A Tech Innovation Network Radio Show

Hottest IT Skills, Jobs, Technologies and Trends in 2010 and Beyond:
The Facts from Industry Analyst David Foote

Wednesday, June 9, 2010 at 3:55 p.m. Eastern / 2:55 p.m. Central / 12:55 p.m. Pacific

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Special Guests:

David Foote
Co-Founder, CEO and Chief Research Officer
Foote Partners, LLC

With jobs reports from the U.S. Department of Labor suddenly revealing new and dramatic monthly swings in gains and losses of IT-related jobs, IT practitioners and executive decision makers are facing more volatile and turbulent times well into this third straight year of economic uncertainty. Tune in to this Tech Innovation Network radio show where industry analyst David Foote discusses IT compensation and market trends and reveals those IT jobs, skills, certifications, expertise and technologies that both public and private sector employers are seeking -- according to research that included 98,000 IT workers and more than 2,000 employers. Learn how a seismic shift to new IT service delivery and sourcing models has supplanted the economy as the primary driver of pay and skills acquisition decisions, and why higher volatility in demand for skills and people will be the new standard in market behavior for years to come.

Join co-hosts Anyck Turgeon and Scott Draughon as they interview David Foote, Co-Founder, CEO and Chief Research Officer for Foote Partners, LLC – an independent IT benchmarking research and advisory firm targeting the "execution" side of IT and providing pragmatic and forward-thinking advice and data about managing the modern business/IT hybrid professional workforce.

Foote will highlight the latest trends in IT management and workforce issues including:

> ➢ Top tech, management, and customer priorities
> ➢ Latest IT spending and tech investment trends (HW, SW, managed services, cloud computing)
> ➢ Key drivers that will reshape the IT function and IT careers in five years
> ➢ New IT roles and professions: diversifying the IT workforce
> ➢ Why security is the safest career bet
> ➢ Employee "burn out" rate in IT
> ➢ IT superstars vs. outsourced managed services
> ➢ Highest paying skills and certifications
> ➢ Certifications under attack: The development of the "guru master"
> ➢ What's next: emerging markets, social media, mobile computing, the rise of the Business Technologist

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David Foote

David Foote is CEO and Chief Research Officer of Foote Partners, LLC, an independent IT research and advisory firm he co-founded in 1997 that serves more than 1,600 clients on five continents. An industry pioneer in IT workforce and compensation benchmarking and decision support research who built his reputation the leading analyst firms and several Silicon Valley technology companies, he has long been one of the nation's thought leaders and leading predictive trends analysts reporting on IT management and workforce practices, trends and issues. A popular featured opinion columnist, Web/podcaster, and regular contributor to countless online, print, radio, and television media sources, Foote's research-backed analyses and recommendations focusing on the 'execution' side of IT's role in the business reach a weekly global audience of business and technology professionals. As lead research officer for the firm, he directs a senior team of experienced former industry experts from McKinsey & Company, Gartner, META Group, and Towers Perrin that continuously monitors compensation and management practices at more than 2,000 employers (98,000 IT professionals). Prior to Foote Partners, he was a consultant and analyst with Gartner and META Group working mostly with Chief Information Officers and leading IT Human Capital Management research practices. Before this he held executive and management positions with technology and consumer products companies in the San Francisco Bay Area, where he also spent six years as senior partner at a management consulting firm specializing in exceptional growth technology companies. David received his BA from Vassar College and MBA from Cornell University's Graduate School of Management. He completed post-graduate studies in business innovation and business creativity at Stanford University's Graduate School of Management.

Foote Partners, LLC is a Vero Beach, FL based independent IT benchmarking research and advisory firm targeting the 'execution' side of IT and providing pragmatic and forward-thinking advice and decision support data aimed at managing the modern business/IT hybrid professional workforce. Founded in 1997 and comprised of former industry analysts and consultants from the nation's top industry analyst and management consulting firms, and former corporate HR, IT, and business executives, Foote Partners has been a thought leader and trusted advisor to thousands of employers seeking improvements in managing IT's impact on their businesses and customers. The firm's research division publishes a series of IT and HR research products that have helped more than 1,600 employers solve their most difficult information technology management and workforce problems, and strengthen their execution capabilities. The firm's respected *IT Insider* research series is the industry's most up-to-date and forward-thinking source for IT organization, skills, compensation and workforce trends research, including the *[IT Skills and Certifications Pay Index](#)* ™, the oldest and most trusted survey of market values for 438 certified and noncertified IT and business skills.

Anyck Turgeon

Anyck Turgeon is the founder of the Tech Innovation Network and the Chief of Information Strategy and Security at Crossroads Systems. As an international data management, data protection and storage-security expert, Turgeon joined Crossroads in 2005 with more than 20 years of experience. She currently leads Crossroads' strategic storage, security and corporate communications efforts. A frequent technology spokesperson, Turgeon has received numerous industry awards, including the 2008 Shaping Information Security People Award, the 2008 Industry's Most Valuable Performer Award, and the 2009 "Best Executive" Stevie Award finalist recognition. Previously, from the executive offices of Oracle in Silicon Valley, Turgeon oversaw the successful creation and global deployment of three key strategic departments to Oracle's corporate growth: Oracle Portal, Oracle Industries and Oracle On Demand/Outsourcing. Throughout her career, Turgeon has designed and deployed revolutionary solutions for small to large corporations worldwide, including Alcan, Canadian Imperial Bank of Commerce, Cedar-Sinai, Crédit Lyonnais, Desjardins Group, DoCoMo, General Motors, JP Morgan Chase, MasterCard, Nabisco, Ontario Securities Commission, Thomson Newspaper and Visa. She holds an extensive educational background and is a member of numerous industry associations.

Scott Draughon

Richard Scott Draughon is the President, founder and Chief Executive Counsel for Draughon - Attorneys at Law. Draughon handles high technology matters involving the internet, software, hardware, multimedia and telecommunications. He also maintains a traditional intellectual property practice providing copyright, trademark and patent legal services. Draughon established his law practice in 1989, several years after completing his Juris Doctor and LL.M. degrees from the George Washington National Law Center. He earned his B.A. and M.B.A. degrees from the University of North Florida and is a native of Jacksonville. Additionally, Draughon is the founder of MyTechnologyLawyer.com, an online interactive resource for technology law services. The site was launched in 2001 and provides extensive free legal advice on technology law issues, as well as industry news updates, access to a national network of technology lawyers, as well as forms, instructions and video supporting complete contract templates for more than 200 technology transactions. The Web site has more than 7,000 subscribers and members with more than two million visitors to date.