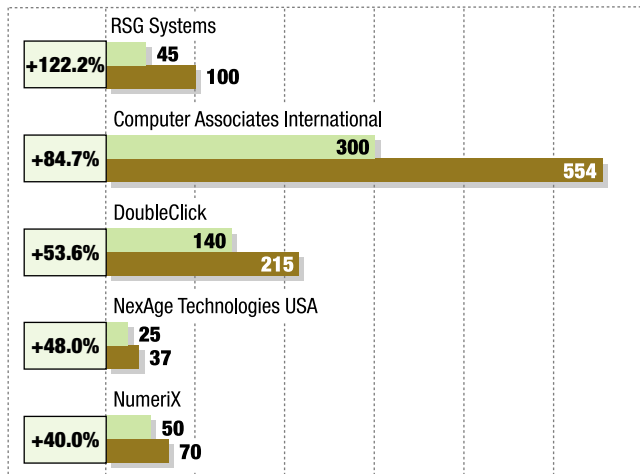


## Biggest Gainers in Personnel

By percent change in NY area development personnel

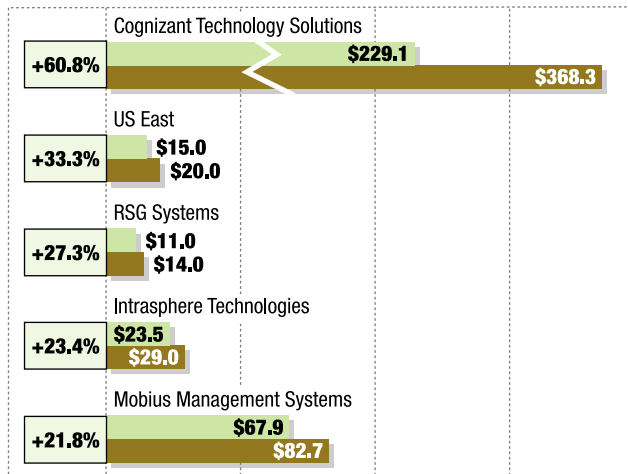
% change 2002 2003



## Biggest Gainers in Revenues

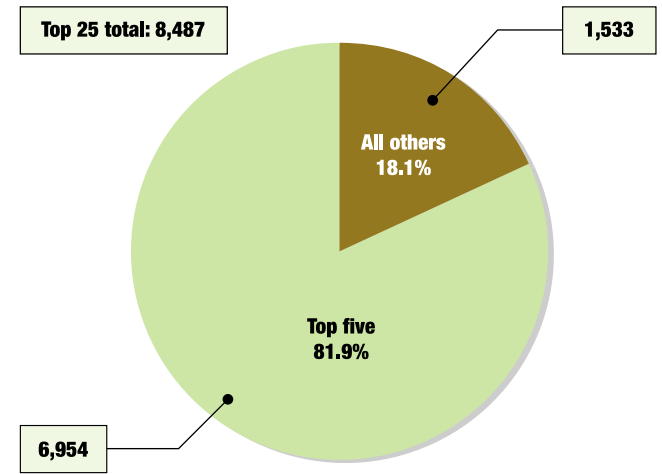
By percent change in revenues, in millions

% change 2002 2003



## Share for Top Five Companies

By number of NY area development personnel



# New York Area's Largest Software Companies

Ranked by number of area development personnel

Rank	Company	Phone/Web site	Head of software division	2003 NY area development personnel <sup>1,2</sup>	2002 NY area development personnel <sup>1,2</sup>	2003 total company employees <sup>2</sup>	2003 revenues (in millions)	2002 revenues (in millions)	Key clients	Types of products/services
1	<b>International Business Machines Corp.</b> New Orchard Road Armonk, NY 10504	(914) 499-1900 www.ibm.com	Steven A. Mills Senior vice president, group executive, software	5,400	4,100	319,000	\$89,100.0	\$81,200.0	General Electric, Merrill Lynch, Prudential Insurance	Information technology solutions and services
2	<b>Computer Associates International Inc.</b> <sup>3</sup> 1 Computer Associates Plaza Islandia, NY 11749	(631) 342-5224 www.ca.com	Yogesh Gupta Chief technology officer	554	300	14,908	\$3,116.0	\$2,964.0	America West Airlines, Fidelity Investments, AXA Financial	Software that manages information technology environments
3	<b>Cognizant Technology Solutions Corp.</b> 500 Glenpointe Center West Teaneck, NJ 07666	(201) 801-0233 www.cognizant.com	Chandra Sekaran Executive vice president	400	370	9,241	\$368.3	\$229.1	n/d	Custom information technology design, development, integration and maintenance services
4	<b>Information Builders</b> 2 Penn Plaza New York, NY 10121	(212) 736-4433 www.informationbuilders.com	Gerald D. Cohen Chief executive	375	400	1,750	\$300.0	\$307.0	J.P. Morgan Chase, Allstate Insurance, Ford Motor	Business intelligence and enterprise integration software and services
5	<b>Computer Horizons Corp.</b> 747 Third Ave. New York, NY 10017	(212) 371-9600 www.computerhorizons.com	Randall Verdino President, IT services division	225	214	2,460	\$245.2	\$297.1	City of New York, Eli Lilly, Citigroup	Systems integration, nearshore and offshore outsourcing, HIPAA compliance and human capital management solutions
6	<b>DoubleClick Inc.</b> 111 Eighth Ave. New York, NY 10011	(212) 683-0001 www.doubleclick.net	Dwight Merriman Chief technology officer	215	140	974	\$271.0	\$300.0	Procter & Gamble, AOL, J. Crew	Technology and data marketing solutions
7	<b>Starpoint Solutions</b> 115 Broadway New York, NY 10006	(212) 962-1550 www.starpoint.com	Peter Melomo Executive vice president, global development services	175	170	375	\$54.7	\$52.0	J.P. Morgan Chase, Siemens, Unilever	Staffing, enterprise software services, Web consulting services and creative services
8	<b>Intrasphere Technologies Inc.</b> 100 Broadway New York, NY 10005	(212) 937-8200 www.intrasphere.com	Samuel Goldman Chief technology officer	142	130	174	\$29.0	\$23.5	Pfizer, Eli Lilly, Purdue	Technology strategy, systems integration and custom application development
9	<b>Mobius Management Systems Inc.</b> <sup>4</sup> 120 Old Post Road Rye, NY 10580	(914) 921-7200 www.mobius.com	Robert Lawrence Vice president, product engineering	141	138	434	\$82.7	\$67.9	Federal Express, Lehman Brothers, KeyCorp	Software solutions for content management and integration
10	<b>RSG Systems Inc.</b> 14 E. 38th St. New York, NY 10016	(212) 448-9191 www.rsgsystems.com	Sanjar Sagar Vice president, technology	100	45	200	\$14.0	\$11.0	Viacom, Harcourt, McGraw-Hill	Digital content supply chain solutions, digital rights management solutions
10	<b>US East</b> 350 Fifth Ave. New York, NY 10118	(212) 840-3444 www.useastusa.com	James Wynne Director, information technology	100	75	110	\$20.0	\$15.0	J.P. Morgan Chase, Deutsche Bank, UBS	Systems integration, including database designs, financial applications, and system and network designs
12	<b>Computer Generated Solutions Inc.</b> 1675 Broadway New York, NY 10019	(212) 408-3800 www.cgsinc.com	Paul Magel Senior vice president, application solutions division	75	60	1,200	n/d	n/d	Retail Brand Alliance, Phillips-Van Heusen, Steve Madden	Solutions encompassing enterprise resource planning and supply chain management
13	<b>Numerix</b> 60 E. 42nd St. New York, NY 10165	(212) 302-2220 www.numerix.com	Gregory Whitten Chief executive, chief technology officer	70	50	123	n/d	n/d	Toronto Dominion Securities, Fidelity Investments, Deloitte & Touche	Cross-asset exotic derivative analytics and software for pricing and risk management
14	<b>AXS-One Inc.</b> 301 Route 17 North Rutherford, NJ 07070	(201) 935-3400 www.axsone.com	Elias Typaldos Executive vice president, technology and business operations	68	62	258	\$39.7	\$37.6	Pfizer, J.P. Morgan Chase, Wachovia	Centric solutions to improve control of transactional systems and archival solutions
15	<b>OpenLink Financial Inc.</b> 333 Earle Ovington Blvd. Mitchel Field, NY 11553	(516) 227-6600 www.olf.com	Bob Kalish Chief technology officer	57	60	260	\$45.9	\$62.3	Bank of America, Bank of Canada, American Electric Power	Financial and energy software solutions and support services
16	<b>Random Walk Computing Inc.</b> 11 Broadway New York, NY 10004	(212) 480-5820 www.randomwalk.com	Joel Scotkin President, chief executive Jim Lowe Chairman, chief operating officer	53	50	78	\$11.7	\$10.9	n/d	Custom software development and technology consulting for the financial industry
17	<b>Sandata Technologies Inc.</b> <sup>5</sup> 26 Harbor Park Drive Port Washington, NY 11050	(516) 484-4400 www.sandata.com	Gary Stoller Chief technology officer	52	57	94	\$16.2	\$17.2	Partners in Care, Home Services Systems, Family Home Care Services of Brooklyn	Computer services for the home health care industry

Rank	Company	Phone/Web site	Head of software division	2003 NY area development personnel <sup>1,2</sup>	2002 NY area development personnel <sup>1,2</sup>	2003 total company employees <sup>2</sup>	2003 revenues (in millions)	2002 revenues (in millions)	Key clients	Types of products/services
<b>18</b>	<b>RCS Inc.</b> 12 Water St. White Plains, NY 10601	(914) 428-4600 www.rcsworks.com	<i>Ted Nygreen</i> Chief technology officer	41	41	220	n/d	n/d	Clear Channel Communications, CBS/Viacom, Cumulus Radio	Software tools and services for broadcasters, webcasters, music program syndicators and satellite networks
<b>19</b>	<b>Popkin Software &amp; Systems Inc.</b> 2 Rector St. New York, NY 10006	(212) 571-3434 www.popkin.com	<i>Jan Popkin</i> Chief executive	39	34	98	\$14.5	\$12.5	IBM, Lockheed Martin, Northrop Grumman	Software tools and related services for enterprise modeling
<b>20</b>	<b>NexAge Technologies USA Inc.</b> 591 Summit Ave. Jersey City, NJ 07306	(201) 239-4400 www.nexageusa.com	<i>Suresh Kumar</i> President, chief executive	37	25	48	n/d	\$3.1	Fidelity Investments, RCM Technologies, Genesys Automation	Business process automation applications and strategic consulting services
<b>21</b>	<b>MDY Advanced Technologies Inc.</b> 21-00 Route 208 South Fair Lawn, NJ 07410	(201) 797-6676 www.mdy.com	<i>Alex Cherniak</i> Vice president, software development	36	49	60	\$8.5	\$8.0	MetLife, Bell South, Morrison & Foerster	Records management software and services, and information technology integration services
<b>22</b>	<b>Net@Work</b> 575 Eighth Ave. New York, NY 10018	(212) 997-5200 www.netatwork.com	<i>Chaim Cohen</i> Director, software development	35	30	52	\$6.8	\$6.4	Capital Markets Engineering & Trading, DaimlerChrysler, Rheem Manufacturing	Application development and system integration of financial, customer relationship management and e-commerce software
<b>23</b>	<b>DataSynapse Inc.</b> 632 Broadway New York, NY 10012	(212) 842-8842 www.datasynapse.com	<i>Peter Lee Jr.</i> Chief executive, co-founder	34	26	65	n/d	n/d	Credit Suisse First Boston, Hewitt Associates, Wachovia	Grid computing software and on-demand application infrastructure for commercial applications
<b>24</b>	<b>Applimation Inc.</b> 242 W. 36th St. New York, NY 10018	(212) 560-7878 www.applimation.com	<i>Richard Bemindt</i> Vice president, development	33	25	55	n/d	n/d	Texas Instruments, Emerson, MasterCard	Application and information management solutions for companies running enterprise applications
<b>25</b>	<b>Multimedia Solutions Corp.</b> 935 River Road Edgewater, NJ 07020	(201) 969-0161 www.multimediasolutions.com	<i>Yu-ying Zaleon</i> President	30	30	35	n/d	n/d	Dow Jones, Kyocera Mita, Turner Construction	E-business strategy, precision marketing, Web site development and intranet/extranet portals

Financial Technologies International, which was included in the Top 25 list in 2003, declined to respond. SunGard has acquired Caminus Corp., which appeared in the 2003 list; it also 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. 64 companies were contacted for this list. Information was supplied by the software companies. In case of tied figures, companies are listed alphabetically under the same ranking number. Revenue figures are for calendar year except where noted. 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 Dec. 31. 3-Fiscal year ends March 31. 4-Fiscal year ends June 30. 5-Fiscal year ends May 31. RESEARCH: Adrienne Pasquarelli and Denise Southwood

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