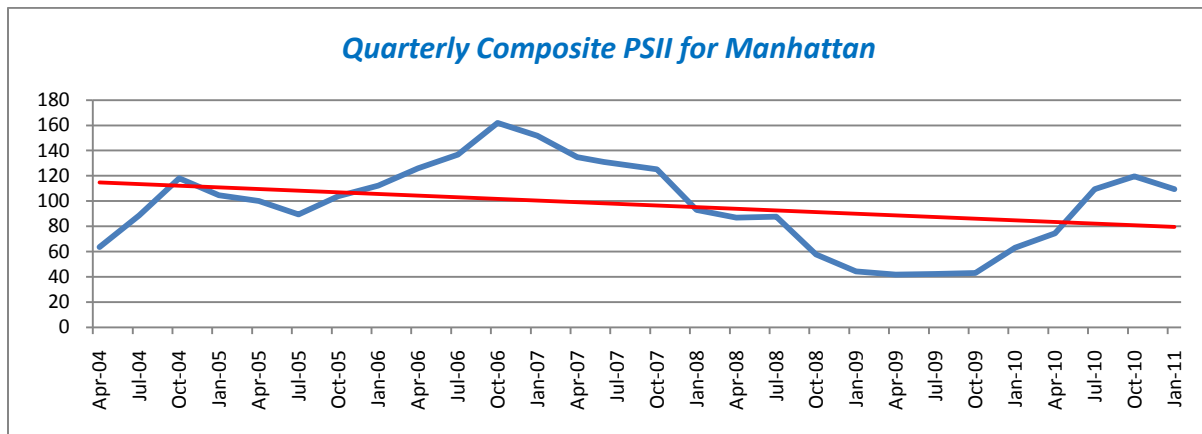


## Historic Behavior of the IT Job Categories Pace/SkillPROOF IT Index (PSII) New York County (Manhattan) 4<sup>th</sup> Quarter, 2010

The U.S. Department of Labor's Bureau of Labor Statistics (BLS) has established specialized categories for the IT industry. Historic market trend estimates for IT specialists are designed to show the behavior of these specialized professions within this dynamic industry. The Web Crawler developed by SkillPROOF, Inc., tracks job openings in 130 blue chip companies from a cross section of U.S. industries with job openings in the New York Metropolitan Area and maps them into 10 highly specialized categories and a general one, **Other Computer Specialists**. The latter is for those that do not squarely fall into one of the 10 standard BLS categories. The following is a brief description of quarterly demand for these professionals in **New York County, Manhattan**.

### General IT Market



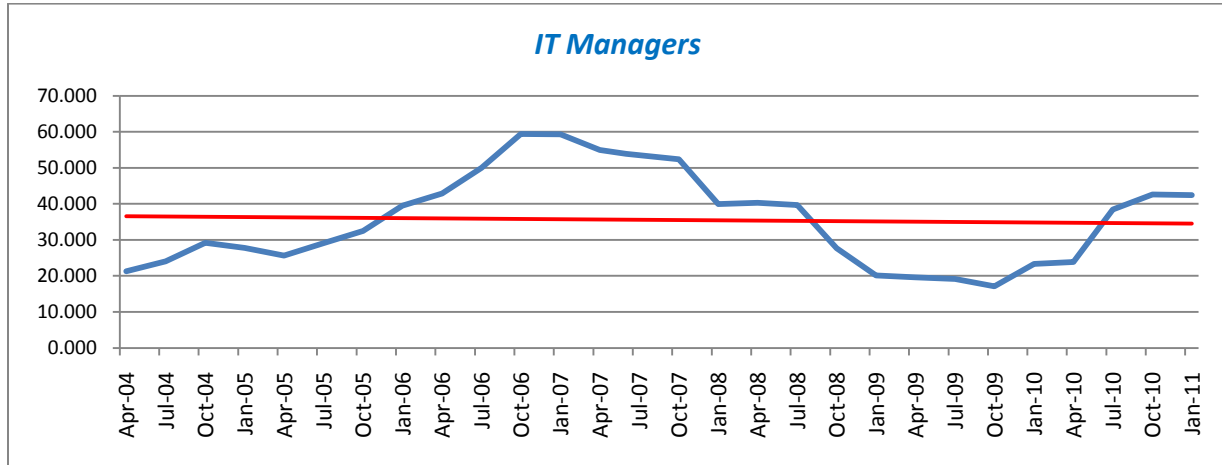
The **Pace SkillPROOF IT Index (PSII)** registered 109 in the fourth quarter of 2010, approximately 8 percent lower than in the previous quarter. The decrease in quarterly demand was minimal considering the impressive overall improvement throughout the year. On an annual basis, the IT labor market in Manhattan increased by more than 73 percent compared to the fourth quarter of 2009 when it was 44 (PSII base = 100, 1<sup>st</sup> Q 2005).

Of the eleven categories that comprise the PSII, seven dropped relatively significantly and four increased slightly. On the down side, the biggest loser during the 4<sup>th</sup> quarter was **Computer Scientists, Research** which dropped by 31 percent, but was up by 57 percent for the year followed by **Computer Programmers**, down by 22 percent on a quarter-to-quarter basis, but up 49 percent for the year.

On the upside, demand for **Other Specialists** rose 13 percent this quarter and better than 74 percent for the year.

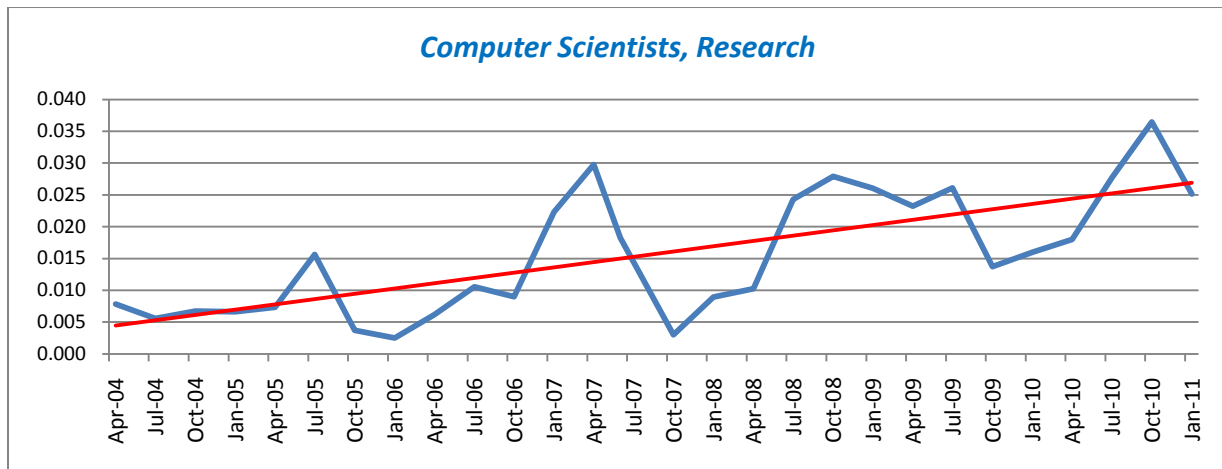
## IT Special Categories

### IT Managers (ID11-3021)



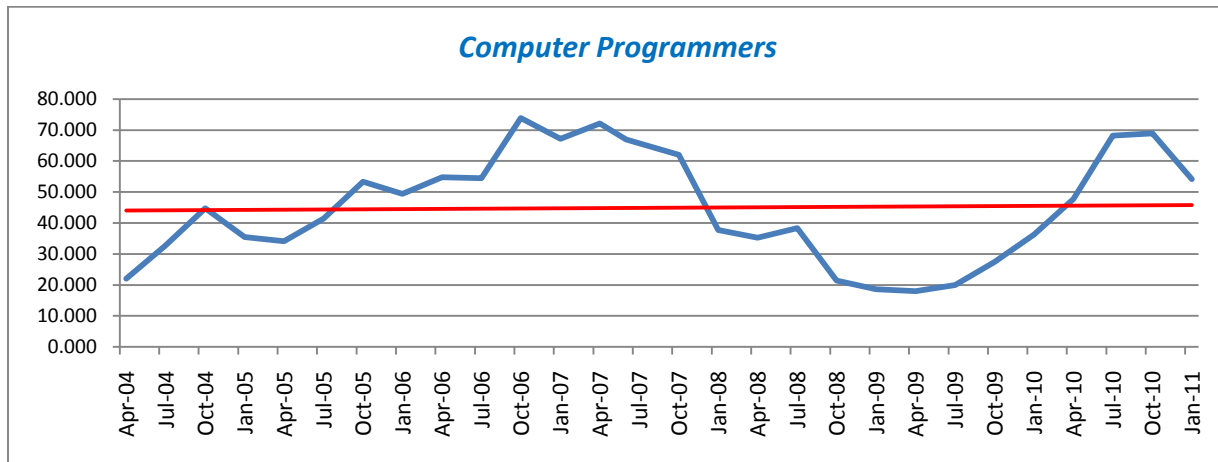
Although the IT labor market slowed during the 4<sup>th</sup> quarter, demand for **IT Managers** was one of the least impacted categories. Demand declined slightly by two-tenths of one percent, but had increased by more than 80 percent for the year.

### Computer Scientists Research (ID15-1011)



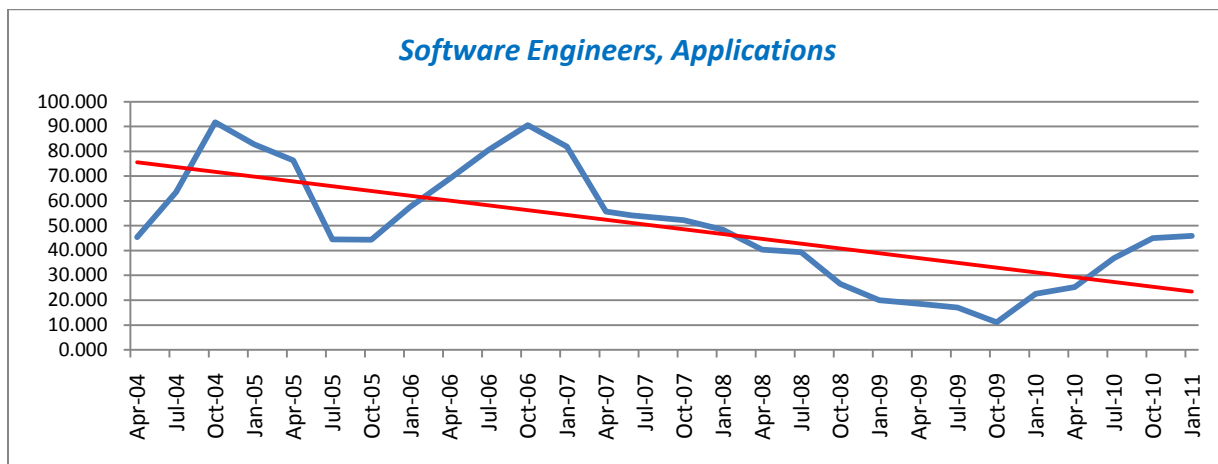
Relatively sharp decline and fluctuations in demand for **Computer Scientists, Research** is not disturbing given the fact that most of the other categories declined as well. However, on the positive side, the rising trend and the fact that demand had a healthy year-over-year increase of 57 percent in 2010 points to a better quarter ahead.

## Computer Programmers (ID15-1021)



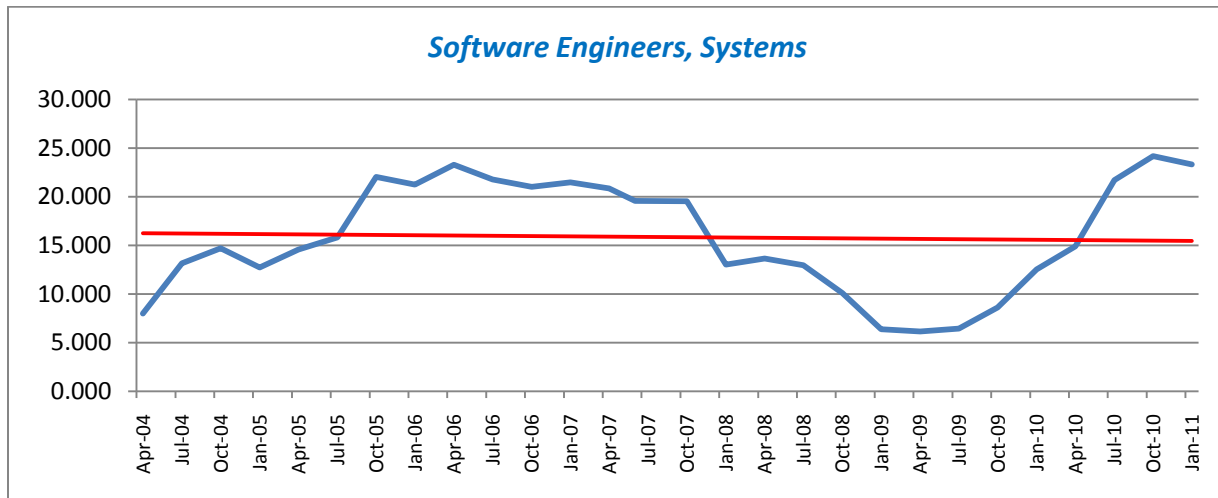
Demand for **Computer Programmers** was down by 22 percent in the 4<sup>th</sup> quarter but performed better relative to the final quarter of 2009. The overall annual increase was substantial at 49 percent.

## Software Engineers, Applications (ID15-1031)



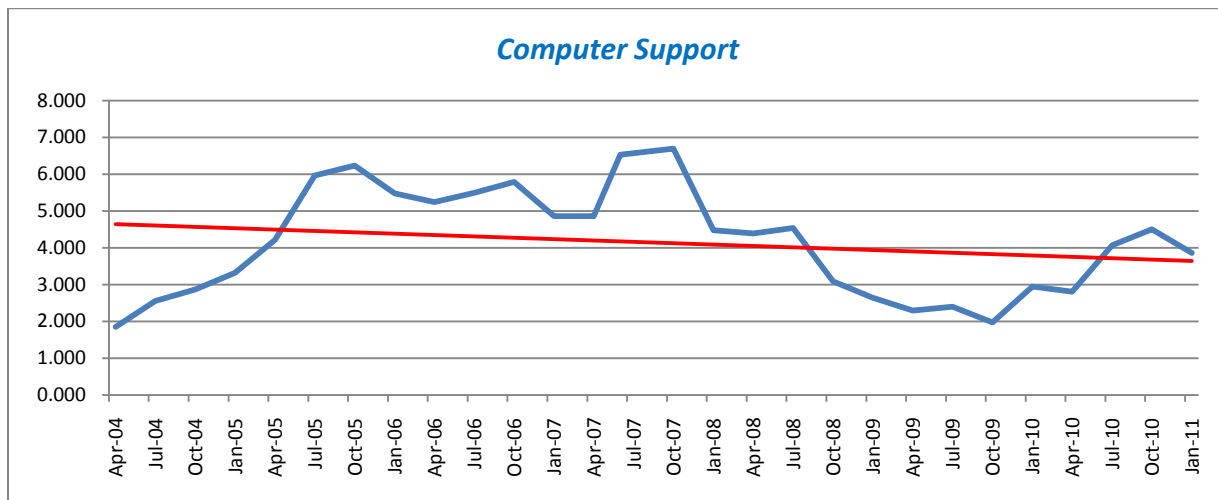
The sharply declining trend for **Software Engineers, Applications** may be due to the dynamics of the current job market. However, the sharp increase in demand during 2010 may have positive implications for the overall job market. The number of job postings during the 3<sup>rd</sup> quarter increased significantly at 21 percent, giving rise to a better than 303 percent increase for the year.

## Software Engineers, Systems (ID15-1032)



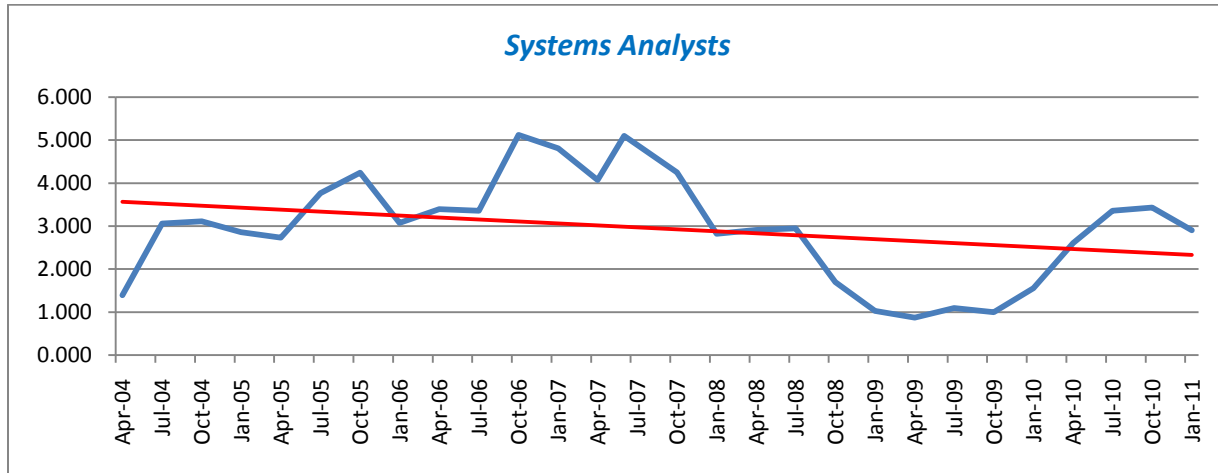
**Software Engineers, Systems** dropped by 3 percent in the final quarter but increased annually by 180 percent. Considering the continual growth since the 2<sup>nd</sup> quarter of 2009, the upward movement during the past three quarters is a promising sign.

## Computer Support Specialists (ID15-1041)



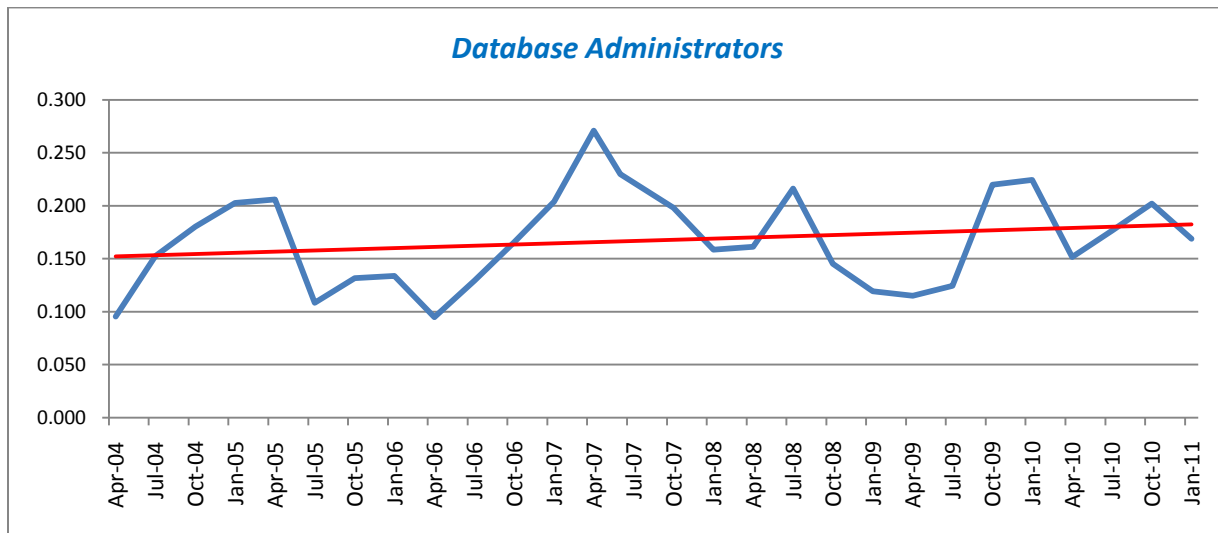
Demand for **Computer Support Specialists** dropped by 14 percent during the 4<sup>th</sup> quarter but increased by 31 percent for the year.

## Systems Analysts (ID15-1051)



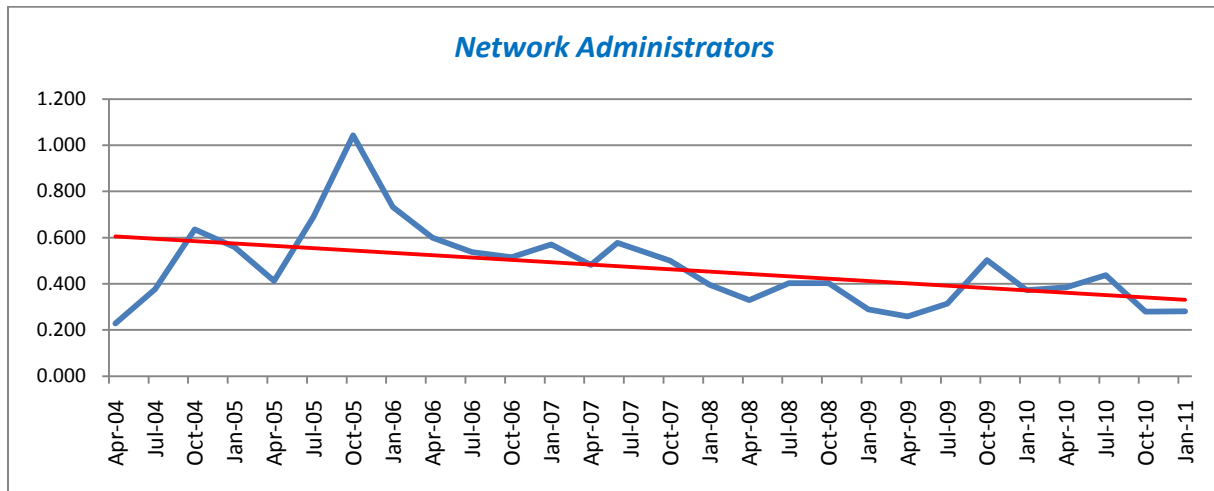
**Systems Analysts** kept pace with the market and dropped by 4 percent during the 4<sup>th</sup> quarter. However, overall growth of better than 60 percent since the 3<sup>rd</sup> quarter of 2009 is impressive.

## Database Administrators (ID15-1061)



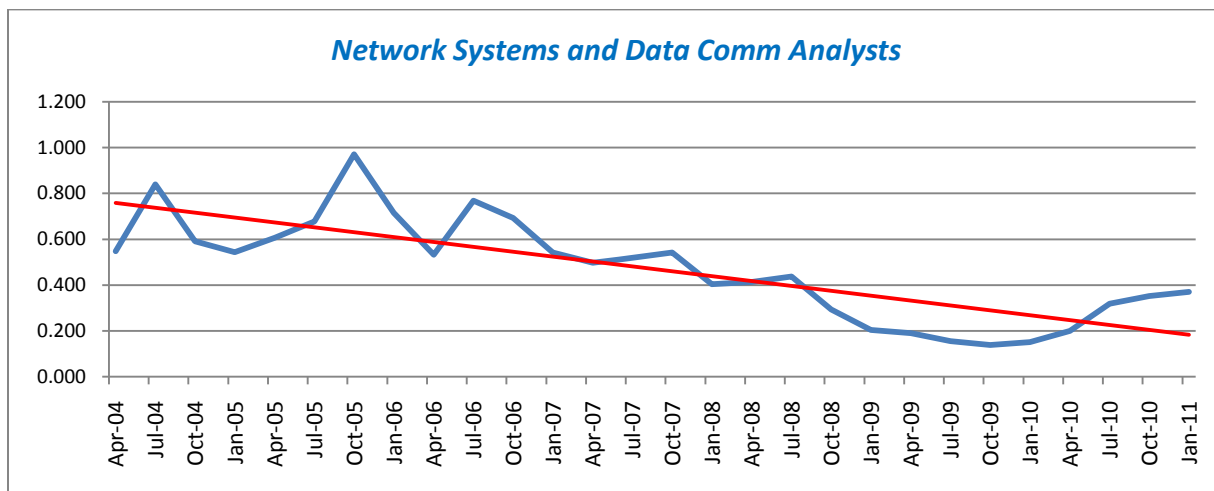
The market for **Database Administrators** was weak on both a quarterly and annual basis. Demand for these professionals dropped by 16 percent in the 4<sup>th</sup> quarter and showed negative growth of 25 percent for the year.

## Network Administrators (ID15-1071)



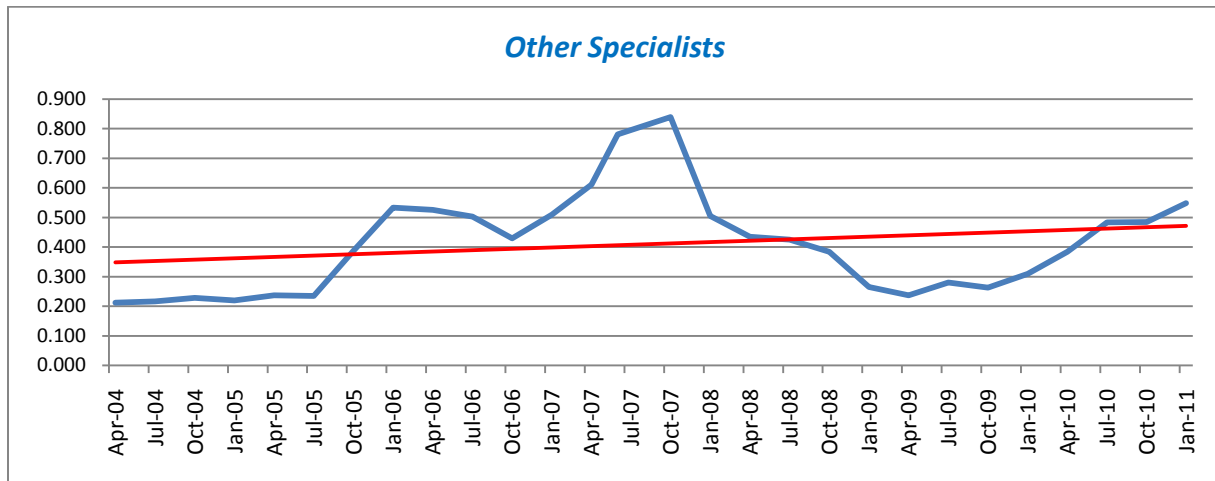
Demand for **Network and Computer Systems Administrators** remained relatively flat during the 4<sup>th</sup> quarter but decreased by 24 percent since the final quarter of 2009.

## Network Systems and Data Communications Analysts (ID15-1081)



Decline in demand for **Network Systems and Data Communications Analysts** since late 2005 appears to have finally slowed. The slight upward movement of the last two quarters is a positive sign. Demand increased by nearly 10 percent for the quarter and a healthy 155 percent increase for the year.

## Other Computer Specialists (ID15-1099)



This may appear to be an anomaly, but expected nevertheless. Demand for **Other Specialists** grew by 13 percent as most other categories declined, common behavior for this catchall category.