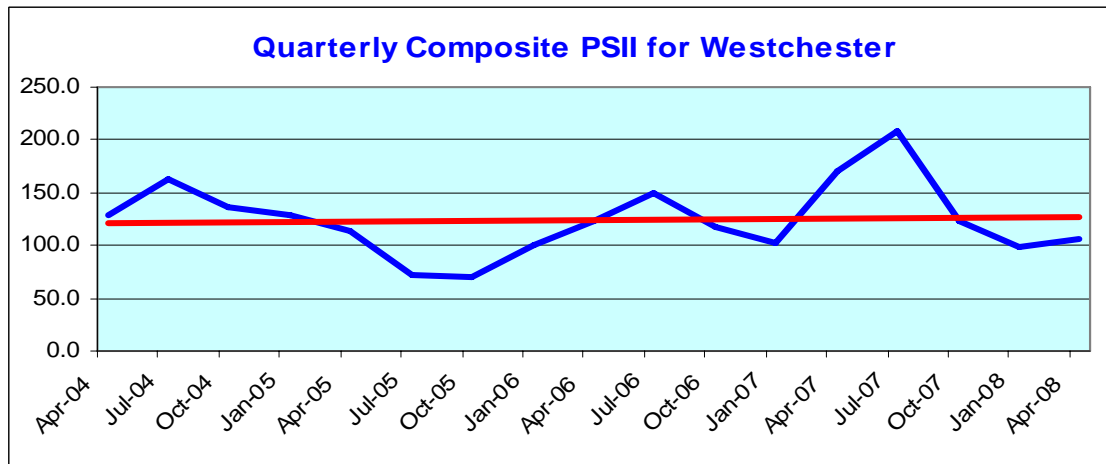


Historic Behavior of the IT Job Categories Pace/SkillPROOF IT Index (PSII) Westchester County 1st Quarter, 2008

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

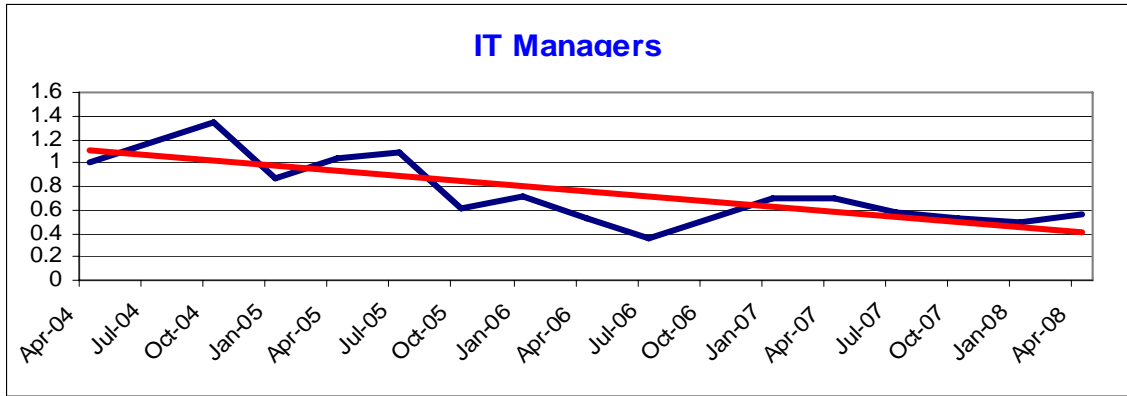
General IT Market



Westchester County was recently named one of the top 7 intelligent counties of the year, by the Intelligent Community Forum, a global think tank which focuses on job growth and economic development in the broadband economy. Our findings and quarterly reports definitely support that finding. As the labor market in the nation dropped, and the economy of New York suffered a great deal, the job market for the IT professionals in Westchester County took an opposite direction, reversing its down turn to a significant upturn of 7.2 points from 98.5 to almost 106. The credit crunch caused by inappropriate lending practices of the financial institutions, and fear of recession causing all kinds of nervousness in the whole economy had not impacted the Westchester market and reversed its decline of the 4th quarter of 2007 to a healthy growth in the first quarter of 2008.

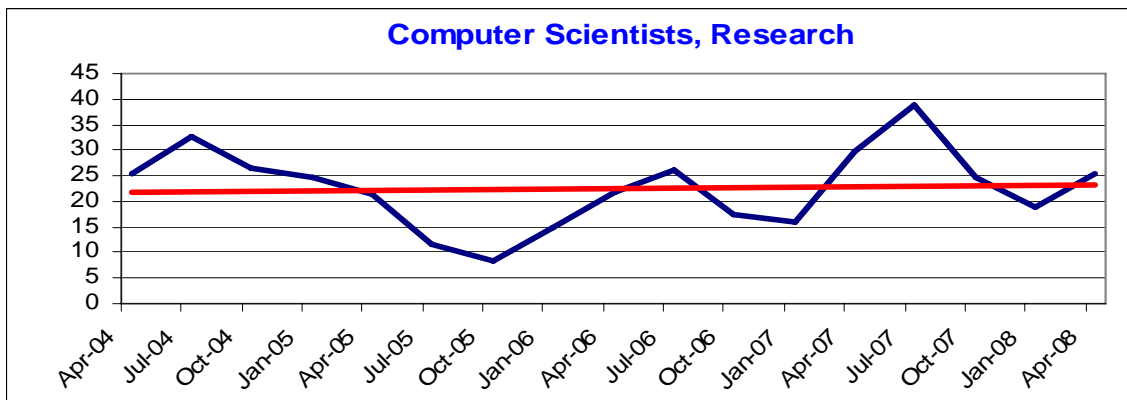
IT Special Categories

IT Managers (ID1-3021)



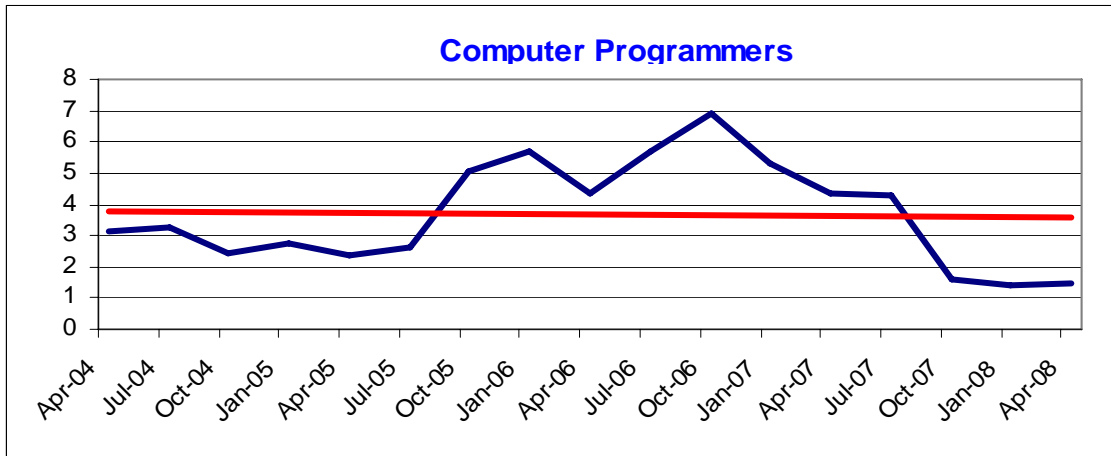
Although the trend estimate is sloping downward, the market for **IT Managers** has been relatively positive since mid-2006. Slow recovery in the 1st quarter of 2007 leveled out slightly in the 2nd quarter, and continued to do so through the 4th quarter. The slight upturn in the 1st quarter of 2008 seems to be pointing to a better market condition throughout the year.

Computer Scientists Research (ID15-1011)



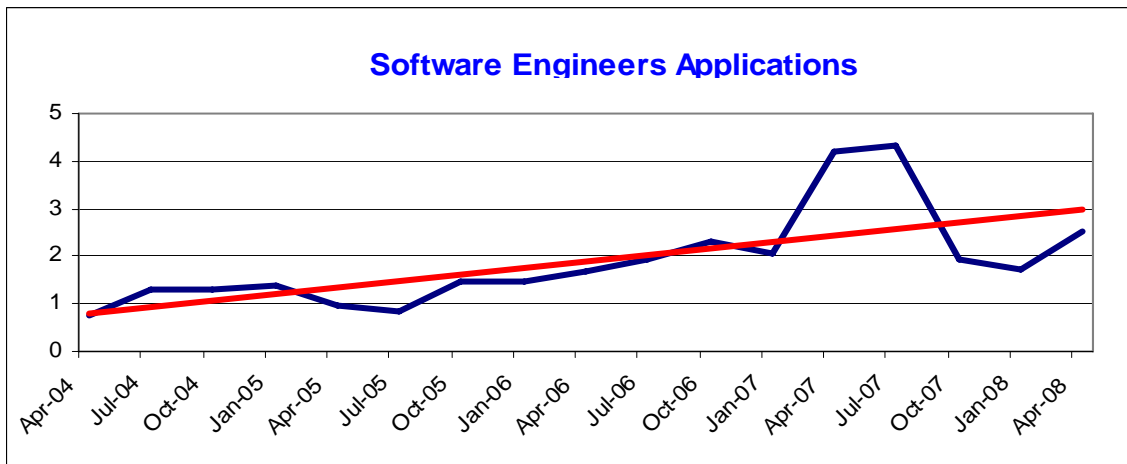
Computer Scientists is a special category of IT professional that refers to those involved in pure research. The market for these professionals is volatile as the graph indicates. However, the market had been very strong during the first half of 2007, declined slightly in the 4th quarter of that year, and reversed again in the past quarter. The steep increase in the 1st quarter is in line with the market expectations for these professional.

Computer Programmers (ID15-1021)



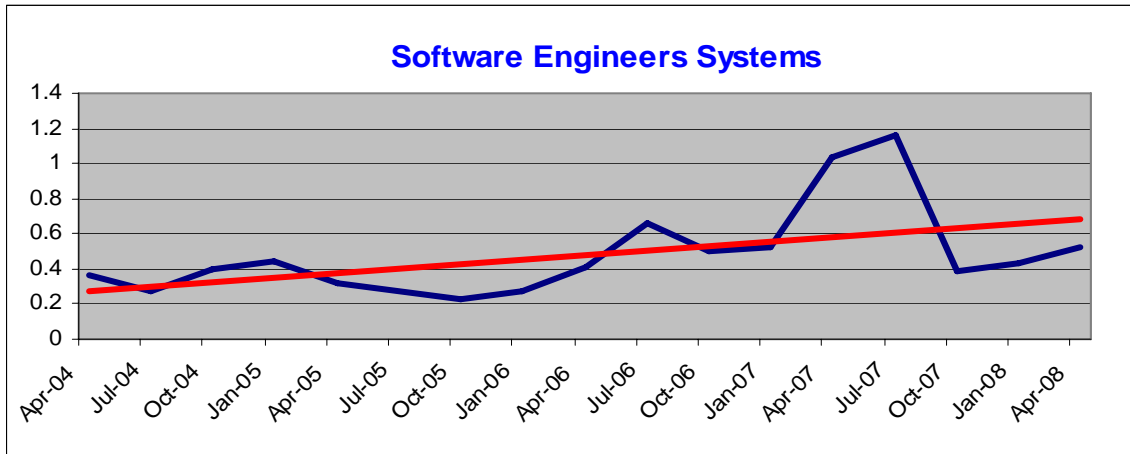
Continued decline in demand for **Programmers** was reversed in the 4th quarter of 2007 and kept up in the last quarter, which is welcomed news, given the overall IT labor market. For the first time since mid 2006, the market is showing signs of improvement, and further growth is likely throughout the year.

Software Engineers Applications (ID15-1031)



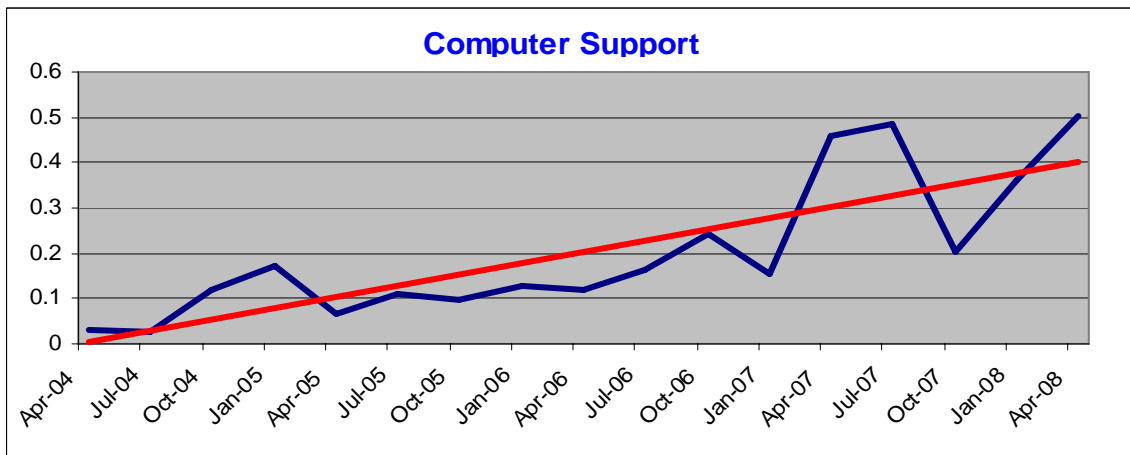
The **Software Engineers Applications** market is similar to that for **Programmers**. After a sharp decline in the 3rd quarter of 2007, the market showed signs of improvement, and turned sharply in 2008. Given the relatively steep trend and signs of improvement in the market, the picture for 2008 seems positive.

Software Engineers Systems (ID15-1032)



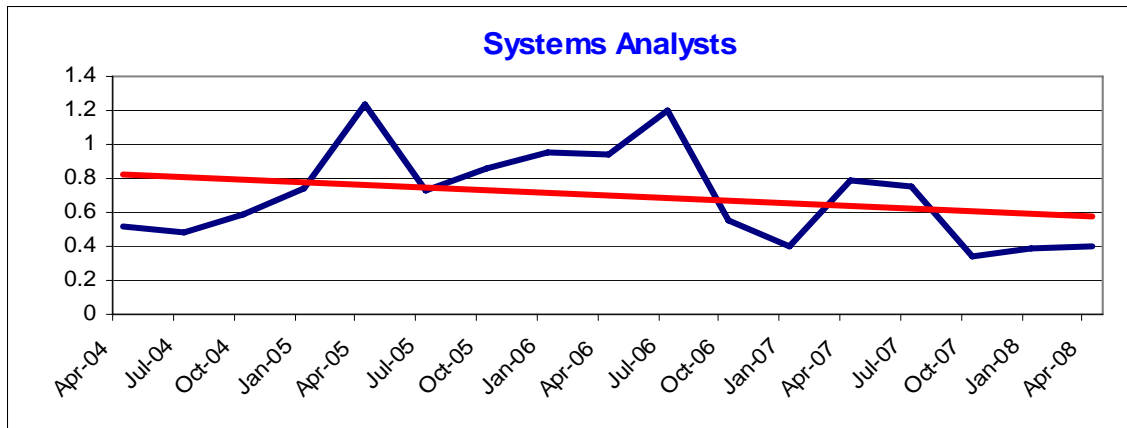
The behavior of various IT job market categories during the 1st quarter seems to be repetitive, and that of the **Software System Engineers** is not an exception. After rising steadily during the 2nd quarter of 2007, this market followed the rest, dropped significantly then reversed itself towards the end of the 4th quarter and continued throughout the first quarter of 2008. Given the slope of the trend and the reversal of the market, the picture for 2008 is encouraging.

Computer Support Specialists (ID15-1041)



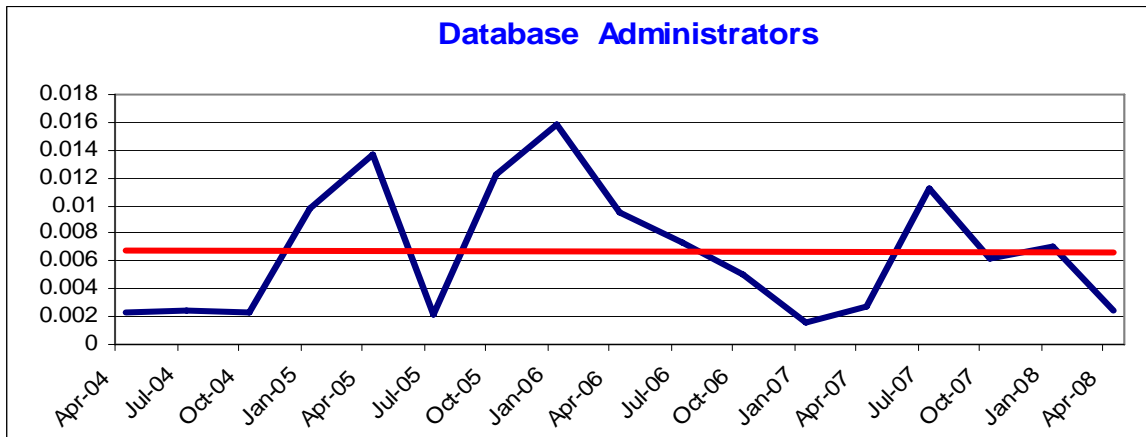
Demand for **Computer Support** specialists is always positive, as indicated by its steep trend line. As stipulated, the sharp decline in the 3rd quarter of 2007 reversed itself with a sharp increase in the 4th quarter and continued its growth throughout. This profession is one of the few showing strong improvement in the current overall IT labor market.

Systems Analysts (ID15-1051)



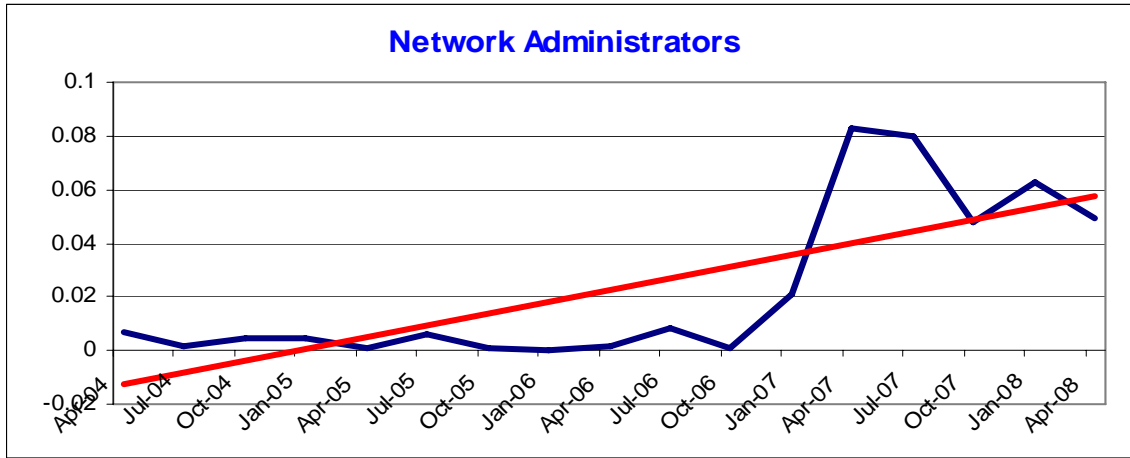
Declining demand for **Systems Analysts** ended and the market flattened in the 4th quarter of 2007, continuing through the 1st quarter of 2008. After a slow 2nd quarter of 2007, the impact of the rest of the labor market caused a sharp drop in the 3rd quarter, similar to that of the other categories. However, steady flattening of the last two quarters is welcomed news for 2008.

Database Administrators (ID15-1061)



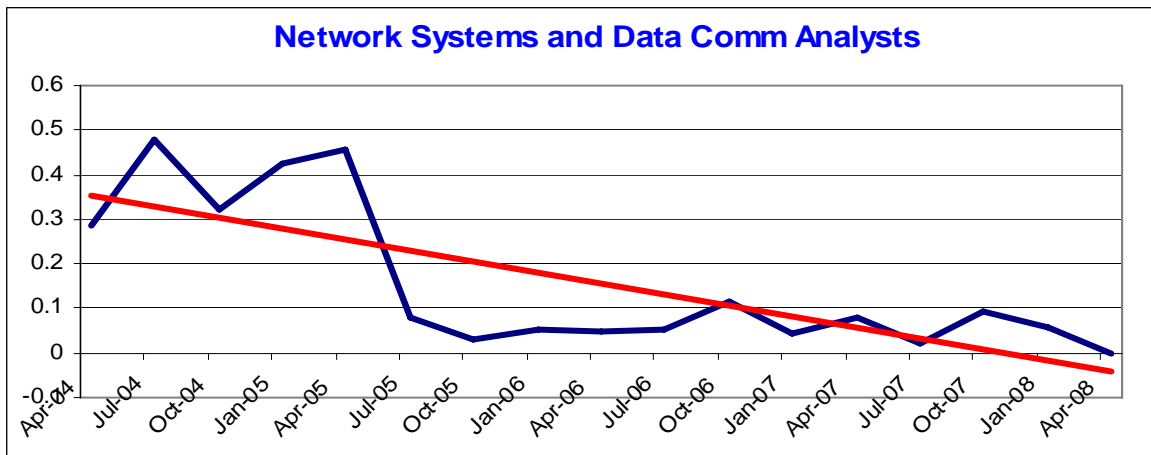
The market for **Database Administrators** is both unpredictable and volatile as indicated by the graph. The slightly positively sloped trend is promising, but fluctuations are troubling. Given the past history of this market, expectations may not be positive for the near future, given that signs of weakness are pronounced.

Network Administrators (ID15-1071)



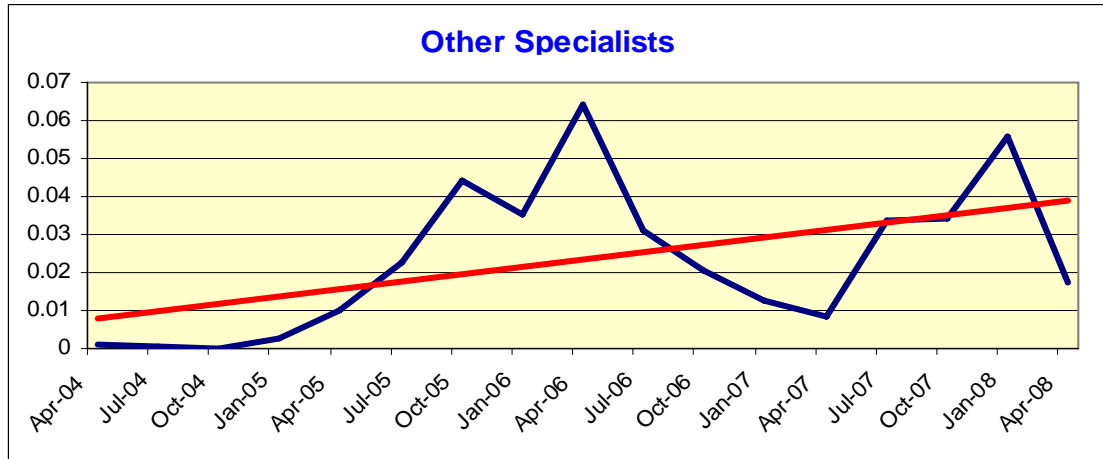
Although the trend for **Network Administrators** for the past two years had been positive, the sharp decline in the 3rd quarter of 2007 was troubling. The 4th quarter of 2007 upturn eliminated the fear of continued decline, but could not sustain itself, and declined further in 2008. Given the sharp slope of the trend line, having an optimistic view for this market may not be too bad.

Network Systems and Data Communications Analysts (ID15-1081)



The market for **Network Systems and Data Communication Analysts** is softening continuously, as indicated by the sharp negative slope of the trend line. Fluctuations around the trend are negative as well, but steady. After going through a relatively healthy market in 2006, the market for these professionals seems to be on the go.

Other Specialists (ID15-1099)



Other Specialists displays interesting market behavior. The steep rise in demand is an indicator of the varied nature of the demand for specialists in Westchester County. It appears that potential employers are looking for people with more varied expertise than those with skills mapping to the 10 other standardized job categories. Since most of the other categories had a healthy condition during the 1st quarter of 2008, the sharp decline may not be as bad as it looks.