

Meet 2015's

SUPERSTAR ENTREPRENEURS Inc.

Here's How
They Did It



ON THE MONEY

Jessica Mah, 25, reinvented her financial software firm, inDinero, to create a stunning growth rate of 2,685.6% over the past three years.

Boyce Technologies
Rank #166

Inc. 500

The Class of 2015



Since 1982, businesspeople have eagerly sought out Inc.'s annual ranking of the fastest-growing privately held companies in the U.S. The list gives readers insight into the hottest trends and emerging themes in the evolving economy available nowhere else. From Microsoft and Domino's Pizza in the 1980s, E*Trade and Clif Bar in the 1990s, all the way through the new millennium with Zappos and Zipcar in the first decade and Chobani and GoPro more recently, the Inc. 500 has always been ahead of the curve.



REINVENTED INVENTOR
Charles Boyce
builds Help Points
for the MTA.

No. 166

CATCHING THE LAST TRAIN TO ENTREPRENEURSHIP

Charles Boyce Boyce Technologies • Three-year growth **2,442.4%** • 2014 revenue **\$25 MILLION**

As told to **KATE ROCKWOOD** • Photograph by **GUS POWELL**

INC. 500 • **TECH**



Top Manufacturing Companies



Top NY Companies

New York City-based Charles Boyce, 49, spent two decades repressing his inner inventor, until his comfortable life crumbled around him. Then he chased his childhood dream.

WHEN I WAS 10, my grandpa took me to New York City. I was fascinated by the trains. I felt destined to invent things for the railroad.

AFTER 20 YEARS running an engineering company, I accepted a buyout from my partner. I went on vacation with my wife to Mexico, and I decided to invest in a vertical milling machine. Who buys a \$100,000 machine and hopes to make something people will buy?

THEN THE BOTTOM fell out of that buyout deal. I couldn't get work because of the noncompete terms, and the legal fees drained my bank account.

I WAS ABOUT to throw in the towel when I got a call asking if I wanted to compete against 11 other companies, including Siemens, for a chance to build an emergency communications system for New York City's transit system in case of a bombing or a health crisis. I couldn't believe it.

I STARTED working around the clock. Before the presentation, I pulled an all-nighter. On the way there, I drove off the road at one point. But when I arrived, the chairman of the subway system pressed the button and it sounded loudly and clearly. That moment was pure joy.

I WON. I built 25 units, then 500 more. Now there isn't a day that goes by that I don't build something for a train.

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