



Elizabeth (Beth) Williams
President & CEO, Roxbury Technology Corporation

Beth Williams is the President, CEO and owner of Roxbury Technology Corporation (RTC), an eco-friendly, full service remanufacturer and distributor of recycled toner and ink cartridges.

After graduating from Brown University Beth began her career working as a Production Control Manager in her father's first company, Freedom Electronics. After years of training and guidance from her father, she decided to expand her practical knowledge and experience inside a major corporation. Beth joined Raytheon Corporation as a sub-contract administrator and was later promoted as the Minority Business Liaison Officer for its Missile Systems Division. Having a desire to move into a decision-making role that would form a tighter relationship and bridge between minority entrepreneurs and corporations, Beth became a Purchasing Manager at Blue Cross Blue Shield of Massachusetts, and later became the Director of Business Diversity. After her father's sudden death in 2002, Beth left Blue Cross Blue Shield to succeed her father as CEO of one of his later startup companies, Roxbury Technology Corporation.

RTC is committed to providing sustainable printing solutions that are good for the environment, the economy and its customer's bottom line. In her role as President & CEO, Beth served as the catalyst to RTC's successful transformation from being a distributor of toner cartridges solely, to becoming a manufacturer of toner cartridges, resulting in strong revenue and profit portfolios. Today, RTC is a strategic diversity partner of Staples, Inc. and is their preferred supplier for remanufactured toner and ink imaging supplies. RTC cartridges are sold through the Staples catalogs and on line at Staplelink.com. Additionally, RTC has a broad *representation* of direct customers who have become partners as well.

With year over year revenue growth since 2004, RTC continued its strong growth throughout 2008 and ended the year with revenues in excess of \$15 million dollars. Beth describes RTC as a Green company, committed to sustainability. ***"We are socially, environmentally and economically responsible. By providing over 45 good wage earning jobs, we contribute to the economic sustainability of the city of Boston and the state of Massachusetts; by providing a recycled product we are committing to the sustainability of the environment; and, by providing an alternative product with better than industry standard quality ratings to the often overpriced costs of imaging supplies, we provide a cost savings solution to our corporate customers. We are making a difference while making a profit."***

Among Beth's many achievements and awards, some highlights include: Hall of Fame Winner in 2004 for a Start-up Business by the *Boston Women's Business Journal*; Roxbury Technology Corporation has been named for the past 4 years, as one of the top 20 fastest growing inner city businesses in America by *INC. Magazine*; In March of 2008, ICIC Urban Business Award of Excellence by *INC, Magazine*; Named the 2008 #2 Fastest Growing Inner City Business in America; 2008 Top Woman Owned and Top Minority Owned Inner City Business for ICIC and *Inc. Magazine*; 2007 Emerging Small Business of the Year Award for Black Enterprise Magazine; Named one of the 2009 25 Influential Black Women in Business by The Journal Network Magazine.

Beth has been honored as a "Leading Woman" by several organizations such as the Girl Scouts of America, and the National Association of Black Professional and Business Women, among others. She serves on several local community boards and is committed to strengthening and developing her community.

Her greatest pride though is being a mom. She is single mother of a 14 year old son whose numerous school and sports activities keep her extremely busy in her "free time".

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