

The PACE/SkillPROOF IT JOB INDEX REPORT

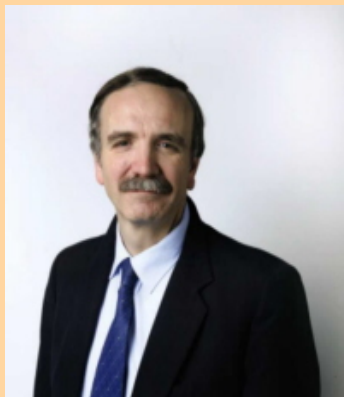
NEW YORK COUNTY (MANHATTAN) REPORT
JANUARY 2007

1906-2006



Job Success
With
Information Technology

David Ulmer



Title: Chief Technology and Strategy
Officer

Employer: Sotheby's

Pace Degree: DPS in Computing

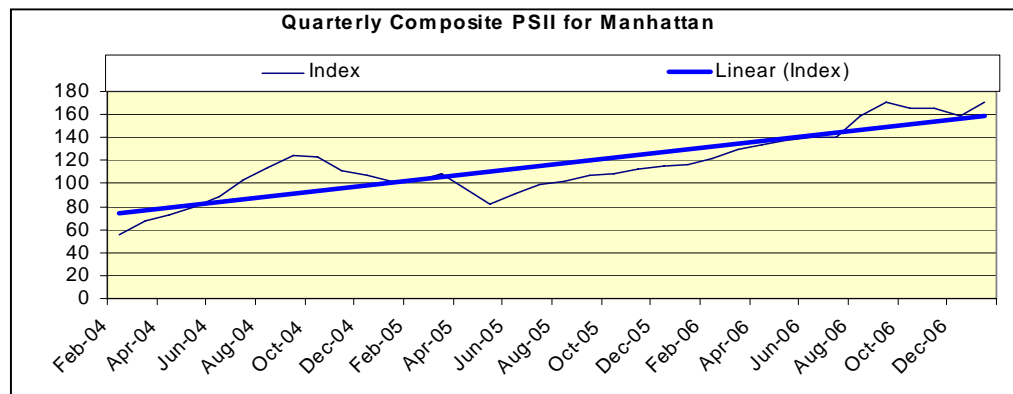
Graduation: 2005

“Sotheby’s strategy of Internal IT talent investment, coupled with strong executive sponsorship has positioned IT well to remain a key enabler of change and tool for competitive advantage. This investment in internal talent seems to be a growing trend...and I see no better time to develop a career path in technology than today.”

IT Job Market in Manhattan Continues to Grow

The Pace/SkillPROOF Index (PSII) of the IT Job Market in Manhattan registered 170 in the 4th quarter of 2006 (2004-2005 cumulative opening = 100), 4 percentage points higher than in the 3rd quarter of 2006 when it was 166, and 54 points higher than a year ago when it was 116.

The quarterly number is an indication of the vibrant state of the IT job market in Manhattan, which is also reflected by the steep trend (the straight line) shown in the following graph. The overall job postings of the 11 standard categories tracked by SkillPROOF, Inc. had a substantial increase of over 64 percent for the year at an average monthly gain of 5.3 percent. Relative to the 3rd quarter, the job market increased 55 percent.



For the complete data and analysis, go to [Historic Behavior of IT Job Categories](#).

Industry Response to the PSII

“...The Pace/SkillPROOF IT Job Index provides students and faculty with hard evidence of job needs in the NY Metro area, allowing students with the right skills to favorably compete for those opportunities.”

Kevin Faughnan, Director, IBM Academic Initiative

“I am very impressed with the index. It should be very helpful to employers, potential employees and students.”

Casimir Skrzypczak
Former President, NYNEX Science and Technology

EARLY BAROMETER: WHAT THE INDEX TRACKS

The Pace/SkillPROOF IT Index is a comprehensive index that tracks job openings in New York County (Manhattan) and in a separate report, Westchester County, NY. Both versions use data obtained by SkillPROOF, Inc. Using this data, the Pace Index is then calculated in three formats: the weighted average of the job postings as a snapshot of the current IT Job market, and year-to-year and month-to-month changes in major categories of the IT job market as diffusion indexes. For more information about the methodology visit the PSII Web site at <http://www.pace.edu/psii>.

The PACE/SkillPROOF IT JOB INDEX REPORT

Quote of the Month:

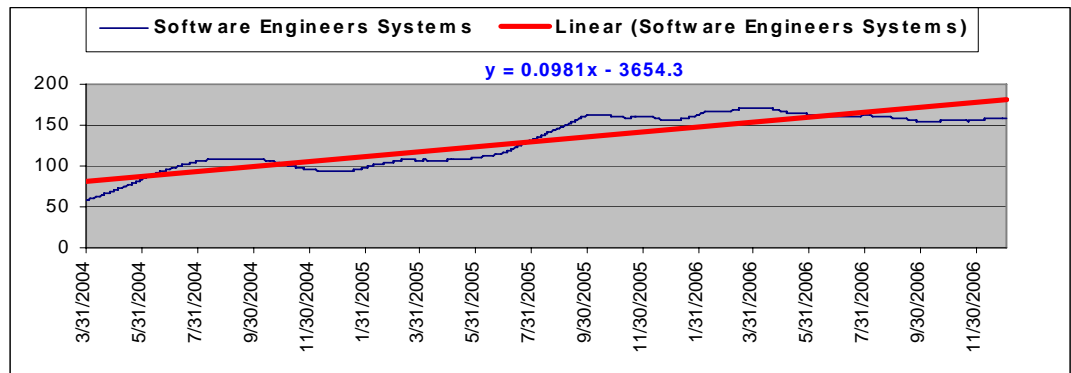
“Training the workforce of tomorrow with today's high schools is like trying to teach kids about today's computers on a 50-year-old mainframe.”

Bill Gates
Chairperson, Microsoft Corporation
2005

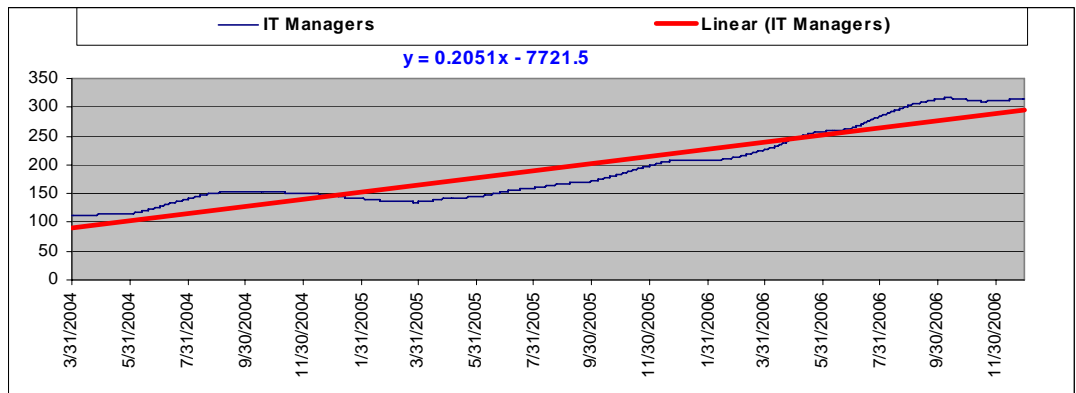


Fourth Quarter Analysis

According to the trend estimate of the 11 job categories, the year-to-date growth in the IT job market in Manhattan is an indication of growing demand for IT professionals. In the 4th quarter of 2006, of the 11 categories tracked by SkillPROOF, Inc., six categories had a substantial increase over the previous quarter, and seven categories showed increased demand over 2005. Currently, Software Engineers (Systems Software) are in greatest demand followed by IT Managers as indicated below.



Though the trend is relatively flat, the market is above the trend and is expected to maintain an increase of more than 20 percent for the year.



For this sector, the market is above the trend, and has been growing substantially over the past year. Here too, the overall trend is positive, indicating a healthy job market with an average annual increase of better than 20 percent.

CAREER OPPORTUNITIES: Raising Student Awareness

“Thanks for the report. It is very extensive and informative! I will send it out to the high schools. I think students should be made aware of the opportunity for employment in IT in this area.”

--Salvador Contes
Director, Instructional Technology Teacher Center, Brooklyn Technical High School NYC

CONTACT INFORMATION

Sponsor and Project Oversight: Dean Susan M. Merritt, Ph.D., Seidenberg School of Computer Science and Information Systems
Modeling and Economic Analyst: Farrokh Z. Hormozi, Ph.D., Department of Public Administration
Data Provider: Henning C. Seip, SkillPROOF Inc.
Editor: Christopher T. Cory
Production Editor: Louise P. Kleinbaum
Web Designer: Seung-Seok Choi

For comments, clarification or additional information, please e-mail ITindexinfo@seidenberg.pace.edu
To learn more about Pace's Seidenberg School, visit www.seidenberg.pace.edu