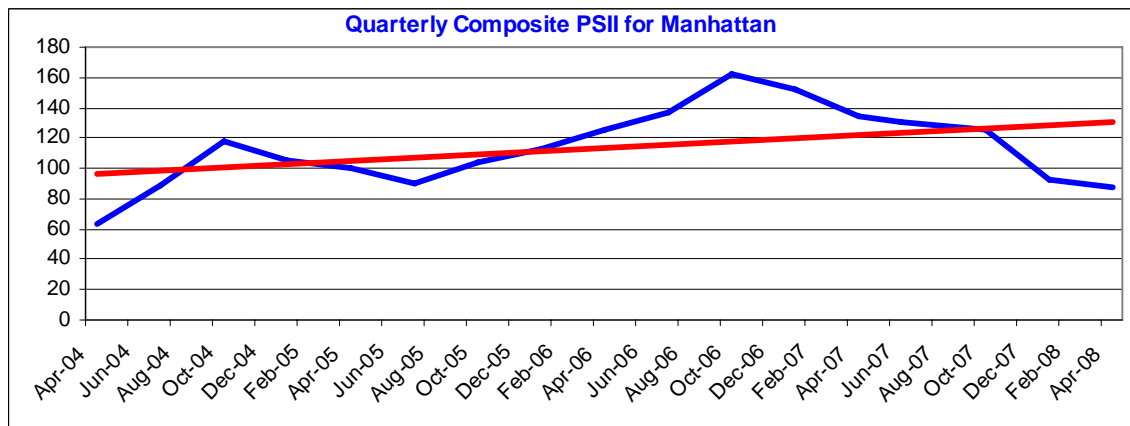


## Historic Behavior of the IT Job Categories Pace/SkillPROOF IT Index (PSII) New York County (Manhattan) 1st Quarter, 2008

Historic market-trend estimates for IT specialists are designed to show the behavior of the different specialized professions within this dynamic industry. The Bureau of Labor Statistics (BLS) of the U.S. Department of Labor has established various specialized categories for the IT 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, "Other Specialists." The latter is for those jobs that do not fit squarely into the standard BLS categories.

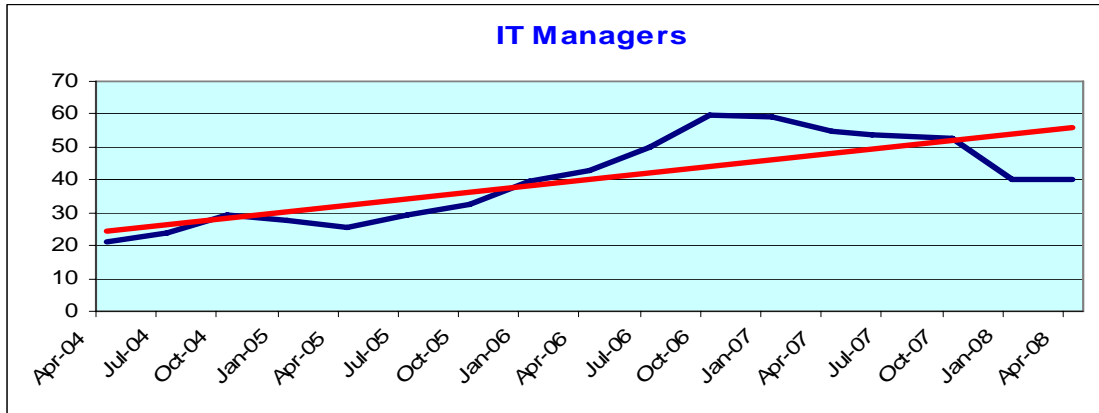
### General IT Market



Although the news headlines portray an especially grim picture of the New York City economy, the IT job market is considerably more upbeat. In the 1st quarter of 2008, The Pace/SkillPROOF IT Index (PSII) for Manhattan continued to decline, but at a much slower rate. The PSII for the first quarter of this year registered 87, a drop of only 6 points compared to the 32 point drop in the previous quarter. As negative as the labor market appears, the IT industry had a positive turn as anticipated and reported in our previous edition. Of the eleven categories tracked by SkillPROOF, six had a positive turn, three remained flat, and two declined.

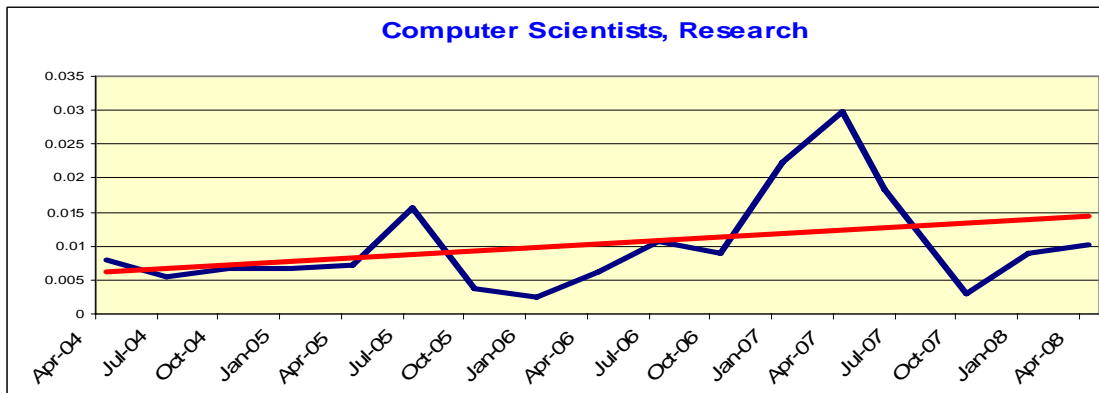
## IT Special Categories

### IT Managers (ID11-3021)



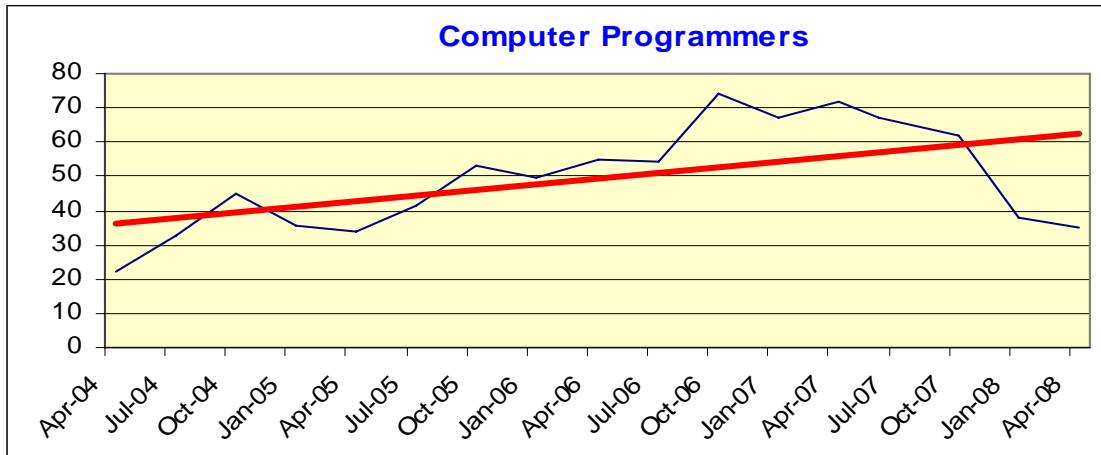
Weakness during the past two quarters turned into a steady state in the 1<sup>st</sup> quarter of 2008 for **IT managers**. However, the demand for **IT Managers** appears strong as the steep slope of the trend line indicates. This sector has had two quarters of below trend demand but the market has maintained its positive trend estimate, and the 1st quarter of 2008 shows no further signs of decline.

### Computer Scientists Research (ID15-1011)



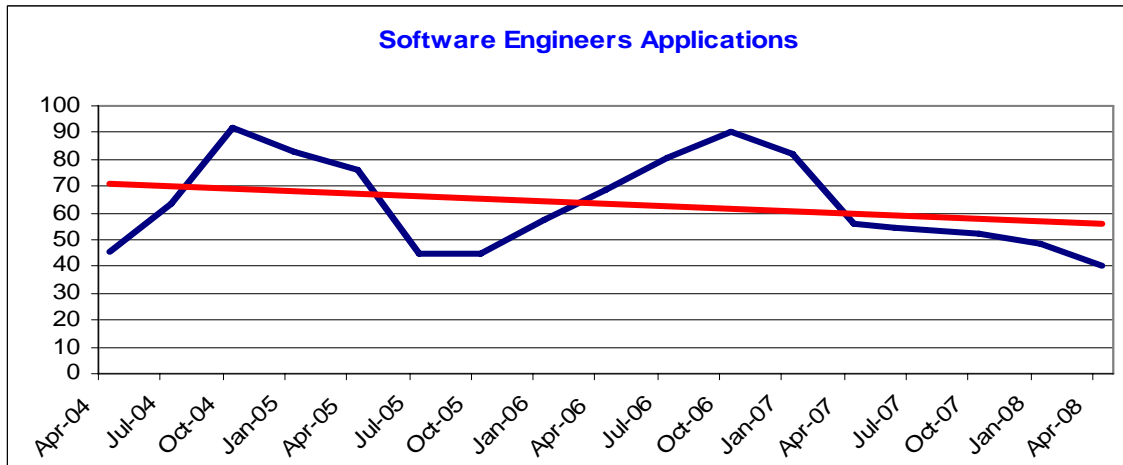
Although below the trend line, the rising end tail of the graph for **Computer Scientists** is promising. As a special category of IT professionals, those involved in pure research, this special category exhibits a positive trend. The market for these professionals is quite volatile as the graph indicates, but the slope of the trend is positive, forecasting a rising demand in the foreseeable future. The sharp decline in the last few quarters of 2007 was reversed in the 4<sup>th</sup> quarter and the steady increase in the 1<sup>st</sup> quarter of 2008 is welcomed since most other categories performed poorly.

## Computer Programmers (ID15-1021)



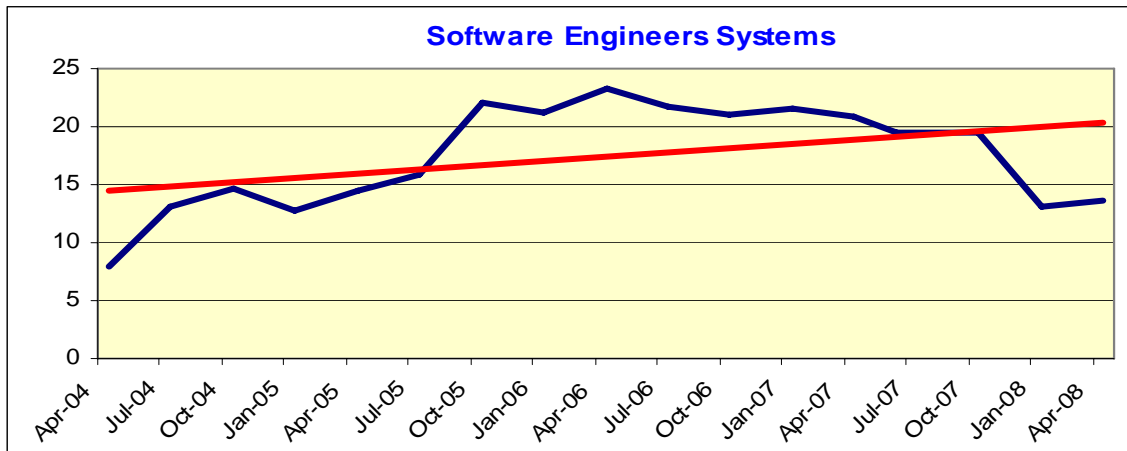
The continued decline in the market for **Computer Programmers** in the 1st quarter further exacerbated the weakness of the last quarter of 2007. The trend, however, is still positive, and the flattening of the market during the 1st quarter is a positive sign. Fluctuations have traditionally been minimal, and a reversal is expected in the near future.

## Software Engineers Applications (ID15-1031)



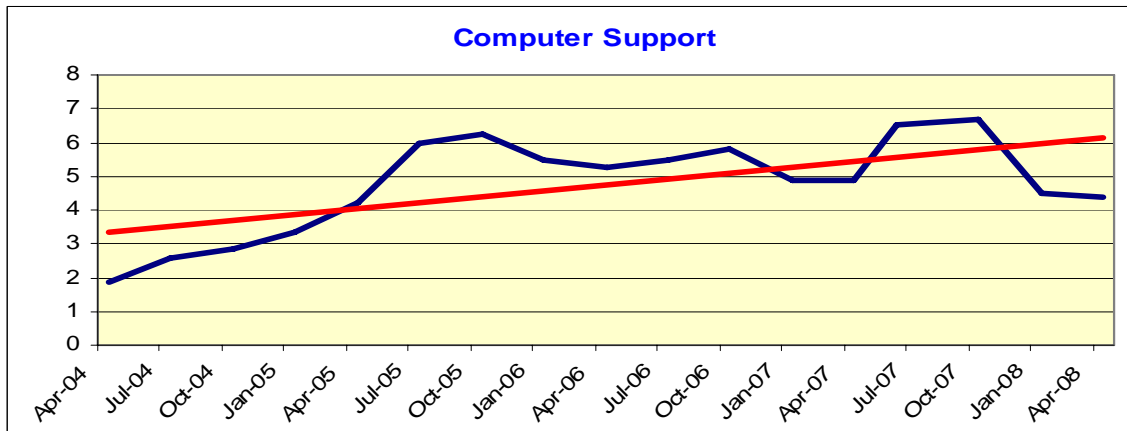
Slow but systematic cyclical behavior of **Software Applications Engineers** is an indicator of its dynamic nature. After a sharp decline in the 4<sup>th</sup> quarter of 2006, the market leveled off towards the end of 2007, but the weak labor market took its toll and the market declined further. Given the behavior of the IT market in general, a reversal may not be too optimistic.

## Software Engineers Systems (ID15-1032)



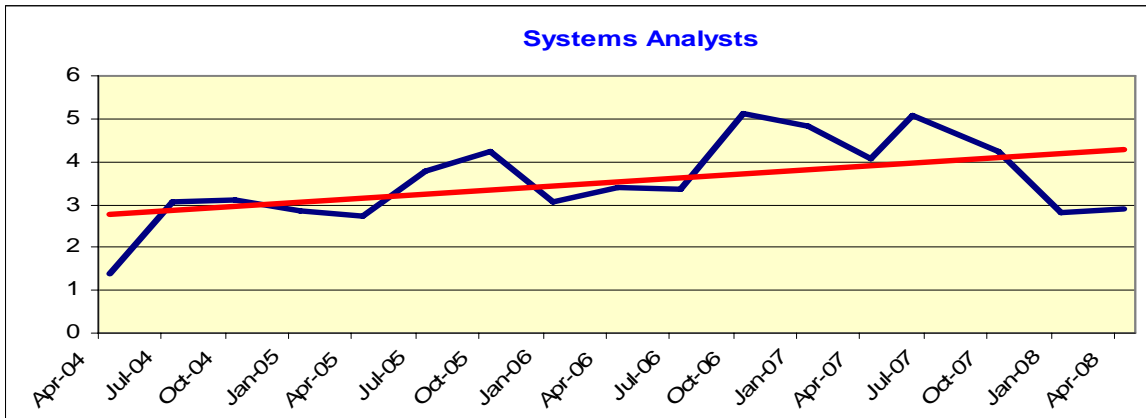
The sharp decline in the 4<sup>th</sup> quarter of 2007 did not continue as the market improved slightly during the 1<sup>st</sup> quarter of 2008. The decline in demand for **Software Engineers Systems** at the beginning of 2006 which continued throughout the year and spilled over into 2007 is showing signs of improvement. Given the positive slope of the trend, a better market is anticipated in the near future.

## Computer Support Specialists (ID15-1041)



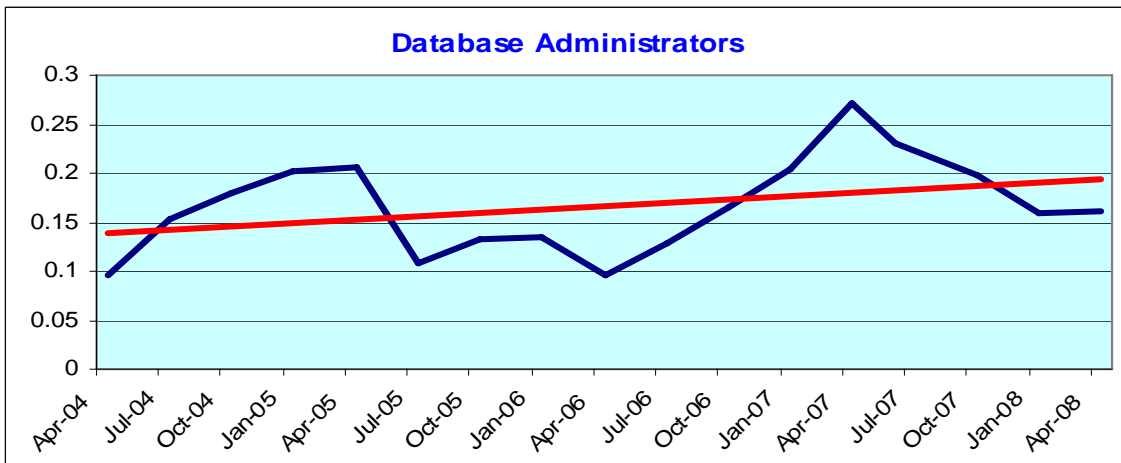
**Computer Support** is nearly always in demand, even though the 4<sup>th</sup> quarter of 2007 was disappointing. The steep and steady trend is indicative of the dynamic nature of this market. After two straight quarters of decline, the market showed signs of a reversal in the 1<sup>st</sup> quarter of 2008. This sector was the most significant part of the overall IT market and behaved as expected.

## Systems Analysts (ID15-1051)



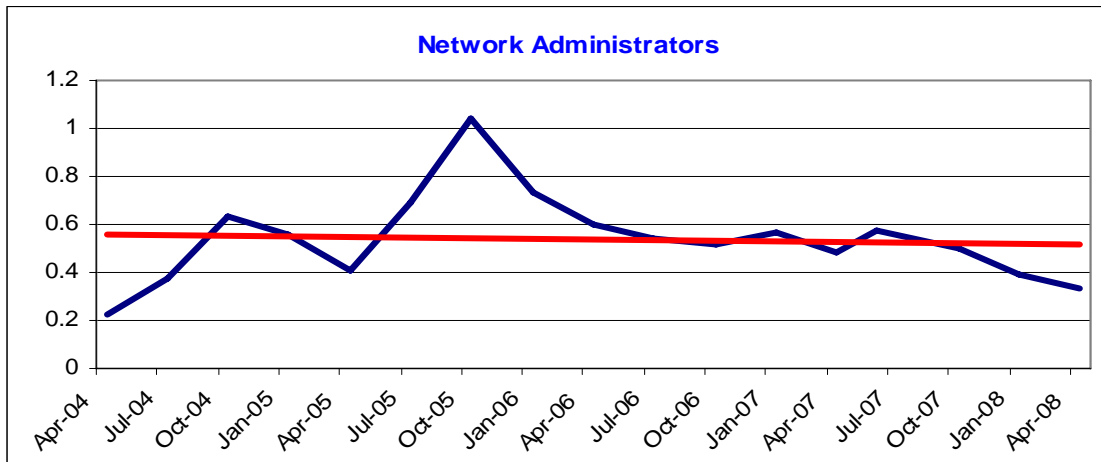
The flattening end-tail of the graph is a positive sign that the market for **Systems Analysts** is following its rising trend in the near future. Fluctuations of the past few quarters were all above the trend, but the weak market in the latter part of 2007 was too powerful and pushed the market below trend. Considering that the trend is positive and the market is turning around, stronger demand is expected later in the year.

## Database Administrators (ID15-1061)



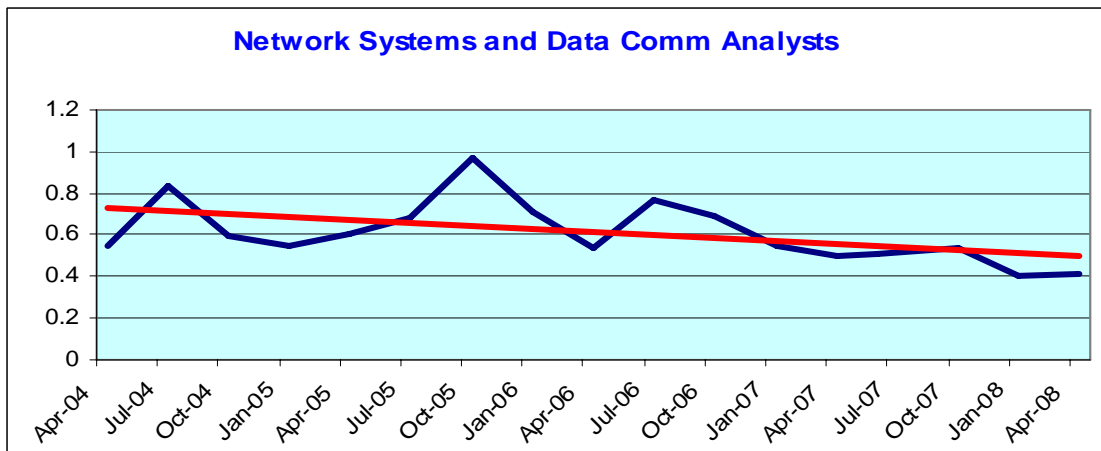
The rising demand for **Database Administrators** came to an end in the 2<sup>nd</sup> quarter of 2007 and the decline continued throughout the end of the year. However, the softening labor market did not impact this category and the market became steadier during the 1st quarter of 2008. It is expected that the market will resume its upward growth pattern and follow its steep rise in demand through the year.

## Network Administrators (ID15-1071)



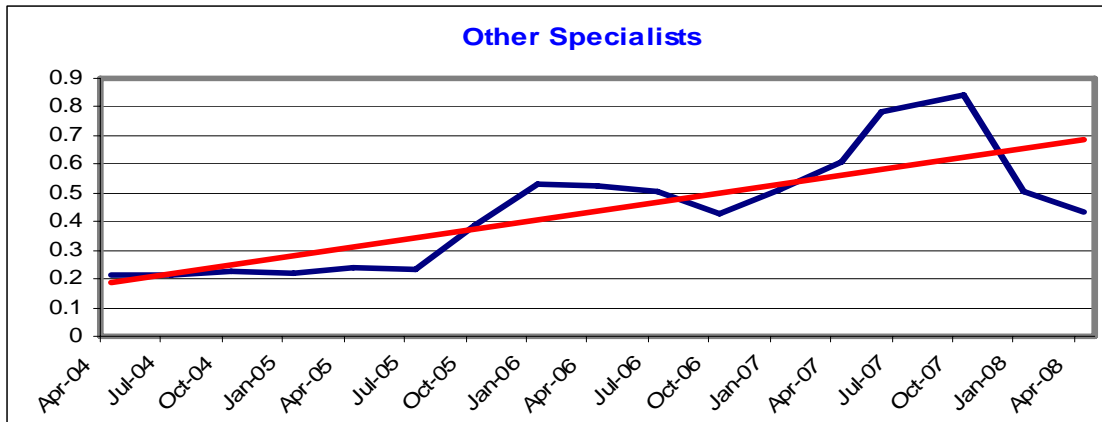
Data indicates that the market for **Network Administrators** is currently slow. The relatively flat slope of the trend has not changed much by the weakness of the market as a whole. Market decline continued further, but at a slower rate, which is positive news.

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



With certain degree of uniformity, 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 a steady market. In the 1st 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 continued to do so through the year. Even though the 1<sup>st</sup> quarter data was weak, but the weakness was much less than the rest of the categories.

## Other Specialists (ID15-1099)



Following its normal pattern, **Other Specialists** displays a similar market behavior. Demand for this category continued to grow for most of 2007, but could not endure overall market pressures, and followed the rest of the categories with a sharp decline. One promising point in this market is the positive slope of its trend line, and a smaller decline in the 1<sup>st</sup> quarter of 2008, indicating an improved market for these specialists.