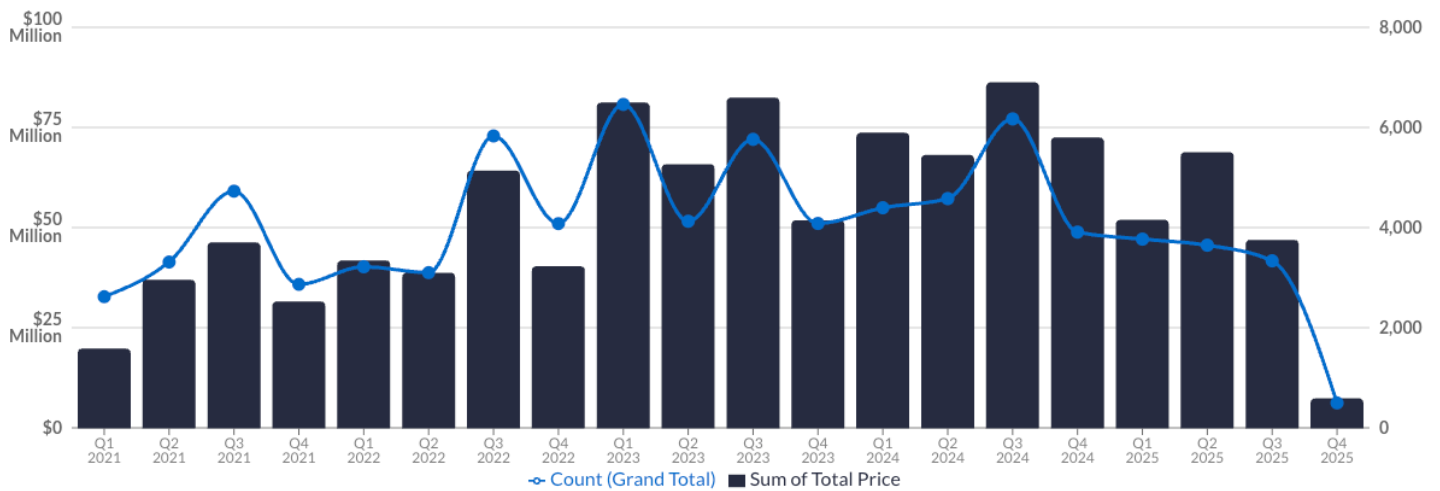


K-12 Safety and Security

GovSpend’s latest data highlights a strong market for K–12 safety and security solutions. While multi-layered approaches are common, limited resources and rapidly evolving technologies are pushing districts to adopt long-term, iterative implementation strategies. Physical access controls, cybersecurity, and emergency alerting and response are the leading categories of acquisition as campuses evolve toward holistic security postures. Sensor technologies have become cheaper and more effective, allowing districts to improve smoke/vape monitoring, expand camera surveillance combined with data analytics, and employ panic alerting that triggers automated lockdowns.

Spending Over Time



To support these efforts, K–12 schools have spent \$2.1 billion on technology-intensive safety and security solutions over the past five years. Non-cybersecurity safety spending rose sharply beginning in mid-2022 and continued to climb, reaching third-quarter peaks in both 2023 and 2024. While late-2025 data is still being collected, first- and second-quarter figures suggest spending has leveled off at 2024 levels.

Cybersecurity spending tells a different story, with sharp end-of-fiscal-year spikes of \$121 million in Q3 2021 and \$182 million in Q3 2022. Spending then settles into a more regular cyclical pattern. The 2021-22 pattern shows districts rapidly investing in their on-premises cybersecurity infrastructures as students returned to classrooms after the pandemic.

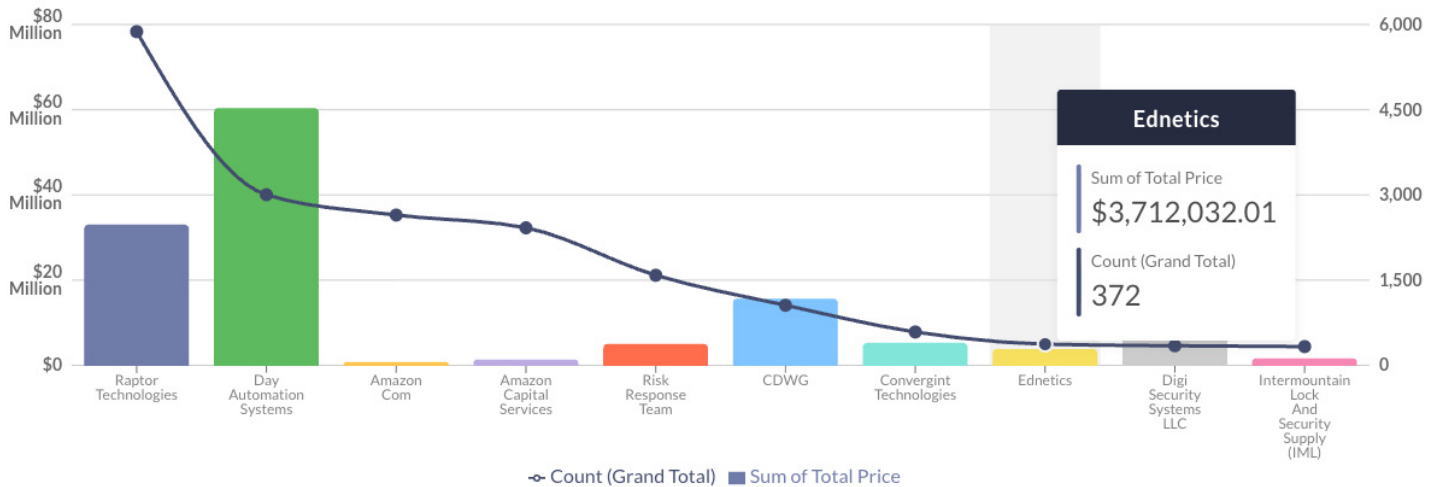
Key Providers and Market Share

GovSpend data shows that over the past five years, the immersive learning market has generated more than 146,000 purchases from over 15,000 companies serving nearly 8,600 agencies. About one-third of these purchases occurred in the cybersecurity segment. The top ten vendors accounted for roughly 26,000 purchases, representing nearly 18% of total market activity.

Among leading vendors, Day Automation Systems leveraged its diversified portfolio of facilities technology, automation, and security solutions to secure approximately 3,000 purchases totaling \$60.25 million. Raptor Technologies recorded about 6,000 purchases of its multi-layered badge solutions, generating \$33.0 million in sales. CDW-G earned \$21.0 million across more than 3,000 purchases through its cybersecurity and facilities security offerings. Security systems integrator Risk Response Team (RRT) was the only other specialized vendor to exceed 1,000 purchases, with nearly 1,600 transactions totaling \$5.0 million. Meanwhile, Amazon’s K-12-focused channels captured approximately 11,000 purchases valued at \$6.6 million.

Spending Over Time

Grand Total



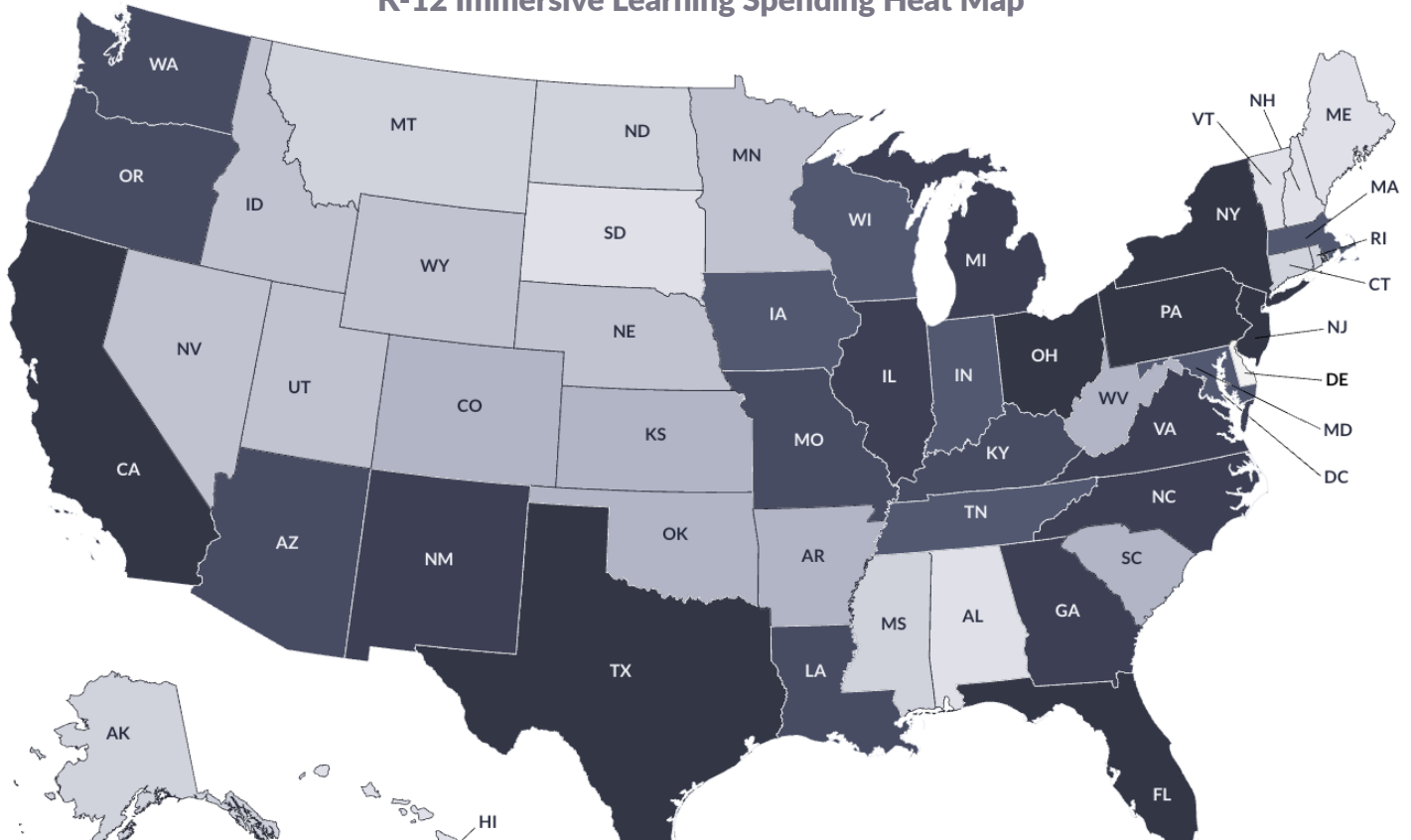
	Raptor Technologies	Day Automation Systems	Amazon Com	Amazon Capital Services	Risk Response Team	CDWG	Convergent Technologies	Ednetics	Digi Security Systems LLC	Intermountain Lock And Security Supply IML
	Sum of Total Price	Sum of Total Price	Sum of Total Price	Sum of Total Price	Sum of Total Price	Sum of Total Price	Sum of Total Price	Sum of Total Price	Sum of Total Price	Sum of Total Price
2021	\$4,816,078.29	\$1,253,285.73	\$143,821.29	\$76,654.30	\$1,960,583.72	\$1,410,066.31	\$546,154.71	\$1,384,735.58	\$635,996.83	\$349,393.55
2022	\$6,140,574.06	\$3,517,582.77	\$143,964.49	\$206,674.80	\$1,691,734.33	\$6,169,867.12	\$876,842.85	\$603,583.37	\$121,497.62	\$256,346.42
2023	\$7,746,679.48	\$34,482,000.39	\$108,393.47	\$416,121.18	\$1,144,919.06	\$4,324,377.77	\$969,587.21	\$906,542.44	\$466,846.34	\$356,213.86
2024	\$8,416,354.34	\$10,524,349.10	\$155,704.20	\$221,382.59	\$28,134.90	\$2,820,386.62	\$1,010,335.31	\$283,839.49	\$10,998,552.25	\$508,189.97
2025	\$5,792,377.23	\$10,473,105.27	\$50,463.46	\$313,022.60	\$71,123.35	\$791,569.01	\$1,752,331.28	\$533,331.13	\$1,092,656.91	\$36,414.43
Grand Total	\$32,912,063.40	\$60,250,323.25	\$602,346.91	\$1,233,855.47	\$4,896,495.36	\$15,516,266.84	\$5,155,251.36	\$3,712,032.01	\$13,315,549.96	\$1,506,558.23

As is common in K-12 education, the long tail of this market has thousands of small, localized vendors with fewer than 200 total purchases. GovSpend finds evidence of significant purchasing in these areas via cooperative contracts, as would be expected.

Geographic Trends

Spending on safety and security is not uniformly mandated; however, it is guided nationally by recommendations from a variety of national organizations as well as the federal government, which provides small and highly fragmented grant funding incentives. As would be expected, the grassroots interest in safety and security is widespread and intense for obvious reasons. Therefore, spending patterns tend to reflect population density. However, security incidents in particular regions can drive reactive spikes in spending.

K-12 Immersive Learning Spending Heat Map




Procurement Activity and Opportunity Outlook


Of the more than 5,500 bids issued over the past five years, over 1,900 focused on access control systems, followed by approximately 1,700 for security cameras. An additional 425 bids targeted security doors, while roughly 400 sought panic, emergency, or weather alerting solutions. The remaining bids addressed weapons detection and smoke or vaping sensors. Cybersecurity-related procurements added another 800 bids, though many solicitations in this space include requirements spanning multiple solution categories.

For example, the Shamokin (PA) Area School District is [requesting bids](#) (by January 20, 2026) for “safety and security enhancements including vape detection, video surveillance (18 cameras), and door access control systems.”

The Glencoe-Silver Lake (MN) School District has [issued an RFP](#) (closing January 21, 2026) seeking an integrated security system, to include: video surveillance, access control, door monitoring, video intercoms, panic buttons, and lockdown automation, along with visitor management, including identity-based analytics and reporting.

Bid Details  [Add to Notebook](#) [Share](#)

Integrated Security System (RFP) — #14573839

 **Due in 14 days** **Due Date** **Posted** **Date Updated**
01/20/2026 12/26/2025 12/30/2025

Summary

This solution will include: - Video surveillance - **Access control** - Door monitoring - Video intercoms - **Panic** buttons and lockdown automation - **Visitor management** - Identity-based analytics and reporting.

School board discussions of safety and security issues are a routine part of operational updates. This provides vendors with ample opportunity to find potential buyers investigating safety and security upgrades using GovSpend’s Meeting Intelligence.

For example, the Shawano (WI) School District approved a new comprehensive safety plan during a [meeting](#) on December 22, 2025. The plan includes recommendations for “strong safety infrastructure including secure access controls, CCTV monitoring, visitor management systems, AEDs and first aid equipment...(T)he plan emphasizes accountability through annual reviews, monthly safety team meetings, reporting to DPI and the board, and after-action reports following drills and incidents.”

At its November 5th, 2025, [meeting](#), the Olathe (KS) Unified School District 233 entertained a proposal that includes a request for \$10 million for “Safety & Security,” including weapons detection for large events, replacement radios, and window film. These would be funded as part of a \$389 million bond issuance in 2026.

Market Priorities and Emerging Applications

School districts remain focused on addressing the most immediate physical and cybersecurity threats while continuing to build multi-layered, proactive safety strategies. These approaches typically progress inward—from campus perimeters to building access points and ultimately to classroom interiors. The resulting solutions combine hardened physical infrastructure, such as doors and access controls, with advanced detection sensors and comprehensive emergency alerting and response protocols. Achieving fully mature physical safety and security systems across all districts will likely take a decade or more. In contrast, most districts have already made substantial progress in managing content, contact, and conduct within online learning environments.

Looking Ahead

A few districts are beginning to move toward preemptive measures related to the social and emotional drivers behind some threats, including bullying and mental health. However, the practices around addressing these vast issues in the K-12 context are still evolving, making it difficult for districts to identify suitable solutions. Some boards have [discussed](#) the use of cameras and incident management systems to curb or prevent bullying. In one recent meeting, the Audubon (NJ) Public School District discussed introducing students to a new mental health software. Currently, these districts are trailblazers in these areas.

The data provided in this report comes from the GovSpend platform. For a deeper dive into spending intelligence specific to your business or competitive landscape, [request a personalized demo here](#).