

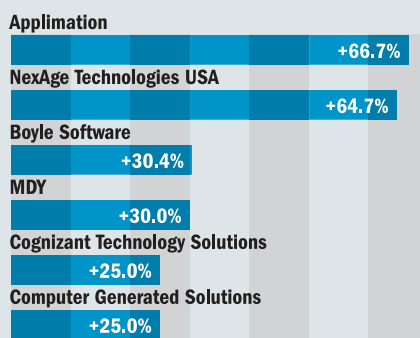
3 COMPANIES JOIN LIST; OTHERS SWITCH PLACES

THREE COMPANIES make their debut on the *Crain's* ranking of New York area software companies with the most development staffers. Joining the group are SunGard, Software Engineering of America and Boyle Software.

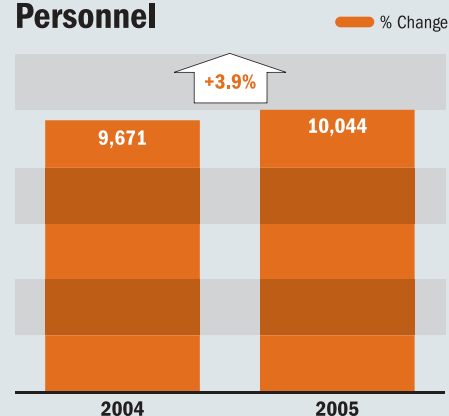
The firms that were ranked No. 3 and No. 4 last year swapped positions. Cognizant Technology Solutions saw a 25% increase to 500 development personnel but moved down one notch, while Information Builders, with 591 development staffers, moved up. International Business Machines and Computer Associates International retained their places at the top.

Biggest Gainers

% change in number of NY area development personnel, 2004-2005

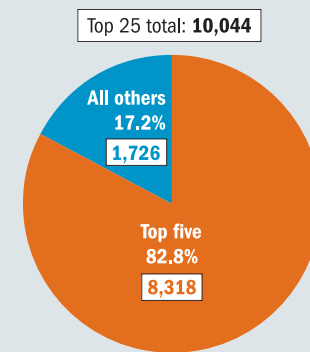


Total NY Area Development Personnel



Share for Top Five Companies

By number of NY area development personnel in 2005



New York Area's Largest Software Companies

Ranked by number of area development personnel

Rank	Company	Phone/Web site	Head of software division	2005 NY area development personnel ^{1,2}	2004 NY area development personnel ^{1,3}	2005 total company employees ²	Est. 2005 revenues (in millions)	2004 revenues (in millions)	Key clients	Types of products/services
1	International Business Machines Corp. New Orchard Road Armonk, NY 10504	(914) 499-1900 www.ibm.com	Steven A. Mills Senior vice president, group executive, software	6,020 ⁴	6,020	329,001 ⁴	n/d	\$96,293.0	General Electric, Merrill Lynch, Prudential	Information technology solutions and services
2	Computer Associates International Inc. ⁵ 1 Computer Associates Plaza Islandia, NY 11749	(631) 342-6000 www.ca.com	Yogesh K. Gupta Senior vice president, chief technology officer	720	740	15,452	\$3,536.0	\$3,276.0	AXA Financial, Sallie Mae, Caterpillar	Software and services across operations, security storage, life-cycle and service management
3	Information Builders 2 Penn Plaza New York, NY 10121	(212) 736-4433 www.informationbuilders.com	Gerald D. Cohen President, chief executive	591	572	1,740	\$325.0	\$300.0	City of New York, J.P. Morgan Chase, Ford Motor	Business intelligence and integration software and services
4	Cognizant Technology Solutions Corp. 500 Glenpointe Centre West Teaneck, NJ 07666	(201) 801-0233 www.cognizant.com	Gajen Kandiah Vice president, advanced technology group	500	400	18,000	\$870.0	\$586.7	MetLife, IMS Healthcare, Dunn & Bradstreet	Custom information technology design, development, integration and maintenance services
5	Computer Horizons Corp. 747 Third Ave. New York, NY 10017	(212) 371-9600 www.computerhorizons.com	Randall Verdino President, commercial services	487	504	2,300	\$265.0	\$262.5	Citigroup, UBS Warburg, City of New York	Systems and network integration, information technology security, data management and human capital management solutions
6	SunGard 560 Lexington Ave. New York, NY 10022	(212) 317-7400 www.sungard.com	Michael Muratore Executive vice president	200	n/d	14,000	n/d	\$3,600.0	n/d	Software and information technology for financial services, higher education and the public sector
7	Starpoint Solutions 115 Broadway New York, NY 10006	(212) 962-1550 www.starpoint.com	Peter Melomo Executive vice president, professional development services	174	170	379	\$60.0	\$56.0	J.P. Morgan Chase, Unilever, Citigroup	Technology staffing, software implementations and upgrades, and application development
8	Mobius Management Systems Inc. ⁶ 120 Old Post Road Rye, NY 10580	(914) 921-7200 www.mobius.com	Dennis Levesque Vice president, product development	144	155	451	\$77.7	\$88.1	ABN Amro Bank, H.J. Heinz, Federal Express	Integrated software solutions for high-performance total content management
9	DoubleClick Inc. 111 Eighth Ave. New York, NY 10011	(212) 683-0001 www.doubleclick.net	Greg Tagaris Chief information officer	135	135	1,096	n/d	n/d	Procter & Gamble, AOL, eBay	Digital advertising solutions and e-mail marketing solutions
10	Computer Generated Solutions Inc. 3 World Financial Center New York, NY 10281	(212) 408-3800 www.cgsinc.com	Paul Magel Senior vice president, application solutions division	125	100	1,500	n/d	n/d	Jones New York, Phillips-Van Heusen, Sean John	Software and related business consulting services for wholesale distribution and manufacturing companies
11	NexAge Technologies USA Inc. 591 Summit Ave. Jersey City, NJ 07306	(201) 239-4400 www.nexageusa.com	Suresh Kumar President, chief executive	112	68	139	\$6.5	\$3.8	Fidelity Investments, Schering-Plough, Merck	Business process automation applications and strategic consulting services
12	Intrasphere Technologies Inc. 100 Broadway New York, NY 10005	(212) 937-8200 www.intrasphere.com	Samuel Goldman Co-founder, chief operating officer	107	153	165	\$27.5	\$32.5	Pfizer Pharmaceuticals, Eli Lilly, Johnson & Johnson	Technology strategy, systems integration and custom application development
13	RSG Systems Inc. 14 E. 38th St. New York, NY 10016	(646) 839-4100 www.rsgsystems.com	Ramakant Arcot Vice president, engineering	95	100	95	n/d	n/d	Viacom, NBA, NBC/Universal	Business process analysis and custom application development
14	NumeriX 60 E. 42nd St. New York, NY 10165	(212) 302-2220 www.numerix.com	Gregory Whitten Chief executive, chief technology officer	80	70	131	n/d	n/d	Toronto Dominion Securities, Fidelity Investments, American International Group	Cross-asset derivatives analytic software for pricing, valuing and risk management
15	OpenLink Financial Inc. 1502 Reckson Plaza Uniondale, NY 11556	(516) 227-6600 www.olf.com	Bob Kalish Chief technology officer	71	70	318	\$64.0	\$54.0	Citigroup, AMP Capital Investors, Reserve Bank of New Zealand	Financial and energy software solutions and support services
16	Random Walk Computing Inc. 11 Broadway New York, NY 10004	(212) 480-5820 www.randomwalk.com	Lloyd Altman Director of consulting	68	59	101	\$20.0	\$13.6	n/d	Business analysis and custom software development services for the financial industry
17	MDY 21-00 Route 208 South Fair Lawn, NJ 07410	(201) 797-6676 www.mdy.com	Alex Cherniak Vice president, software development	65	50	85	\$10.5	\$11.6	Pfizer, Morrison & Foerster, Jennison	Records management software and services, and information technology integration services

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18	AXS-One Inc. 301 Route 17 North Rutherford, NJ 07070	(201) 935-3400 www.axsone.com	<i>Elias Typaldos</i> Executive vice president, technology and business operations	63	64	247	n/d	\$38.4	Pfizer, American Int'l Group, Deutsche Bank	Software solutions for financial management, electronic records, and archival and life-cycle management
19	Applimation Inc. 242 W. 36th St. New York, NY 10018	(212) 500-1200 www.applimation.com	<i>Richard Bemindt</i> Vice president, development	55	33	85	\$15.0	n/a	Xerox, Yahoo, Motorola	Application and information management solutions for enterprise applications
20	DataSynapse Inc. 632 Broadway New York, NY 10012	(212) 842-8842 www.datasynapse.com	<i>Peter Lee Jr.</i> Chief executive, co-founder	50	46	90	\$20.0	\$9.0	Wachovia, Bank of America, Nationwide Mutual Insurance	Adaptive grid computing software and on-demand application infrastructure for commercial applications
20	Software Engineering of America Inc. 1230 Hempstead Turnpike Franklin Square, NY 11010	(516) 328-7000 www.seasoft.com	<i>Anthony Blye</i> Manager of level 1 tech support	50	41	246	n/a	n/a	n/d	Data center solutions and consulting and training services for automated operations
22	Net@Work 575 Eighth Ave. New York, NY 10018	(212) 997-5200 www.netatwork.com	<i>Chaim Cohen</i> Director of software development	43	38	65	\$12.0	\$8.0	New York Hotel, DaimlerChrysler, Rheem Manufacturing	Application development and systems integration of accounting, customer relationship management and e-commerce software
23	Sandata Technologies Inc. and Affiliates 26 Harbor Park Drive Port Washington, NY 11050	(516) 484-4400 www.sandata.com	<i>Gary Stoller</i> Executive vice president, chief information officer, chief technology officer	32	30	146	\$27.0	\$21.0	Visiting Nurse Service of New York, Family Health Care, Catholic Community Services of Western Washington State	Data processing, software development and computer consulting services for the health care industry and private sector
24	Boyle Software Inc. 42 W. 24th St. New York, NY 10010	(212) 691-0609 www.boylesoftware.com	<i>Dan Boyle</i> President	30	23	32	\$4.5	\$2.0	Morgan Stanley, Bertelsmann, Condé Nast	Custom development, concentrating in structured query language engines and open-source languages
25	Multimedia Solutions Corp. 935 River Road Edgewater, NJ 07020	(201) 969-0161 www.multimediasolutions.com	<i>Igor Spektor</i> Network manager	27	30	29	n/d	n/d	Dow Jones, Turner Construction, Canon	E-business strategy, precision marketing, Web site development and intranet/extranet portals

US East, which was included in the Top 25 list in 2004, declined to respond.

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. Crain's New York Business uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that these listings are complete. To qualify for this list, companies must have an office in the New York area; companies that exist solely to hire out development personnel for contract assignments are not considered. 65 companies were contacted for this list. Information was supplied by the software companies. Revenue figures are for calendar year except where noted. 2005 revenue figures are estimates for companies with fiscal years ending July through December, and 2005 revenue figures are actual for companies with fiscal years ending in January through June. In case of tied figures, companies are listed alphabetically under the same ranking number. n/a Not available. n/d Not disclosed. 1-Full-time and full-time-equivalent development personnel, comprising programmers and consultants who spend 51% or more of their time on IT design, maintenance, construction, implementation or strategy. 2-As of June 30. 3-As of Dec. 31. 4-Company estimate. 5-Fiscal year ends March 31. 6-Fiscal year ends June 30.

RESEARCH: Denise Southwood and Adrienne Pasquarelli



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