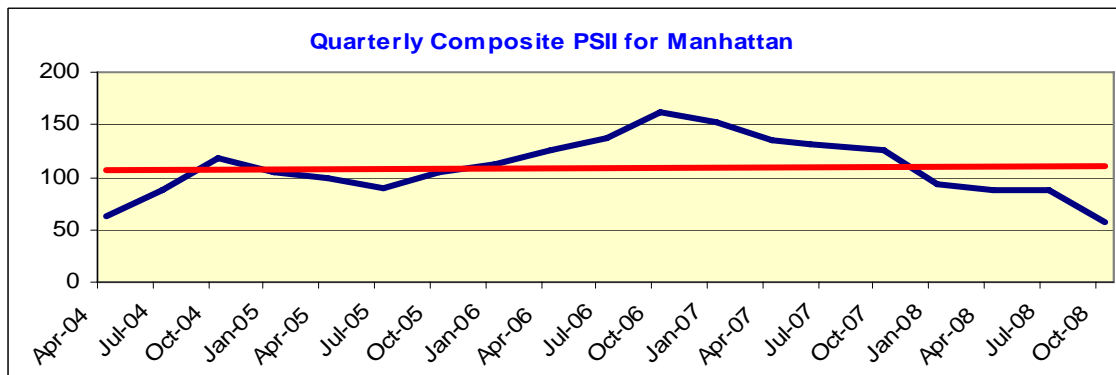


## Historic Behavior of the IT Job Categories Pace/SkillPROOF IT Index (PSII) New York County (Manhattan) 3<sup>rd</sup> Quarter, 2008

The Bureau of Labor Statistics of the U.S. Department of Labor 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 of various companies within the County and maps them into 10 highly specialized categories and a general one, the “Other Computer Specialists”. The latter is for those who would not squarely fall into one of the standard BLS categories.

### General IT Market

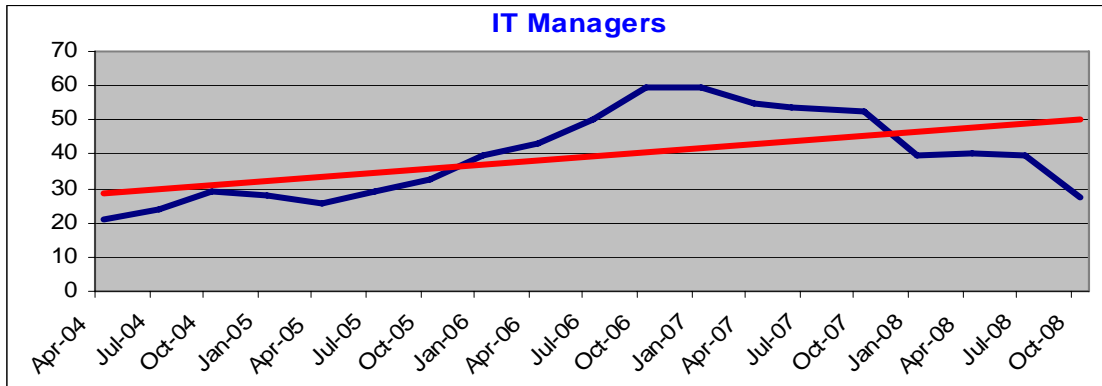


According to *The New York Times*, “Employment has diminished for nine consecutive months, eliminating 760,000 jobs...” of which 159,000 losses were in September. Given this grim news, the relatively mild decline in IT employment in Manhattan during the last two quarters is a tribute to the resiliency of the IT job market.

The PSII for the 2nd quarter of 2008 registered 88, one percentage point higher than for the 1st quarter, and over 24 percent higher than the 64 registered two years ago when the PSII first started tracking the job market. As a result, the 30 point decline during the 3<sup>rd</sup> quarter was not that severe. The PSII finished the quarter at 55.

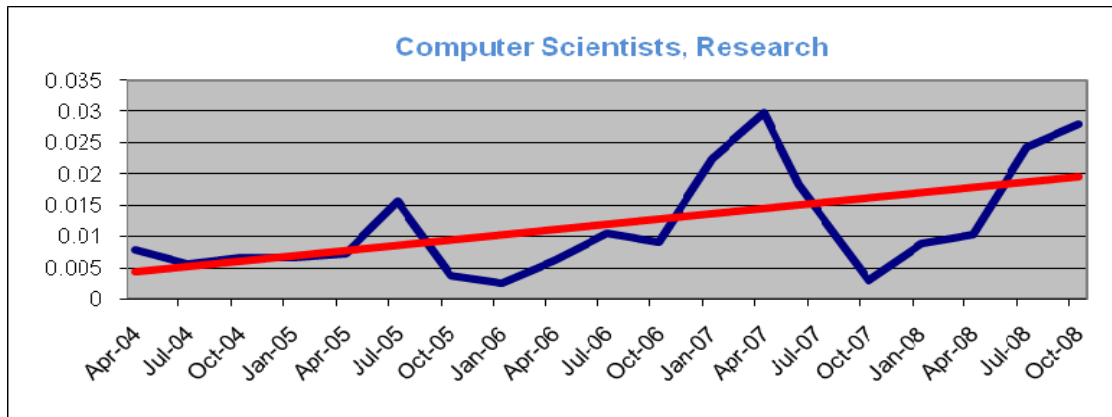
## IT Special Categories

### IT Managers (ID11-3021)



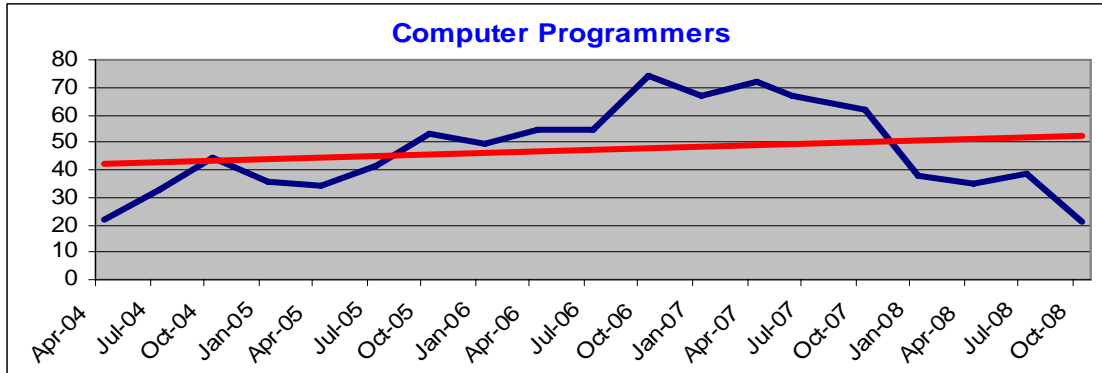
The contrast, as shown in the graph above for **IT Managers**, between an upward sloping trend and a sharply declining job market will be seen repeatedly in the current volatile labor market. Hopefully, the trend will gain momentum and reverse the sharp decline of the 3rd quarter.

### Computer Scientists Research (ID15-1011)



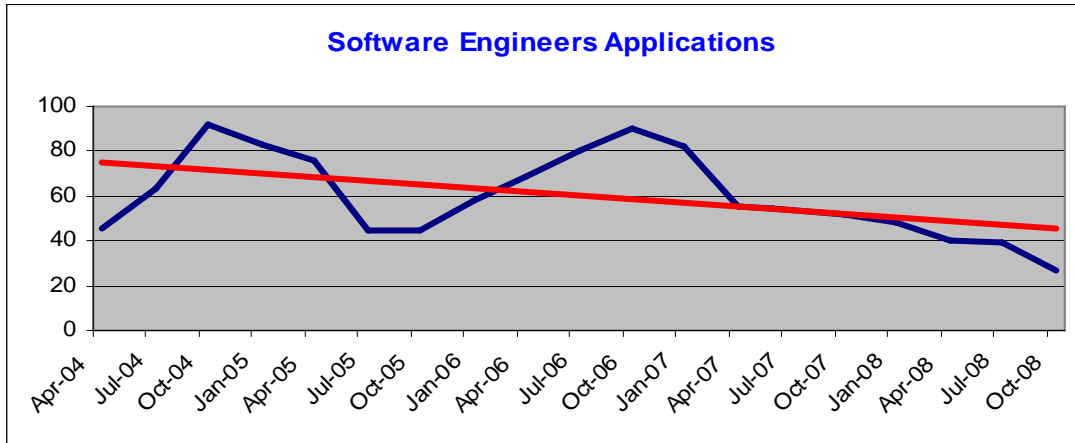
Surprisingly, demand for **Computer Scientists, Research** exceeded expectations for this quarter. Although slower than in the 2nd quarter, this continued growth is welcomed news given the overall state of the IT job market.

## Computer Programmers (ID15-1021)



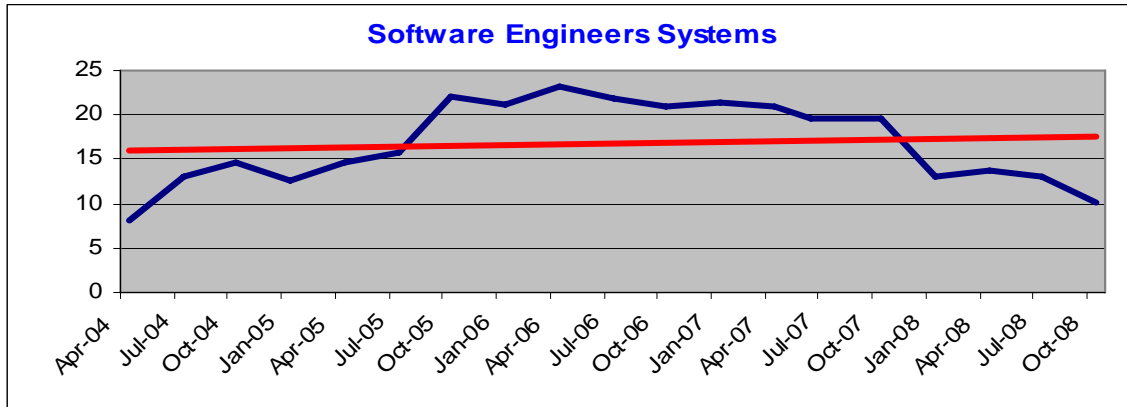
The continuing decline in the market for **Computer Programmers** during the 1st quarter reversed itself slightly and went up as reported last quarter; however, the negative dynamic of the current labor market took its toll and demand dropped in the 3rd quarter.

## Software Engineers, Applications (ID15-1031)



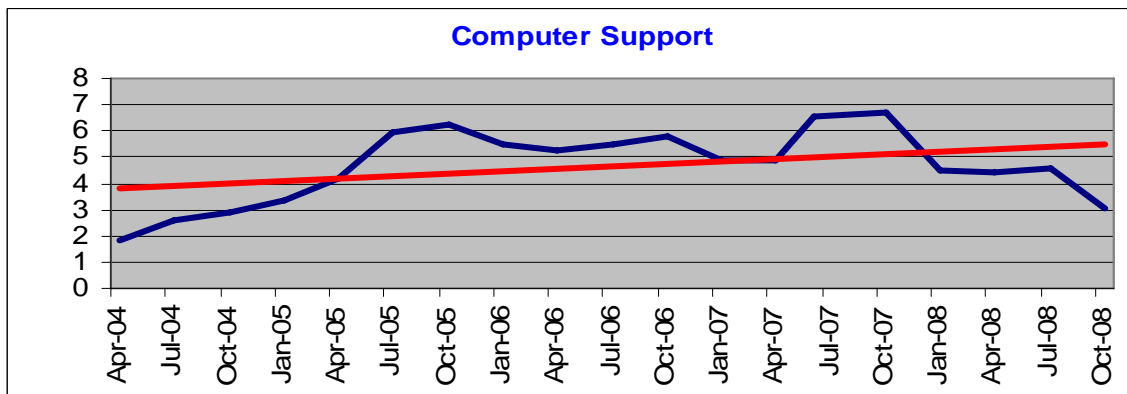
Decline during the 3rd quarter for **Software Engineers, Applications** was in line with the rest of the labor market.

## Software Engineers, Systems (ID15-1032)



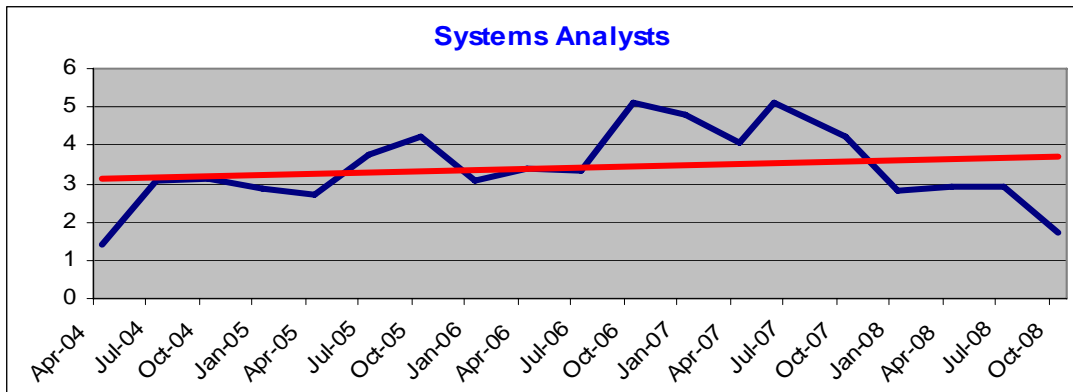
The market for **Software Engineers, Systems** appears to be slightly better than for the rest of the IT labor market with the exception of **Computer Scientists**. In line with the rest of the economy, the market for these professionals declined, but at a much slower rate. Given the steady upward slope of demand, a reversal may occur in the near future.

## Computer Support Specialists (ID15-1041)



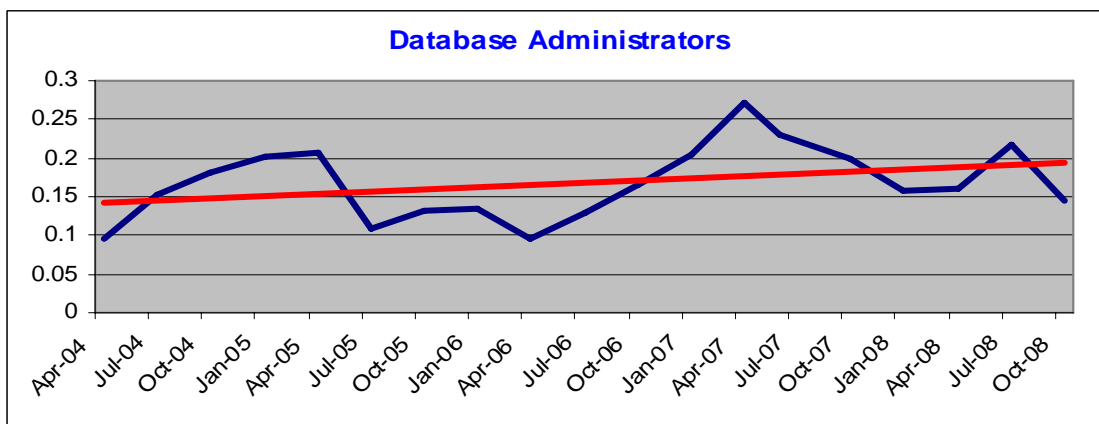
Once again, the declining market for **Computer Support Specialists** is in opposition to the upward slope of its trend.

## Systems Analysts (ID15-1051)



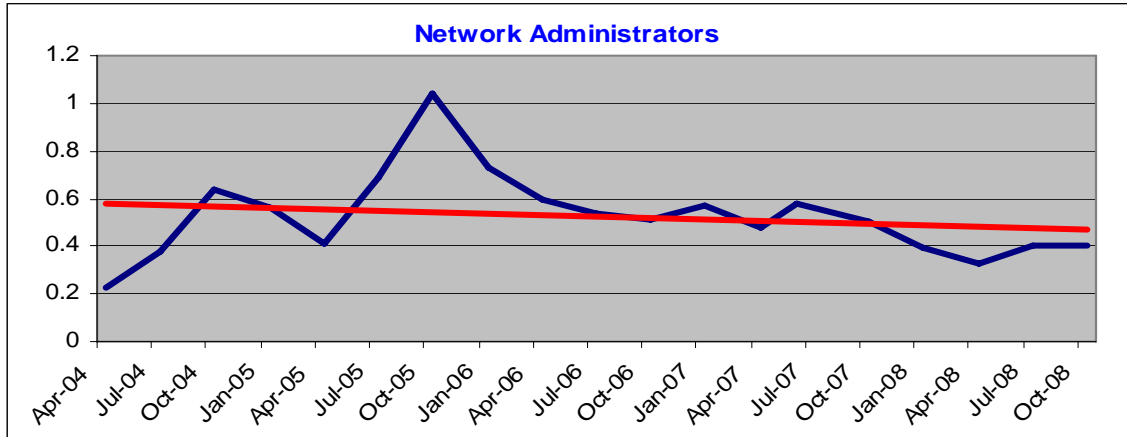
The flattening end-tail of this graph which was positively interpreted last quarter, gave into market pressure and followed its counterparts to a sharp decline. Again, given the upward trend, a reversal in the near future may surprise the market..

## Database Administrators (ID15-1061)



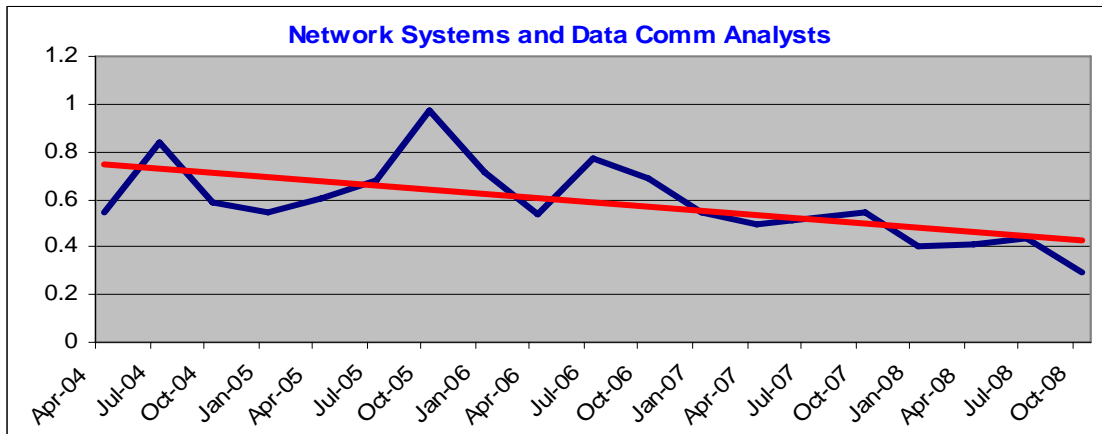
Reversal toward positive growth in the 1<sup>st</sup> quarter of 2008 was overshadowed by the steep decline of the 3<sup>rd</sup> quarter. As with many of the other job categories, one can hope that the market will recover and follow its historic pattern.

## Network Administrators (ID15-1071)



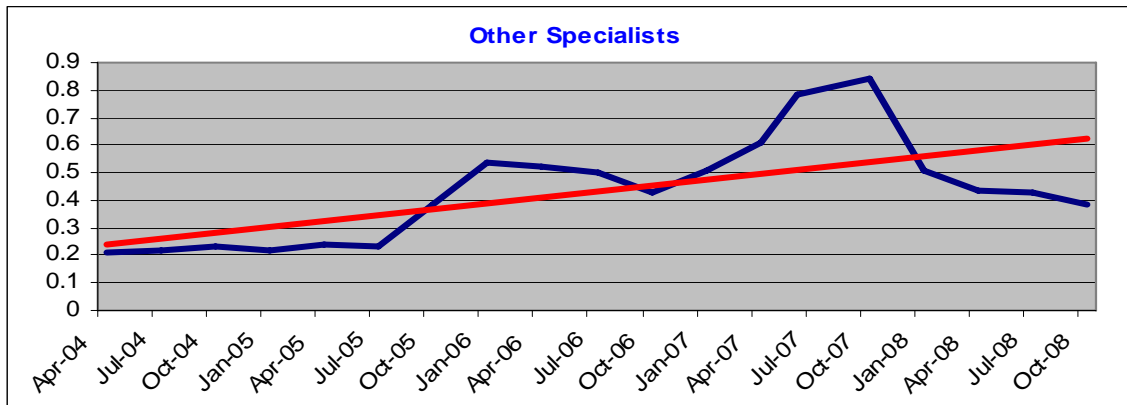
Bucking the direction of the overall market and its own trendline, demand for **Network and Computer Systems Administrators** showed a slight increase during the 3<sup>rd</sup> quarter, but remained essentially flat.

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



With a certain degree of consistency, the market for **Network Systems and Data Communications Analysts** has remained stable. Fluctuations in the market are sometimes steep, but these positive and negatives are normal, portraying an overall steady market. In the 1<sup>st</sup> quarter of 2006, the market for these professionals began an upswing, but did not maintain its growth potential. The market flattened out in early 2007 and remained flat through the 2<sup>nd</sup> quarter of 2008 before dropping in the 3<sup>rd</sup> quarter.

## Other Computer Specialists (ID15-1099)



Although the falling demand for the IT specialists defined by the Bureau of Labor Statistics historically results in a rising market for **Other Computer Specialists**, this market appears to be different. While the overall market declined significantly during the 3<sup>rd</sup> quarter, the market for **Other Computer Specialists** declined, but only moderately. The steep slope of the trendline may foreshadow a better 4<sup>th</sup> quarter.