

The PACE/SkillPROOF IT INDEX REPORT

WESTCHESTER COUNTY REPORT
APRIL 2010



Business Retooling for Post-recession Economy



"Business and consumer confidence, market activity, and job creation all increased during the 1st quarter. This improved outlook is prompting businesses to gear up and develop new strategies to make themselves more responsive to market changes, and client and shareholder needs with better reporting and information.

"The improved economy also has a direct impact on hiring as the year of retooling has begun. Social media, collaboration, and cloud computing are driving the dissemination of information at ever increasing speeds. This will result in increased demand for network administrators, database architects, and those with knowledge of Web 2.0/3.0 and strong collaboration skills in order to generate better information for better decision-making."

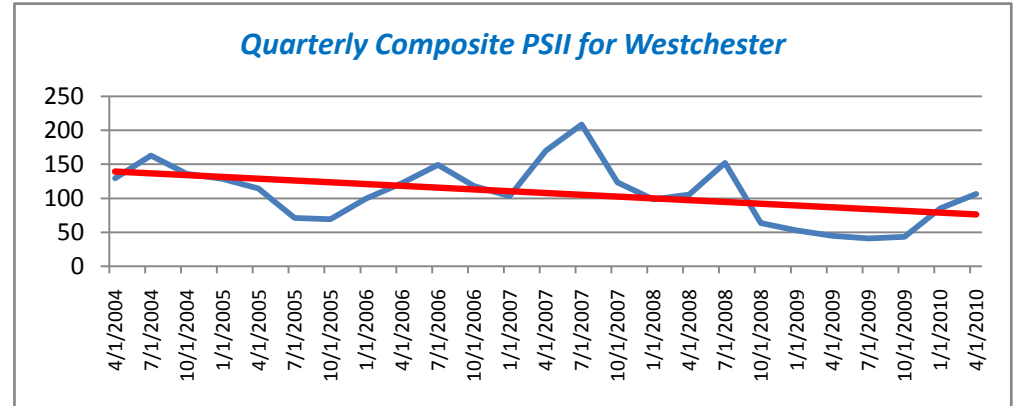
-- Kamal Shah
Vice President
Openheimer Funds

Westchester IT Job Market Momentum Continues

During the 1st quarter of 2010, the **Pace/SkillPROOF IT Index (PSII)** for Westchester County increased by more than 24 percent, from 85 to 106, a significant increase. The index went above 100 for the first time since the 3rd quarter of 2008.

This gain was part and parcel of improving national economic news. Although the 160,000 new jobs created in March did not alter the unemployment rate, the increase still can be interpreted positively: As the economy shows signs of sprouting "green shoots," those who have been sitting on the sidelines during the period of rising unemployment have gained a sense of optimism and are renewing their job searches, thereby offsetting the gains in job creation.

There are also other signs of recovery: manufacturing, air travel, and hotel occupancy rates are all up. In the Westchester County IT job market, the indicators are even more impressive.



For complete data and analysis, go to [Historic Behavior of IT Job Categories](#).

From the Occupational Outlook Handbook, 2010-11 Edition www.bls.gov:

"Among **computer and information systems managers**, job growth is expected to be the fastest in computer systems design establishments; software publishing firms; data processing and hosting companies; management, scientific, and technical consulting services; and health care organizations.

"**Job prospects.** Prospects for qualified computer and information systems managers should be excellent. Workers with specialized technical knowledge and strong communications and business skills, as well as those with [knowledge of] information systems, will have the best prospects. Job openings will be the result of employment growth and the need to replace workers who retire or leave the field."

Projections Data from the National Employment Matrix

Occupational Title	SOC Code	Employment, 2008	Projected Employment, 2018	Change	
				Number	Percent
Computer and information systems managers	11-3021	293,000	342,500	49,500	17

EARLY BAROMETER: WHAT THE INDEX TRACKS

The Pace/SkillPROOF IT Index tracks job openings in New York County (Manhattan) and in a separate report, Westchester County, NY. Both versions use data obtained by SkillPROOF, Inc, which are based on a selection of 130 blue chip companies from a cross section of major US industries. Their names are proprietary, but all post openings for jobs in the New York area and automatically update job opening on their Web sites. Regional extrapolations are based on a formula derived from BLS data and other calculations. For more information see www.skillproof.com. The Pace Index is calculated in three formats: the weighted average of the job postings as a snapshot of the IT job market, and year-to-year and month-to-month changes in major categories as diffusion indexes. For more information about the methodology visit the PSII Web site at <http://www.pace.edu/psii>.

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Quarterly Quote

"Blaming speculators as a response to financial crisis goes back at least to the Greeks. It's almost always the wrong response."

*Larry Summers
Former US Secretary of the Treasury*

SEIDENBERG TO HONOR JAY DWECK OF MORGAN STANLEY



The Seidenberg School will honor **Jay S. Dweck**, Managing Director and Global Head of Strategies and Modeling at Morgan Stanley at this year's **Leadership and Service in Technology Award Reception**. This event, an annual gathering that includes professionals from the IT community, is the school's primary fundraiser with proceeds going towards student scholarships and new initiatives.

Consider yourself invited.

Date: Wednesday, June 9, 2010

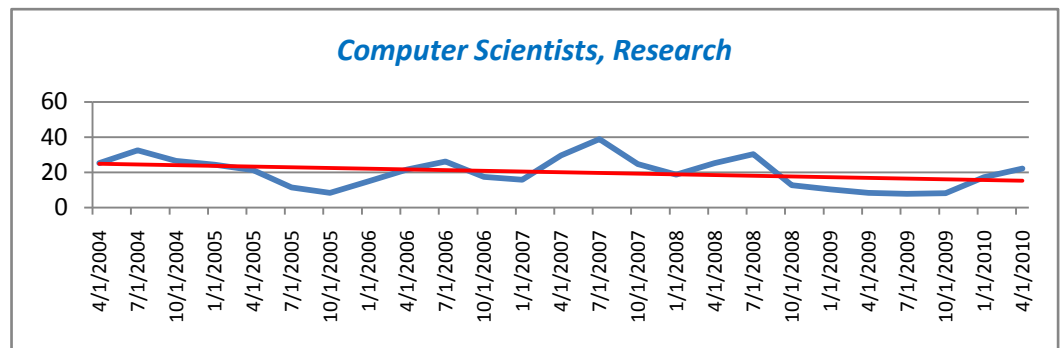
Place: PricewaterhouseCoopers
300 Madison Avenue
New York, NY

Time: 6:00 pm

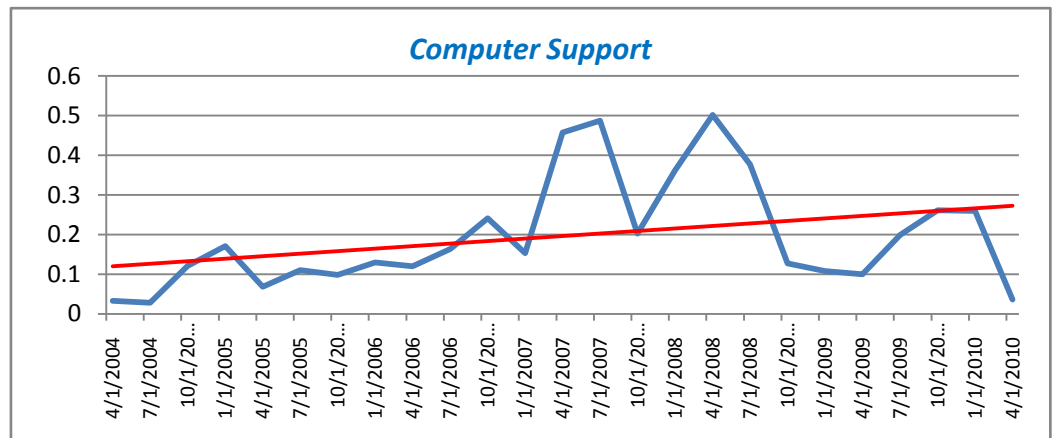
For additional information and to register, go to [Learn More](#).

1st Quarter Analysis

The Westchester IT job market has maintained positive momentum. After resisting improved economic news during the first two quarters of 2009, it gathered strength during the last two. In the IT sector, the 25 percent growth in the PSII is quite impressive; however, it should be noted that it comes primarily from only two sectors. These are **Computer Scientists, Research**, registering a 29 percent gain, and **Computer Programmers**, rising by 19 percent. **Software Engineers** also showed improvement, ranking a distant 3rd with a 6 percent increase. The remaining categories remained flat or declined.



The greatest decline in the Westchester job market was for **Computer Support Specialists** graphed below. This appears to be an anomaly as there is no obvious reason why this drop should be so sharp.



CONTACT INFORMATION

Sponsor and Project Oversight: **Constance A. Knapp**, PhD, Interim Dean, Seidenberg School of Computer Science and Information Systems
Modeling and Economic Analysis: **Farrokh Z. Hormozi**, PhD, Chair, Department of Public Administration, Dyson College of Arts and Sciences.

Data provided by: **Henning C. Seip**, SkillPROOF, Inc. www.skillproof.com

Editor: **Louise P. Kleinbaum**, Assistant Dean and Director of Communications, Seidenberg School of Computer Science and Information Systems

Consulting Editor: **Christopher T. Cory**, Pace University Executive Director of Public Information

Web Developer: **Peter Cronin**, MS

For comments, clarification or additional information, please e-mail ITindexinfo@seidenberg.pace.edu

To learn more about Pace's Seidenberg School, visit www.seidenberg.pace.edu