

GLIMMER OF HOPE: IT CONSULTANT PAY ON THE RISE

Wednesday 10th September 2003: A recent survey of daily pay rates paid to IT contractors and consultants has found pockets of improvement, though rates for most roles have continued to fall over the past twelve months.

The September 2003 *Information Technology Contractors and Consultant Rates Survey*, produced by remuneration specialists CSi and representing 2,415 contractors and consultants, also shows there has been a slight turnaround in demand for 'hot legacy and new technology' skills.

The survey, involving 24 organisations using or supplying IT contractors, found those incumbents with 'leading-edge hot skills' continue to receive healthy premiums of 5 per cent above the average daily rate, while those with 'hot legacy and new technology' skills are now only 3 per cent behind the average daily rate, up from -8 per cent in September 2002.

Those roles showing improvement include Analyst Programmer (up by 1 per cent from -4 per cent as reported in the March 2003 survey) and Database Administrator (a 2.5 per cent increase).

Increases were also reported for most of the survey's consultant roles, with the Senior Principal Consultant, Principal Consultant and Senior Consultant all commanding increases of more than 20 per cent over the past 12 months.

Those positions not faring so well include Senior Systems Analyst, with daily rates falling by a further 24 per cent, after a 19 per cent decrease in the March 2003 survey. Other roles

experiencing falls include Senior Network Specialist, Project Manager, Programmer, Technical Specialist and Technical Writer.

ENDS

Note: This survey represents information supplied by 24 organisations. These organisations supplied data for a total of 1,840 contractors and 575 consultants.

Definitions:

The Same Incumbent (SI) movements: reflects data for incumbents in the same position this year and last.

Survey-on-Survey (SOS) movements: SOS movements reflect increases for people in the same position this year and last as well as new hires. This movement is a good indicator of the broader IT&T salary market (i.e. a low or negative figure represents soft pressure on pay).

Premium Skill Code	Premium Skill Set	Examples
1	Legacy Skills (to be made redundant)	May be any of those mentioned below
2	Legacy Skills	Cobol, PL1, SNA, DB2, IMS, Adabas
3	Hot Legacy Systems & New Technology Skills	Visual Basic, HTML, Unix, SQL Server, Windows NT, Delphi, OO Programming
4	Leading Edge Hot Skills	e-Business, CCIE, SAP, Oracle, Java, Data Mining, XML, Enterprise Application, Architecture, CRM
5	No Match	It is impossible to match this individual employee to any of the above categories

Note:

CSi monitors pay-market trends in Australia and New Zealand. We conduct 20 industry-specific salary surveys in both countries and provide remuneration consulting services including incentive plan design, job evaluation and remuneration technology services.

For further information please contact:

Mr Peter Barton, Managing Director, on (02) 8440 6500;

Ms Kylie Crisp, Remuneration and Benefits Client Specialist, on (02) 8440 6500;

Mr Nick Woodward, Remuneration and Benefits Client Specialist, on (02) 8440 6500; or

CSI's part-time Marketing Communications Officer on (02) 8440 6500.

Please also see CSI News at www.classalinfo.com.au.