We also have tested out some new remote I/O solutions that have become available, which should help reduce costs in certain PLC installations.

Q: *What do you see as the future of the SEC market?*

Beeler: The future is always driven by current needs such as cell phone and drone detection. When applicable, technologies become available at a reasonable cost, so we will start to see more of these systems implemented as a standard, especially in the base construction documents. We will also see more improvement in video analytics where the video system sees and alerts officers in real time to pre-programmed events such as fights, inappropriate gatherings, carts being in the wrong place and so on. Analytics have existed but have been used more for basic motion detection.

Fuller: More of the same — the future is bright. I'm optimistic that we will see continue to see a steady increase in growth for our segment, and on the technology front, I think that we may be moving towards some new solutions in the coming years that will radically change our offerings for the better. Time will tell.

Thoene: It appears that the next couple years will be a busy time for most all the SECs, due to the robust construction economy. CML is excited to see the industry continue to recover from the slow period a few years back and are enjoying the new relationships that are forming throughout the industry. ■

4 Key Elements to a Successful Security System Upgrade

By Michael Chike

Aging security electronic systems have become a mainstay in today's correctional industry. A growing number of correctional facilities find themselves trapped somewhere between outdated analog systems and obsolete digital technologies. Analog systems are plagued with limited functionality, high-maintenance costs and limited-to-no options in the areas of scalability or expandability.



Chike

These factors can strain a facility, not just in operations, but overall security as well. Obsolete digital technologies also experience a fair share of issues. One common issue occurs when a system is no longer supported by large technology corporations, therefore eroding support typically needed to keep the system operating optimally. The inevitable result is an inoperable or inefficient system. A prime example of this situation could be seen in Microsoft's press release in April 2014 regarding the "end of life" of its legendary Windows XP operating system. The release stated: "After 12 years, support for Windows XP ended April 8, 2014. There will be no more security updates or technical support for the Windows XP operating system. It is very important that customers and partners migrate to a modern operating system such as Windows 10." This created a "Microsoft Effect" as it impacted all major manufacturers of both hardware

and software who primarily used the Windows XP operating system in the correctional industry. As such, this article will discuss four key elements to consider when upgrading your existing security electronics system.

1. The Security Consultant

The first key element of a successful security system upgrade is the selection of the right security electronics consultant. This selection is a vital element to the process as the right security electronics consultant is one that will effectively and efficiently guide its client through the proper segments needed to implement a successful security system upgrade. When selecting a security electronics consultant, some of the items that should be considered are:

- History and track record: The experience and track record of the consultant should always receive very strong consideration.
- Openness to facility's needs: Select an intuitive consultant that will listen to your needs and design a fitting system that puts your needs above their comfort.
- Method of delivery: Ensure that the consultant encourages a value-based delivery over a cost-based delivery.

2. The Technology

With the ever-expanding growth of digital technology as well as the rapid rise of IOT (Internet of Things), owners would be well advised to stay informed on technological advancements available in the market. However, caution should be exercised not to callously embrace the newest technology but systematically focus on those that have been tried, tested and provided favorable results that align with your organizational goals. Increasing knowledge on industry standards that focuses on compatibility of devices and ease of communication

between network devices will lead to the best path for your specific needs. Interoperability between network devices (independent of manufacturer) and true functionality of products will prevent you from being entrapped in a web of proprietary systems. Owners should take advantage of standards such as ONVIF (Open Network Video Interface Forum) — a global forum open to manufacturers, software developers, consultants, system integrators, end users and other interest groups.

The introduction of devices such as cameras and access control systems can also greatly enhance the security of a facility. These devices can be used for informative and deductive purposes such as video analytics. Smart devices also enable predictive maintenance, prolonging the life span of systems that are properly maintained.

3. The Security Integrator

The third element that is key to implementing a successful security system upgrade is selecting the right security integrator. This can be a difficult task today with cost being a key factor with most security system upgrades. Below are some qualities to consider when selecting your security system integrator:

- Work flexibility in an occupied facility: A key when selecting your security integrator is their ability to work in an occupied facility in such a way that will create minimal risk to your

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operations and prevent increased operational hours due to the inability to adjust to an occupied facility.

- **Effective cost reduction:** Pick an integrator that becomes part of your design team and can aid in reducing overall project cost without compromising the facility security.
- **Company stability:** It is common knowledge in the industry that integrators come and fade away after a short while; therefore, it is imperative to ensure the stability of the integrator before committing to it.
- **Experience:** Unlike new construction projects that start from scratch, security system upgrades are complex in nature due to varying existing conditions and systems. It is imperative to select an integrator who is competent, capable and knowledgeable in the area of retrofit and upgrades — one who truly understands how to perform detailed site assessments, develop and deliver a functional implementation design and perform relevant factory acceptance testing.

4. The Training

The final element to a successful security electronics upgrade is training. Ensuring that your staff is properly trained to use the new security system is a really important part of the process. Implementing a new advanced technological system without providing proper training on all its features and benefits

is as detrimental as being stuck with the old system. Some ways to ensure that your staff is properly trained to use the new systems are:

- **Don't let training be an afterthought:** A common mistake is that training is not a forethought but an afterthought. The bulk of the planning and even implementation tends to happen before any emphasis is placed on training, and this is ineffective. For optimal results, ensure that training is part of the package, as the system will only be efficient if it is used properly.
- **Train early and train often:** Begin to develop a training program in conjunction with your security system integrator early. Develop a program that integrates constant and recurring training, and ensure that your operators are always up to date.
- **Train the trainer:** Make sure you have the right officer to be part of the training program. Ensure that you have subject matter experts for your new system with the ability to continue building on your already developed training program.

And, always remember: Training is not an event but an ongoing process.

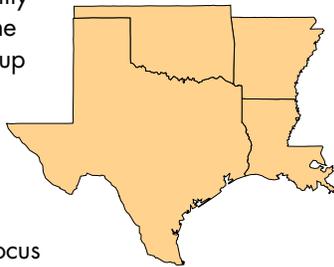
Michael Chike is the director of security electronics at San Antonio, Texas-based Southern Folger Detention Equipment Company.

construction report

SOUTH CENTRAL

Planning

Marion County, Ark., recently finalized funding mechanisms for the construction of a new county jail and law enforcement center in Yellville. The county will dedicate funds yielded from a voter-approved 0.5 percent sales tax to support the project, which will include the construction of a new 60-bed jail. Work on the estimated \$7.7 million facility is expected to begin in late June or early July and should wrap up in late 2018. The new facility will replace an existing 37-year-old jail that is rated for just 15 inmates and does not comply with current codes. Construction will also focus on establishing a new county sheriff's office and 911 dispatch center. SouthBuild of Collierville, Tenn., completed a feasibility and site study on the project in 2015. More information may become available at the county's website: <http://marioncounty.arkansas.gov>.



PACIFIC

Planning

Officials in **Thurston County, Wash.**, are seeking support from the state Legislature (specifically a change to current laws to allow more time to pay back construction bonds) to construct a new county courthouse. The new structure would replace the existing building, which is nearly 40 years old and poses numerous maintenance and safety issues. The project has been under discussion since 2015 and is estimated to cost between \$175 million and \$200 million upon completion. The project is currently in the planning phase and the county is now assessing possible sites. More information about the project, as well as bidding information, will be posted at: <http://www.co.thurston.wa.us/Thurston-County-RFP.htm>.

