



IT Executive Outlook Survey

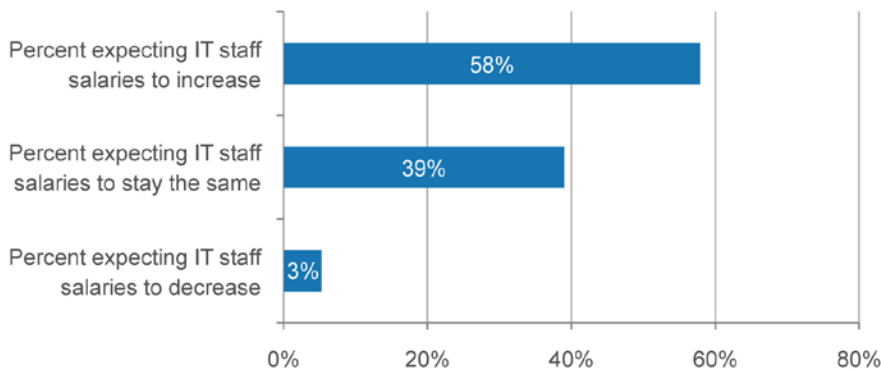
First Quarter 2011

To drive successful business outcomes, IT leaders need to stay abreast of key industry trends. Additionally, it's critical for IT leaders to constantly evaluate the talent pools in their organizations, as well as their local markets. TEKsystems' quarterly IT Executive Outlook survey is designed to keep you informed of the most pressing issues pertaining to IT and IT workforce trends.

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QUESTION: 1

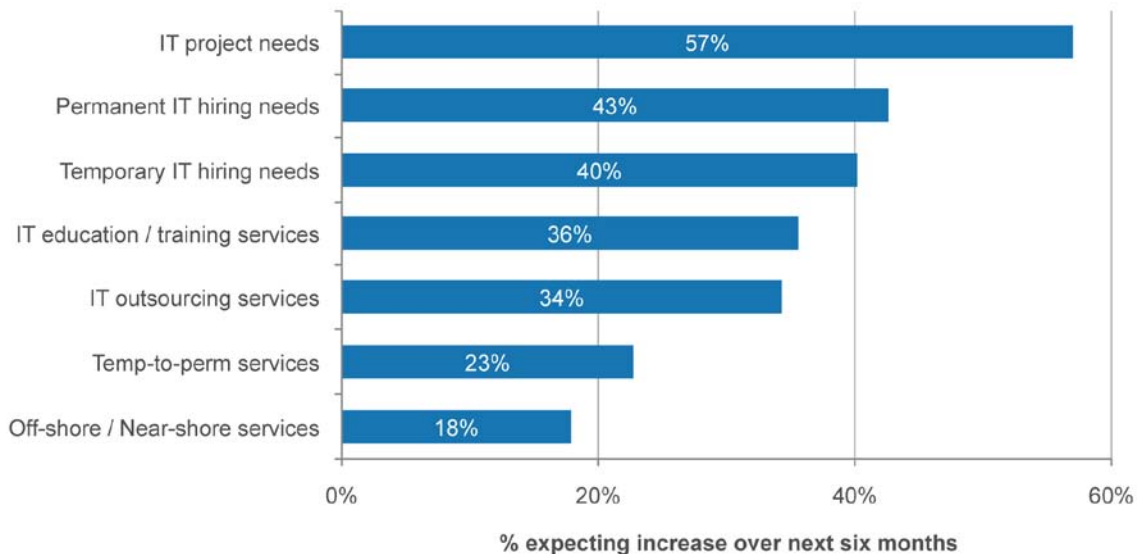
How do you expect your IT staff's salaries to change in 2011 versus 2010?



Increase expected. The majority of IT leaders expect IT salaries to increase in 2011, suggesting companies are aware of the competition for specialized skill sets and are willing to make investments in top talent. Among the skill sets expected to have the most dramatic salary increases in 2011 are Project Managers, Security Specialists, Database Administrators and Enterprise Architects.

QUESTION: 2

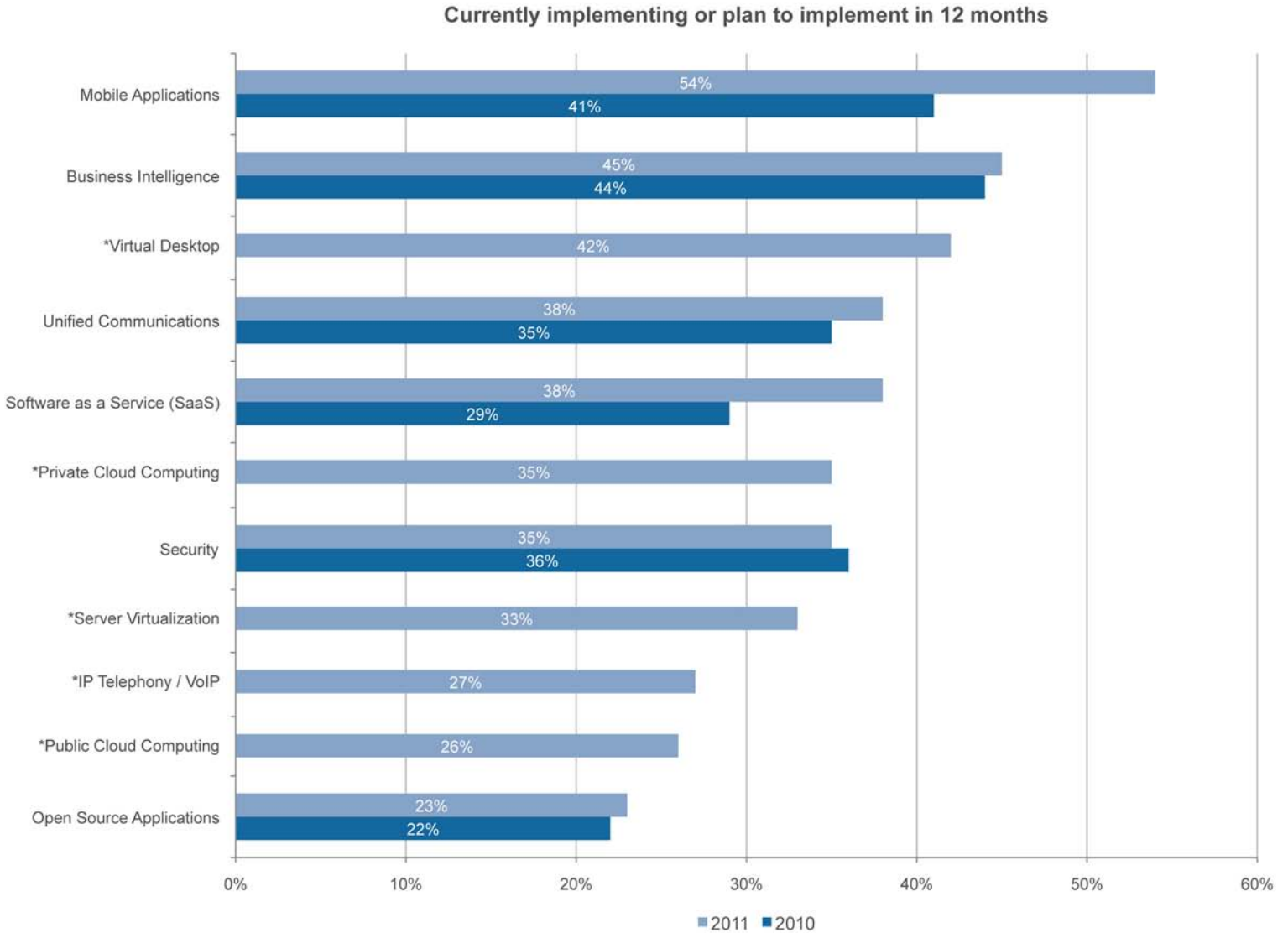
How do you expect to see your IT needs change over the next six months?



IT leaders remain positive about upcoming IT needs. The majority of IT decision makers expect project needs to increase during the first half of 2011. Permanent IT hiring expectations also remain healthy, indicating more firms are optimistic about the coming year. Canadian IT leaders are significantly more positive about Q1 needs than their peers in the U.S.

QUESTION: 3a

What are your plans to implement each of the initiatives below during the next 12 months?

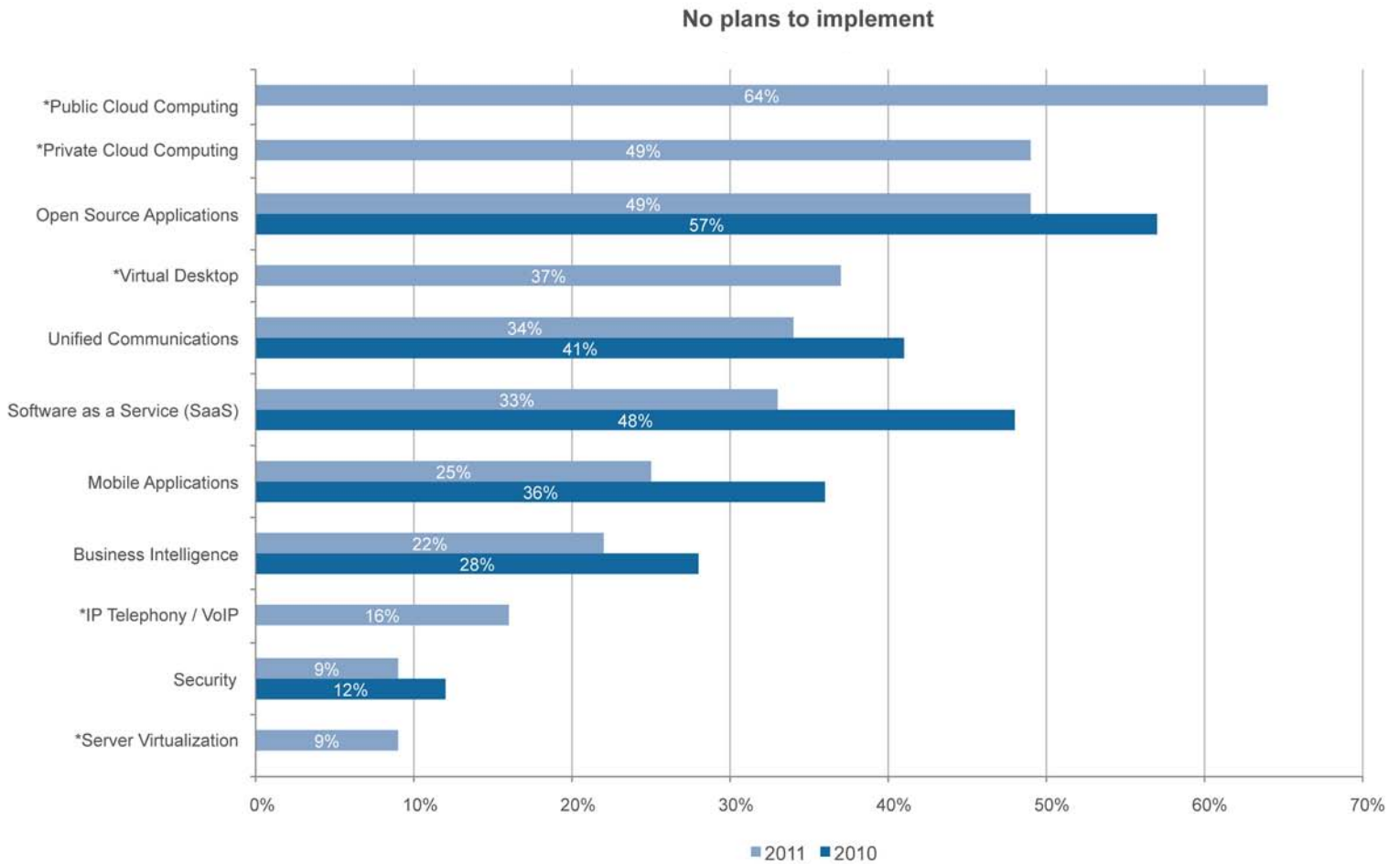


Mobile Applications leads the list of 2011 IT projects. Demand for Mobile Applications is high with 54% of IT leaders citing implementation plans over the next 12 months. Business Intelligence and Desktop Virtualization projects follow closely, cited by 45% and 42% of respondents respectively.

* Projects not asked about in 2010

QUESTION: 3b

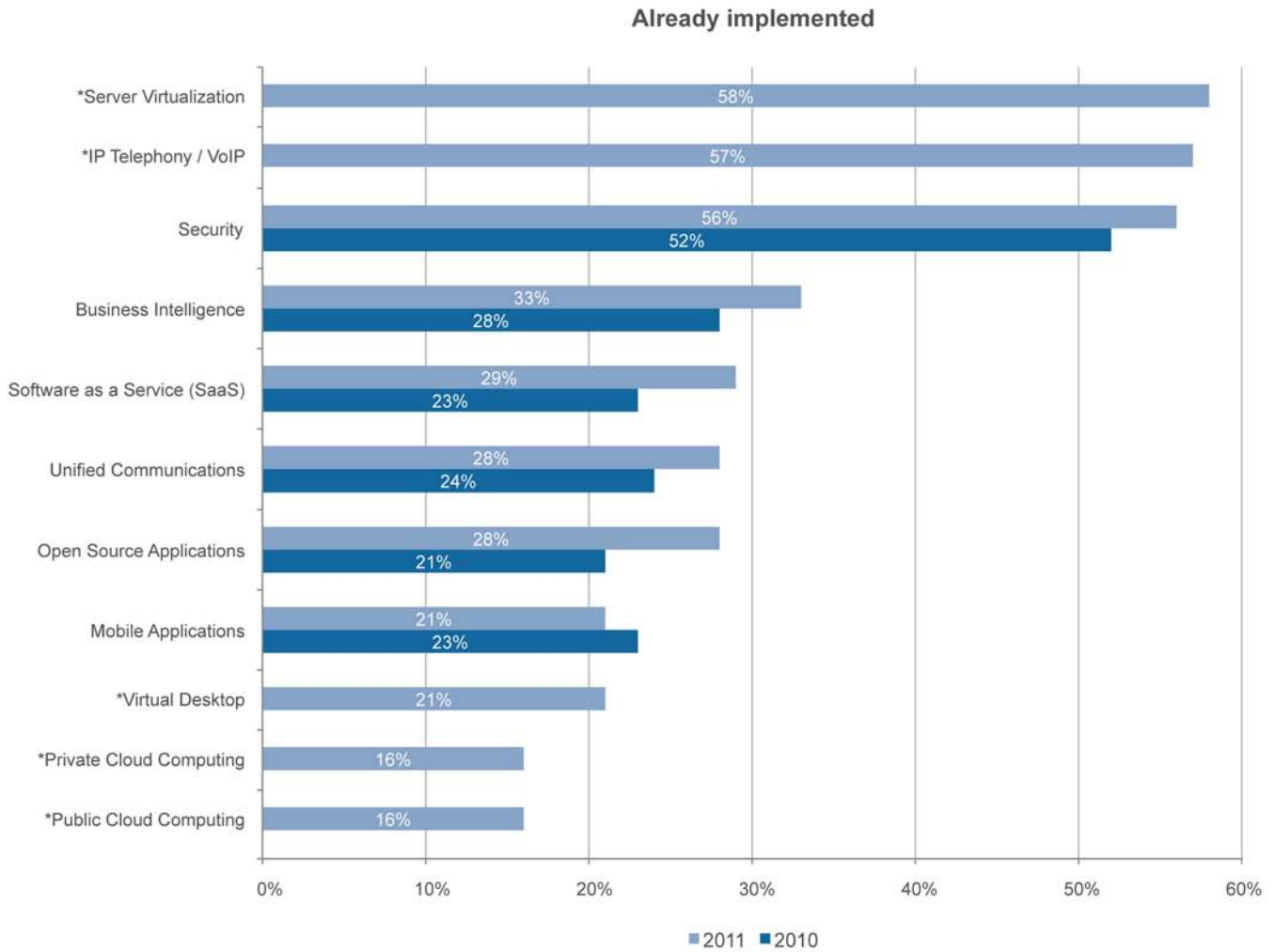
What are your plans to implement each of the initiatives below during the next 12 months?



* Projects not asked about in 2010

QUESTION: 3c

What are your plans to implement each of the initiatives below during the next 12 months?



* Projects not asked about in 2010

FIRST QUARTER 2011: IT Executive Outlook Survey

QUESTION: 4

What are the top two methods you will use to fill skill gaps for the following projects in 2011?

| Skill Gaps | 1 | 2 |
|------------------------------|-----------------------------|-----------------------------|
| Private Cloud Computing | Train existing staff (43%) | Outsource projects (25%) |
| IP Telephony / VoIP | Train existing staff (52%) | Outsource projects (26%) |
| Unified Communications | Train existing staff (39%) | Outsource projects (33%) |
| Security | Train existing staff (42%) | Hire contract workers (22%) |
| Mobile Applications | Train existing staff (45%) | Outsource projects (38%) |
| Virtual Desktop | Outsource projects (47%) | Hire full time (19%) |
| Business Intelligence | Outsource projects (41%) | Hire contract workers (21%) |
| Server Virtualization | Hire contract workers (50%) | Hire full time (31%) |
| Open Source Applications | Hire contract workers (27%) | Outsource projects (26%) |
| Software as a Service (SaaS) | Hire full time (47%) | Train existing staff (39%) |

IT leaders are split on how they will fill skill gaps in 2011. Most IT decision makers say they expect to fill skill gaps by training existing staff for projects. However, Open Source Applications and Server Virtualization projects will be addressed through the use of contract workers. While outsourcing will be the preferred method to tackle Virtual Desktop and Business Intelligence projects, Software-as-a-Service projects will be fueled by newly hired full time employees.

About the Survey

TEKsystems, a leading technology staffing and services company, partners with the Inavero Institute to conduct a quarterly survey of more than 1,000 IT leaders. This quarter's online survey was completed by IT decision makers during December 2010. IT directors represented the majority of survey respondents at 39%, and IT executives made up 31% of responses. IT leaders represented all industries, regions and company sizes with 51% of responses from organizations that gross \$1 billion or more annually.

Contact Tania Lavin, at tlavin@teksystems.com, to learn more.