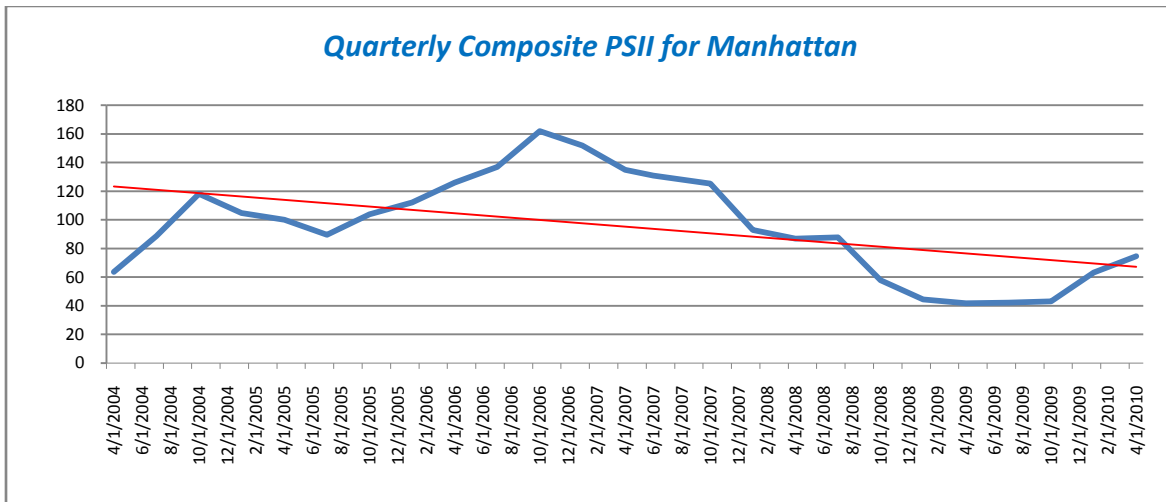


## Historic Behavior of the IT Job Categories Pace/SkillPROOF IT Index (PSII) New York County (Manhattan) 1<sup>st</sup> Quarter 2010

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 demand for these professionals in **New York County, Manhattan**.

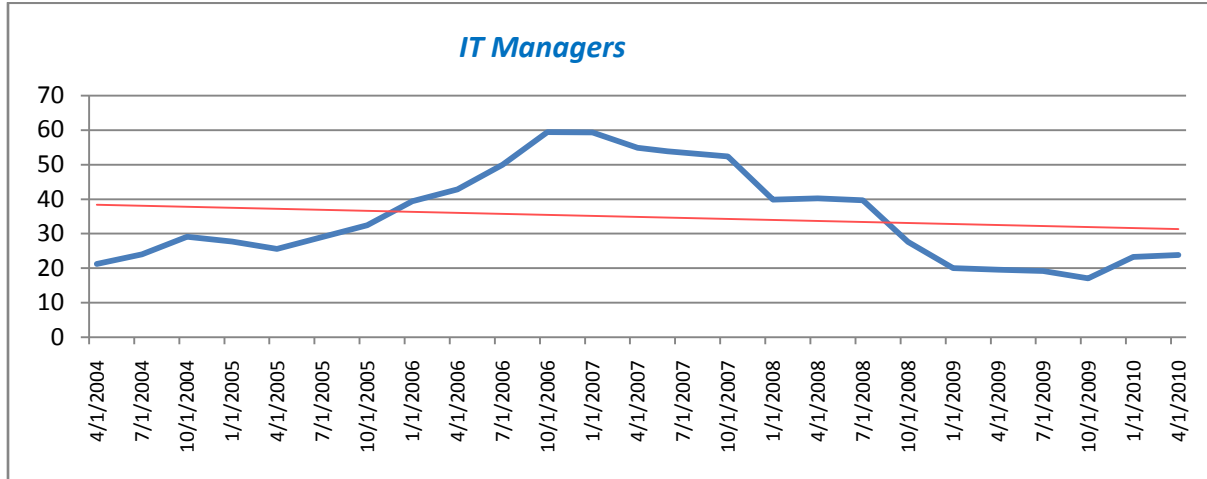
### General IT Market



The dynamic IT industry was one of the leaders in a promising turnaround by an economy that continued to show signs of strength during the 1<sup>st</sup> quarter of the new year. The 1<sup>st</sup> quarter **Pace/SkillPROOF IT Index (PSII)** of job openings in Manhattan jumped by 11 points, or over 18 percent, from 63 to 74. This level has not been seen since the 2<sup>nd</sup> quarter of 2008, when the Great Recession began. This went hand in hand with nationwide gains in hard-hit sectors like manufacturing and construction, as well as with the 162,000 increase in employment reported in March.

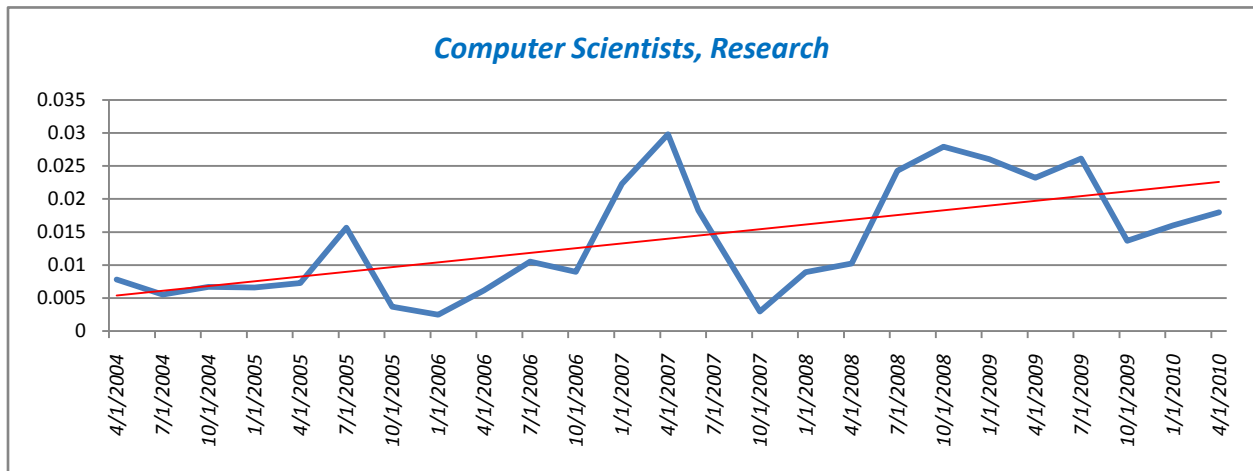
## IT Special Categories

### IT Managers (ID11-3021)



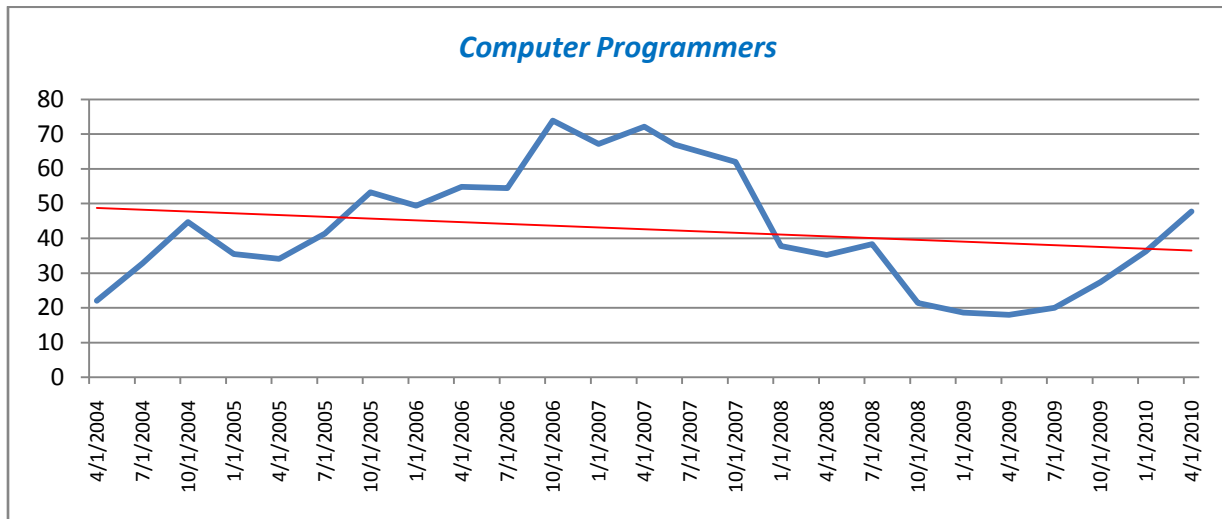
Although the overall market showed signs of improvement, **IT Managers** did not fare well during the 1<sup>st</sup> quarter of the new year. Employment opportunities rose in the second half of 2009 but then lost steam and flattened out.

### Computer Scientists Research (ID15-1011)



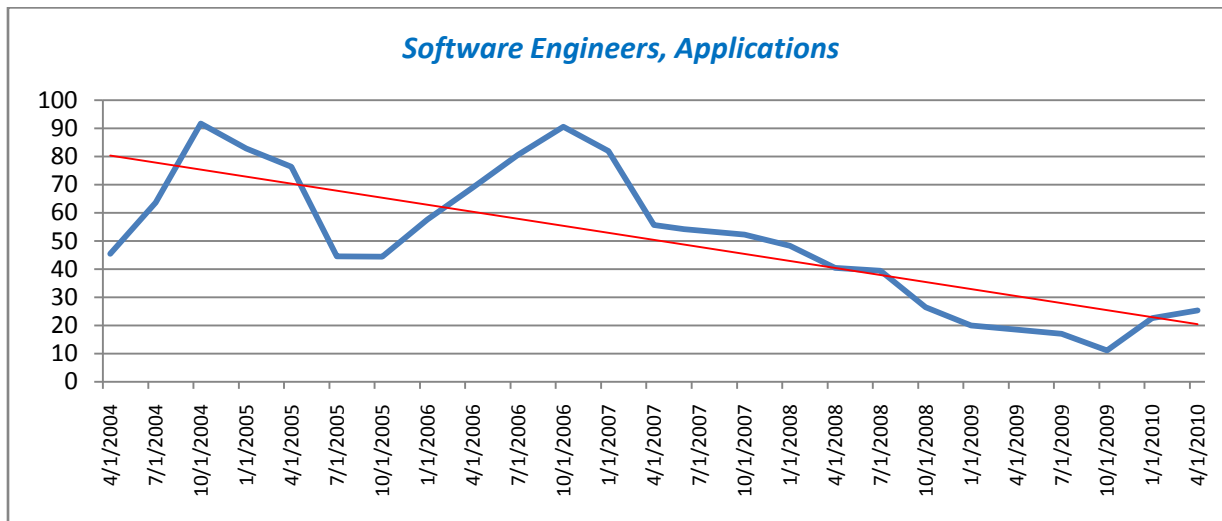
The market for **Computer Scientists, Research** professionals has always shown signs of volatility. Sharp increases followed by sharp decreases seem to characterize demand in this category. Given the steady and positive growth trend, this volatility should not be a cause for concern and the relatively modest increase this quarter should be viewed optimistically.

## Computer Programmers (ID15-1021)



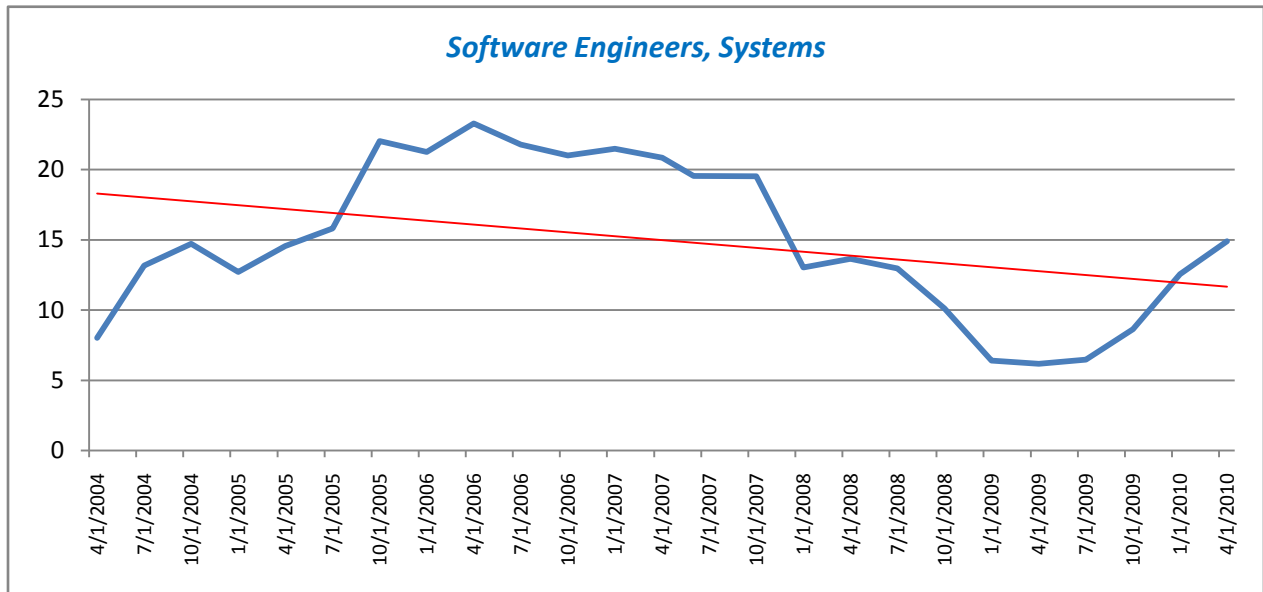
Relative stability in late 2008 and early 2009 followed by a pattern of steady and stable growth in the last two quarters should be a sign of optimism for **Computer Programmers**. The fact that the market surpassed its growth trend for the first time since the beginning of the recession reinforces that optimism.

## Software Engineers, Applications (ID15-1031)



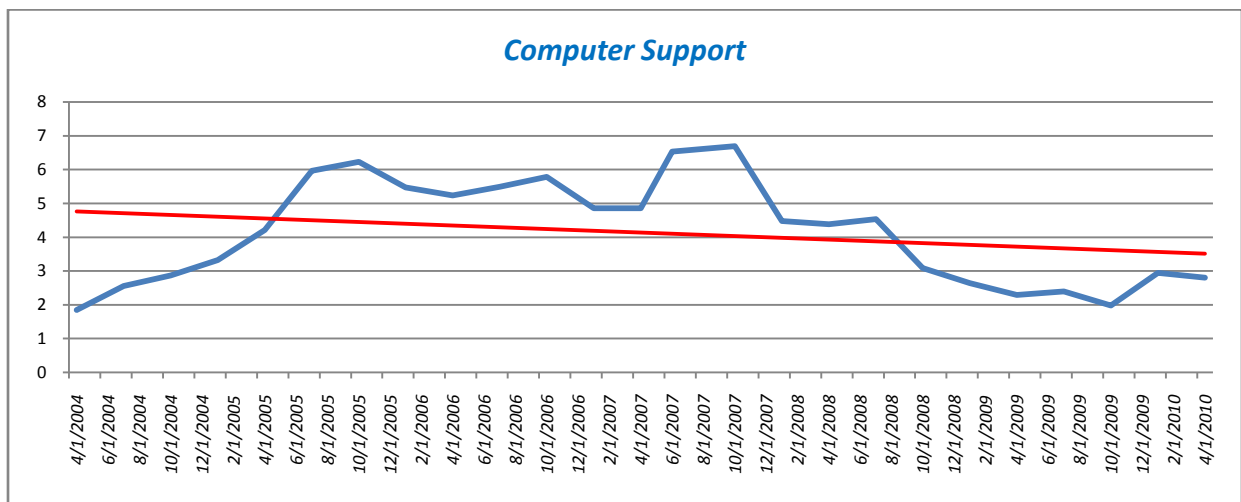
For the first time since mid-2006, the market for **Software Engineers, Applications** showed signs of improvement. The steady decline in demand over such an extended period of time was troublesome, but the last two quarters have negated that concern. Given the nature of this market and the dramatic improvement in the IT market as a whole, it appears that this positive trend will continue.

## Software Engineers, Systems (ID15-1032)



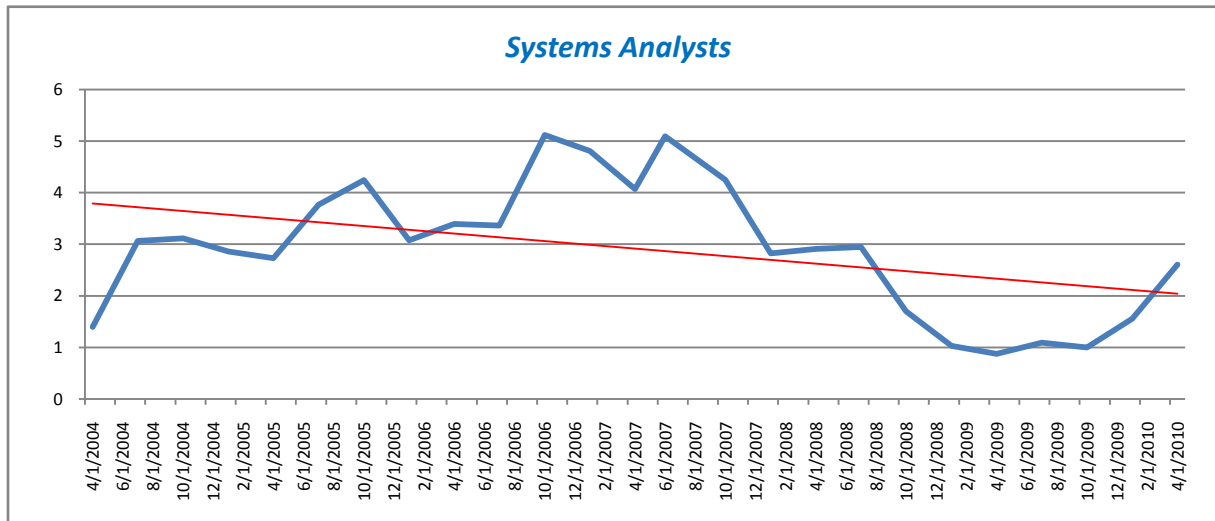
The market for **Software Engineers, Systems** showed slight improvement in the first three quarters of 2009 with a sharp upturn towards the end of the year. Although the trend is still negative, the rapid rise over the trend line may be an indication of healthy growth in 2010.

## Computer Support Specialists (ID15-1041)



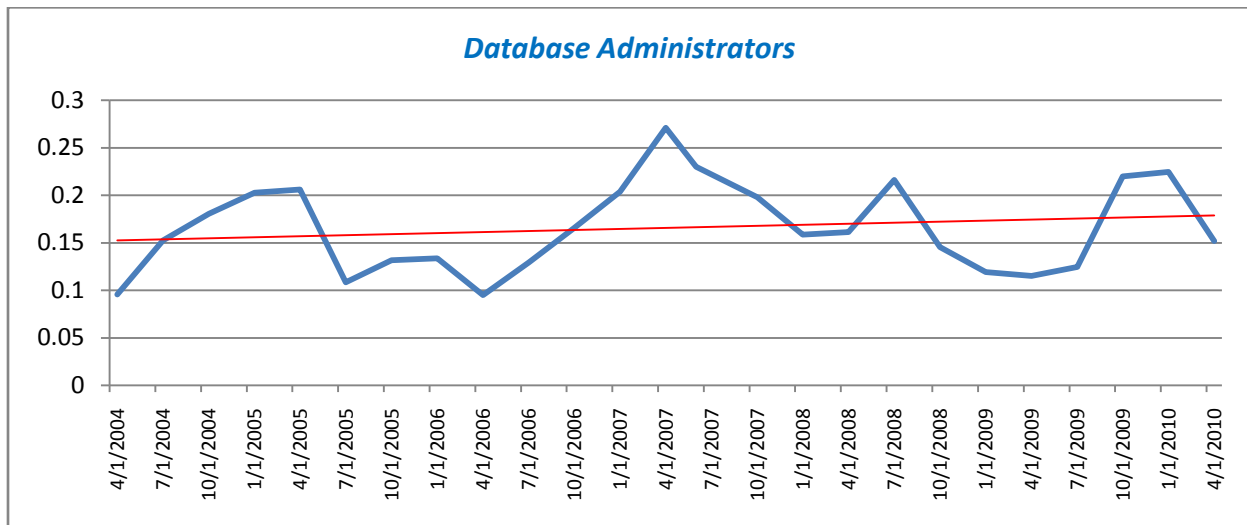
One of the two categories to defy the improving IT market, **Computer Support Specialists** showed a slight decline. If the IT market follows our expectations for the rest of 2010, these professionals should see their job market improve as well.

## Systems Analysts (ID15-1051)



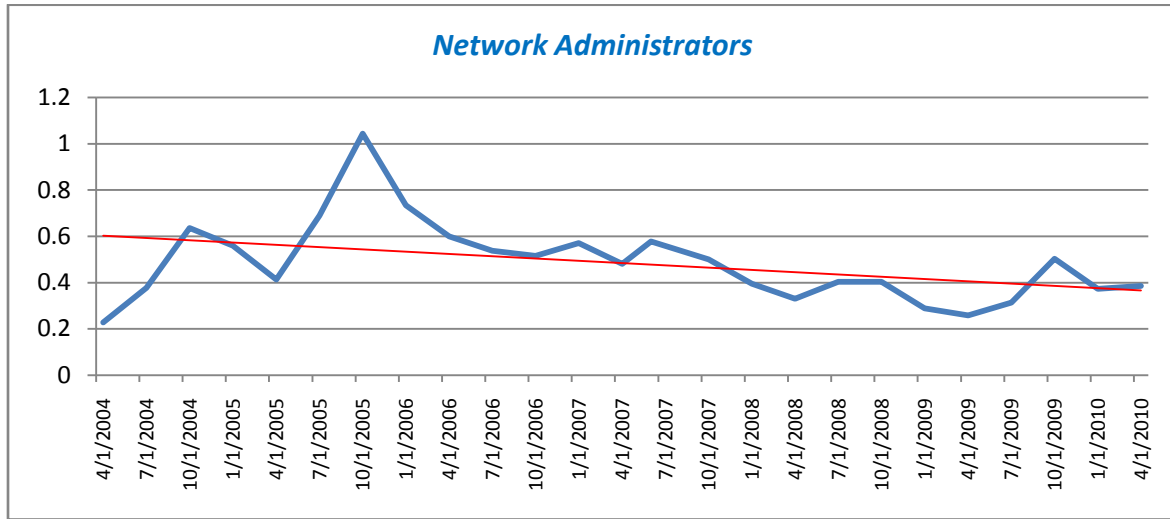
The steep decline during the 4<sup>th</sup> quarter of 2008 tapered off in early 2009, stayed steady for two quarters and then began to move up. The market for **Systems Analysts** has followed the general trend of IT professionals and the sharp increase this quarter is a positive sign for a healthy 2010.

## Database Administrators (ID15-1061)



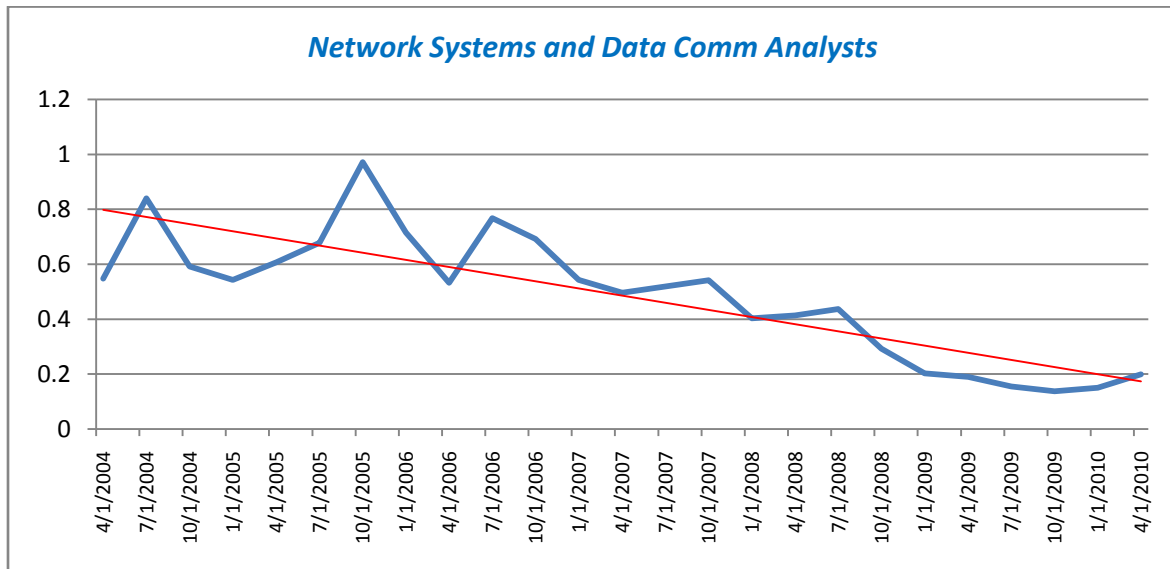
It appears that the steady growth in employment for **Database Administrators** since mid-2009 was unsustainable. The sharp decline this quarter was surprising in comparison to the direction of other categories. However, considering the positively sloped trend line, there is promise of recovery.

## Network Administrators (ID15-1071)



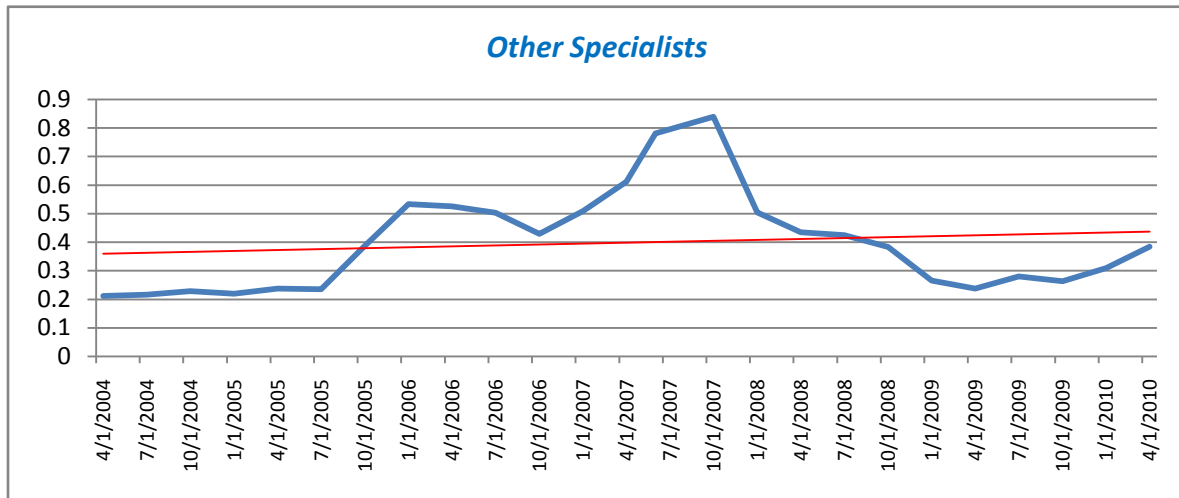
Demand for **Network and Computer Systems Administrators** showed promising signs of improvement during the 1<sup>st</sup> quarter of 2010.

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



The unrelenting drop in demand for **Network Systems and Data Communications Analysts** since late 2005 has finally slowed and has given rise to a more positive future. This market increased, although at a moderate rate.

## Other Computer Specialists (ID15-1099)



Although falling demand for **Other Computer Specialists** historically corresponds to a rising market in the specialized job categories, the reversal of the decline of the past few quarters is a welcome gain. This market has potential to subsidize the other professional categories and may continue to grow.