

# Area's Fastest-Growing Private Cos.

Ranked by revenue growth from 2004 to 2007

Rank	Company	% revenue growth 2004 to 2007 2005 to 2007	Revenue 2007 2006	Revenue 2005 2004	Type of business	Top executive Title
<b>1</b>	<b>Infocitex Corp.</b> 303 Bear Hill Road, Waltham 02451 (781) 890-1338 www.infocitex.com	1350% 173.58%	\$14,500,000 \$9,900,000	\$5,300,000 \$1,000,000	Engineering services	Stuart Haber President, CEO
<b>2</b>	<b>Nauset Construction Corp.</b> 10 Kearney Road, Needham 02494 (781) 453-2220 www.nausetconstruction.com	900% 500%	\$30,000,000 \$17,000,000	\$5,000,000 \$3,000,000	Construction management, general contracting	Anthony Papanonis President
<b>3</b>	<b>S4 Inc.</b> 8 New England Exec. Park, Burlington 01803 (781) 273-1600 www.s4inc.com	721.99% 271.64%	\$16,785,000 \$9,157,000	\$4,516,500 \$2,042,000	IT consulting	Chandu Shah President, CEO
<b>4</b>	<b>CSN Stores</b> 800 Boylston St., Boston 02199 (617) 880-8593 www.csnstores.com	638.97% 214.55%	\$201,000,000 \$109,400,000	\$63,900,000 \$27,200,000	Online retailer	Niraj Shah CEO
<b>5</b>	<b>Endeca Technologies Inc.</b> 101 Main St., Cambridge 02142 (617) 674-6000 www.endeca.com	620% 208.57%	\$108,000,000 \$69,000,000	\$35,000,000 \$15,000,000	Software	Steve Papa CEO
<b>6</b>	<b>Axis Technology LLC</b> 225 Franklin St., Boston 02110 (617) 217-2076 www.axistechnologyllc.com	589.66% 99.28%	\$20,000,000 \$16,000,000	\$10,036,000 \$2,900,000	IT consulting	John David President
<b>7</b>	<b>AVID Staffing</b> 185 Devonshire St., Boston 02110 (617) 951-1880 www.avidstaffing.com	557.14% 124.39%	\$9,200,000 \$6,500,000	\$4,100,000 \$1,400,000	IT staffing	Brian Tomasello Principal owner
<b>8</b>	<b>AgencyPort Insurance Services Inc.</b> 211 Congress St., Boston 02110 (617) 646-4550 www.agencyport.com	419.36% 174.12%	\$15,000,000 \$10,000,000	\$5,472,124 \$2,888,164	Property and casualty insurance	Gary Brach CEO
<b>9</b>	<b>Syrinx Consulting</b> 255 Bear Hill Road, Waltham 02451 (781) 487-7800 www.syrinx.com	411.92% 127.71%	\$5,228,720 \$4,123,391	\$2,296,201 \$1,021,400	IT consulting	Andrew Gelina President, CEO
<b>10</b>	<b>Bullhorn Inc.</b> 33-41 Farnsworth St., Boston 02210 (617) 478-9100 www.bullhorn.com	403.7% 172%	\$13,600,000 \$8,100,000	\$5,000,000 \$2,700,000	Staffing and recruiting software	Arthur Papas CEO, co-founder
<b>11</b>	<b>Integra Technology Consulting</b> 400 Fifth Ave., Waltham 02451 (781) 890-0070 www.integratc.com	387.32% 21.88%	\$6,781,395 \$6,233,290	\$5,564,031 \$1,451,119	IT consulting	David Teplow Managing partner, CEO
<b>12</b>	<b>TalentBurst Inc.</b> 1 Apple Hill Drive, Natick 01760 (508) 651-4100 www.talentburst.com	364.31% 119.26%	\$11,840,000 \$6,640,000	\$5,400,000 \$2,550,000	IT and financial services staffing	Bharat Singh Talwar CEO
<b>13</b>	<b>Communispace Corp.</b> 100 Talcott Ave., Watertown 02472 (617) 607-1400 www.communispace.com	362.75% 207.29%	\$23,600,000 \$12,290,000	\$7,680,000 \$5,100,000	Marketing technology and services	Diane Hessian President, CEO
<b>14</b>	<b>Accounting Management Solutions Inc.</b> 800 South St., Waltham 02453 (781) 419-9200 www.amsolutions.net	313.58% 82.05%	\$11,536,000 \$8,136,694	\$6,336,589 \$2,789,276	Outsourced financial services and recruiting services	James Bourdon President, CEO
<b>15</b>	<b>NameMedia Inc.</b> 230 Third Ave., Waltham 02451 (781) 839-2800 www.namemedia.com	310.26% 154.78%	\$80,000,000 \$61,000,000	\$31,400,000 \$19,500,000	Online marketplace for domain names	Kelly Conlin Chairman, CEO
<b>16</b>	<b>Verosity Technology Partners Inc.</b> 100 Crosby Drive, Bedford 01730 (617) 779-3000 www.verity.com	300.89% 125.22%	\$17,200,000 \$12,011,000	\$7,636,949 \$4,290,474	IT network engineering	Sebastien Tran CEO
<b>17</b>	<b>Beacon Hill Staffing Group</b> 152 Bowdoin St., Boston 02108 (617) 326-4000 www.beaconhillstaffing.com	282.97% 150.66%	\$44,390,000 \$29,103,000	\$17,709,000 \$11,591,000	Staffing services	Andrew Wang CEO
<b>18</b>	<b>Winsper</b> 77 Summer St., Boston 02110 (617) 695-2900 www.winsperinc.com	282.5% 141.67%	\$19,343,000 \$12,673,300	\$8,004,000 \$5,336,000	Marketing firm	Jeff Winsper President
<b>19</b>	<b>Granite Telecommunications LLC</b> 100 Newport Ave., Quincy 02171 (617) 933-5500 www.granitenet.com	261.46% 91.91%	\$280,000,000 \$206,617,000	\$145,899,000 \$77,463,000	Wholesaler of telephone and broadband service	Robert Hale President, CEO
<b>20</b>	<b>Mindshift Technologies Inc.</b> 307 Waverley Oaks Road, Waltham 02452 (617) 243-2700 www.mindshift.com	243.2% 126.56%	\$58,000,000 \$39,900,000	\$25,600,000 \$16,900,000	Outsourced IT services	Paul Chisholm Chairman, CEO

## THREE-PEAT

Companies that have appeared on the BBJ's Pacesetters list for the past three years

	2006	2007	2008
<b>Infocitex Corp.</b>	9	4	1
<b>Bullhorn Inc.</b>	10	9	10
<b>Accounting Management Solutions</b>	6	10	14
<b>Verosity Technology Partners Inc.</b>	7	12	16
<b>Beacon Hill Staffing</b>	8	5	17
<b>Granite Telecommunications</b>	3	3	19
<b>OpenAir Inc.</b>	34	26	21
<b>Boston Rack Inc.</b>	11	13	30
<b>Integrated Design Group Inc.</b>	13	16	42
<b>Resource Options Inc.</b>	32	31	49
<b>Ascend Consulting</b>	26	30	59

## Companies that repeated as Pacesetters

Company	2008 rank	2007 rank
<b>Infocitex Corp.</b>	1	4
<b>S4 Inc.</b>	3	14
<b>Endeca Technologies Inc.</b>	5	1
<b>Bullhorn Inc.</b>	10	9
<b>Integra Technology Consulting</b>	11	19
<b>Communispace Corp.</b>	13	11
<b>Accounting Mgt. Solutions</b>	14	10
<b>Verosity Technology Partners</b>	16	12
<b>Beacon Hill Staffing Group</b>	17	5
<b>Winsper</b>	18	15
<b>Granite Telecommunications</b>	19	3
<b>OpenAir Inc.</b>	21	26
<b>John Galt Staffing Inc.</b>	23	28
<b>J. Calnan &amp; Associates Inc.</b>	24	49
<b>Undine Corp.</b>	27	18
<b>William A. Berry &amp; Son</b>	28	59
<b>Boston Rack Inc.</b>	30	13
<b>Braver</b>	32	44
<b>By Appointment Only Inc.</b>	38	36
<b>Schneider Associates</b>	40	45
<b>Integrated Design Group</b>	42	16
<b>Resource Options Inc.</b>	49	31
<b>Davies Murphy Group</b>	51	29
<b>Goodwin Procter LLP</b>	54	52
<b>Costantino Richards Rizzo</b>	55	46
<b>W.B. Mason</b>	56	48
<b>Simpson Gumpertz &amp; Heger</b>	58	53
<b>Ascend Consulting</b>	59	30

Source: BBJ survey.  
Note: For a company to qualify for the list, the company had to have at least \$1 million in 2004 revenue. The list excludes subsidiaries of public companies, banks, bank holding companies, schools and hospitals.  
Compiled by Patrick Lawlor

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41	The Winter, Wyman Cos. 950 Winter St., Waltham 02451 (781) 890-7000 www.winterwyman.com	108.47%	\$55,901,591	\$35,864,255	Staffing firm	Robert Boudreau CEO
		55.87%	\$42,837,780	\$26,814,894		
42	Integrated Design Group Inc. 38 Chauncy St., Boston 02111 (617) 338-1177 www.idgroupae.com	106.47%	\$6,700,000	\$3,610,000	Architecture, engineering, interior design, project management	Robert Stein Principal
		85.6%	\$4,576,000	\$3,245,000		
43	School Family Media Inc. 100 Stonewall Blvd., Wrentham 02093 (508) 384-0394 www.ptotoday.com	106%	\$5,150,000	\$3,360,000	Education media and services firm	Tim Sullivan President
		53.27%	\$3,845,000	\$2,500,000		
44	StudyPoint 2 Main St., Stoneham 02180 (617) 332-7920 www.studypoint.com	104.54%	\$4,200,000	\$2,706,226	In-home tutoring for academics and test preparation	Richard Enos CEO
		55.2%	\$3,164,909	\$2,053,400		
45	The Bowdoin Group 40 William St., Wellesley 02481 (781) 239-9933 http://www.bowdoingroup.com	101.25%	\$6,240,937	\$3,413,193	Executive search firm	David Melville, Jr President
		82.85%	\$4,218,274	\$3,101,036		
46	Court Square Group 1441 Main St., Springfield 01103 (413) 746-0054 www.courtsquaregroup.com	97.46%	\$15,052,000	\$8,752,000	IT consulting services	Keith Parent CEO
		71.98%	\$11,120,000	\$7,623,000		
47	Shawmut Design and Construction 560 Harrison Ave., Boston 02118 (617) 622-7000 www.shawmut.com	93%	\$850,610,555	\$497,775,582	Construction management	Thomas Goemaat CEO
		70.88%	\$587,692,927	\$440,736,470		
48	Veritide 155 Seaport Blvd., Boston 02210 (617) 563-4915 www.veritide.com	92.78%	\$534,000,000	\$333,000,000	Staffing firm	Robert Lopes President, CEO
		60.36%	\$451,000,000	\$277,000,000		
49	Resource Options Inc. 200 Highland Ave., Needham 02484 (781) 455-0224 www.resourceoptions.com	92.26%	\$12,951,693	\$7,880,611	Staffing firm	Matthew Carlin President
		64.35%	\$10,008,680	\$6,736,563		
50	Metis Design Corp. 10 Canal Park, Cambridge 02141 (617) 661 5616 www.metisdesign.com	87.69%	\$2,734,503	\$2,615,609	Software and hardware development, IT consulting	Seth Kessler President, CEO
		4.55%	\$3,206,502	\$1,456,932		
51	Davies Murphy Group Inc. 200 Wheeler Road, Burlington 01803 (781) 418-2400 www.daviesmurphy.com	86.75%	\$6,074,556	\$4,246,088	Marketing and public relations firm	Eric Davies Principal
		43.06%	\$5,052,308	\$3,252,844		
52	VFA Inc. 266 Summer St., Boston 02210 (617) 451-5100 www.vfa.com	86.37%	\$26,110,370	\$17,500,000	Facilities management software	Gerald Kokos President, CEO
		49.2%	\$23,565,000	\$14,010,000		
53	Collaborative Consulting 70 Blanchard Road, Burlington 01803 (781) 565-2600 www.collaborativeconsulting.com	81.82%	\$46,000,000	\$33,400,000	IT consulting	William Robichaud President, CEO
		37.72%	\$42,000,000	\$25,300,000		
54	Goodwin Procter LLP Exchange Place, Boston 02109 (617) 570-1000 www.goodwinprocter.com	80.71%	\$506,000,000	\$302,500,000	Legal services	Regina Pisa Managing partner
		67.27%	\$415,000,000	\$280,000,000		
55	Costantino Richards Rizzo LLP 601 Edgewater Drive, Wakefield 01880 (781) 279-7788 www.crrcpa.com	80.2%	\$2,869,045	\$1,981,662	Accounting	Paul Constantino Managing partner
		44.78%	\$2,176,135	\$1,592,181		
56	W.B. Mason 59 Centre St., Brockton 02303 (888) 926-2766 www.wbmason.com	76.2%	\$622,000,000	\$420,000,000	Office products, furniture and printing	Leo Meehan President, CEO
		48.1%	\$488,000,000	\$353,000,000		
57	Hollister Inc. 75 State St., Boston 02109 (617) 654-0200 www.hollisterstaff.com	75%	\$21,000,000	\$16,000,000	Full-service recruiting firm	Kip Hollister Founder, CEO
		31.25%	\$19,000,000	\$12,000,000		
58	Simpson Gumpertz & Heger Inc. 41 Seyon St., Waltham 02453 (781) 907-9000 www.sgh.com	73.55%	\$71,476,201	\$46,540,241	Design and consulting engineering	Glenn Bell CEO
		53.58%	\$56,728,350	\$41,184,560		
59	Ascend Consulting 1050 Winter St., Waltham 02451 (781) 250-2600 www.ascendconsult.com	72.62%	\$14,500,000	\$10,200,000	IT consulting for financial industry	Karl Pessinis President
		42.16%	\$11,980,000	\$8,400,000		
60	City Lights Electrical Co. Inc. 290 Pine St., Canton 02021 (617) 822-3300 www.clecne.com	71.61%	\$51,550,016	\$41,509,442	Electrical construction	Maryanne Cataldo CEO
		24.19%	\$58,668,986	\$30,039,400		

## LARGEST 2-YEAR REVENUE GAINERS

Largest increase in revenue from 2005 to 2007

	2005 revenue	2007 revenue	% change
<b>Nauset Construction</b>	\$5M	\$30M	500%
<b>S4 Inc.</b>	\$4.5M	\$16.7M	271%
<b>Synergy Graphic Solutions</b>	\$1M	\$3.2M	225%
<b>CSN Stores</b>	\$63.9M	\$201M	214%
<b>Endeca Technologies</b>	\$35M	\$108M	208%

Source: BBJ research

## Largest Mass. employers

Companies with the most Mass. employees on this year's list

Company	Mass. employees
<b>1 Veritide</b>	1,998
<b>2 Goodwin Procter LLP</b>	1,073
<b>3 W.B. Mason</b>	660
<b>4 Shawmut Construction</b>	656
<b>5 CSN Stores</b>	525
<b>6 Granite Telecommunications</b>	485
<b>7 Unidine Corp.</b>	467
<b>8 Endeca Technologies Inc.</b>	390
<b>9 William A. Berry &amp; Son</b>	340
<b>10 Eliassen Group</b>	275

Source: BBJ survey.

Note: For a company to qualify for the list, the company had to have at least \$1 million in 2004 revenue. The list excludes subsidiaries of public companies, banks, bank holding companies, schools and hospitals.

Compiled by Patrick Lawlor



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