



BOYCE SYSTEMS

Delivering Innovative Software Solutions

Address: 9401 S. Innovation Drive,
Suite 300, Daleville, IN 47334

Phone: (800) 382-5505

Website: www.boycesystems.com;
www.bsasoftware.com

Employees: Approximately 85 in Indiana

Resources: Casey Stanley, president,
Boyce Schools Division

By **Symone C. Skrzycki**

In 1899, two great minds – Arthur E. Boyce and Robert P. Campbell – came together to form Boyce Systems, a forms printing business serving government, utility and school markets. Fast forward 126 years. A new partnership – this time, between Boyce and Bath, Michigan-headquartered BS&A Software – is bringing new technology solutions and growth opportunities.

Boyce provides financial management software solutions to help customers meet regulatory requirements. It serves two different markets in Indiana: public school systems and municipalities. Services include payroll and utility billing, along with printing and administrative.

BS&A, which delivers cloud-based enterprise software solutions for local governments, acquired Boyce earlier this year. While BS&A's business model didn't encompass schools, it shared with Boyce a mission to streamline municipal operations and enhance efficiency.

"They're the Boyce of Michigan – or we're the BS&A of Indiana, however you want to say it," comments Casey Stanley, president, Boyce Schools Division.

"What we found in BS&A was a company that was almost the mirror image of and eerily similar to us in our approach, in our market presence, in our culture and our people," Stanley declares. "It was this sort of serendipitous opportunity where BS&A was interested in how they could partner or combine with a business in the Midwest. They were excited that we have deep relationships and a deep understanding of what makes Indiana and its financial requirements unique – and that we can help open the door to the state and allow them to expand."

For Boyce, the partnership ushers in a new era as it converts its government offerings to the cloud.

"Having access to BS&A's cloud software will allow us to immediately make that available to all our Indiana government customers. When I say government, it's really municipalities, libraries and utilities. Not only will that best serve our customers ... but it immediately translates into a huge growth opportunity for us in the coming years."

Storied history

Boyce's early days revolved around quality bookbinding, printing, forms and accounting services.

"Boyce became the de facto standard in the state of Indiana for printing forms for governments and schools to allow them to run their businesses efficiently and remain compliant with the Indiana State Board of Accounts

reporting requirements,” Stanley remarks.

As the digital age dawned in the 1990s and 2000s, Boyce replaced paper forms with computerization. It acquired Komputrol Software and Keystone Consulting Services, which are customizable products that assist organizations in managing accounting, financial and recordkeeping tasks.

“(Boyce’s leadership) had the foresight to look forward and (envision), ‘Maybe this internet thing is going to change the way people report information,’ ” Stanley notes. “They had the foresight to get into the software business by doing a couple of small acquisitions in the late 90s. That’s how they entered the software business, which is what’s driving our business today.”

In 2021, Stanley (president) and fellow Muncie-based technology leaders Jason Harrington (CEO) and Jay Moorman (chief customer officer) acquired Boyce, then a five-generation, family-owned company.

“When we walked in the door, they were 122 years old,” Stanley recalls. “We’ve owned and kind of stewarded the business since then.”

One of the things that stands out in Stanley’s mind is shortly thereafter finding a leather-bound marketing piece from the 1930s while sorting through items in the office building. It contained a letter from A.E. Boyce to customers and prospects promoting the company’s forms.

“It encouraged using the forms because it was a way (for customers) to be more efficient, to save money, to have better access to information and to make better, quicker business decisions. And it was a way to help

ensure their compliance with the state’s requirements,” Stanley comments. “Effectively what we do, the value we deliver and the business problems we help our customers solve today haven’t changed. We’re using very different technology to do that – but that’s been the core of our business for over 100 years.”

Dynamic duo: Boyce, BS&A

In addition to teaming up on municipal ERP (enterprise resource planning) solutions, Boyce and BS&A are boosting services to Indiana’s school-sector customers.

A newly created Schools Division, led by Stanley as president and headquartered in Muncie, will operate “almost like an independent or standalone business.

“The way this is working is BS&A doesn’t have a software presence in schools,” Stanley shares. “They don’t have anyone in Indiana. So, they’re leaning on and are dependent on our people to continue to serve. They’re interested in protecting and continuing to invest in the schools part of our business.

“We have a lot of autonomy. We’ve been able to increase our investment and focus in schools.”

The Schools Division technology encompasses accounting, payroll, personnel, timekeeping and extracurricular activities in the cloud. Two major products are Boyce Cloud Schools (formerly Komputrol) and a new Employee Hub.

“The Employee Hub will allow our school customers to provide a rich experience for their employees. All of those things around an employee managing their own



“Our product is really solid. But without the Indiana-based team, coverage and empathy, we could quickly turn into just another software company. That helps set us apart.”

– Casey Stanley

employment records (e.g., demographic data, pay information, time off) and requests.”

Stanley wants to make one thing clear when it comes to any uncertainty customers or employees may have about the acquisition.

“The Indiana-based leadership team all remains part of the business going forward. Our customers will still have the relationship with the Boyce staff they love, are comfortable with and have come to trust. It’s still the same people. It’s still the same presence. The only difference is that we can now reveal to



Boyce Systems provides financial management software and administrative services to over 1,200 Hoosier customers spanning government, utility and schools markets. The acquisition by BS&A connects customers with its powerful cloud-native enterprise resource planning platform.



While adapting and expanding into other areas, the company has stayed close to its roots in the forms printing business.

them that we have an excellent proven piece of technology we can deliver to them immediately backed by (a business that's) passionate about the Midwest and our company. We're part of the broader BS&A organization now, but their Indiana presence really is branded Boyce."

Boyce is further illustrating its enduring commitment as a top east central Indiana

employer by moving into a new headquarters in downtown Muncie this May.

Small business, big impact

The ability to adapt is a core strength that's contributed to Boyce's longevity. Stanley points to another asset.

"I think the thing for us that has differentiated and allowed us to endure for so

long while a lot of technology companies come and go is our understanding, empathy and focus on the state of Indiana," he contends. "We have technology that's purpose built for the state and its unique requirements. We have long-tenured staff that develop deep understandings and relationships with our customers that makes us the best fit. We provide the greatest value to them, helping make their lives more efficient and easier versus other software providers that don't have the history, the depth of knowledge and the relationships that we do."

Community stewardship also plays a role. Boyce, for instance, has built volunteer time off and employee giving programs into its culture.

"Our staff appreciates that because not only are we (encouraging them to take time to make a difference), but we're also giving back (ourselves) and recognizing that as we've been able to do well as a business, it allows our teams to do good in their community.

"There's such a sense of purpose and service for our customers in the jobs that they do. So, for us to empower our own teams to give back to their communities wherever they live throughout the state is really important." ■

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