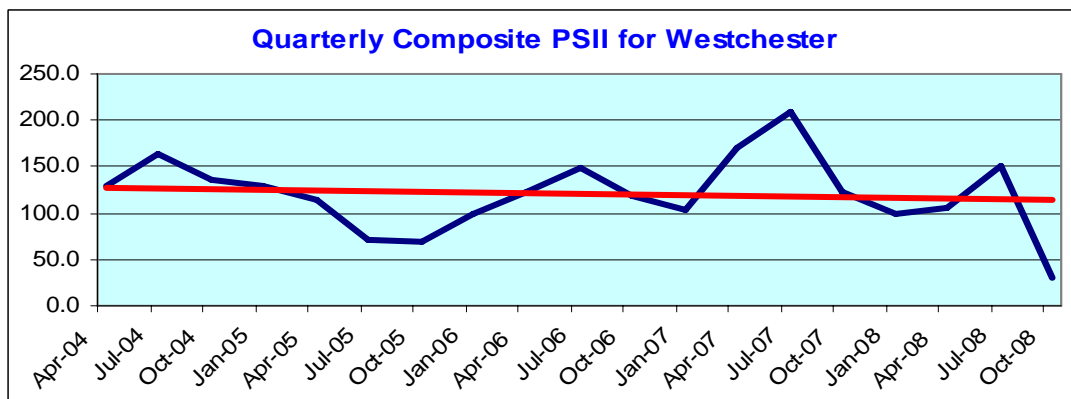


## Historic Behavior of the IT Job Categories Pace/SkillPROOF IT Index (PSII) Westchester County 3rd Quarter, 2008

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 10 standard BLS categories.

### General IT Market

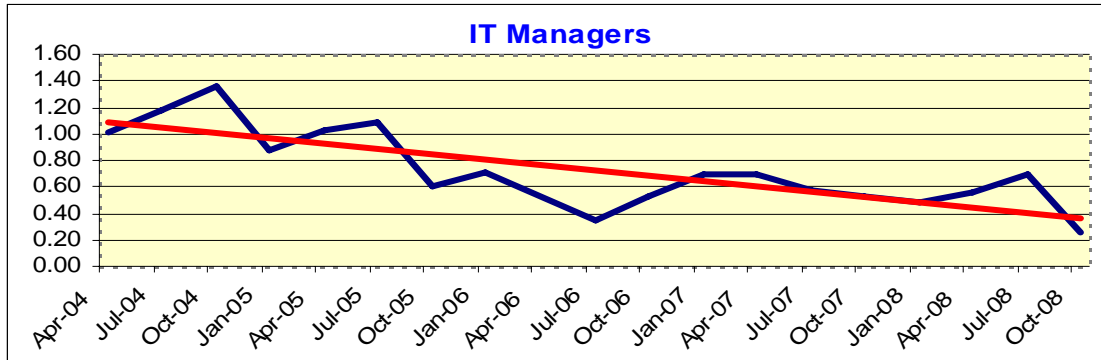


Headline news, over the past quarter, has not been encouraging. Every day, the media covering the financial sector paints a grimmer picture of the U. S. economy. The September job loss of 159,000 reported in *The New York Times* indicates that we are heading toward a serious recession. Without jobs, people don't shop for clothes; buy big ticket items such as cars, appliances or electronics; frequent restaurants or travel. The IT Market in Westchester County is not immune to these instabilities, and an attitude of wait-and-see in the labor market has taken hold.

Unfortunately, the uncertain atmosphere of the overall market will impact the IT labor market negatively for a while to come.

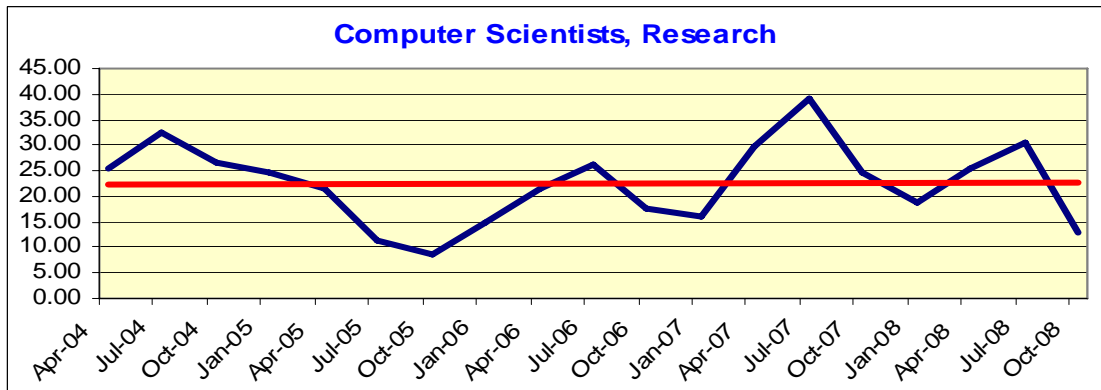
## IT Special Categories

### IT Managers (ID1-3021)



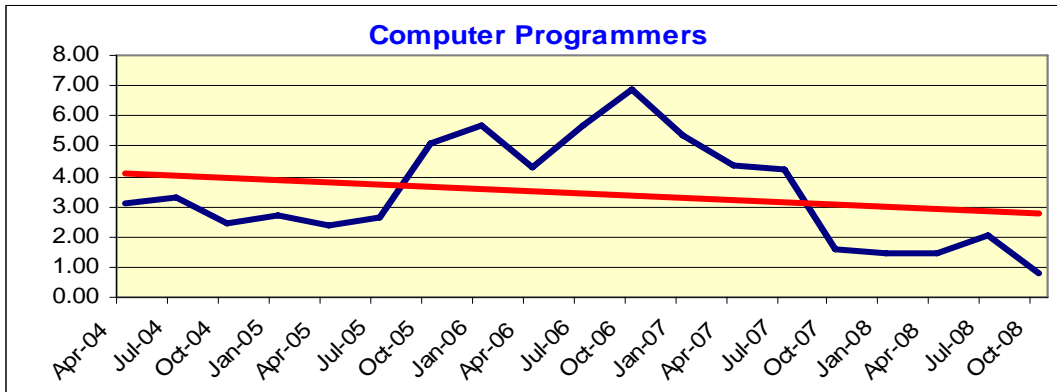
The declining market for **IT Managers** is representative of the pattern of behavior exhibited in nearly all categories during the 3<sup>rd</sup> quarter. Given the downward trend of the past few years, the market for these professional seems to be unpredictable

### Computer Scientists, Research (ID15-1011)



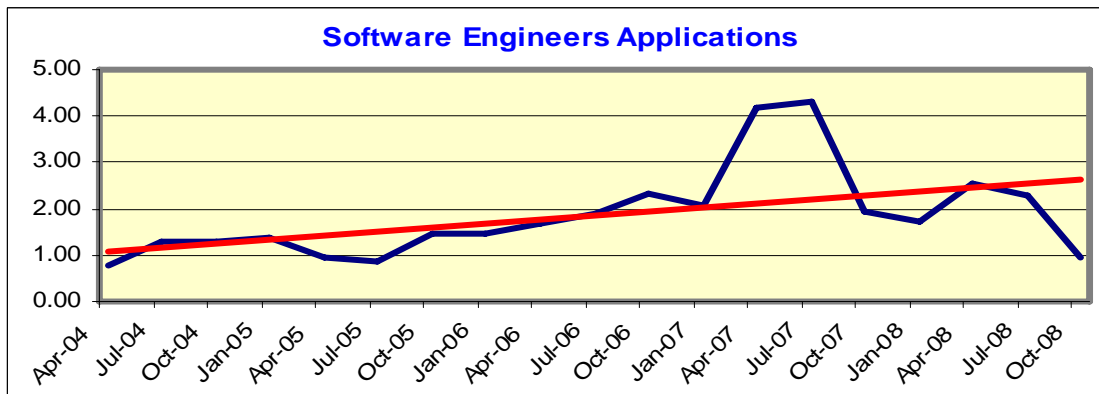
Given the trend line for this category, one may argue that the market for **Computer Scientists, Research** is immune to the vicissitudes of the financial market, but that does not appear to be true for now. The market started its decline during the 2<sup>nd</sup> quarter and dropped even further during the 3<sup>rd</sup> quarter. Given the steady growth trend, however, one hopes that it will soon return to normal.

## Computer Programmers (ID15-1021)



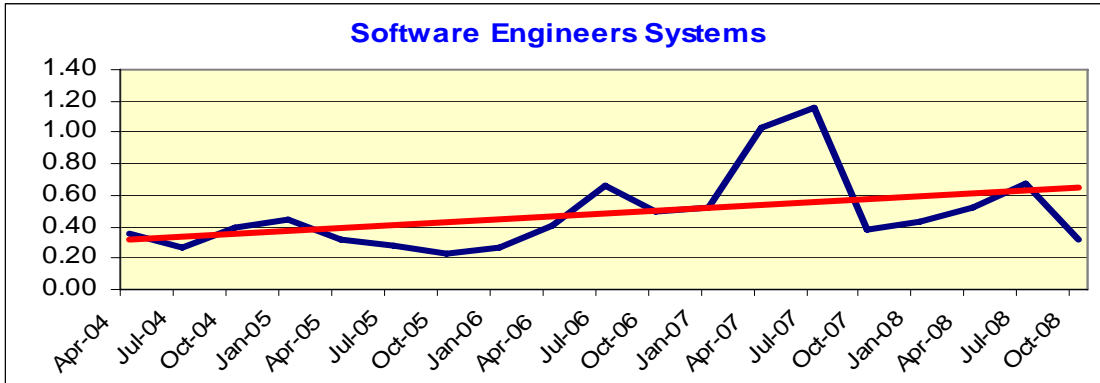
After declining steadily for five consecutive quarters, the demand for **Programmers** reversed itself in early 2008 and turned upward during the 2<sup>nd</sup> quarter. However, the overall state of the economy and the hesitation of the business community to hire stopped that reversal and the market dropped sharply.

## Software Engineers, Applications (ID15-1031)



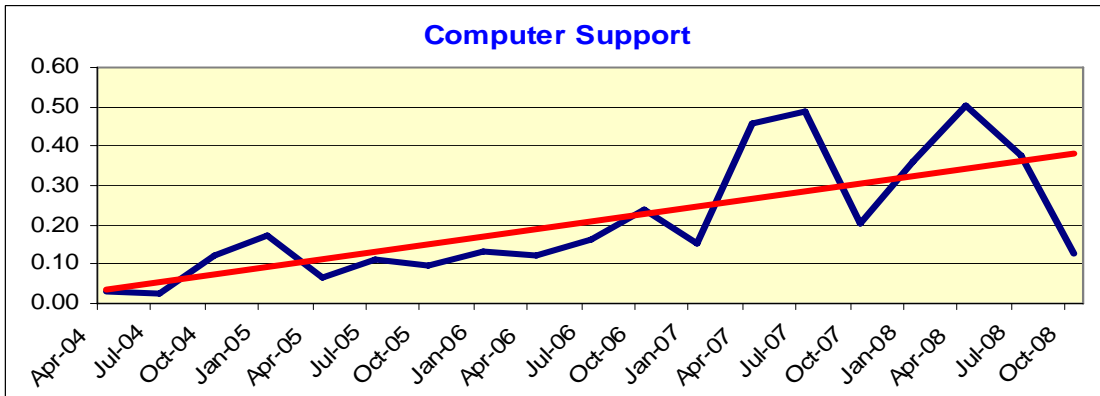
The **Software Engineers, Applications** market also followed suit and declined sharply. The slowdown had started during the 2<sup>nd</sup> quarter, but the events of the last few months accelerated the decline in spite of the strong upward trend.

## Software Engineers, Systems (ID15-1032)



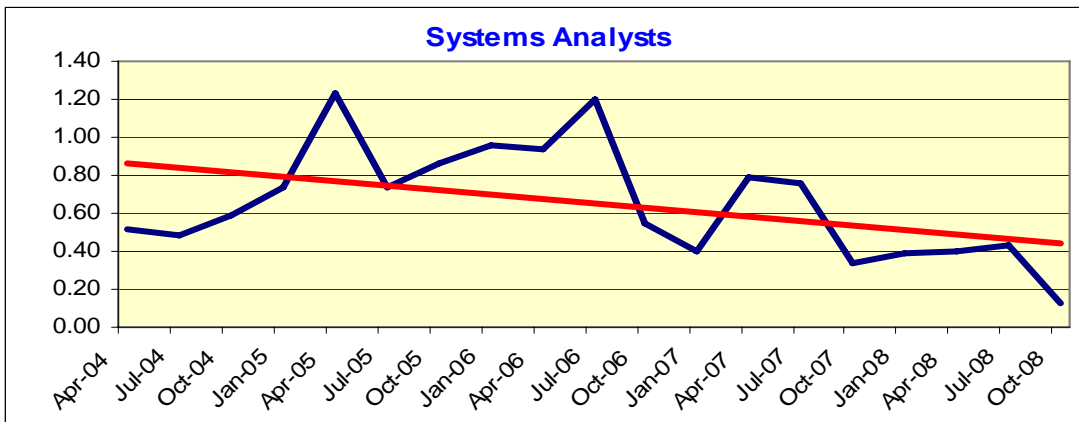
Here again, the sharp decline in demand for **Software Engineers, Systems** was expected given the uncertainties surrounding the labor market. Given the positive trend and growth of the last two quarters, the 4<sup>th</sup> quarter of 2008 may prove promising for these professionals.

## Computer Support Specialists (ID15-1041)



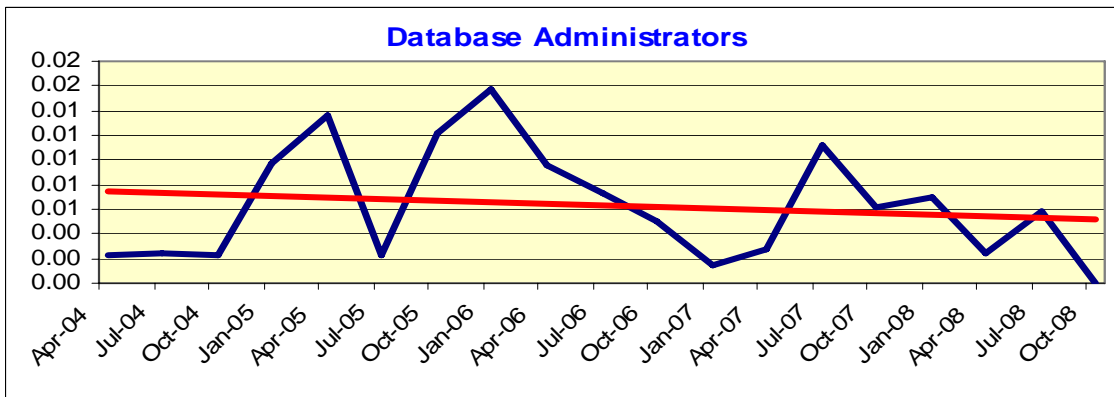
Decline in demand for **Computer Support Specialists** began in the 1<sup>st</sup> quarter of 2008 and was exacerbated by the turmoil in the labor market. The sharp decline is in line with the other job categories and the rest of the economy.

## Systems Analysts (ID15-1051)



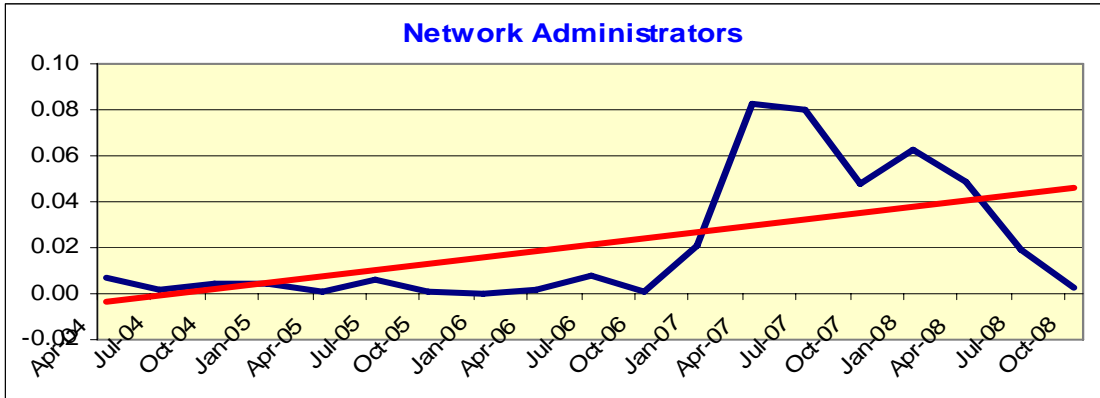
The turmoil of the financial market took the energy out of the reversal that began in the 4<sup>th</sup> quarter of 2007 and caused a sharp decline for **Systems Analysts**, in line with all other categories.

## Database Administrators (ID15-1061)



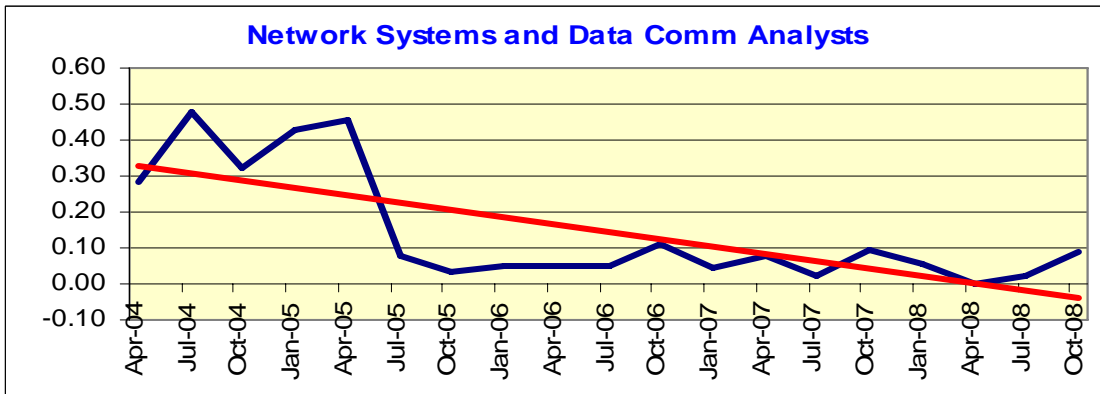
The sharp decline for **Database Administrators** during the 3<sup>rd</sup> quarter is in line with the market dynamics at this time. Given the slow trend combined with an unpredictable and volatile market, a reversal is not expected any time soon.

## Network Administrators (ID15-1071)



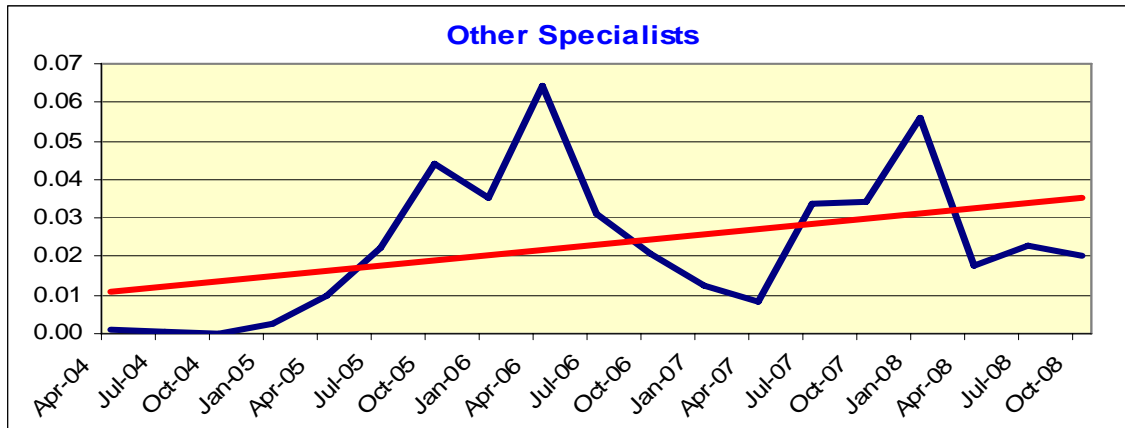
Although the trend for **Network Administrators** for the past two years had been strongly positive, the sharp decline that started in the 4<sup>th</sup> quarter of 2007 continued through the first half of 2008 and into the 3<sup>rd</sup> quarter. The sharp decline corresponds with the rest of the industry.

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



Defying the overall IT job market and the behavior of the other specialized categories, the market for **Network Systems and Data Communications Analysts** was surprisingly positive during the 3<sup>rd</sup> quarter.

## Other Computer Specialists (ID15-1099)



Although in decline, the market for **Other Computer Specialists** was less impacted by the overall slowdown than it was for those in the other specialized categories. Historically, when the overall market for specialized IT jobs was weak, **Other Computer Specialists** filled in. This quarter the results were different. The wait-and-see attitude of the business community has spilled over into this category and despite a rising trend, the 3<sup>rd</sup> quarter showed weakness.