

The PACE/SkillPROOF IT JOB INDEX REPORT

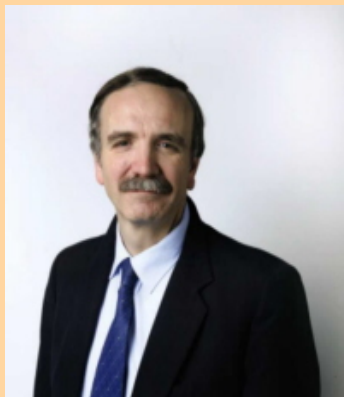
WESTCHESTER COUNTY REPORT
JANUARY 2007

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

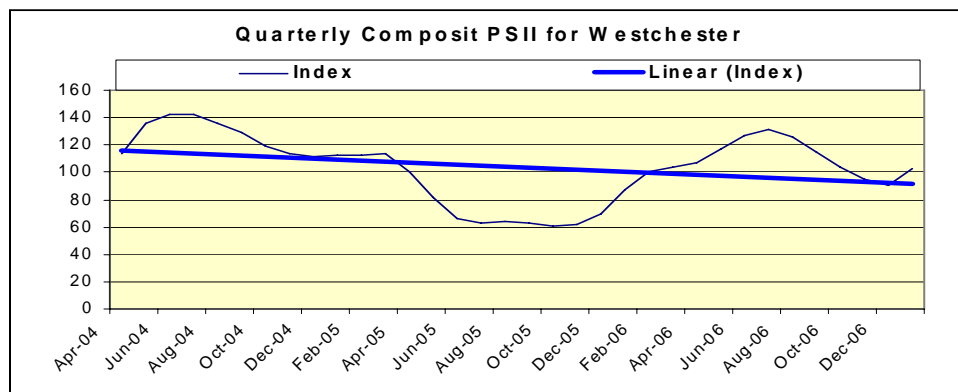
“Sotheby's strategy of Internal IT talent investment, coupled with strong executive sponsorship has positioned IT well to remain a key enabler of change and tool for competitive advantage. This investment in internal talent seems to be a growing trend...and I see no better time to develop a career path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

Westchester IT Job Market Rebounds

The Pace/SkillPROOF Index (PSII) of the IT Job Market in Westchester County, New York, registered 104.2 for the 4th quarter of 2006, slightly higher than the 104.0 in the previous quarter (2004-2005 cumulative opening = 100), but substantially higher than the 87.69 registered for the 4th quarter of 2005. The quarterly index was less than one percent higher than in the 3rd quarter, but over 14 percent higher than in the 4th quarter of 2005, when it registered 87.69.

Since the trend in the IT job market in Westchester County has been low, the rebound in the 4th quarter is significant. After more than two quarters of decline, the job market is picking up as indicated by the rising tip of the graph below.

Quarterly numbers were up slightly, a sign of recovery. Looking at the diffusion Index for Westchester County, the ratio of the categories with higher postings than in the previous period is promising. Of the 11 categories tracked by SkillPROOF, 18 percent had higher postings than in the 3rd quarter and better than 14 percent exceeded the 4th quarter of 2005.



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>.

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Quote of the Month:

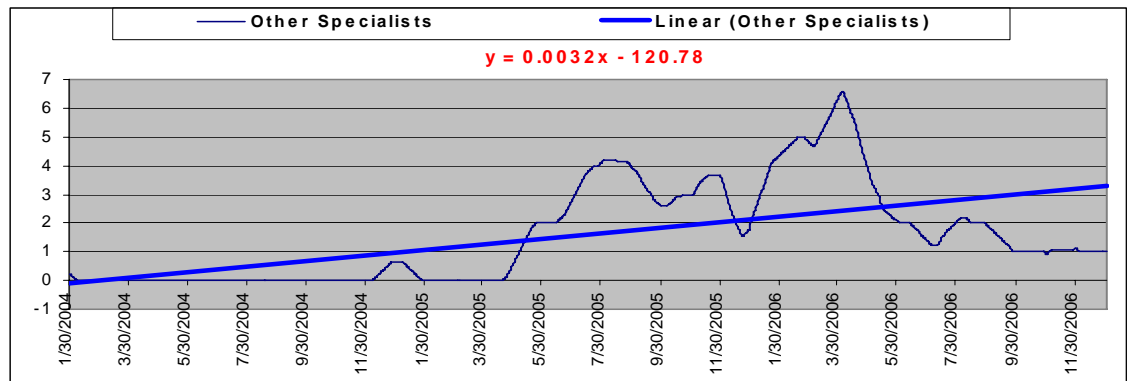
“Training the workforce of tomorrow with today’s high schools is like trying to teach kids about today’s computers on a 50-year-old mainframe.”

Bill Gates
Chairperson, Microsoft Corporation
2005



Fourth Quarter Analysis

According to the trend estimate of the 11 categories, the year-to-date growth in the IT job market in Westchester indicates growing demand for IT professionals. Although the overall trend is slow, the 4th quarter reflected a rebound. In the 4th quarter of 2006, of the 11 categories traced by SkillPROOF, Inc., only two showed rising demand over the 3rd quarter, and five exceeded demand over the 4th quarter of 2005. It is interesting to note that the Other Specialists category (graph below) shows the steepest demand in the county. Among the other categories, Software Engineers (Systems Software) showed a healthy potential followed by IT Managers as indicated below.

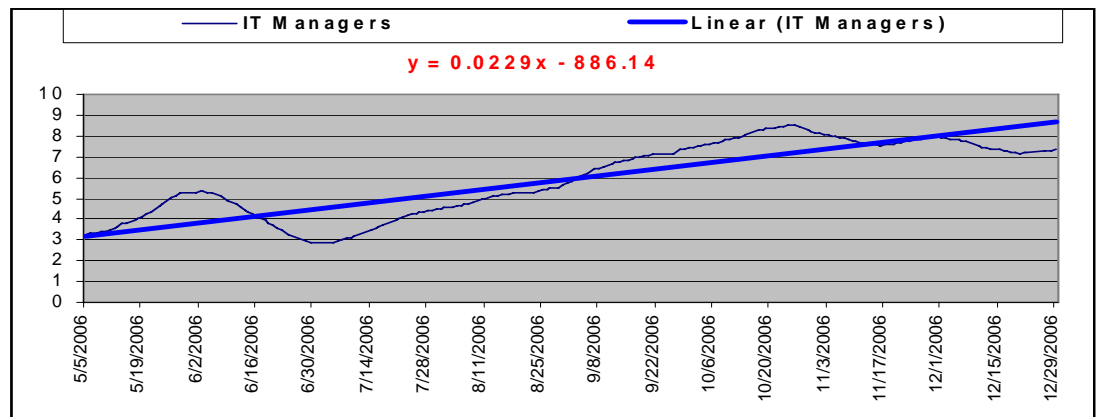


CAREER OPPORTUNITIES: Raising Student Awareness

“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

Even though the overall trend for the IT Manager Category is low (see Historic Behavior), the latest data indicates that the market is picking up nicely. Since the 2nd quarter of 2005, the market has shown a healthy upward trend, illustrated by the graph below.



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To learn more about Pace's Seidenberg School, visit www.seidenberg.pace.edu