

## 2 & CFO OF THE YEAR-PROFILE

SERVICES: ALLIED CFO HELPS RAISE \$4 BILLION

### Drew Vollero: Building an \$8.4 Security Business

By [Peter J. Brennan](#)

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Drew Vollero knows tech, having helped take public the flying wunderkind Snap Inc. in 2017.

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Allied Universal.

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Vollero has had quite the run since he joined Allied in late 2018.

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\$8.4 billion this year. Last year, he helped Allied Universal raise \$4 billion in debt and  
oversaw nine acquisitions, including a deal to buy the largest player in the industry,  
SOS Security.

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placement du Québec, to buy Allied Universal, which now has a valuation around  
\$8.5 billion.

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Private Company, an award category that had 44 nominees.

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Allied Security provides security for about a quarter of the Fortune 500 CEOs and their families. If Allied Universal was an army, its 23,000 employees would top Saudi \$ U D E L D ¶ V W K - l a r g e s t R f l i g i n g ¶ v c e . W K

### Taco Bell Vet

9 R O O H U R Z K R J U H Z X S L Q 6 D Q 0 D U L Q R H D U Q H G D E D F with high honors from Yale University and a master ¶ L Q P D Q D J H P H Q W I U R P W of Oxford.

+ H K D V D O R Q J E D F N J U R X Q G L Q F R U S R U D W H I L Q D Q F H Taco Bell, rising to become controller. He then jumped to Mattel Inc., where he was a division CFO and then senior vice president of corporate strategy.

6 L Q F H W K H H D U O \ V K H ¶ V O L Y H G L Q 2 U D Q J H & R X Q W Niguel since 1997. He loves Orange County so much that he declined to move even when he had to commute to El Segundo for Mattel or San Mateo for Snap.

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In 2015, Vollero joined Snapchat, then a hot tech company that was rivaling Facebook. A few months later he became its first CFO, overseeing a sevenfold revenue jump in 2016.

In 2017, he helped Snap go public, which was a huge hit on Wall Street as its shares soared 61% on its first two days of trading, pushing its market value past \$30 billion for a time.

### The Allied Team

He departed Snap in 2018 and a few months later, he joined Allied Universal where Chief Executive Steve Jones has taken a company from \$12 million in annual revenue in 1996 to more than \$8 billion this year.

The pair is positioning Allied Universal as more than a security guard company by introducing technology such as a platform called Heliaus that combines artificial intelligence and human eyes on the ground to foresee potential trouble spots in security. The company says technology can add \$1 billion in annual sales such as providing sophisticated tools for monitoring websites organizing protests against clients, and an Uber- O L N H D S S O L F D W L R Q W R K H O S V H F X U L W \ J X D U G V T X L security robots at a variety of places to work in tandem with human guards.

Demand is growing due to terrorism, workplace violence, intellectual property theft and police-poor municipalities.

An initial public offering may come if the company needs to raise a large amount of capital, he said.

Vollero now has bragging rights along with Jones, who in ~~Jan~~ was named a Business Journal Businessperson of the Year, for the services category.

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WDOHQWHG &(2V ' 9ROOHUR WROG WKH DXGLHQFH DW V

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and he can relate ... with hard working people that are guarding our facilities.

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