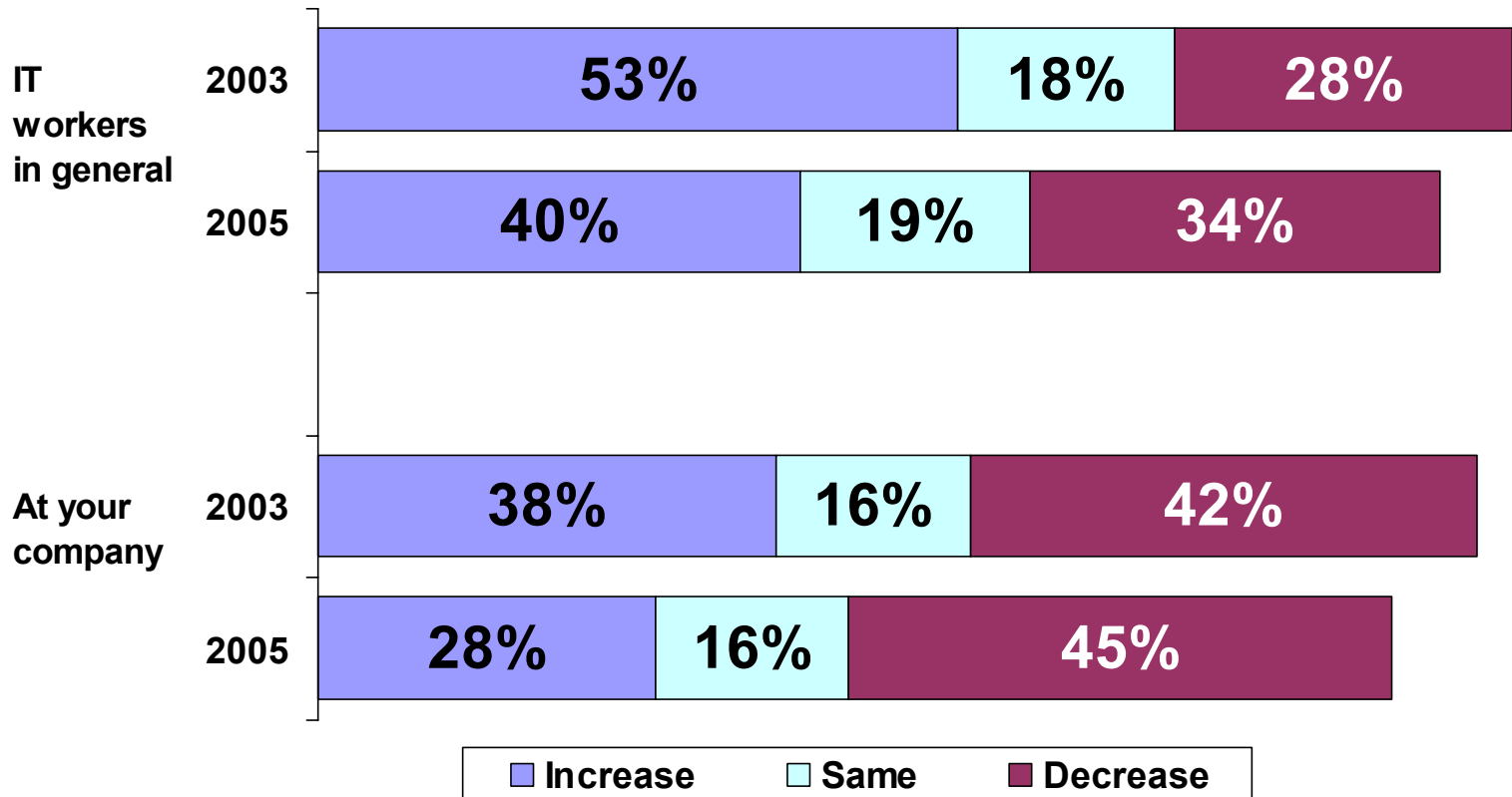




WashTech Tech Worker Survey September 2005

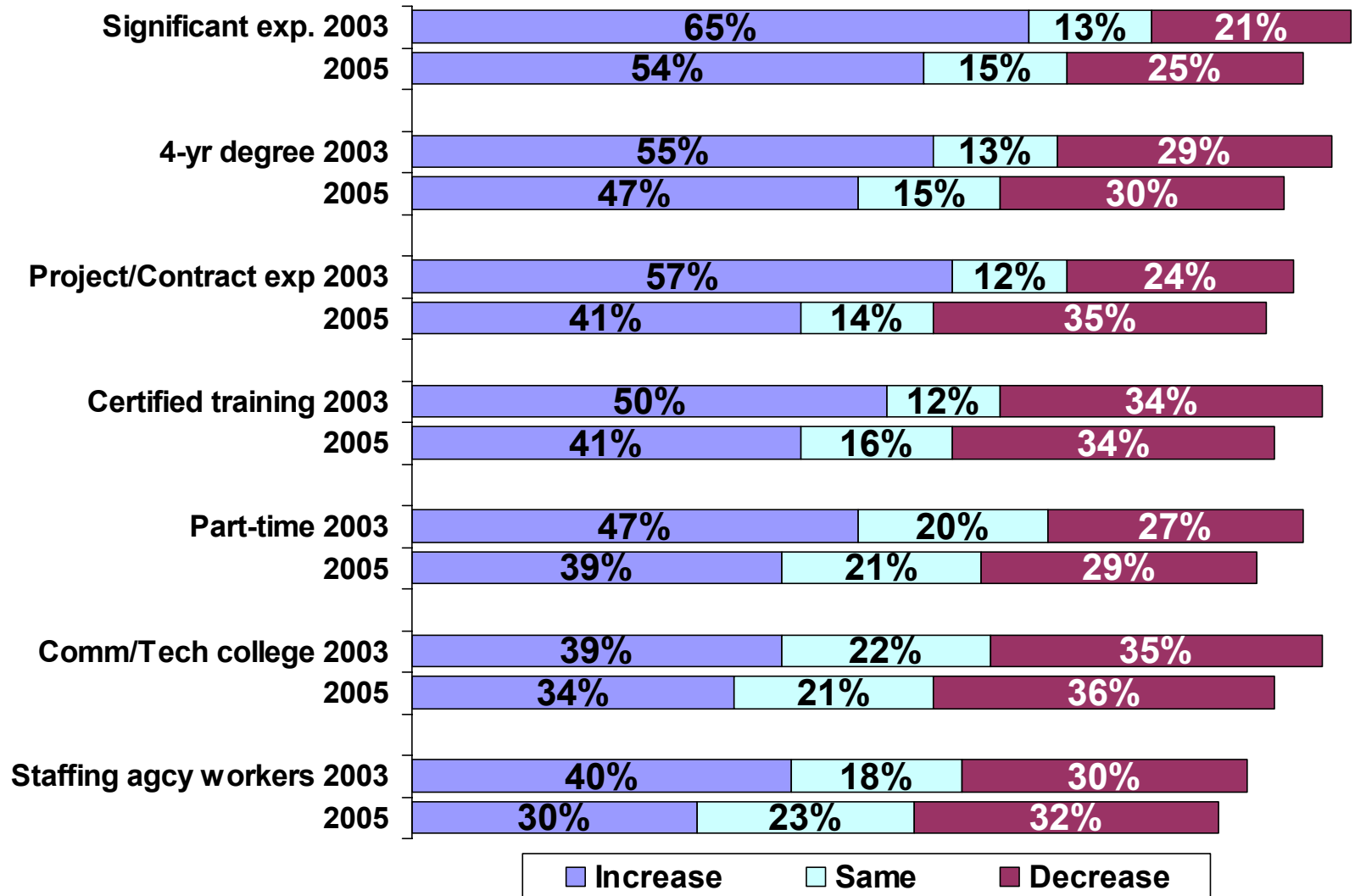
General v. My Company Demand

Will demand in the U.S. increase, decrease, or stay about the same in the future for...



Tech workers are increasingly seeing less demand for technology workers in general and at their own company.

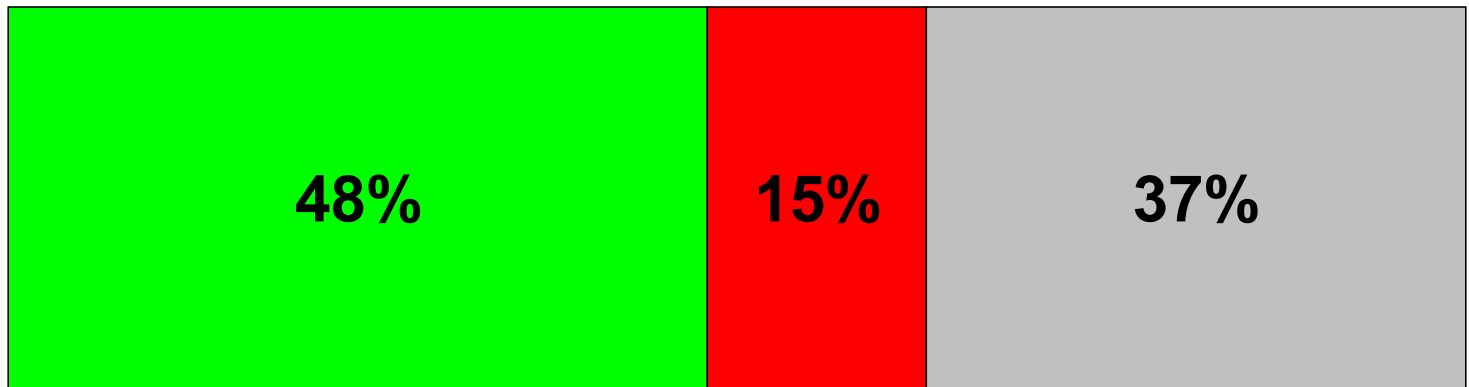
Future Demand by Category: 2003 v. 2005



The clear trend from 2003 to 2005 is a decline in optimism.

Trends in Worker Pay

In the last year, has your pay...

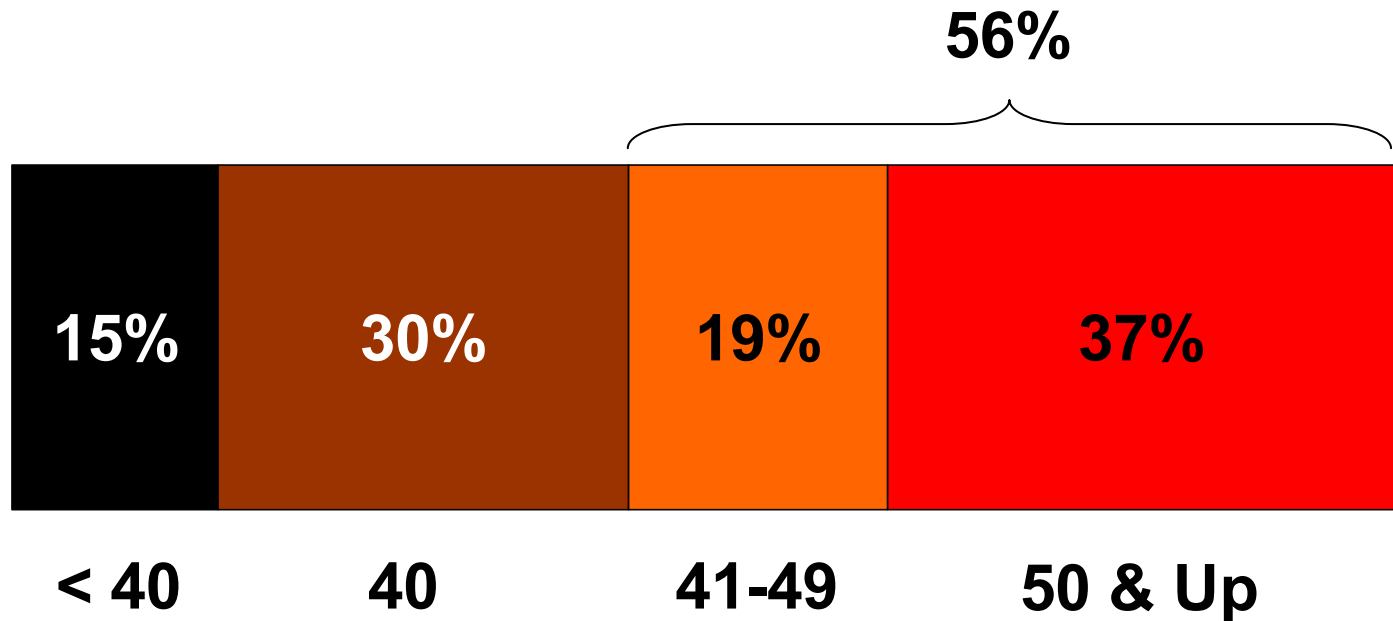


■ Increased ■ Decreased ■ Stayed the Same

A majority of IT workers (52%) say their pay has decreased or stayed the same in the last year.

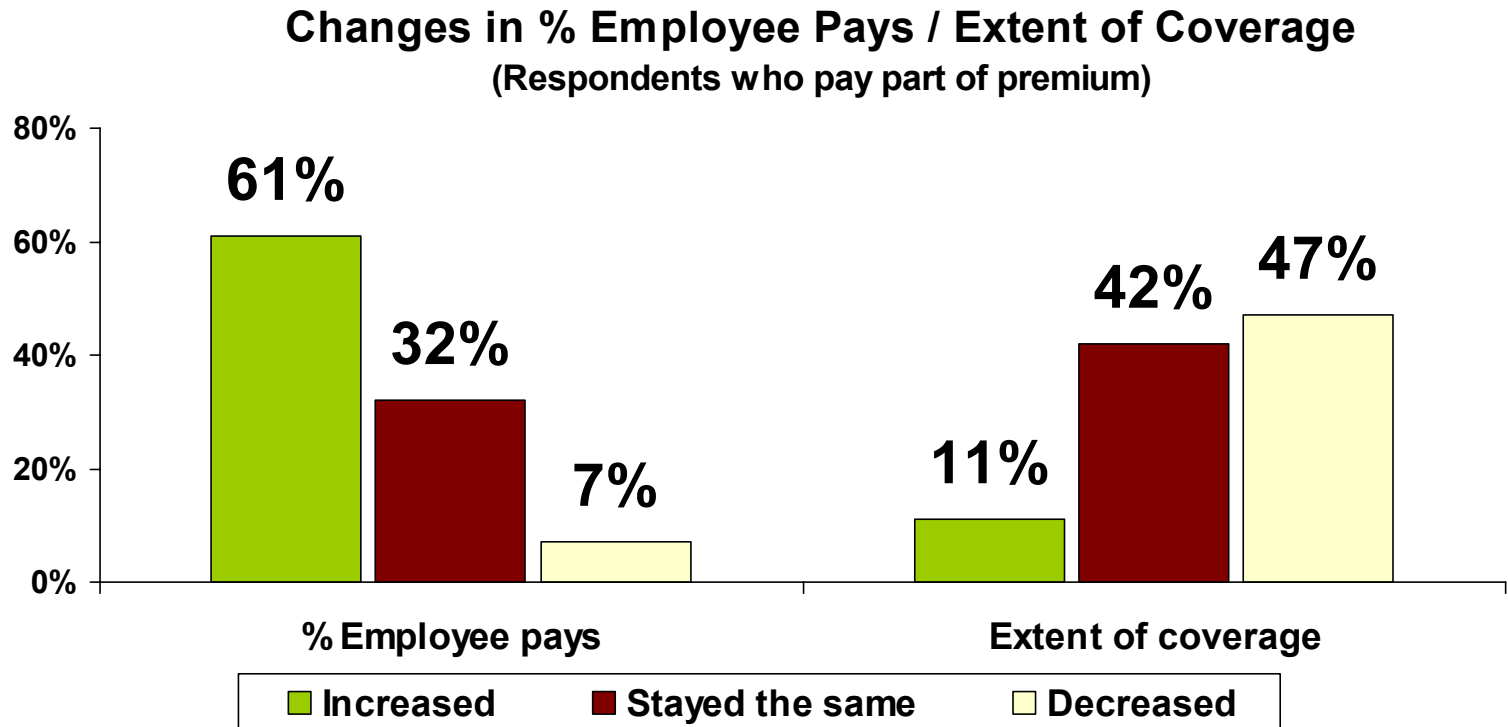
Hours Worked

In a typical week, how many hours do you work?



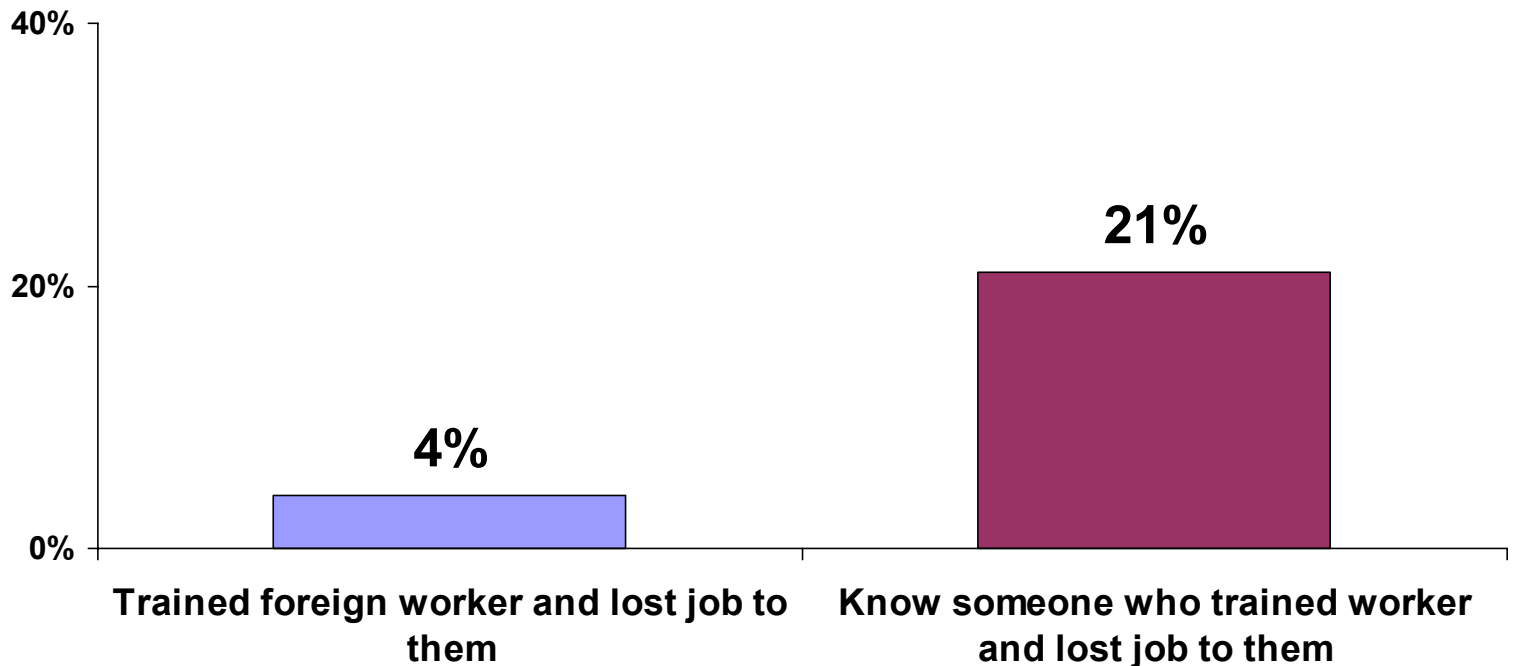
A majority of IT workers work more than 40 hours in a week (56%).

Coverage Costs More and Covers Less



A majority of workers (61%) that pay part of their health care coverage have seen the share they are responsible for increase, while the extent of their coverage has decreased (47%) or stayed the same (42%).

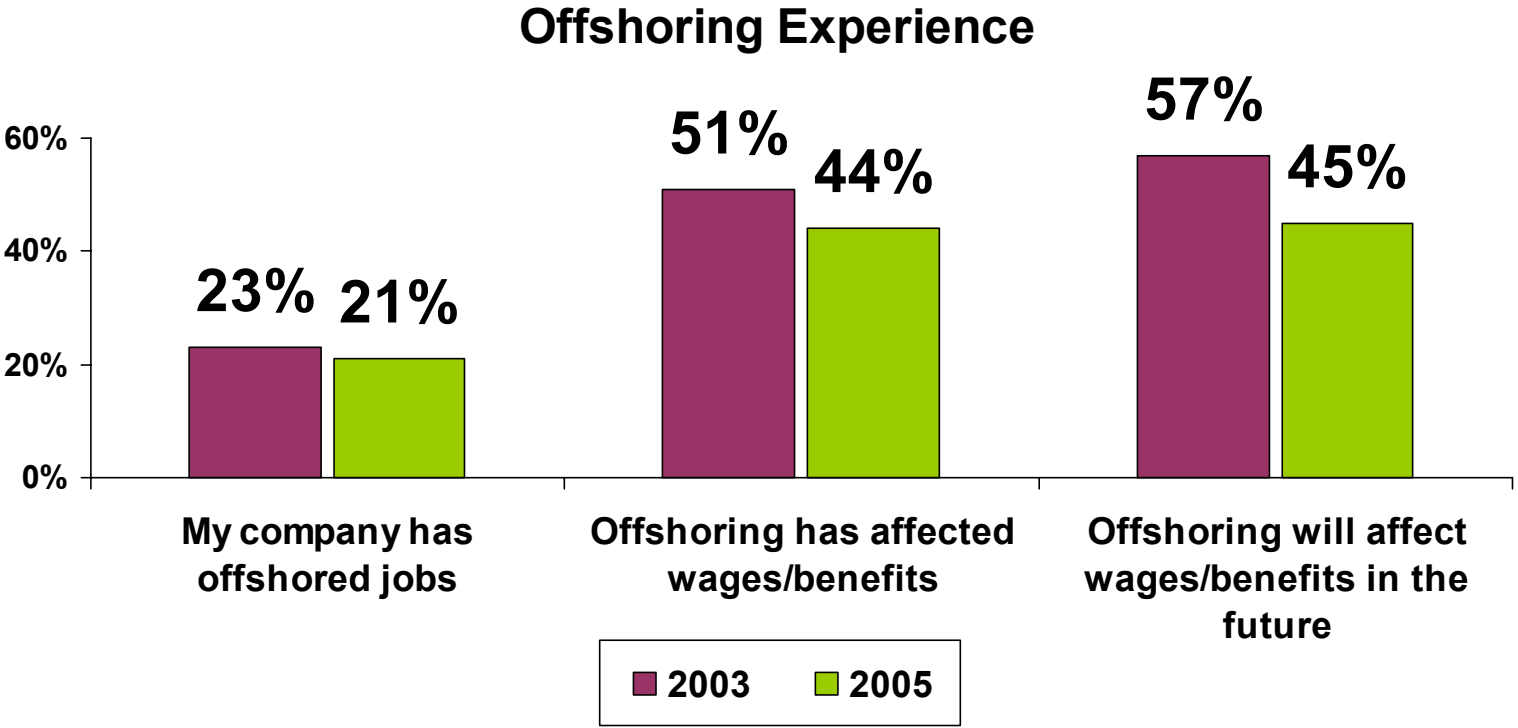
Foreign Worker Training Experience



One in twenty tech workers have had to train a foreign worker and then lost (or suspect they lost) their job to the person they trained.

One in five tech workers know someone who has had to train a foreign worker and then lost their job to the person they trained.

Worker Offshoring Experience

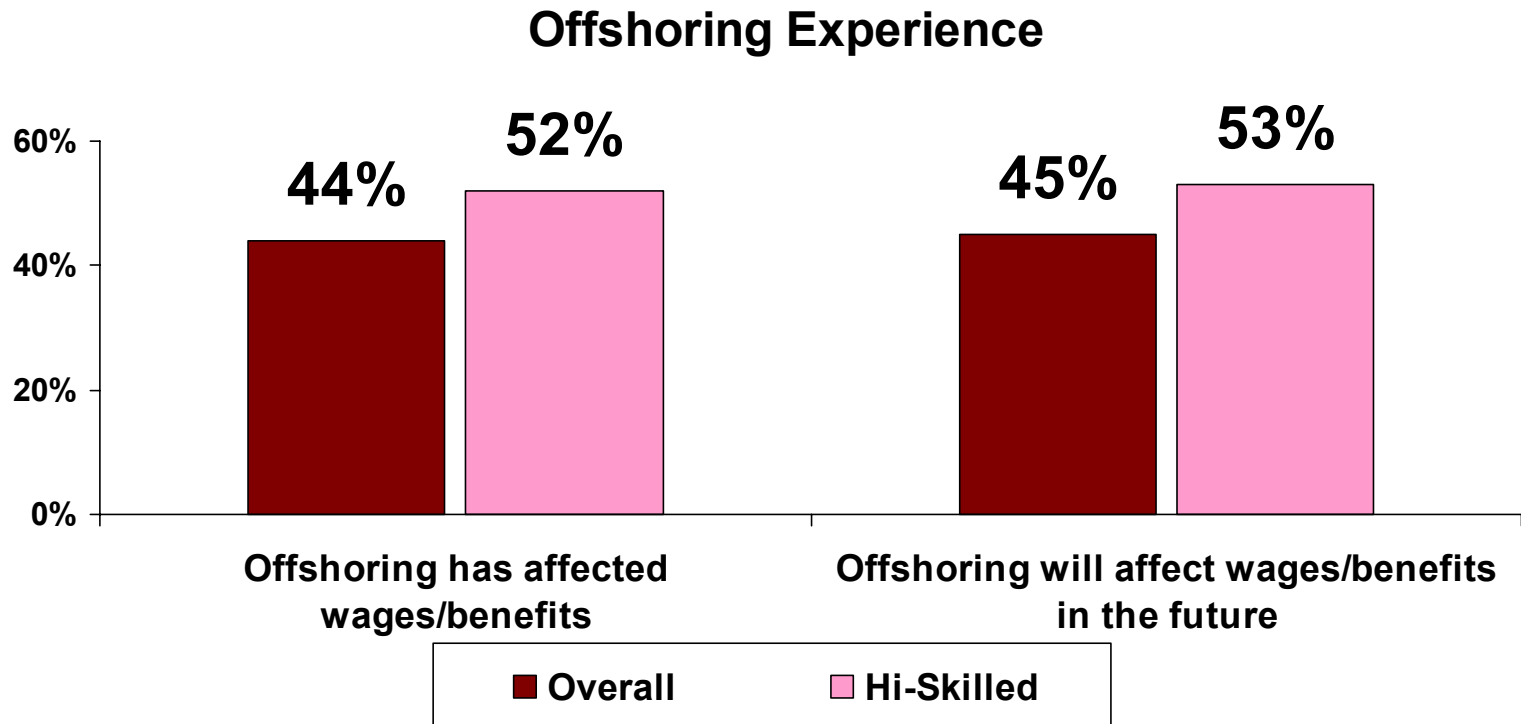


Roughly the same percentage of workers report that their company has offshored jobs.

Slightly fewer workers say they think offshoring has or will have an affect on their wages and benefits.



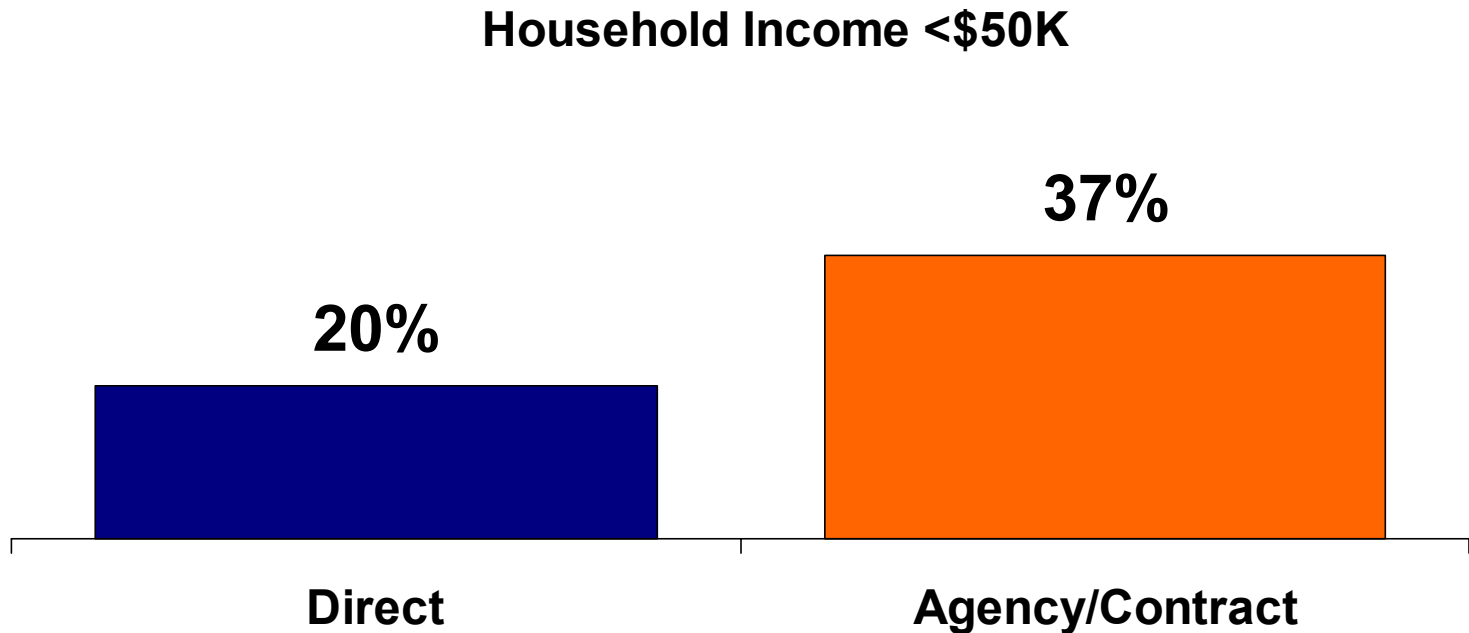
High Skilled Employees - Worker Offshoring Experience



High skilled workers are more likely to say that offshoring has affected their wages and benefits.

They are also more likely to say it will affect their wages and benefits in the future.

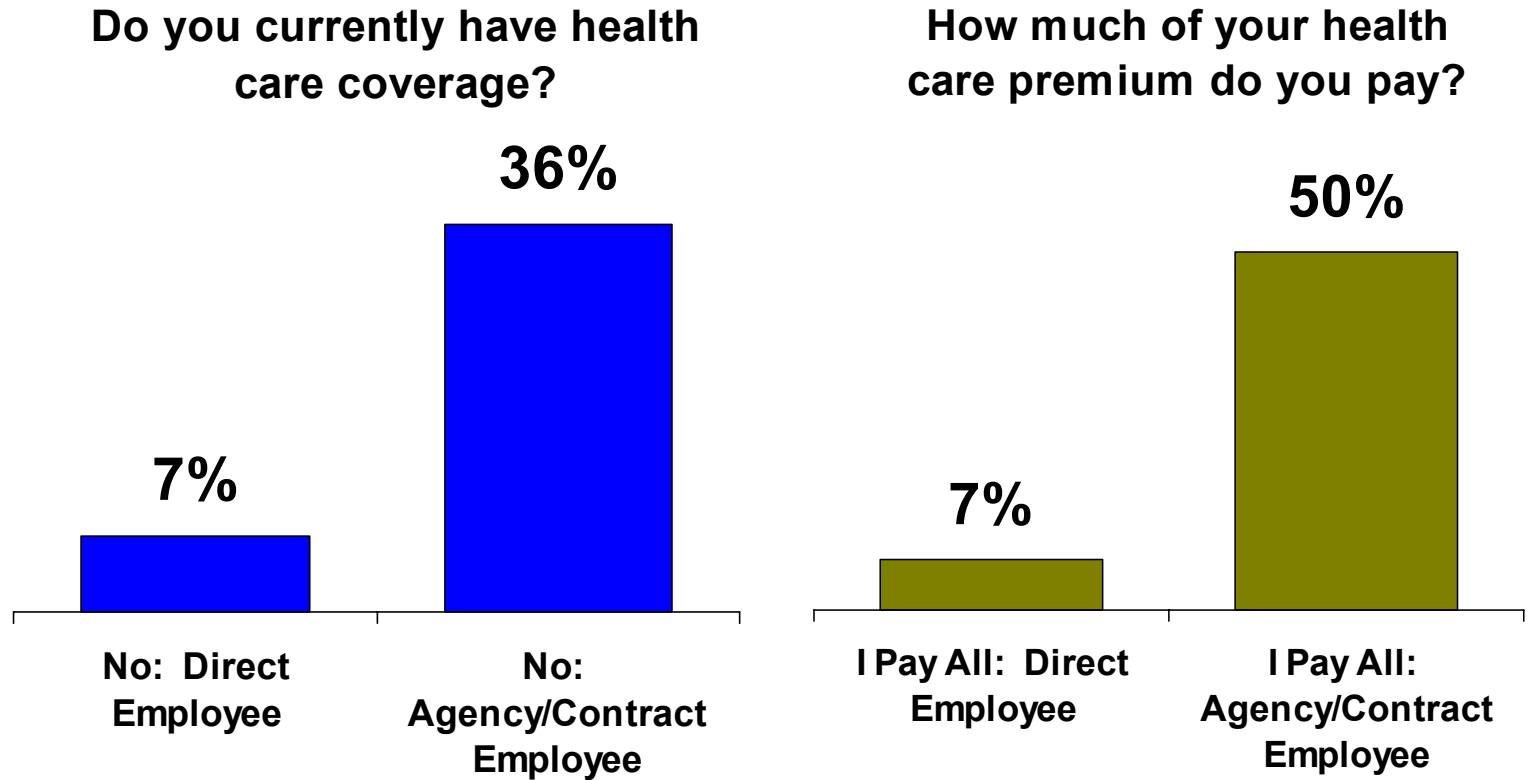
Income: Direct Employees v. Agency/Contractors



One in five Direct employees have household incomes under \$50,000.

Twice as many Agency/Contract employees have household incomes under \$50,000.

Agency/Contract Worker Health Care



More than a third (36%) of agency/contract workers do not have health care coverage.

Of those Agency/Contract workers that do have health care coverage, half (50%) pay the entire premium for their coverage.