

# The PACE/SkillPROOF IT JOB INDEX REPORT

WESTCHESTER COUNTY REPORT  
NOVEMBER 2006

1906-2006



## Job Success With Information Technology

Carl Abrams



**Title:** Financial Services Sector  
Business Executive

**Employer:** IBM

**Pace Degree:** DPS in Computing

**Graduation:** 2006

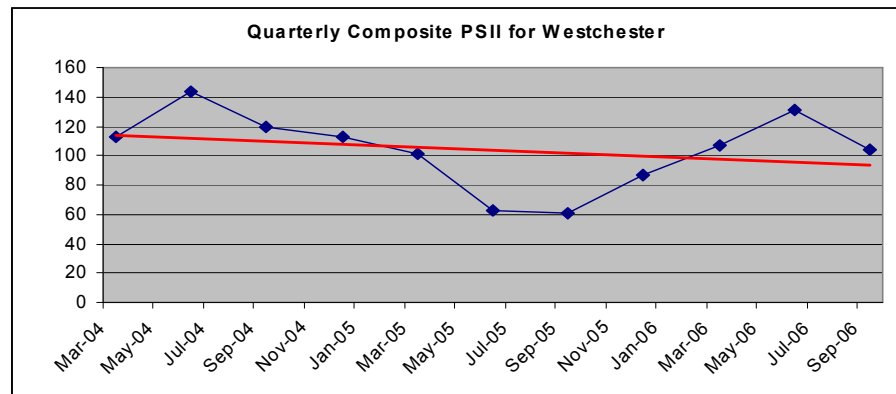
"Technology-enabled innovation is on the CEO's agenda at most major companies in the United States and abroad. The productivity gains of the last several years were based on it, and sustainable growth can only continue through the continued application of new, exciting technologies to businesses and business processes. The need for people who can bring technology to bear on business problems in innovative ways will only increase.

The recent trend toward technology offshoring is a sign of the maturity of information technology as an industry, not its demise.

## After a Year of Steady Growth, IT Job Market in Westchester Slows

The Pace/SkillPROOF Index (PSII) of the IT Job Market in Westchester County, New York, registered 104 in the third quarter of 2006 (2004-2005 cumulative opening = 100), over 40 points higher than in the third quarter of 2005, when it registered 61, but lower than the 131 registered for the second quarter of 2006.

Though the quarterly numbers were slightly down, the overall IT job market in Westchester demonstrated dynamic behavior reflected in the diffusion index of 64. Seven of the eleven categories had higher postings over a year ago, while only four showed higher postings over the second quarter of 2006. After a year of steep increase, the third quarter ended with lower demand for Computer Scientists, causing the overall trend to dip down slightly. During the same period, seven demonstrated an upward trend (the red straight line) shown in the following graph. The overall job postings of the 11 standard categories tracked by SkillPROOF, Inc., had substantial volatilities, and despite several increases, finished the quarter with negative growth.



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

## Comment from Susan M. Merritt, PhD, Dean, Ivan G. Seidenberg School of Computer Science and Information Systems

We are pleased to introduce the inaugural issue of the **Pace/SkillPROOF IT Index Report**. We expect that it will be valuable to those who are seeking either employment or employees in the information technology sectors.

We are particularly gratified that our Seidenberg School of Computer Science and Information Systems students are in great demand for internships and our graduates for jobs in this market. As you will see here, there are more opportunities than individuals to fill them, both in New York City and Westchester County.

We welcome you to this new quarterly report and would appreciate your feedback (see page 2).

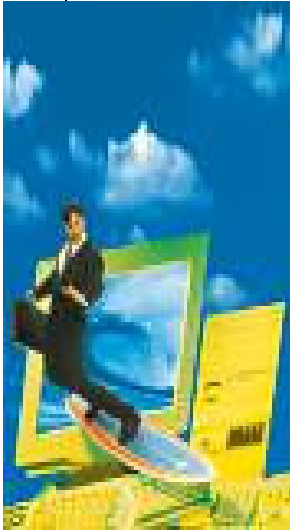
## EARLY BAROMETER: WHAT THE INDEX TRACKS

The Pace/SkillPROOF IT Index is a comprehensive index that tracks job openings in Westchester County and in a separate report, New York County (Manhattan). Both versions use data obtained by SkillPROOF, Inc. Every 24 hours the company's specialized Web crawler randomly scans the posted Manhattan and Westchester job listings of companies in the sample. SkillPROOF then puts the job specifications into 11 major categories used by the U.S. Department of Labor's Bureau of Labor Statistics from "Computer Programmers" to "Network and Computer Administrators." Using this data, the Pace Index is then 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 of the IT job market as diffusion indexes.

# The PACE/SkillPROOF IT JOB INDEX REPORT

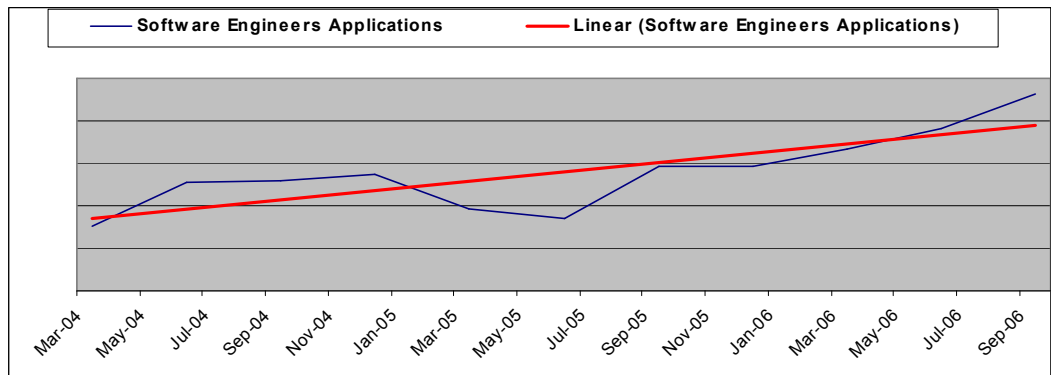
## Quote of the Month:

“Freedom is when the people can speak;  
democracy is when the government listens.”  
--*Alastair Farrugia,*  
*Computer Scientist/Mathematician,*  
*University of Waterloo, Canada*



### Third Quarter Analysis

Year-to-date growth in the IT job market in Westchester County is an indication of the dynamic nature of demand for IT Professionals. According to the trend estimates of the 11 categories traced by SkillPROOF, Inc., seven categories indicate an upward trend, and two are relatively flat. Software Engineers and Systems Analysts have a healthy potential followed closely by Computer Support Specialists. An interesting case is the strong demand for Other Specialists which, even though it was lower in the third quarter, has been steep historically.

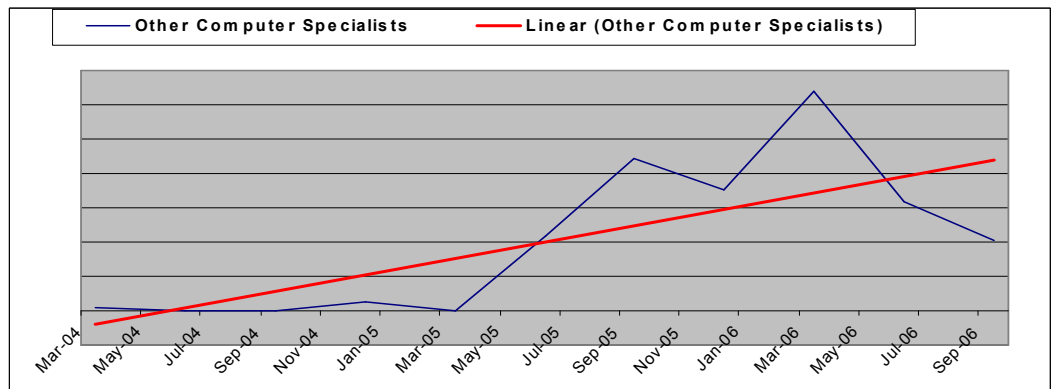


### Fact

According to the U.S. Bureau of Labor Statistics (BLS), computer and mathematical occupations ranked third in income among all occupations in the New York metropolitan area in 2005 after management and legal occupations and before business and financial operations occupations.

The median income for these IT occupations in 2005 was \$76,860

Software Engineers enjoyed a healthy upward trend for the past three quarters, rising above the trend since the beginning of the year.



The steep trend for this general category is quite interesting. The volatility of the IT job market in Westchester County may be explained by this upward trend. Employers appear to be looking for broadly-based professionals rather than specialists. The job market for IT professionals seems to be quite healthy, and the volatility can be explained by this trend.

### Contact Information

Co-investigators: Dean **Susan M. Merritt**, PhD, **Farrokh Z. Hormozi**, PhD, **Henning C. Seip**  
 Editor: **Christopher T. Cory**  
 Production Editor: **Louise P. Kleinbaum**  
 Web Designer: **Seung-Seok Choi**

For comments, clarification or additional information, please e-mail [ITindexinfo@seidenberg.pace.edu](mailto:ITindexinfo@seidenberg.pace.edu)  
 To learn more about the Seidenberg School, visit [www.seidenberg.pace.edu](http://www.seidenberg.pace.edu)