



Performance Benchmarking Program

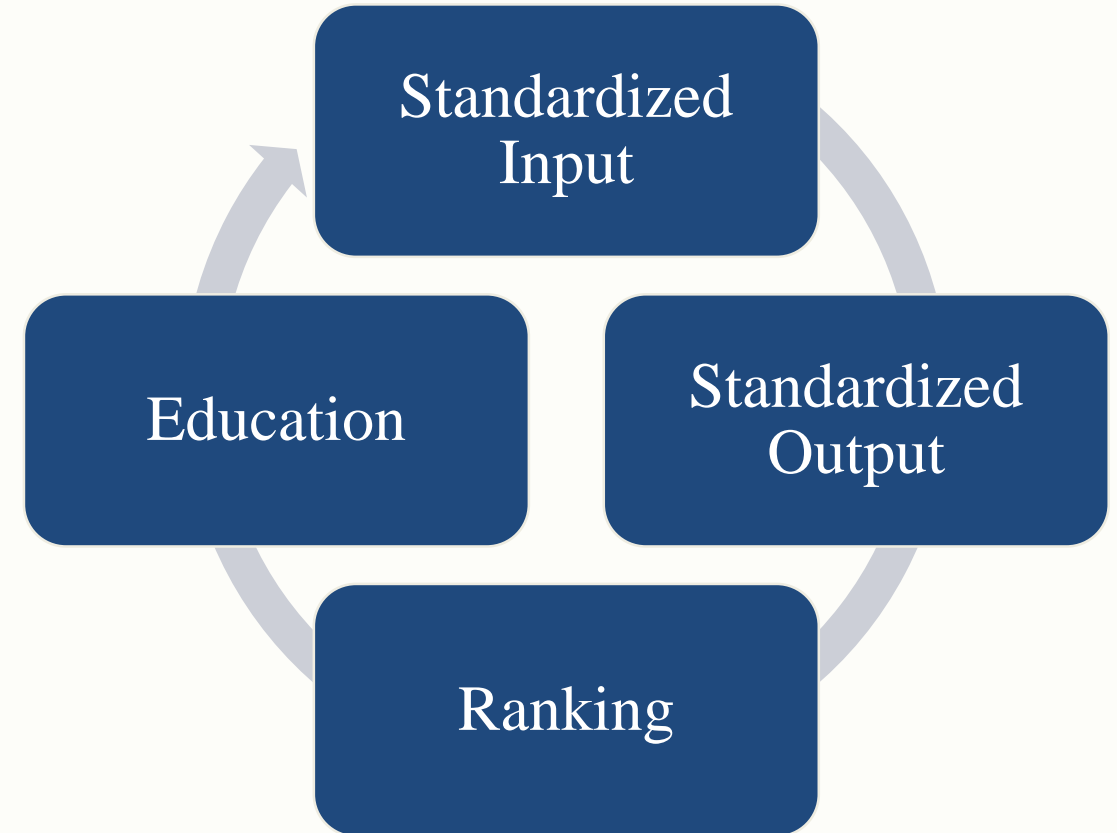
ANGroup & BARNESASSOCIATES

April 4, 2018

The Program



- Optimal “framework” for articulating RMR businesses
 - Focus operational efforts
 - Communicate value creation
- Within the “framework”, measure and compare performance
- Share best practices and find incremental improvements in the business



Standardized View

RECURRING & SERVICE

Recurring
Services

Repair
Systems

Attrition

Example Metrics

- Attrition Rate
- Margin on Monitoring & Service
- Monitoring Cost per Account
- Systems Serviced per Service Technician
- Service Calls per Service Technician
- Service Calls per Account

SALES & INSTALLATION

Creating New
Relationships

Installing Alarm
Equipment

Example Metrics

- Systems Installed per Salesperson
- Creation Multiple
- Margin on Installations
- Installation Revenue to RMR
- Added RMR to Equipment Expense

G&A Expense Allocated to Both Activities

Submission and Deliverables

AN Group & BARNESASSOCIATES
AIM Performance Benchmarking Program
Alam Company, Inc.

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
Submitted Data								
SECTION 1 - INCOMES STATEMENT								
TOTAL ALARM REVENUE								
Recurring Revenue	1,000,000	1,010,000	1,020,000	1,050,000				
Time and Material Billing	70,000	60,000	100,000	85,000				
Installation Revenue	560,000	500,000	480,000	600,000				
Total Revenue	1,630,000	1,570,000	1,600,000	1,735,000	0	0	0	0
DIRECT EXPENSE								
Monitoring Expense	200,000	225,000	230,000					
Service Expense	200,000	190,000	200,000					
Sales Expense	160,000	210,000	205,000					
Installation Expense								
Installation Expense - Labor	240,000	210,000	208,000					
Installation Expense - Material	231,000	190,000	238,000					
Installation Expense - Other	42,000	36,000	42,000					
Total Installation Expense	513,000	436,000	488,000					
Total Direct Expense	1,073,000	1,061,000	1,123,000					
GENERAL & ADMINISTRATIVE EXPENSE								
	370,000	400,000	415,000					
NET OPERATING INCOME								
	187,000	109,000	62,000					
SECTION 2 - RMR & SYSTEMS								
Beginning of Qtr RMR								
	340,000	346,850	353,600					
Added								
Acquired	0	0	0					
New Sales	10,000	9,000	9,500					
Resigns	1,000	1,200	1,700					
Rate Increases	900	1,500	1,200					
Other	100	50	75					
Total Added	12,000	11,750	12,475					
Lost								
Unhappy with service / system / price	400	100	0					
Moved	2,500	3,500	4,500					
Out of Business	100	0	100					
Cannot afford system / service	50	100	125					
Company cancel / financial cancel	1,500	500	2,000					
Partial cancel / rate reduction	100	500	75					
Other	500	300	475					
Total Lost	5,150	5,000	7,275					
End of Qtr RMR	346,850	353,600	358,800					



Guidelines and Definitions



Q4 2016

Prepared by BARNESASSOCIATES

Publish Date: 01/01/2017

Revision Date: 01/01/2017

Internal Growth Rate of RMR Base

Company Name	Q116		Q216		Q316		Q416		Q117		Q217		Q317		Q417	
	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank
Company Alpha	NA		NA		NA		NA									
Company Bravo	0.5%	10	2.8%	7	(2.8%)	13	0.2%	10								
Company Charlie	0.2%	11	(0.3%)	10	0.4%	9	(0.5%)	11								
Company Delta	(2.2%)	12	(0.5%)	11	0.6%	8	(1.0%)	12								
Company Echo	3.0%	4	9.2%	2	3.4%	4	5.2%	6								
Company Foxtrot	2.9%	5	2.9%	6	1.4%	7	1.4%	8								
Company Golf	NA		NA		NA		NA									
Company Hotel	1.9%	6	(0.6%)	12	(1.0%)	11	0.4%	9								
Company India	25.6%	1	8.3%	3	19.1%	2	8.5%	3								
Company Juliet	3.4%	3	5.2%	4	(1.5%)	12	7.6%	4								
Company Kilo	9.8%	2	10.7%	1	7.6%	3	9.8%	2								
Company Lima	1.3%	8	1.6%	8	1.6%	6	(1.9%)	13								
Company Mike	1.1%	9	0.3%	9	2.2%	5	6.0%	5								
Company November	NA		NA		22.0%	1	22.9%	1								
Company Oscar	1.7%	7	3.9%	5	(0.1%)	10	5.2%	7								
Group Average	4.1%		3.6%		4.1%		4.9%									

Submission Form

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
Submitted Data								
SECTION 1 - INCOME STATEMENT								
TOTAL ALARM REVENUE								
Recurring Revenue	1,000,000	1,010,000	1,020,000	1,050,000				
Time and Material Billing	70,000	60,000	100,000	85,000				
Installation Revenue	560,000	500,000	480,000	600,000				
Total Revenue	1,630,000	1,570,000	1,600,000	1,735,000	0	0	0	0
DIRECT EXPENSE								
Monitoring Expense	200,000	225,000	230,000	240,000				
Service Expense	200,000	190,000	200,000	195,000				
Sales Expense	160,000	210,000	205,000	230,000				
Installation Expense								
Installation Expense - Labor	240,000	210,000	208,000	235,000				
Installation Expense - Material	231,000	190,000	238,000	230,000				
Installation Expense - Other	42,000	36,000	42,000	51,000				
Total Installation Expense	513,000	436,000	488,000	516,000	0	0	0	0
Total Direct Expense	1,073,000	1,061,000	1,123,000	1,181,000	0	0	0	0
GENERAL & ADMINISTRATIVE EXPENSE	370,000	400,000	415,000	380,000				
NET OPERATING INCOME	187,000	109,000	62,000	174,000	0	0	0	0

Submission Form

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
Submitted Data								
SECTION 2 - RMR & SYSTEMS								
Beginning of Qtr RMR	340,000	346,850	353,600	358,800				
Added								
Acquired	0	0	0	500				
New Sales	10,000	9,000	9,500	7,000				
Resigns	1,000	1,200	1,700	1,400				
Rate Increases	900	1,500	1,200	600				
Other	100	50	75	0				
Total Added	12,000	11,750	12,475	9,500	0	0	0	0
Lost								
Unhappy with service / system / price	400	100	0	35				
Moved	2,500	3,500	4,500	2,979				
Out of Business	100	0	100	35				
Cannot afford system / service	50	100	125	235				
Company cancel / financial cancel	1,500	500	2,000	1,233				
Partial cancel / rate reduction	100	500	75	133				
Other	500	300	475	580				
Total Lost	5,150	5,000	7,275	5,230	0	0	0	0
End of Qtr RMR	346,850	353,600	358,800	363,070	0	0	0	0
Average number of systems monitored	6,937	7,072	7,176	7,261				
Average number of systems serviced	7,137	7,272	7,376	7,461				

Submission Form

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
Submitted Data								
SECTION 3 - HEADCOUNT (FTE)								
Central Station Operators - Incl Managers	13.0	13.0	13.0	13.0				
Alarm Response Investigators	0.0	0.0	0.0	0.0				
Service Technicians - In House	6.0	5.0	5.0	6.0				
Service Support Personnel - Incl Managers	4.0	4.0	4.0	4.0				
Service Technicians - Subcontractor	0.0	0.0	0.0	0.0				
Salespersons - Including Managers	7.0	8.5	8.5	6.5				
Installers - In House	7.0	7.5	7.5	7.5				
Installer Support Personnel - Incl Managers	2.0	2.0	3.0	5.0				
Installers - Subcontractor	1.0	1.0	1.0	0.0				
Executive & Administrative	7.0	7.0	7.0	8.0				
Total	47.0	48.0	49.0	50.0	0.0	0.0	0.0	0.0

Submission Form

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
Submitted Data								
SECTION 4 - COMPANY PROFILE								
Current RMR Breakdown %								
By Type of RMR								
Monitoring (owned RMR)	60.0%	60.0%	60.0%	60.0%				
Monitoring (wholesale RMR)	0.0%	0.0%	0.0%	0.0%				
Maintenance Contract RMR	25.0%	25.0%	25.0%	25.0%				
Lease RMR (incl Mon & Maint)	15.0%	15.0%	15.0%	15.0%				
	100.0%	100.0%	100.0%	100.0%	0.0%	0.0%	0.0%	0.0%
By Type of Customer								
Mass Marketed Residential RMR	10.0%	10.0%	10.0%	10.0%				
Residential (traditional) RMR	60.0%	60.0%	60.0%	60.0%				
Medical PERS	0.0%	0.0%	0.0%	0.0%				
Small / Medium Commercial RMR	30.0%	30.0%	30.0%	30.0%				
Large Commercial / Industrial RMR	0.0%	0.0%	0.0%	0.0%				
	100.0%	100.0%	100.0%	100.0%	0.0%	0.0%	0.0%	0.0%
By Current New System Sales								
Mass Marketed Residential RMR	10.0%	10.0%	10.0%	10.0%				
Residential (traditional) RMR	55.0%	55.0%	55.0%	55.0%				
Medical PERS	0.0%	0.0%	0.0%	0.0%				
Small / Medium Commercial RMR	35.0%	35.0%	35.0%	35.0%				
Large Commercial / Industrial RMR	0.0%	0.0%	0.0%	0.0%				
	100.0%	100.0%	100.0%	100.0%	0.0%	0.0%	0.0%	0.0%

Submission Form

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
Submitted Data								
SECTION 5 - Miscellaneous								
Total Number of Service Calls in Quarter	1,200	1,000	1,300	1,600				
# Police Dispatches in Quarter	900	800	800	700				
# Central Station signals in quarter subject to police dispatch	8,500	9,500	10,000	9,500				

Metrics Calculated

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
OUTPUT								
RECURRING AND SERVICE								
<u>Recurring & Service Margin Build-up</u>								
Recurring Revenue	93.5%	94.4%	91.1%	92.5%	0.0%	0.0%	0.0%	0.0%
Time and Material Billing	6.5%	5.6%	8.9%	7.5%	0.0%	0.0%	0.0%	0.0%
Recurring and T&M Revenue	100.0%	100.0%	100.0%	100.0%	0.0%	0.0%	0.0%	0.0%
Monitoring Expense	18.7%	21.0%	20.5%	21.1%	0.0%	0.0%	0.0%	0.0%
Service Expense	18.7%	17.8%	17.9%	17.2%	0.0%	0.0%	0.0%	0.0%
Gross Margin on Monitoring & Service Revenue	62.6%	61.2%	61.6%	61.7%	0.0%	0.0%	0.0%	0.0%
Allocated G&A Expense	17.3%	18.7%	18.5%	16.7%	0.0%	0.0%	0.0%	0.0%
Net Margin on Monitoring & Service Revenue	45.3%	42.5%	43.1%	44.9%	0.0%	0.0%	0.0%	0.0%
T&M Service Revenue to Recurring Revenue	7.0%	5.9%	9.8%	8.1%	0.0%	0.0%	0.0%	0.0%
T&M Service Revenue per Service Call	58.3	60.0	76.9	53.1	0.0	0.0	0.0	0.0
Number of Systems Monitored per Central Station Employee	534	544	552	559	0	0	0	0
Monthly Direct Monitoring Expense per System Monitored	9.61	10.61	10.68	11.02	0.00	0.00	0.00	0.00
Number of Systems Serviced per Service Technician including Subcontractors	1,190	1,454	1,475	1,244	0	0	0	0
Number of Systems Serviced per Service Dept Employee including Support Personnel	714	808	820	746	0	0	0	0
Number of Service Calls per Service Technician per Day*	3.1	3.1	4.0	4.1	0.0	0.0	0.0	0.0
Number of Service Calls per Service Department Employee per Day*	1.8	1.7	2.2	2.5	0.0	0.0	0.0	0.0
Number of Service Calls per Month per 100 Account Serviced	5.6	4.6	5.9	7.1	0.0	0.0	0.0	0.0

Metrics Calculated

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
OUTPUT								
RMR PERFORMANCE								
Quarterly Internal Growth Rate of RMR Base	2.0%	1.9%	1.5%	1.1%	0.0%	0.0%	0.0%	0.0%
Quarterly Overall Growth Rate of RMR Base	2.0%	1.9%	1.5%	1.2%	0.0%	0.0%	0.0%	0.0%
<u>Attrition Components</u>								
Unhappy w Service	0.5%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Moved	2.9%	4.0%	5.1%	3.3%	0.0%	0.0%	0.0%	0.0%
Out of Business	0.1%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
Cannot Afford	0.1%	0.1%	0.1%	0.3%	0.0%	0.0%	0.0%	0.0%
Financial	1.7%	0.6%	2.2%	1.4%	0.0%	0.0%	0.0%	0.0%
Rate Reduction	0.1%	0.6%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%
Other	0.6%	0.3%	0.5%	0.6%	0.0%	0.0%	0.0%	0.0%
Gross Attrition	6.0%	5.7%	8.2%	5.8%	0.0%	0.0%	0.0%	0.0%
Resigns	1.2%	1.4%	1.9%	1.6%	0.0%	0.0%	0.0%	0.0%
Net Attrition	4.8%	4.3%	6.3%	4.2%	0.0%	0.0%	0.0%	0.0%
Rate Increase Percentage (not annualized)	0.3%	0.4%	0.3%	0.2%	0.0%	0.0%	0.0%	0.0%
Resign Recovery % of Moves & Out of Business	38.5%	34.3%	37.0%	46.4%	0.0%	0.0%	0.0%	0.0%

Metrics Calculated

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
OUTPUT								
SALES AND INSTALLATION								
<u>RMR Creation Multiple Build-Up</u>								
Installation Revenue	(46.7x)	(42.6x)	(38.5x)	(66.7x)	0.0x	0.0x	0.0x	0.0x
Sales Expenses	13.3x	17.9x	16.4x	25.6x	0.0x	0.0x	0.0x	0.0x
Installation Labor	20.0x	17.9x	16.7x	26.1x	0.0x	0.0x	0.0x	0.0x
Installation Equipment	19.3x	16.2x	19.1x	25.6x	0.0x	0.0x	0.0x	0.0x
Installation Other	3.5x	3.1x	3.4x	5.7x	0.0x	0.0x	0.0x	0.0x
Gross Creation Multiple	9.4x	12.4x	17.1x	16.2x	0.0x	0.0x	0.0x	0.0x
Allocated G&A Expense	15.4x	17.0x	16.6x	21.1x	0.0x	0.0x	0.0x	0.0x
Net Creation Multiple	24.8x	29.4x	33.7x	37.3x	0.0x	0.0x	0.0x	0.0x
Gross Margin on Installation Revenue								
Before Sales Expense	8%	13%	-2%	14%	0%	0%	0%	0%
Gross Margin on Installation Revenue								
After Sales Expense	(20.2%)	(29.2%)	(44.4%)	(24.3%)	0%	0%	0%	0%
Net Margin on Installation Revenue	(53.2%)	(69.2%)	(87.6%)	(56.0%)	0%	0%	0%	0%

Metrics Calculated

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
OUTPUT								
SALES AND INSTALLATION								
<u>Sales & Installation Direct Expense % Summary</u>								
Sales Exp to Total Install and Sales Exp	24%	33%	30%	31%	0%	0%	0%	0%
Labor Exp to Total Install and Sales Exp	36%	33%	30%	32%	0%	0%	0%	0%
Equip Exp to Total Install and Sales Exp	34%	29%	34%	31%	0%	0%	0%	0%
Other Exp to Total Install and Sales Exp	6%	6%	6%	7%	0%	0%	0%	0%
Install Revenue to Equipment Installed	2.424	2.632	2.017	2.609	0.000	0.000	0.000	0.000
RMR Added to Equipment Installed	0.043	0.047	0.040	0.030	0.000	0.000	0.000	0.000
Sales Expense to Equipment Installed	0.693	1.105	0.861	1.000	0.000	0.000	0.000	0.000
Installation Labor to Equipment Installed	1.039	1.105	0.874	1.022	0.000	0.000	0.000	0.000
Installation "Other" to Equipment Installed	0.182	0.189	0.176	0.222	0.000	0.000	0.000	0.000
Allocated G&A to Equipment Installed	0.801	1.053	0.872	0.826	0.000	0.000	0.000	0.000
Install Revenue to New Sales RMR Added	56.00	55.56	50.53	85.71	0.00	0.00	0.00	0.00
Install Revenue to Total RMR Added (x-Acquisition)	46.67	42.55	38.48	66.67	0.00	0.00	0.00	0.00
Monthly Equipment Installed per Installer	9,625	7,451	9,333	10,222	0	0	0	0
Monthly Equipment Installed per Installation Department Employee	7,700	6,032	6,899	6,133	0	0	0	0

Metrics Calculated

Submission and Company Results	16-Q1	16-Q2	16-Q3	16-Q4	17-Q1	17-Q2	17-Q3	17-Q4
OUTPUT								
OVERHEAD AND MISCELLANEOUS								
Annual Revenue per Employee	138,723	130,833	130,612	138,800	0	0	0	0
G & A Expense to Total Revenue	23%	25%	26%	22%	0%	0%	0%	0%
Monthly G & A Expense per System	17	18	19	17	0	0	0	0
Quarterly G & A Expense per Non-Admin Empl	9,250	9,756	9,881	9,048	0	0	0	0
Dispatch Reduction %	89%	92%	92%	93%	0%	0%	0%	0%

Compare Against Others

Internal Growth Rate of RMR Base

Company Name	Q116		Q216		Q316		Q416		Q117		Q217		Q317		Q417	
	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank
Company Alpha	1.1%	11	0.5%	11	2.0%	5	2.5%	7								
Company Bravo	0.5%	12	2.8%	7	(2.8%)	15	0.2%	12								
Company Charlie	0.2%	14	(0.3%)	13	0.4%	11	(0.5%)	13								
Company Delta	(2.2%)	15	(0.5%)	14	0.6%	10	(1.0%)	14								
Company Echo	3.0%	5	9.2%	2	3.4%	3	5.2%	5								
Company Foxtrot	2.9%	6	2.9%	6	1.4%	7	1.4%	10								
Company Golf	5.0%	3	2.5%	8	1.3%	8	1.6%	9								
Company Hotel	1.9%	7	(0.6%)	15	(1.0%)	13	0.4%	11								
Company India	25.6%	1	8.3%	3	19.1%	1	8.5%	2								
Company Juliet	3.4%	4	5.2%	4	(1.5%)	14	7.6%	3								
Company Kilo	9.8%	2	10.7%	1	7.6%	2	9.8%	1								
Company Lima	1.3%	9	1.6%	9	1.6%	6	(1.9%)	15								
Company Mike	1.1%	10	0.3%	12	2.2%	4	6.0%	4								
Company November	0.4%	13	0.6%	10	1.2%	9	2.3%	8								
Company Oscar	1.7%	8	3.9%	5	(0.1%)	12	5.2%	6								
Group Average	3.7%		3.1%		2.4%		3.1%									

Compare Against Others

Net Margin on Recurring and Service

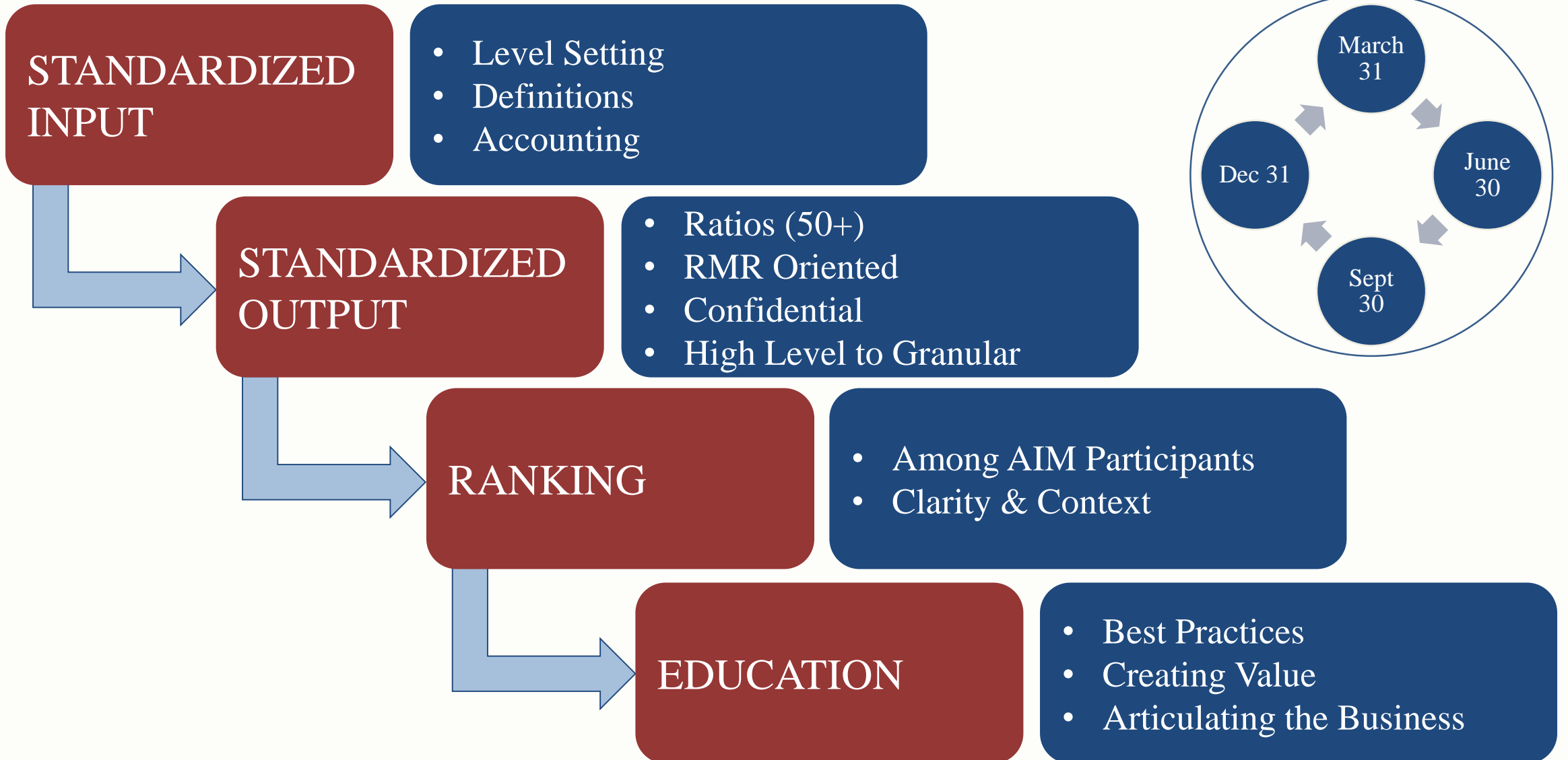
Company Name	Q116		Q216		Q316		Q416		Q117		Q217		Q317		Q417	
	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank
Company Alpha	46.9%	11	46.9%	10	47.2%	12	28.1%	15								
Company Bravo	45.3%	13	46.4%	12	50.1%	10	51.0%	9								
Company Charlie	53.0%	5	54.1%	5	52.6%	7	55.0%	3								
Company Delta	57.1%	2	56.5%	3	55.2%	3	50.6%	10								
Company Echo	51.1%	6	52.1%	6	53.5%	5	55.0%	3								
Company Foxtrot	34.9%	14	40.1%	14	38.3%	14	39.2%	13								
Company Golf	28.9%	15	29.2%	15	28.7%	15	30.2%	14								
Company Hotel	55.3%	4	55.5%	4	56.1%	2	54.2%	5								
Company India	47.9%	8	47.6%	9	46.8%	13	44.4%	12								
Company Juliet	55.7%	3	56.6%	2	54.9%	4	55.6%	2								
Company Kilo	47.3%	10	46.4%	12	51.1%	9	52.3%	8								
Company Lima	46.6%	12	46.9%	10	47.9%	11	49.1%	11								
Company Mike	60.1%	1	57.2%	1	59.8%	1	60.0%	1								
Company November	50.1%	7	50.9%	7	52.8%	6	53.9%	6								
Company Oscar	47.9%	8	50.2%	8	51.3%	8	52.9%	7								
Group Average	48.5%		49.1%		49.8%		48.8%									

Compare Against Others

Total Revenue per Employee

Company Name	Q116		Q216		Q316		Q416		Q117		Q217		Q317		Q417	
	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank	Results	Rank
Company Alpha	\$ 90,500	13	\$ 91,600	13	\$ 110,560	11	\$ 120,987	10								
Company Bravo	\$ 82,810	15	\$ 78,098	14	\$ 83,677	15	\$ 94,189	14								
Company Charlie	\$ 135,604	6	\$ 135,536	7	\$ 113,734	10	\$ 124,146	8								
Company Delta	\$ 151,780	4	\$ 151,780	5	\$ 211,684	2	\$ 193,906	4								
Company Echo	\$ 129,073	7	\$ 131,051	8	\$ 143,807	6	\$ 164,353	5								
Company Foxtrot	\$ 116,561	8	\$ 116,561	10	\$ 124,108	7	\$ 124,108	9								
Company Golf	\$ 89,050	14	\$ 76,000	15	\$ 99,654	13	\$ 101,365	13								
Company Hotel	\$ 105,316	11	\$ 120,167	9	\$ 114,930	9	\$ 145,256	6								
Company India	\$ 174,574	2	\$ 186,526	4	\$ 150,426	5	\$ 116,129	11								
Company Juliet	\$ 114,982	9	\$ 94,277	12	\$ 103,217	12	\$ 106,306	12								
Company Kilo	\$ 170,112	3	\$ 205,125	2	\$ 203,329	3	\$ 224,671	3								
Company Lima	\$ 100,033	12	\$ 98,530	11	\$ 90,738	14	\$ 86,349	15								
Company Mike	\$ 265,910	1	\$ 204,557	3	\$ 291,312	1	\$ 235,840	2								
Company November	\$ 150,645	5	\$ 205,612	1	\$ 198,216	4	\$ 245,828	1								
Company Oscar	\$ 114,639	10	\$ 141,258	6	\$ 115,600	8	\$ 138,929	7								
Group Average	\$ 132,773		\$ 135,779		\$ 143,666		\$ 148,157									

The Program



The Program

- Quarterly Submission (first submission Q1 2018)
- Quarterly Output
- Annual AIM Best Practices session at Live & Learn Conference
- Conference call training and support
- \$500 per Quarter (\$2,000 prepaid annually)
- **20% Discount** for participating in the inaugural year
 - Email me at srogers@barnesassociates.com to confirm your participation

BARNESASSOCIATES

Advisors & Consultants to the Security Alarm Industry

Company Sale

Acquisition

Capital Raise

Strategic Planning

Performance Benchmarking

Valuation

Michael Barnes

mbarnes@barnesassociates.com

(636) 519-1905

Mark Gronowski

mgronowski@barnesassociates.com

(630) 257-0513

AIM Contact

Spencer Rogers

srogers@barnesassociates.com

(561) 250-6451