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Women-owned IT service firms hold their edge

By [Brendan Lynch](#)

For the second straight year, women-owned IT services companies dominated the list of largest technology firms owned by either minorities or women, according to research conducted by Mass High Tech.

[Continental Resources Inc.](#) topped all competitors in the region, posting \$403.3 million in 2007 revenue. The Bedford-based IT test and measurement instrumentation company provides logic analyzers, signal generators and oscilloscopes, as well as services such as IP telephony, information life-cycle management and data backup. The company moved onto the list after [Mary Nardella](#) became the company's CEO.

[Resourcesoft Inc.](#), an IT consulting firm based in Marlborough, ranked third, with \$31.9 million in revenue. Led by CEO [Anita Rana](#), the company, which provides IT staffing, systems integration and technology architecture services, also has an office in India.

At No. 4, the [Training Associates Inc.](#), an IT training, consulting, and staffing company, took in \$27.9 million in 2007 revenue. Company president [Maria Melfa](#) said she has seen big changes in the number of females in top-level positions at tech companies since 1994.

"You didn't see that a few years ago," Melfa said.

Melfa said she has also seen an increase in the percentage of women among her company's 10,000 independent-contractor trainers, which she said could be due to the position's schedule, under which contractors can work whenever they choose.

"It gives them the flexibility and the opportunity to make a very good salary," she said.

One advantage of being a female executive is having a better sense of what her female employees are going through, said Melfa, who co-founded the company with her father.

"I know I have a much greater understanding," she said. "I have a couple of children at home."

The list was similarly dominated by women-owned tech firms last year. In 2007, Milford, N.H.-based electronic and electromechanical manufacturer [Cirtrionics Corp.](#), with [Gerardine Ferlins](#) as president, led the pack with \$43 million in 2006 revenue. Sudbury-based [ADTech Systems Inc.](#) and president [Elizabeth Gormley](#) ranked second with \$28 million. Wakefield-based [Computer Express Inc.](#) and owner [Maureen Harris](#) rounded out the top three, reporting \$16 million in 2006 revenue.

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