

# Fastest-Growing Private Companies

Ranked by three-year revenue growth (%)

## Executive Spotlight



**JOSEPH KUPSTAS**



**DALE SHADBEGIAN**

Co-owners,  
Goodfellas Construction

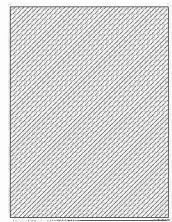
Rank: No. 1  
3-Year Revenue Growth: 550%



**JEFFREY BROWN**  
CEO and Co-Founder,  
Blue Cod Technologies

Rank: No. 9  
3-Year Revenue Growth: 133%

Rank	Company	Revenues 2007 Revenues 2006 Revenues 2005	3-Year Revenue Growth	Mass. Employees 2007 Mass. Employees 2006 Mass. Employees 2005	Total Employees 2007 Total Employees 2006 Total Employees 2005	Company Description	Head of Company	Year Founded
1	<b>GoodFellas Construction Management LLC</b> 18 Waite Street, Worcester 01604 508-363-1220 • www.GoodFellasLLC.com	\$1,651,839 \$642,000 \$254,000	550% 157% 2	7 4 2	7 4 2	Design/build remodeling company serving Central and Eastern Mass.	Joseph Kupstas Dale Shadbegian, Co-Owners	2004
2	<b>Globoforce</b> 144 Turnpike Rd., Ste. 310, Southborough 01772 508-229-1500 • www.globoforce.com	\$64,582,209 \$27,343,761 \$15,750,157	310% 136% 10	35 20 10	100 75 50	Provider of on-demand, global, strategic employee recognition software.	Eric Mostley, CEO	1999
3	<b>Sourcentra</b> 150 Speen St., Ste. 102, Framingham 01701 508-405-2605 • www.sourcentra.com	\$3,221,787 \$3,100,000 \$806,369	300% 4% 7	9 7 7	9 11 8	Value added re-sellers of custom & stock packaging, printing, premiums and promotional branded products.	Daniel C. Gonyea, CEO, Founder	1996
4	<b>eClinicalWorks LLC</b> 112 Turnpike Rd., Southborough 01581 508-836-2700 • www.eclinicalworks.com	\$62,045,149 \$38,214,865 \$17,499,846	255% 62% 360	500 500 360	600 550 400	Electronic medical records	Girish Kumar Navani, CEO & Co-Founder	1999
5	<b>JCSI</b> 1800 West Park Dr., Ste. 405, Westborough 01581 774-760-1800 • www.jcsi.net	\$4,100,000 \$2,600,000 \$1,200,000	242% 58% 12	49 37 12	49 37 12	Corporate staffing firm	Jim Sullivan, President, CEO	2000
6	<b>BlueHive</b> 7 Coppage Dr., Worcester 01603 508-581-9560 • www.blue-hive.com	\$8,670,679 \$6,640,389 \$2,815,985	208% 31% 30	64 50 30	64 50 30	Design and construction of 3D branding including trade show exhibits	Paul Hanton, President	2005
7	<b>Resourcesoft Inc.</b> 33 Boston Post Rd. West, Ste. 230, Marlborough 01752 508-787-0882 • www.resourcesoft.com	\$31,000,000 \$15,000,000 \$10,800,000	187% 107% 40	97 89 40	283 207 N/A	IT consulting and professional services company	Anita Rana, CEO & Founder	1999
8	<b>Display Solutions</b> 43 Broad St., A404, Hudson 01749 978-567-8770 • www.displayolution.com	\$2,800,000 \$1,500,000 \$1,100,000	136% 73% 2	3 3 2	4 3 3	System integrator for commercial audio-video projection systems	Ken Boyd, President	2002
9	<b>Blue Cod Technologies Inc.</b> 295 and 500 Donald Lynch Blvd., Marlborough 01752 508-970-0170 • www.bluecod.net	\$7,000,000 \$5,130,264 \$3,010,682	133% 36% 35	164 70 35	170 75 40	Custom development and hosted software solutions for the insurance industry	Jeffrey Brown, CEO & Co-Founder	2000
10	<b>21st Century Biochemicals</b> 260 Cedar Hill St., Marlborough 01752 508-303-8222 • www.21stcenturybio.com	\$2,456,000 \$1,770,000 \$1,066,000	130% 39% 16	21 20 16	21 20 16	A manufacturer of custom biochemicals such as peptides and antibodies, for medical research	Jordan B. Fishman, CEO, Founder	2003
11	<b>Enterprise Cleaning Corp.</b> 340 Main St., Ste. 777, Worcester 01608 508-890-1000 • www.enterprisecleaningcorp.com	\$3,350,000 \$2,900,000 \$1,500,000	123% 16% 85	125 115 85	125 115 85	Contract commercial office cleaning	Stephen Buchalter, CEO, Founder	2003
12	<b>SullivanKreiss Inc.</b> One E. Main St., Northborough 01532 508-393-4933 • www.sullivankreiss.com	\$1,200,000 \$1,100,000 \$540,000	122% 9% 4	6 6 4	19 13 9	Executive search firm serving the architecture, engineering, planning, and landscape architecture industries	John P. Kreiss, CEO, Founder	2003
13	<b>Integrated Process Technologies Inc.</b> 8 Charlestown St., Devens 01434 978-487-1000 • www.inprotech.com	\$15,675,116 \$8,737,151 \$7,553,140	108% 79% 63	69 68 63	71 70 63	Process engineering firm	James Banks, CEO, Founder	2000
14	<b>Datafarm Inc.</b> 100 Locke Dr., Marlborough 01752 508-624-6454 • www.datafarminc.com	\$4,313,000 \$2,667,000 \$2,113,000	104% 62% 16	20 18 16	35 30 28	Provider of electronic document publishing solutions and regulatory submissions services for the life sciences industry	Shylendra Kumar, CEO, Founder	1997
15	<b>OmniPresence Inc.</b> 5 Mt. Royal Ave., Marlborough 01752 508-229-0040 • www.omnipresence.com	\$4,000,000 \$3,500,000 \$2,000,000	100% 14% 6	10 7 6	13 7 6	Provider of high-definition conferencing and telepresence solutions	Tom Wing, CEO	2002
15	<b>The Training Associates</b> 289 Turnpike Rd., Westborough 01581 508-890-8500 • www.thetrainingassociates.com	\$28,000,000 \$15,000,000 \$14,000,000	100% 87% 35	45 45 35	45 45 35	Provider of IT and business professional skills instructors worldwide	Victor J. Malfa, CEO, Founder	1994
17	<b>Z Resource Group Inc.</b> 69 Milk St., Ste. 114, Westborough 01581 508-366-5800 • www.zrgroup.com	\$5,100,000 \$3,600,000 \$2,900,000	76% 42% 18	21 21 18	37 35 31	Executive search, consulting and advisory firm	Kenneth Vancini, CEO	1999
18	<b>Access Northeast</b> 34 Saint Martin Dr., Marlborough 01752 508-281-7600 • www.axsne.com	\$6,808,000 \$5,100,000 \$4,100,000	66% 33% 19	22 20 19	22 20 19	Data center managed services provider	Rob Stephenson, President	1999
19	<b>Coghlin Cos. Inc. (Columbia Tech, DCI Engineering, Coghlin Precision &amp; Cogmedix)</b> 17 Briden St., Worcester 01605 508-753-2354 • www.columbiatech.com	\$99,000,000 \$79,000,000 \$60,000,000	65% 25% 278	350 330 278	350 330 278	Design, engineering, manufacturing solutions, and precision machining & certified welding services	James W. Coghlin, Chairman	1885
20	<b>Atlas Travel International</b> 1 Maple St., Milford 01757 508-478-8626 • www.atlasitravel.com	\$140,000,000 \$92,000,000 \$86,000,000	63% 52% 53	66 64 53	103 98 77	Travel management company	Ebaine J. Dsgood, CEO & Founder	1986



# Fastest-Growing Private Companies *cont.*

Ranked by three-year revenue growth (%)

## Executive Spotlight



**BRUCE PLATZMAN**  
 President, CEO and Founder,  
 AIS Inc.

Rank: No. 28  
 3-Year Revenue  
 Growth: 35%

Rank	Company	Revenues 2007	3-Year Revenue Growth	2007 Mass. Employees	Total Employees 2007	Company Description	Head of Company	Year Founded
		Revenues 2006	1-Year Revenue Growth	2006 Mass. Employees	Total Employees 2006			
		Revenues 2005		2005 Mass. Employees	Total Employees 2005			
21	<b>AA Transportation Co. Inc.</b> 605 Hartford Tpke., Shrewsbury 01545 508-791-9100 • www.aatransportation.com	\$14,717,000	56%	N/A	N/A	Transportation provider	Ron Ermenwein, CEO	1996
		\$12,350,000	19%	371	371			
		\$9,413,000		300	300			
22	<b>bulbs.com</b> 243 Stafford St., Worcester 01603 508-363-2800 • www.bulbs.com	\$12,541,755	54%	44	44	Specialized lighting distributor	Steven Rothschild, CEO, Founder	1999
		\$10,850,649	16%	44	44			
		\$8,128,081		43	43			
23	<b>North American Professional Liability Insurance Agency</b> 5 Whittier St., 4th Fl., Framingham 01701 508-656-1300 • www.napla.com	\$2,290,560	50%	15	18	National boutique insurance agency that specializes in professional liability insurance	Gary Sutherland, CEO	1998
		\$1,837,510	25%	13	15			
		\$1,528,464		12	13			
24	<b>Eagle Cleaning Corp.</b> 997 Millbury St., Suite A, Worcester 01607 508-799-0700 • www.eaglecleaning.com	\$4,633,000	49%	163	185	Commercial cleaning company	Jeff Johnson, CEO, Founder	2001
		\$3,976,000	17%	140	160			
		\$3,115,000		105	125			
25	<b>Conservation Services Group</b> 40 Washington St., Westborough 01581 508-366-5555 • www.csgrp.com	\$51,500,000	47%	146	345	National energy services firm	Stephen L. Cowell, CEO	1984
		\$40,000,000	29%	133	270			
		\$35,000,000		N/A	N/A			
26	<b>Environmental Fire Protection Inc.</b> 237 Cedar Hill St., Marlborough 01752 508-485-8183 • www.sprinklers-r-us.com	\$27,152,870	36%	125	165	Full-service fire protection company	Hal Charnley, CEO	1976
		\$22,300,000	22%	121	156			
		\$19,900,000		106	128			
27	<b>Corporate Environmental Advisors</b> 127 Hartwell St., West Boylston 01583 508-835-8822 • www.cca-inc.com	\$12,000,000	36%	70	N/A	Full-service environmental management firm	Deborah N. Migridichian, CEO	1985
		\$10,145,134	18%	63	81			
		\$8,794,720		61	70			
28	<b>AIS Inc.</b> 4 Bonazzoli Ave., Hudson 01749 978-562-7500 • www.ais-inc.com	\$91,905,000	35%	262	281	Designer, manufacturer and distributor of commercial furniture	Bruce Platzman, President, CEO, Founder	1989
		\$73,400,000	25%	241	257			
		\$67,900,000		202	214			
29	<b>AIE</b> 43 Broad St., A408, Hudson 01749 877-878-4060 • www.aieenergystore.com	\$7,714,739	33%	14	19	Online retailer of renewable energy products, including solar, wind and micro hydro	Sascha Deri, CEO, Founder	1999
		\$7,500,000	3%	14	18			
		\$5,800,000		14	15			
30	<b>Bemis Associates Inc.</b> 1 Bemis Way, Shirley 01464 978-425-6761 • www.bemisworldwide.com	\$80,000,000	29%	256	330	Thermoplastic adhesive films, coatings and tapes	Stephen W. Howard, President, CEO	1923
		\$75,000,000	7%	207	207			
		\$62,000,000		207	207			
31	<b>Nyro Inc.</b> 101 Union St., Clinton 01510 978-365-9721 • www.nyro.com	\$1,168,000,000	22%	900	18,000	Precision plastics injection molding contractor	Ted Lapres, CEO & President	1955
		\$1,066,467,000	10%	900	17,000			
		\$957,000,000		1,200	15,000			
32	<b>FIBA Technologies Inc.</b> 1535 Grafton Rd., P.O. Box 360, Millbury 01527 508-887-7100 • www.fibatech.com	\$39,000,000	22%	130	220	Compressed gas equipment	Jack Finn, President, CEO	1958
		\$35,000,000	11%	106	185			
		\$32,000,000		97	160			
33	<b>Fosta-Tek Optics Inc.</b> 320 Hamilton St., Leominster 01453 978-534-6511 • www.fosta-tek.com	\$14,000,000	17%	125	125	Manufacturer of engineered optical plastics for military, safety, automotive and industrial applications	John Morrison, CEO, Founder & President	1991
		\$13,000,000	8%	125	125			
		\$12,000,000		125	125			
34	<b>Akibia Inc.</b> 4 Technology Dr., Westborough 01581 508-621-5100 • www.akibia.com	\$107,000,000	13%	195	350	Infrastructure services provider	Thomas Wilson, CEO	1988
		\$96,000,000	11%	195	335			
		\$95,000,000		189	320			
35	<b>Gorman Richardson Architects Inc.</b> 77 Main St., Hopkinton 01748 508-497-2590 • www.gormanrichardson.com	\$5,104,000	9%	25	25	Architecture, building envelope services, interior design and planning services	Michael Gorman, CEO, Founder	1976
		\$4,921,111	4%	26	26			
		\$4,689,836		26	27			

Source: Individual companies.

## Fastest-Growing Private Companies

Ranked by one-year revenue growth

Company	1-Year Revenue Growth (%)
1. <b>GoodFellas Construction Management LLC</b> , 18 Wane St., Worcester	157%
2. <b>Globoforce</b> , 144 Turnpike Rd., Ste. 310, Southborough	136%
3. <b>Resourcesoft Inc.</b> , 33 Boston Post Rd. West, Ste. 230, Marlborough	107%
4. <b>The Training Associates</b> , 289 Turnpike Rd., Westborough	87%
5. <b>Integrated Process Technologies Inc.</b> , 8 Charlestown St., Devens	79%
6. <b>Display Solutions</b> , 43 Ernad St., A404, Hudson	73%
7. <b>eClinicalWorks LLC</b> , 112 Turnpike Rd., Westborough	62%
8. <b>Datafarm Inc.</b> , 193 Judd Rd., Marlborough	62%
9. <b>JCSI</b> , 1000 Westwick Dr., Ste. 117, Gardner	59%
10. <b>Atlas Travel International</b> , 11 Maple St., Millis	56%

## Fastest-Growing Private Companies

Ranked by total revenues

Company	Total Revenues
1. <b>Nyro Inc.</b> , 101 Union St., Clinton	\$1,168,000,000
2. <b>Atlas Travel International</b> , 11 Maple St., Millis	\$140,000,000
3. <b>Akibia Inc.</b> , 4 Technology Dr., Westborough	\$107,000,000
4. <b>Coghlin Cos. Inc.</b> , 17 Braden St., Worcester	\$99,000,000
5. <b>AIS Inc.</b> , 4 Bonazzoli Ave., Hudson	\$91,905,000
6. <b>Bemis Associates Inc.</b> , 1 Bemis Way, Shirley	\$80,000,000
7. <b>Globoforce</b> , 144 Turnpike Rd., Ste. 310, Southborough	\$64,582,209
8. <b>eClinicalWorks LLC</b> , 112 Turnpike Rd., Westborough	\$62,045,149
9. <b>Conservation Services Group</b> , 40 Washington St., Westborough	\$51,500,000
10. <b>FIBA Technologies Inc.</b> , 1535 Grafton Rd., P.O. Box 360, Millbury	\$39,000,000