

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](#)

Monday, February 10, 2020

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 Arabia's largest military force.

Taco Bell Vet

with high honors from Yale University and a master's degree from the University of Oxford.

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.

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 Jose 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 Helias 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-like service for 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 January was named a Business Journal Businessperson of the Year, for the services category.

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

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