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How Technology Is Driving Security M&A Deals

The convergence of guarding, AI, and electronic security is fueling the next wave of growth.

The security industry is changing fast. A “people-first” business is now benefitting from data, automation and artificial intelligence, and that shift is transforming not just how security is delivered, but how companies grow.

Across the industry, we’re seeing record levels of mergers and acquisitions as buyers and investors pursue firms that can leverage technology and AI to deliver optimized offerings. This is not the old model of trying to sell manned guard buyers security systems but instead using technology to leverage personnel effectiveness in identifying and deterring risks.

Guarding Meets AI

Traditional guarding companies are now tech-enabled, using AI analytics, mobile reporting and remote command centers to improve efficiency and accountability. At the same time, electronic security firms are moving into managed services and remote monitoring, offering a more human, hands-on approach.

***The result:** a more collaborative, data-driven model that delivers smarter protection and better margins - and it’s catching investors’ attention.*

Why Technology Is Driving Deals

AI and analytics have become the new force multipliers.

Firms that combine technology with operational strength command higher valuations, attract strategic partners, and stand out in competitive markets. Private equity is backing integrated platforms that connect guarding and tech-enabled services, while strategic buyers are pursuing deals that build capability rather than just scale.

The Future of Security M&A

As physical and digital security converge, the companies leading the way are those that view technology as core to their mission, not just an add-on. Success will come from integration: aligning people, platforms and purpose to deliver seamless protection.

Technology isn’t just changing the tools we use in security - it’s redefining the entire business model.

***The question now is:** Who will lead this new era of convergence?*