

**FOR IMMEDIATE RELEASE**

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**FOOTE IT NEWS ANALYSIS – Bureau of Labor Statistics US Employment Report – May 2012**

**IT services industries add 13,800 more jobs in April, for a total gain of 45,300 in 2012.**

**Increase of 9,800 jobs across four IT-related jobs segments as U.S. payrolls expand by only 115,000 jobs last month.**

**But ‘discouraged workers’ no longer looking for work increases by 103,000, so a reported 200,000 reduction in unemployed persons is deceptive. In all, 342,000 workers dropped out of the US workforce in April.**

**Vero Beach, FL – Friday, May 4, 2012.** An analysis of Friday’s release of the April 2012 U.S. employment numbers by the Department of Labor Bureau of Labor Statistics (DOL/BLS) reveals a **net gain of 9,800** jobs across four jobs segments commonly associated with IT professionals. Two of those segments specifically representing IT services industries, *Management and Technical Consulting Services* and *Computer Systems Design and Related Services*, **increased by 13,800 jobs** in April, for a total gain of 45,300 jobs in 2012 and 124,100 over the past 12 months. *Telecommunications* employment continued to erode, losing 4,000 more jobs in April for a total 14,300 jobs lost this year and 42,000 in the past year. (SEE FIGURES 1, 2, and 3)

“Nothing new this month for IT professionals compared to what we’ve been seeing in 2012,” insists David Foote, CEO at IT analyst firm Foote Partners which regularly analyzes IT and business labor trends including a review of the DOL’s monthly employment reports. “Employment in the IT services industry continues to grow representing a proportionally larger population of overall growth in technology jobs. And

the telecommunications industry labor market continues to transform as mobile computing platforms and devices proliferate to meet huge demand, losing an average of 3500 jobs monthly since this time last year.

“The most important trend as far as the IT labor market continues to be IT-business hybrids workers who are impossible to track in these government employment data reports. Businesses are looking for more multidimensional skills sets in many of their new hires: workers with combinations of both business and technology knowledge, experience, and skill sets unlike those you might find in the tracking of labor more common to a traditional IT organization. It’s not that employers are not also actively building capabilities in purely technical areas relating to networks and systems, securing those, or continuing to aggressively develop and maintain ERP systems and data warehouses, or their business intelligence and analytics capabilities. It’s just that you can acquire those skills in a lot of different ways and still manage to get the job done. Many of the most in demand jobs require combinations of knowledge and skill in a business or customer context applied to problems and solutions with a high degree of difficulty. Employers will take seven to nine months to find the right full time hire and build from that. They will also develop these unique skill sets in house if necessary.

“It’s a very robust job market demand for these hybrids especially where applications development, analytics and Big Data, mobile applications, architecture, and business analysis are involved, and that’s to name only a handful of hot skills areas. But there is also demand in functional areas of the business and products groups where subject matter expertise in a particular area and strong social skills are as critical as tech skills for getting the job and keeping it.

“Our firm has published extensive research in defining these jobs and skill sets and the market opportunities for each. The bottom line is that there are not enough of these ‘walking Swiss Army knife’ professionals to meet the demand. So if you’re unemployed or underemployed you need to understand what employers are looking for and compare yourself to the job requirements for the open requisitions they have. If you’re not matching up, you need work harder at becoming the kind of person they’re looking for. Either that or rethink your career aspirations.”

**FIGURE 1 – U.S. Department of Labor/Bureau of Labor Statistics – Job Situation Report (January 2010 to April 2012)**

**MONTHLY JOB SITUATION TRENDS – IT Professional Job Segments**

(Highlights for four bellwether IT jobs segments)

	2011												2012			
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Nonfarm job loss/gain (month)	36,000	192,000	216,000	244,000	54,000	18,000	127,000	57,000	103,000	100,000	120,000	223,000	284,000	227,000	154,000	115,000
National unemployment rate	9.0%	8.9%	8.8%	9.0%	9.1%	9.2%	9.1%	9.1%	9.1%	9.0%	8.6%	8.5%	8.3%	8.3%	8.2%	8.1%
<b>Professional/Technical Services</b>																
Professional/Technical Services	7,900	10,000	34,700	33,000	40,300	24,200	17,700	16,100	24,100	320	8,800	8,500	30,300	34,200	13,800	27,500
<i>Segment 3: Management/Technical Consulting Services</i>	3,600	6,600	-300	11,300	5,200	1,200	5,400	6,000	5,500	3,800	4,500	4,300	3,000	7,400	5,300	6,400
<i>Segment 4: Computer Systems Design/Related Services</i>	8,600	4,200	6,400	7,900	8,200	5,700	6,100	7,700	6,000	2,900	5,100	1,200	1,700	10,200	3,900	7,400
<b>Information</b>																
Information	-1,000	0	-4,000	2,000	-1,000	0	-1,000	-48,000	34,000	-5,000	-4,000	6,000	13,000	-1,000	-900	-2,000
<i>Segment 5: Telecommunications</i>	-3,600	-2,200	-3,800	-1,000	-3,400	-400	-2,700	-47,300	37,600	-4,900	-2,600	-3,000	-300	-6,400	-3,600	-3,500
<i>Segment 5: Data Processing/Hosting/ Related Services</i>	-1900	-700	-500	-400	700	-300	-200	100	-600	400	-900	-200	-1300	1900	-600	-500
<b>Net gain/loss - ALL IT SEGMENTS</b>	6,700	7,900	1,800	17,800	10,700	6,200	8,600	-33,500	48,500	2,200	6,100	2,300	3,100	13,100	5,000	9,800
<b>Net gain/loss - ONLY IT SERVICES SEGMENTS</b>	12,200	10,800	6,100	19,200	13,400	6,900	11,500	13,700	11,500	6,700	9,600	5,500	4,700	17,600	9,200	13,800

**Key:** Job losses in red  
 Job gains in green

NOTE: A labor strike in the telecommunications industry caused the temporary loss of 47,300 *Telecommunications* jobs in August 2011 and recovery of 37,600 in September 2011.

**Source:** US Department of Labor/Bureau of Labor Statistics.  
 Data chart and analysis by Foote Partners LLC

**FIGURE 2 – U.S. Department of Labor/Bureau of Labor Statistics – Job Situation Report (Through April 2012)**

**CUMULATIVE JOB SITUATION TRENDS – IT PROFESSIONALS**

Highlights for five bellwether IT jobs segments)

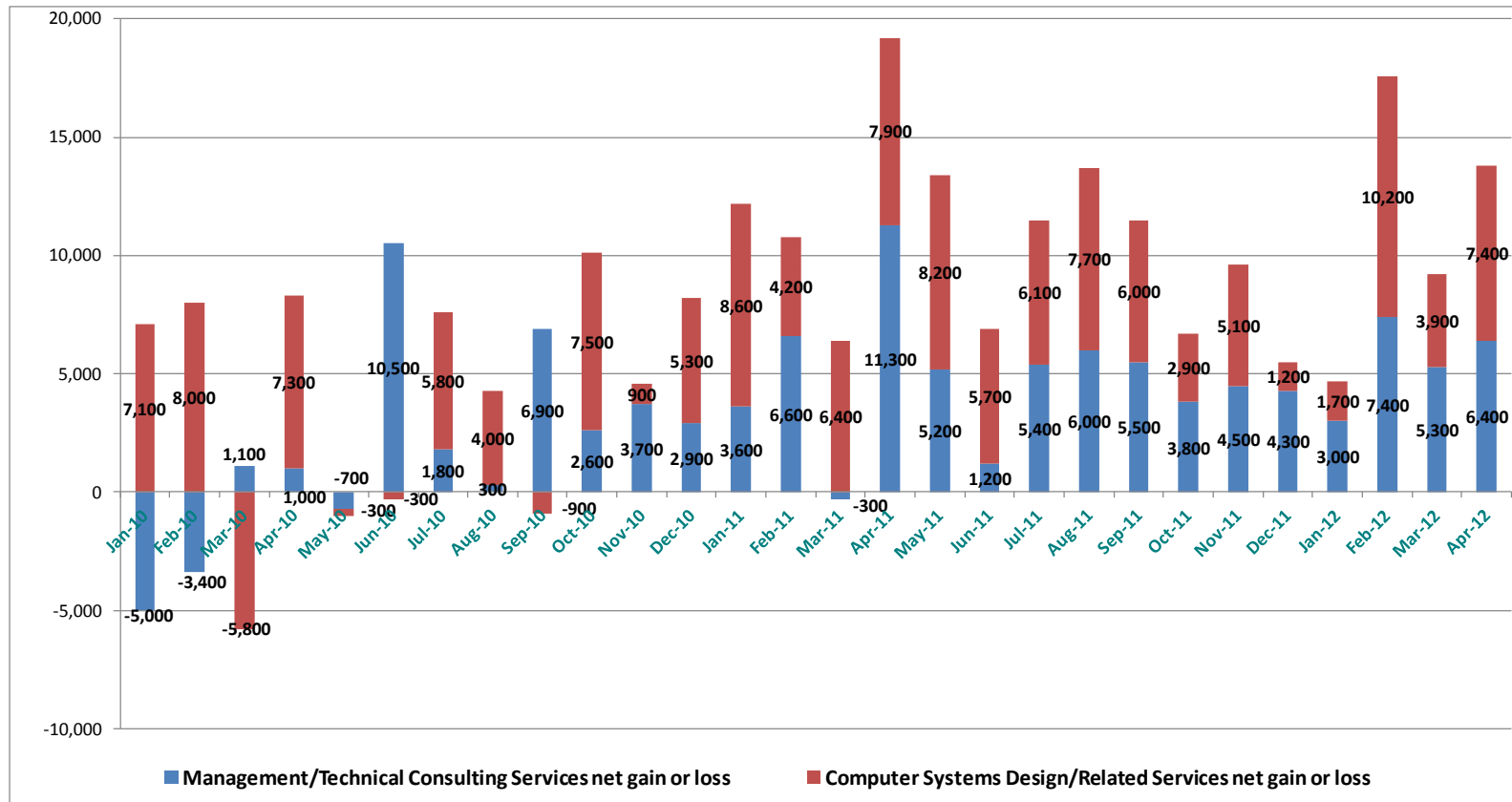
<b>U.S. LABOR DEPT CUMULATIVE NET JOB GAINS/DECLINES</b>							
<b>JOBS SEGMENT</b>	12 mos.	10 mos.	7 mos.	6 mos.	4 mos.	3 mos.	2 mos.
	May'11 - Apr'12	Jul'11 - Apr'12	Oct'11 - Apr'12	Nov'11 - Apr'12	Jan'12 - Apr'12	Feb'12 -Apr'12	Mar'12 - Apr'12
<b>Professional and Technical Services</b>	245,820	181,320	123,420	123,100	105,800	75,500	41,300
<i>Segment 1:</i> Management/Technical Consulting Services	58,000	51,600	34,700	30,900	22,100	19,100	11,700
<i>Segment 2:</i> Computer Systems Design/Related Services	66,100	52,200	32,400	29,500	23,200	21,500	11,300
<b>Information</b>	-9,900	-8,900	6,100	11,100	9,100	-3,900	-2,900
<i>Segment 3:</i> Telecommunications	-40,500	-36,700	-24,300	-19,400	-13,800	-13,500	-7,100
<i>Segment 4:</i> Data Processing/Hosting/Related Services	-1,500	-1,900	-1,200	-1,600	-500	800	-1,100
<b>TOTAL - ALL 4 IT SEGMENTS</b>	82,100	65,200	41,600	39,400	31,000	56,800	14,800
<b>Tech Services segments</b>	124,100	103,800	67,100	60,400	45,300	40,600	23,000
<b>Information segments</b>	-42,000	-38,600	-25,500	-21,000	-14,300	-12,700	-8,200

**Key:**    **Net job declines in red**  
            **Net job gains in green**

**Source:** US Department of Labor/Bureau of Labor Statistics.  
 Data chart and analysis by Foote Partners LLC

**Foote Partners LLC – News Analysis – May 4, 2012**

**FIGURE 3 – JOB GROWTH/DECLINE - Management/Technical Consulting jobs vs. Computer Systems Design/Related services jobs - Net job gains/losses from January 2010 through February 2012**



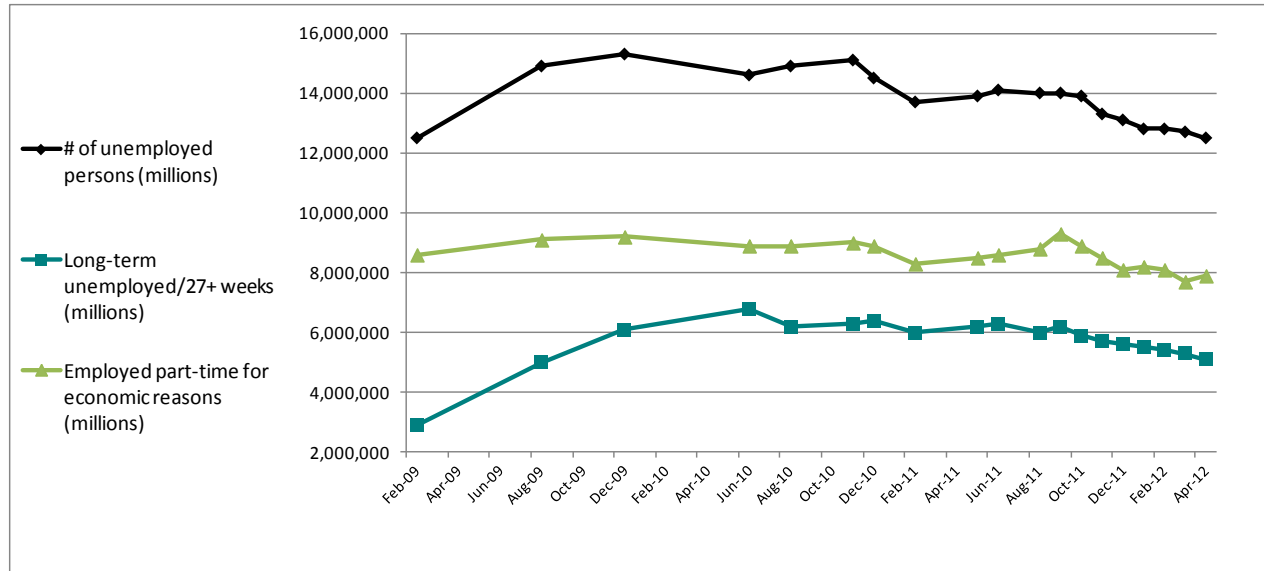
Source: US Department of Labor/Bureau of Labor Statistics. Data chart and analysis by Foote Partners LLC

**Footo Partners LLC – News Analysis – May 4, 2012**

**FIGURE 3**

**UNEMPLOYED AND UNDEREMPLOYED PERSONS:**

**Total vs. Long-Term vs. Part-timers**

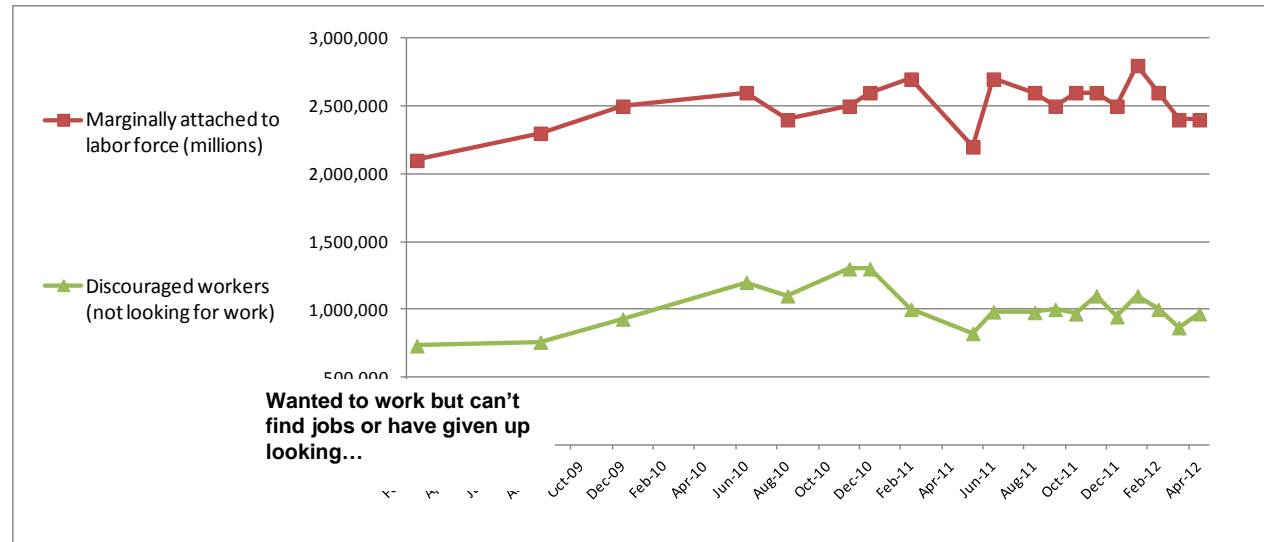


**FIGURE 4**

**LABOR FORCE COMPOSITION**

**Marginally attached vs. Discouraged**

**Source:** US Department of Labor/Bureau of Labor Statistics. Data chart and analysis by Footo Partners LLC



**FIGURE 5 - U.S. Department of Labor/Bureau of Labor Statistics – Job Situation Report (Through February 2012)**

**KEY EMPLOYMENT STATISTICS – Last 22 Months**

	Jun-10 (22 mos. ago)	Feb-11 (14 mos. ago)	May-11 (11 mos. ago)	Aug-11 (8mos. ago)	Nov-11 (5 mo. ago)	Dec-11 (4 mo. ago)	Jan-12 (3 mo. ago)	Feb-12 (2 mo. ago)	Mar-12 (1 mo. ago)	Apr-12 (Now)
<b>Unemployment rate</b>	9.5%	8.9%	9.1%	9.1%	8.6%	8.5%	8.3%	8.3%	8.2%	8.1%
<b># of unemployed persons</b>	14.6 million	13.7 million	13.9 million	14.0 million	13.3 million	13.1 million	12.8 million	12.8 million	12.7 million	12.5 million
<b>Long-term unemployed--27+ weeks (% of total unemployed persons)</b>	6.8 million 45.5%	6.0 million 43.9%	6.2 million 45.1%	6.0 million 42.9%	5.7 million 43.0%	5.6 million 42.5%	5.5 million 42.9%	5.4 million 42.6%	5.3 million 42.5%	5.1 million 41.3%
<b>Civilian labor force participation rate</b>	64.7%	64.2%	64.2%	64.0%	64.0%	64.0%	63.7%	63.9%	63.8%	63.6%
<b>Employment-population ratio</b>	58.5%	58.4%	58.4%	58.2%	58.5%	58.5%	58.5%	58.6%	58.5%	58.4%
<b>Employed part-time for economic reasons</b>	8.6 million	8.3 million	8.5 million	8.8 million	8.5 million	8.1 million	8.2 million	8.1 million	7.7 million	7.9 million
<b>Marginally attached to labor force</b>	2.6 million	2.7 million	2.2million	2.6 million	2.6 million	2.5 million	2.8 million	2.6 million	2.4 million	2.4 million
<b>Discouraged workers (not looking for work)</b>	1,200,000	1,000,000	822,000	977,000	1,100,000	945,000	1,100,000	1,000,000	865,000	968,000

**Source:** US Department of Labor/Bureau of Labor Statistics.  
Data chart and analysis by Foote Partners LLC

## **ABOUT FOOTE PARTNERS**

**Foote Partners LLC** Foote Partners, LLC is a Vero Beach, FL based independent IT benchmarking research and advisory firm that targets the ‘execution’ side of managing IT organizations and capabilities and the human factors of IT value creation. A thought leader and trusted advisor to more than 2,000 employers on six continents, the firm provides pragmatic and forward-thinking analysis and advice about managing the modern business/IT hybrid professional workforce that is deeply grounded in specialized proprietary benchmark research, surveys, and empirical intelligence collected from 2,350 North American employers representing 127,000 IT professionals with whom the firm as forged long term research partnerships.

Founded in 1997 and comprised of former Gartner and META Group industry analysts, McKinsey & Company and Towers/Watson Wyatt senior consultants, and former corporate HR, IT, and business executives, the firm’s research division publishes 140 quarterly-updated IT and HR decision support benchmark research products that help employers benchmark their IT professional compensation, solve difficult information technology management and workforce problems, and strengthen their ability to execute complex solutions to increasing revenues, improving profitability, and building customer satisfaction.

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