SELLYOURSECURITYCOMPANY.NET

Your Security Company Is Worth More Than You Think.

We connect security business owners with qualified buyers and investors through strategic partnerships and an experienced transaction team — delivering the exit you've earned. No guesswork, no lowball offers, just a clear path to the right deal.

$0 Upfront Fees · **100% Confidential** · **No Obligation** · **Paid Only When You Close**

24x–40x+	<90 Days	20–40%	80+
RMR MULTIPLES	POSSIBLE CLOSING	HIGHER MULTIPLES	YEARS EXPERIENCE

WHY CHOOSE US

We Speak Security. We Know Buyers.

Industry-Specific Valuations
We calculate true value using RMR multiples, EBITDA, attrition rates, and buyer-specific metrics — not generic business formulas.

Qualified Buyer Network
Access our exclusive network of strategic acquirers, private equity firms, and investors actively seeking security companies.

Confidential Process
Your employees, customers, and competitors won't know you're selling until you're ready. We protect your business throughout.

Maximum Value
Sellers consistently achieve 20–40% higher multiples than those who go it alone or use generalist brokers.

Faster Closings
Our pre-vetted buyer pool and streamlined process mean less time on market and a faster path to closing.

Proven Industry Experience
Decades of security industry experience and strategic partnerships focused on maximizing value for your business.

THE PROCESS

How We Help You Sell Your Company

01 Valuation
We analyze RMR, EBITDA, attrition, contracts, and growth for an accurate market valuation — at no cost.

02 Confidential Marketing
We prepare a compelling offering memorandum and quietly market to our vetted buyer network.

03 Qualified Offers
We screen buyers, manage negotiations, and present you with the best offers from serious acquirers.

04 Close & Get Paid
We guide due diligence, legal, and closing — so you walk away with maximum value.

UNDERSTANDING YOUR VALUE

RMR Valuation vs. EBITDA Valuation

Security companies are valued differently than most businesses. Knowing which method applies — and when — can significantly impact your outcome.

RMR Valuation

24x – 40x+ RMR

The most common method in the alarm & monitoring industry. Buyers pay a multiple of monthly recurring revenue based on attrition, contract length, account mix, and monitoring type.

Best for: Alarm companies, monitoring centers & recurring-contract businesses.

EBITDA Valuation

4x – 10x+ EBITDA

Measures true operating profitability. More common for larger integration firms, guard companies, and businesses with significant project-based or service revenue.

Best for: Integrators, guard/patrol, fire alarm & life-safety firms.

WHAT DRIVES VALUE

What Makes a Security Company More Valuable Today

✓ Low Attrition Rate
Buyers want annual attrition below 8% — it signals account quality and loyalty.

✓ Long-Term Contracts
Multi-year agreements with auto-renewal command premium multiples.

✓ Managed & Hosted Revenue
Access control, hosted video, AI analytics & SaaS drive the strongest valuations.

✓ Multi-Site Enterprise Accounts
Commercial, multi-site customers are harder to replace and generate higher RMR.

✓ Recurring Inspection Revenue
Contracted annual fire/life-safety inspections add predictable recurring value.

✓ Transferable Staff
A trained, licensed team that stays post-acquisition reduces buyer risk.

WHO WE WORK WITH

- Residential & Commercial Alarm
- Systems Integration Firms
- Guard & Patrol Services
- Access Control & Camera Specialists
- Fire Alarm & Life Safety
- Other Specialty Trades Businesses

Andy Allen

Southlake, TX · President, Timarron Partners · Baylor Univ.

27+ years of experience in the security industry, bringing deep relationships, market knowledge, and real-world business expertise to every transaction. Founding member & President of Timarron Partners, Inc. (TPI) for nearly 20 years, working closely with dealers, integrators, and manufacturers nationwide. Combines decades of industry relationships with a BBA degree from Baylor University.

Don Allen

Southlake, TX · Security Industry Veteran · M&A Advisor

55+ years as an entrepreneur, executive, and M&A advisor. Founded Advanced Protection Services in 1976, later sold to National Guardian, where he became VP leading nationwide M&A strategy. Directly involved in 100+ acquisitions for National Guardian, SecurityLink, and Holmes Protection. Later built and sold CoSecurity (10,000+ RMR accounts) to Pelican Investment Group.

FREE & CONFIDENTIAL VALUATION — NO OBLIGATION

888-832-2995
512-658-9080
sellyoursecuritycompany.net
linkedin.com/in/andysallen

SCAN TO VISIT OUR WEBSITE

Exit Smart. Sell Secure.