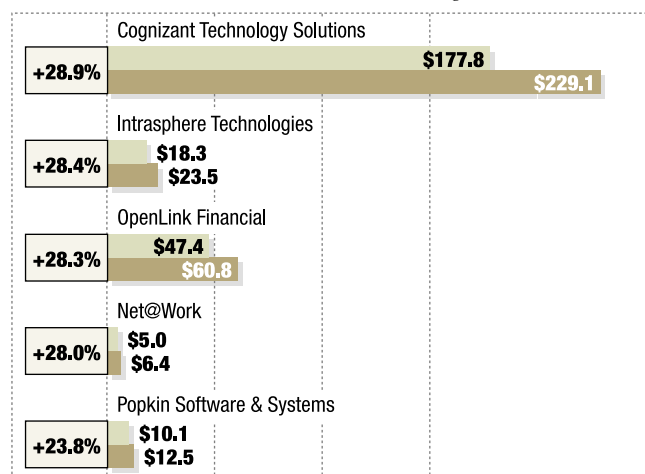


Biggest Gainers

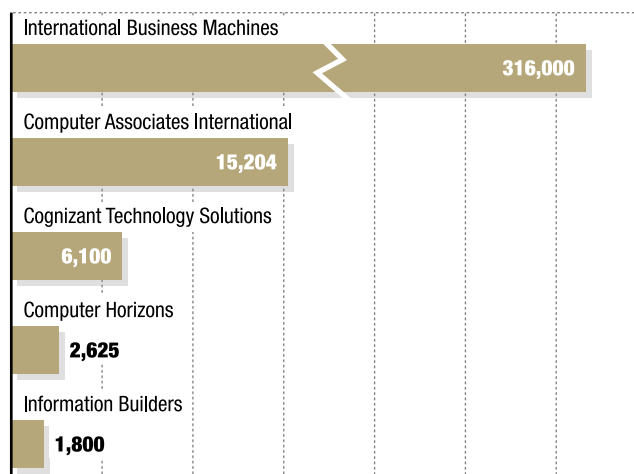
By percent change in revenues, in millions

% change 2001 2002



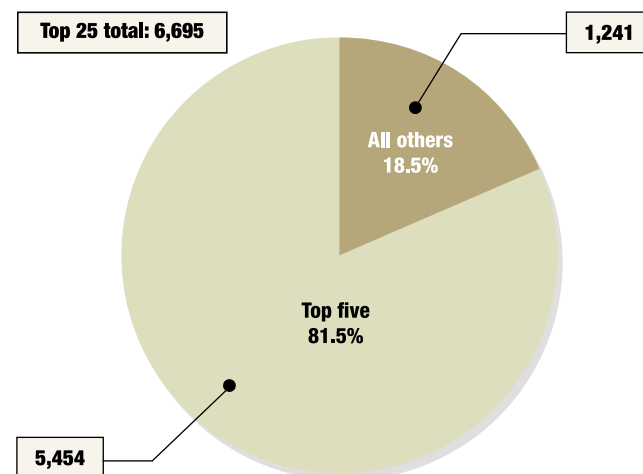
Top Five Employers

By total company employees



Share for Top Five Companies

By number of NY area development personnel



New York Area's Largest Software Companies

Ranked by number of New York development personnel

Rank	Company	Phone/Web site	Head of software division	2002 NY area development personnel ^{1,2}	2001 NY area development personnel ^{1,3}	2002 total company employees ²	2002 revenues (in millions)	2001 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	4,100	3,800	316,000	\$81,200.0	\$83,100.0	Whirlpool, J.P. Morgan Chase, Prudential Insurance	Invention, development and manufacture of advanced information technologies
2	Information Builders Inc. 2 Penn Plaza New York, NY 10121	(212) 736-4433 www.informationbuilders.com	Gerald D. Cohen Chief executive	470	483	1,800	\$300.0	\$305.0	J.P. Morgan Chase, Allstate Insurance, Ford Motor	Business intelligence and integration software
3	Cognizant Technology Solutions Corp. 500 Glenpointe Centre West Teaneck, NJ 07666	(201) 801-0233 www.cognizant.com	Deb Mukherjee Chief technology officer	370	330	6,100	\$229.1	\$177.8	MetLife, Radio Shack, Nielsen Media Research	Custom information technology design, development, integration and maintenance services
4	Computer Associates International Inc. ⁴ 1 Computer Associates Plaza Islandia, NY 11749	(631) 342-5224 www.ca.com	Yogesh Gupta Chief technology officer	300	863	15,204	\$2,964.0	\$4,190.0	Barnes & Noble, Visa, Sheetz	Software that manages e-business
5	Computer Horizons Corp. 747 Third Ave. New York, NY 10017	(212) 371-9600 www.computerhorizons.com	Randall Verdino President, IT services division	214	238	2,625	\$297.1	\$400.7	City of New York, Eli Lilly, Merrill Lynch	Strategic information technology consulting, systems integration, HIPAA compliance, outsourcing and human capital management solutions
6	Starpoint Solutions 115 Broadway New York, NY 10006	(212) 962-1550 www.starpoint.com	Henry Zelikovsky Chief technology officer	170	181	375	\$52.0	\$78.0	J.P. Morgan Chase, Siemens, Citigroup	Staffing, enterprise software services, Web consulting services and creative services
7	DoubleClick Inc. 450 W. 33rd St. New York, NY 10001	(212) 683-0001 www.doubleclick.net	Dwight Merriman Chief technology officer	140	116	1,158	\$300.0	\$406.0	T. Rowe Price, Terra Lycos, Orbitz	Technology and data tools for advertisers, direct marketers and Web publishers to plan, execute and analyze marketing programs
8	Mobius Management Systems Inc. ⁵ 120 Old Post Road Rye, NY 10580	(914) 921-7200 www.mobius.com	Robert Lawrence Vice president, product engineering	138	148	412	\$67.9	\$74.2	n/d	Integrated software solutions for total content management
9	Intrasphere Technologies Inc. 100 Broadway New York, NY 10005	(212) 937-8200 www.intrasphere.com	Samuel Goldman Chief technology officer	131	107	149	\$23.5	\$18.3	Pfizer, MasterCard, Scholastic	Technology strategy, systems integration and custom application development
10	Financial Technologies International 22 Cortlandt St. New York, NY 10007	(212) 798-7100 www.ftisoft.com	Marc Planquart Senior vice president, development and quality assurance	84	n/a ⁶	245	n/d	n/d	UBS, Deutsche Bank, Bank of America Securities	Back-office software applications for financial firms
11	AXS-One Inc. 301 Route 17 North Rutherford, NJ 07070	(201) 935-3400 www.axsone.com	Elias Typaldos Executive vice president, development and business operations	62	55	247	\$37.6	\$41.2	A&E Networks, America Online, J.P. Morgan Chase	Value chain automation software to improve performance, management and control for services companies
12	OpenLink Financial Inc. 333 Earle Ovington Blvd. Mitchel Field, NY 11553	(516) 227-6600 www.olf.com	Bob Kalish Chief technology officer	60	60	283	\$60.8	\$47.4	Bank for International Settlements, Mirant, Bank of America	Financial and energy software solutions and support services
13	Caminus Corp. 825 Third Ave. New York, NY 10022	(212) 515-3600 www.caminus.com	John Andrus Chief operating officer	52	63	392	n/a	\$75.0	Exelon, Southern California Edison, ONEOK	Integrated software for energy trading, transaction processing, risk management and decision support to global energy markets
14	NumeriX 245 Park Ave. New York, NY 10167	(212) 302-2220 www.numerix.com	Alexander Sokol Chief technology officer	50	31	91	n/d	n/d	Toronto Dominion Securities, Fidelity Investments, Deloitte & Touche	Cross-asset exotic derivative analytics and software for pricing and risk management
15	MDY Advanced Technologies Inc. 21-00 Route 208 South Fair Lawn, NJ 07410	(201) 797-6676 www.mdy.com	Alex Cherniak Vice president of development	49	51	73	n/d	n/d	Morrison & Foerster, Department of Justice, Colgate-Palmolive	Records management software and services, information technology integration services and consulting

CONTINUED ON PAGE 22

SPECIAL REPORT TECHNOLOGY

Rank	Company	Phone/Web site	Head of software division	2002 NY area development personnel ^{1,2}	2001 NY area development personnel ^{1,3}	2002 total company employees ²	2002 revenues (in millions)	2001 revenues (in millions)	Key clients	Types of products/services
16	RSG Systems Inc. 14 E. 38th St. New York, NY 10016	(212) 448-9191 www.rsgsystems.com	Mukesh Sehgal President, chief executive	45	50	66	\$10.0	\$12.0	Viacom, Universal Vivendi Television, National Basketball Association	Enterprise applications, system integration and custom development for media, entertainment, publishing and finance
17	RCS Inc. 12 Water St. White Plains, NY 10601	(914) 428-4600 www.rcsworks.com	Ted Nygreen Chief technology officer	41	37	170	n/d	n/d	Clear Channel Communications, Infinity Broadcasting, Cox Radio	Tools and services for broadcasters and webcasters
18	Popkin Software & Systems Inc. 11 Park Place New York, NY 10007	(212) 571-3434 www.popkin.com	Jan Popkin Chief executive	34	32	95	\$12.5	\$10.1	IBM, Lockheed Martin, U.S. Air Force	Designer, developer and supplier of software tools and related services for enterprises modeling
19	Multimedia Solutions Corp. 935 River Road Edgewater, NJ 07020	(201) 969-0161 www.multimediasolutions.com	Yu-ying Zaleon President	30	34	33	n/d	n/d	Dow Jones, Citibank, Deloitte & Touche	E-business strategy, customer-facing solutions, Web site development and intranet/extranet portals
19	Net@Work 1375 Broadway New York, NY 10018	(212) 997-5200 www.netatwork.com	Chaim Cohen Director of software development	30	20	45	\$6.4	\$5.0	iN DEMAND, Etronics.com, Citarella	Application developer and system integrator of financial software, customer relationship management and e-commerce
19	Valtech Technologies Inc. 780 Third Ave. New York, NY 10017	(212) 688-9900 www.valtech.com	Tim Snyder Chief technology officer	30	35	902	\$80.0	\$100.0	J.P. Morgan Chase, Hertz, TIAA-CREF	Advanced technology consulting, training and application development
22	Applimation Inc. ⁷ 242 W. 36th St. New York, NY 10018	(212) 560-7878 www.applimation.com	Jeff Chapman Vice president, development	25	20	38	n/d	n/d	Yahoo!, McGraw-Hill, Intel	Application management software for companies using Oracle applications
22	NexAge Technologies USA Inc. 591 Summit Ave. Jersey City, NJ 07306	(201) 239-4400 www.nexageusa.com	Suresh Kumar Chief executive	25	44	48	n/a	\$2.5	Fidelity Investments, Kothari Group	Business applications and data warehousing
24	Sandata Inc. ⁸ 26 Harbor Park Drive Port Washington, NY 11050	(516) 484-4400 www.sandata.com	Gary Stoller Chief technology officer, chief information officer	23	25	98	\$17.9	\$18.3	Partners In Care, Human Development Association, Home Attendant Vendor Agency	Provider of computer services to the home health care industry
25	Applied Visions Inc. 6 Bayview Ave. Northport, NY 11768	(631) 754-4920 www.avi.com	Frank J. Zinghini Jr. President, chief executive	22	31	24	n/d	n/d	Minolta, ACNielsen, Reuters	Custom software development services, information security services and 3-D information security visualization products

Automatic Data Processing Inc., which was included in the Top 25 list in 2002, did not qualify. Computer Generated Solutions Inc., Random Walk Computing Inc. and Software Engineering of America Inc. 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. 86 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. n/a Not available. n/d Not disclosed. 1-Full-time or 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. 1. 3-As of Dec. 31. 4-Fiscal year ends March 31. 5-Fiscal year ends June 30. 6-After Sept. 11, 2001, 132 development personnel were relocated to Iselin, N.J.; they returned in August 2002. 7-On July 10, 2002, Tickmark Solutions Inc. merged with Crystallize Inc. to become Applimation Inc. All figures reflect the merger. 8-Fiscal year ends May 31.

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