

THE INFORMATION TECHNOLOGY CLUSTER IN NEW YORK STATE

Summary

- Information Technology companies in New York State employed 112,047 people at 12,245 establishments in 2001.
- Over half (55%) of total employment in the cluster was in New York City. The next highest-employing regions are Long Island and Mid-Hudson, with 11% each, followed by the Finger Lakes with 7% and the Capital Region with 6%.
- The three largest-employing industries are Custom Computer Programming Services, with 28% of total cluster employment, followed by Computer Systems Design Services (24%), and Data Processing Services (20%).
- New York City is a hotbed of Information Technology employment, with 6 of 9 IT industries showing employment concentration, relative to national patterns.
- Outside New York City, the key IT industries are Data Processing Services (employing 15,941 outside NYC) and Computer Facilities Management (11,059 employees outside NYC).

Definition:

ESD defines the Information Technology cluster to be composed of 9 industries:

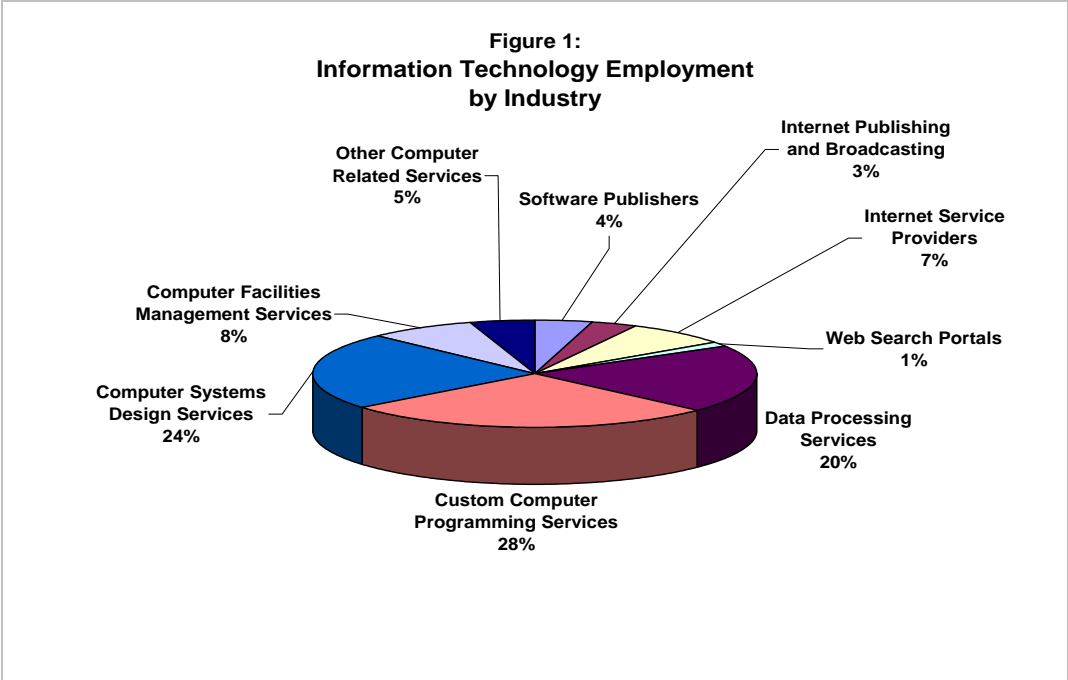
- **Software Publishers:** establishments primarily engaged in computer software publishing or publishing and reproduction.

- **Internet Publishing and Broadcasting:** establishments engaged in publishing and/or broadcasting content on the Internet exclusively.
- **Internet Service Providers:** establishments that provide clients with access to the Internet and generally provide related services such as Web hosting, Web page designing, and hardware or software related to Internet connectivity.
- **Web Search Portals:** establishments that operate Web sites that use a search engine to generate and maintain extensive databases of Internet addresses and content in an easily searchable format.
- **Data Processing, Hosting, and Related Services:** establishments primarily engaged in providing infrastructure for hosting or data processing services.
- **Custom Computer Programming Services:** establishments primarily engaged in writing, modifying, testing, and supporting software to meet the needs of a particular customer.
- **Computer Systems Design Services:** establishments primarily engaged in planning and designing computer systems that integrate computer hardware, software, and communications technologies.
- **Computer Facilities Management Services:** establishments primarily engaged in providing on-site management and operation of clients' computer systems and/or data processing facilities.
- **Other Computer Related Services:** establishments primarily engaged in providing computer related services (except custom programming, systems integration design, and facilities management services), including computer disaster recovery services and software installation services.

Industries related to Information Technology are in other ESD industry clusters, including Back Office and Outsourcing, Communications and Media, and Electronics and Imaging.

New York State Profile and Trends

Three industries combined form almost three-fourths of total employment in the cluster. The largest industry is Custom Computer Programming Services, with 28% of the total. The second-largest employing industry is Computer Systems Design Services (24%), followed by Data Processing Services (20%). (See Figure 1.)



Information Technology companies in New York State employed 112,047 people at 12,245 establishments in 2001. Over half (55%) of total employment in the cluster was in New York City. The next highest-employing regions are Long Island and Mid-Hudson, with 11% each, followed by the Finger Lakes with 7% and the Capital Region with 6%. (See Figure 2.) Employment patterns tend to vary between New York City and other regions in the state, so they will now be examined separately.

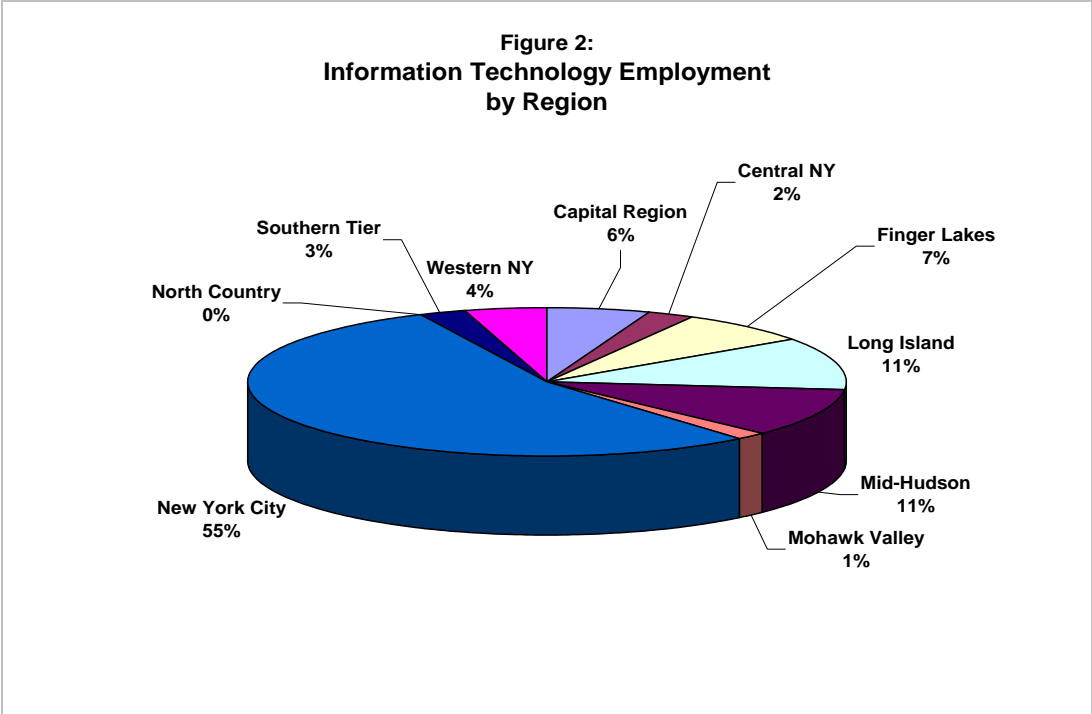
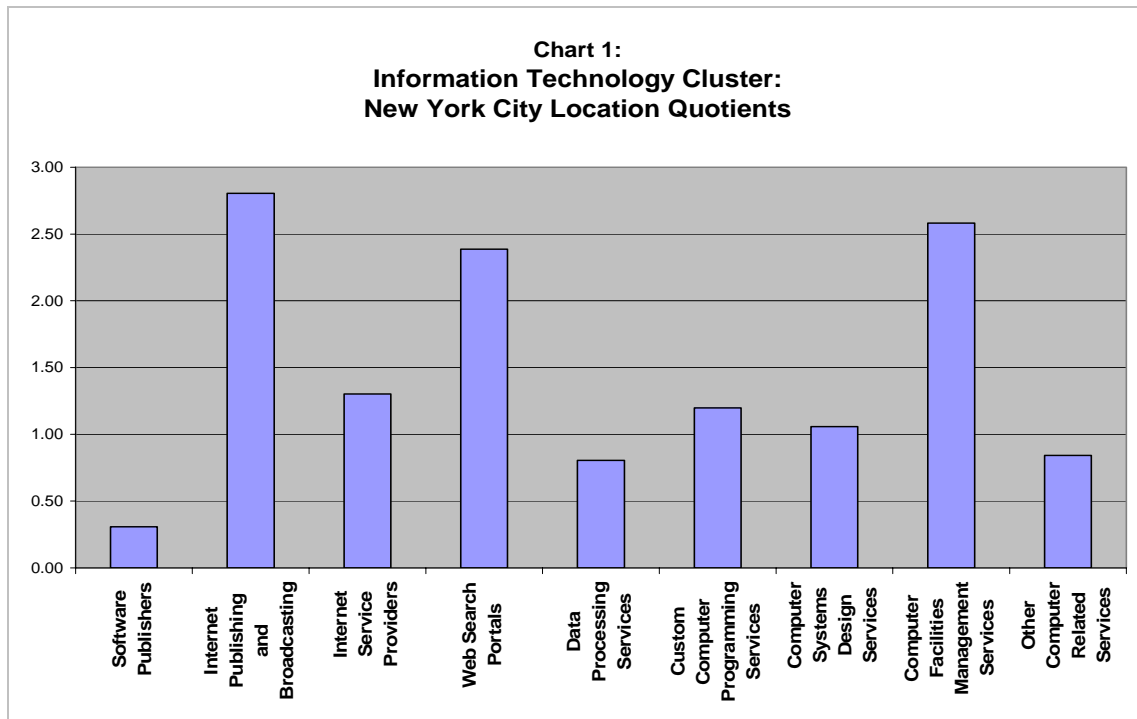
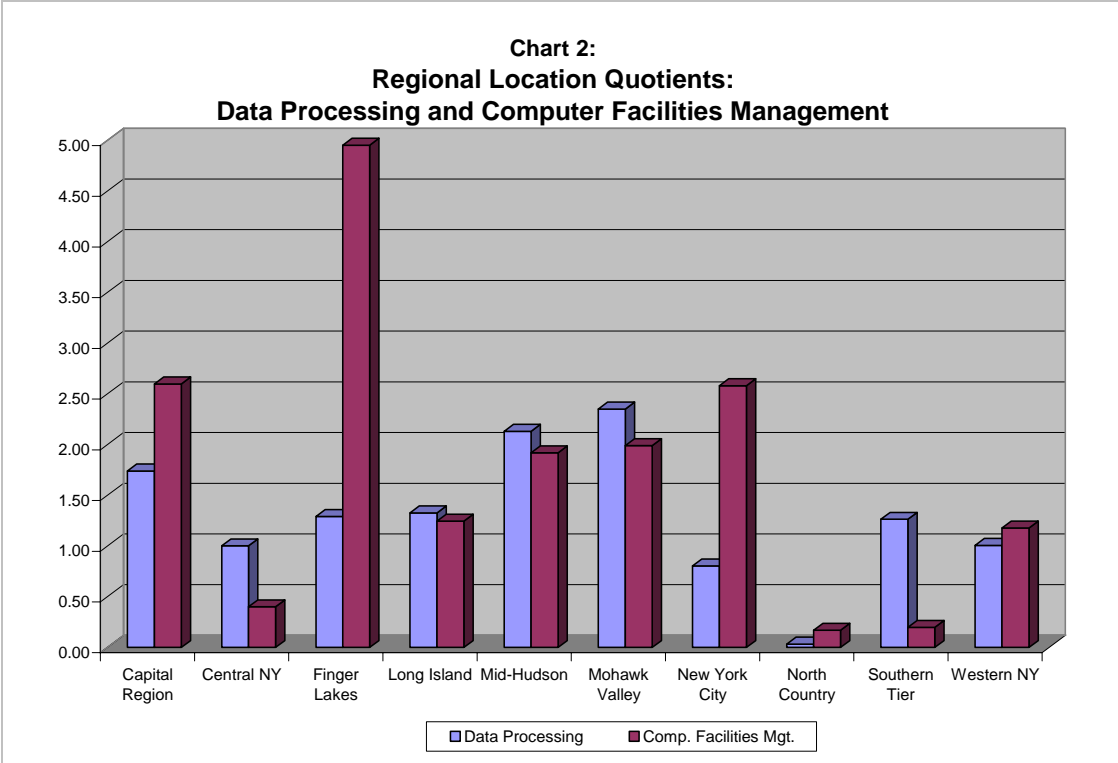


Chart 1 shows that six of the nine Information Technology cluster industries are concentrated in New York City, relative to national employment patterns, with a location quotient greater than 1.0. (No other region in the state is concentrated in more than three of these industries.) These industries tend to be concentrated in large urban areas for (i) access to specialized talent (e.g., Internet Publishing and Broadcasting, Web Search Portals) and/or (ii) the need to be near large, sophisticated clients (e.g., Custom Computer Programming Services, Computer Facilities Management Services). Other services that can be performed at a distance and/or with less specialized labor (e.g., Data Processing Services) have location quotients less than 1.0 in New York City.



Information Technology employment follows a different pattern outside New York City. Chart 2 highlights that two industries stand out, outside NYC, as both high-emplying and concentrated relative to US employment: Data Processing Services (employing 15,941 outside NYC) and Computer Facilities Management (11,059 employees outside NYC). The Southern Tier is concentrated in Data Processing Services, while Western New York is concentrated in Computer Facilities Management. Five regions are concentrated in both industries (Capital Region, Finger Lakes, Long Island, Mid-Hudson, and the Mohawk Valley). A third industry, Custom Computer Programming Services, employs 12,283 outside NYC but is less concentrated than either Data Processing or Computer Facilities Management.



Regional Highlights

New York City

	Establishments	Employment	Location Quotient
Software Publishers	186	2309	0.31
Internet Publishing and Broadcasting	232	3374	2.80
Internet Service Providers	460	5558	1.30
Web Search Portals	68	1087	2.39
Data Processing Services	673	6995	0.80
Custom Computer Programming Services	1,878	18402	1.20
Computer Systems Design Services	2,070	14842	1.06
Computer Facilities Management Services	184	4618	2.58
Other Computer Related Services	363	3433	0.84

New York City employment in Information Technology in 2001 was 60,620 at 6,114 establishments.

The largest-emplying industries were Custom Computer Programming Services (18,402 jobs), Computer Systems Design Services (14,842) and Data Processing Services (6,995).

New York City employment is concentrated (location quotient greater than 1.0) for six Information Technology industries: Internet Publishing and Broadcasting (2.80), Internet Service Providers (1.30), Web Search Portals (2.39), Custom Computer Programming Services (1.20), Computer Systems Design Services (1.06) and Computer Facilities Management Services (2.58).

Selected Long Island Information Technology companies include:

- FalconStor Software, Inc. Melville Developer of IPStor(R) storage networking software.
- Manchester Equipment Co., Inc. Hauppauge Provider of computer systems integration services.
- Planet Group, Inc. Long Beach Provider of multi-currency Internet payment services and developer of related software.
- Sybari Software, Inc. East Northport Developer of Antigen(tm), a comprehensive antivirus, content-filtering, and e-mail security software.

Mid-Hudson Region (Poughkeepsie, White Plains)

	Establishments	Employment	Location Quotient
Software Publishers	48	704	0.40
Internet Publishing and Broadcasting	28	92	0.33
Internet Service Providers	68	775	0.78
Web Search Portals	14	376	3.54
Data Processing Services	218	4325	2.13
Custom Computer Programming Services	503	1828	0.51
Computer Systems Design Services	737	2660	0.81
Computer Facilities Management Services	68	800	1.92
Other Computer Related Services	94	279	0.29

Mid-Hudson regional employment in Information Technology in 2001 was 11,840 at 1,778 establishments.

The largest-employing industries were Data Processing Services (4,325 jobs), Computer Systems Design Services (2,660) and Custom Computer Programming Services (1,828).

Regional employment is concentrated (location quotient greater than 1.0) in three industries: Web Search Portals (3.54), Data Processing Services (2.13) and Computer Facilities Management services (1.92).

Selected Mid-Hudson Information Technology companies include:

- Datacap Inc. Tarrytown Developer of capture workflow software, including document and image capturing and indexing functions.
- IBM Software Group Armonk Developer of open, end-to-end management solutions for systems from mainframes to workgroups to the desktop.
- iLIANT Medbill, Inc. Suffern Developer and provider of online medical billing services.
- Mobius Management Rye Developer of content management software.

Systems, Inc.

- Optum, Inc. White Plains Developer and provider of supply chain execution software.

Finger Lakes (Rochester)

	Establishments	Employment	Location Quotient
Software Publishers	26	216	0.19
Internet Publishing and Broadcasting	6	94	0.51
Internet Service Providers	32	244	0.37
Web Search Portals	3	10	0.15
Data Processing Services	73	1741	1.29
Custom Computer Programming Services	217	2758	1.16
Computer Systems Design Services	157	1435	0.66
Computer Facilities Management Services	64	1373	4.95
Other Computer Related Services	25	320	0.51

Finger Lakes regional employment in Information Technology in 2001 was 8,190 at 603 establishments.

The largest-employing industries were Custom Computer Programming Services (2,758 jobs), Data Processing Services (1,741) and Computer Systems Design Services (1,435).

Regional employment is concentrated (location quotient greater than 1.0) in three industries: Computer Facilities Management Services (4.95), Data Processing Services (1.29) and Custom Computer Programming Services (1.16). The LQ for Computer Facilities Management Services is the highest for any Information Technology industry in any New York region.

Selected Finger Lakes Information Technology companies include:

- Element K, Inc. Rochester Provider of Internet-based education and training services via the Internet.
- Harris Interactive, Inc. Rochester Provider of worldwide market research and consulting services.
- Logisoft Corp. Fairport Provider of a network of foreign language portals.
- Performance Technologies Rochester Developer of embedded computing products and system-level solutions.
- Symon Communications, Inc. / TargetVision Division Victor Developer of message delivery software.

Capital Region (Albany, Schenectady, Troy)

	Establishments	Employment	Location Quotient
Software Publishers	20	558	0.60
Internet Publishing and Broadcasting	6	23	0.16
Internet Service Providers	19	271	0.51
Web Search Portals	2	108	1.91
Data Processing Services	60	1888	1.74
Custom Computer Programming Services	159	1105	0.58
Computer Systems Design Services	152	1280	0.73
Computer Facilities Management Services	46	580	2.60
Other Computer Related Services	33	385	0.76

Capital Region employment in Information Technology in 2001 was 6,199 at 497 establishments.

The largest-employing industries were Data Processing Services (1,888 jobs), Computer Systems Design Services (1,280) and Custom Computer Programming Services (1,105),

Regional employment is concentrated (location quotient greater than 1.0) in three industries: Computer Facilities Management Services (2.60), Data Processing Services (1.74) and Web Search Portals (1.91).

Selected Capital Region Information Technology companies include:

- | | | |
|---|-------------|---|
| • AuthentiDate Holding Corp. / DocSTAR Division | Schenectady | Manufacturer of document storage hardware and software. |
|---|-------------|---|

- | | | |
|-----------------------------------|------|---|
| • IFS International Holdings Inc. | Troy | Developer of funds transfer and point of sale software. |
|-----------------------------------|------|---|

- | | | |
|-----------------|------|--|
| • MapInfo Corp. | Troy | Developer of location-based software for mapping applications. |
|-----------------|------|--|

- | | | |
|---------------------------|--------------|--|
| • Thomson Delmar Learning | Clifton Park | Developer and provider of online education software. |
|---------------------------|--------------|--|

- | | | |
|------------------------------|--------|--|
| • VersaTrans Solutions, Inc. | Latham | Developer of school bus route scheduling software. |
|------------------------------|--------|--|

Mohawk Valley (Utica, Rome)

	Establishments	Employment	Location Quotient
Software Publishers	2	9	0.03
Internet Publishing and Broadcasting	0	0	0.00
Internet Service Providers	3	39	0.20
Web Search Portals	0	0	0.00

Data Processing Services	13	929	2.35
Custom Computer Programming Services	30	193	0.28
Computer Systems Design Services	23	299	0.47
Computer Facilities Management Services	8	162	1.99
Other Computer Related Services	7	23	0.12

Regional employment in Information Technology in 2001 was 1,653 at 86 establishments.

The largest-employing industries were Data Processing Services (929 jobs), Computer Systems Design Services (299) and Custom Computer Programming Services (193),

Regional employment is concentrated (location quotient greater than 1.0) in two industries: Data Processing Services (2.35) and Computer Facilities Management Services (1.99),

Selected Mohawk Valley Information Technology companies include:

- | | | |
|-----------------|--------------|---|
| • ParTech, Inc. | New Hartford | Manufacturer of computer-based point-of-sale (POS) terminals. |
| | | Provider of systems integration, defense systems prototyping and defense systems research and development services. |
- | | | |
|--------------------------------|------|---|
| • PAR Government Systems Corp. | Rome | Provider of management solutions to complex technical, logistical, and management problems. |
|--------------------------------|------|---|
- | | | |
|-----------------------|------|--|
| • Rome Research Corp. | Rome | |
|-----------------------|------|--|

Regional Information Technology Companies

Company Name	City
Capital Region (Albany, Schenectady, troy)	
AuthentiDate Holding Corp.	Schenectady
AuthentiDate Holding Corp. / DocSTAR Division	Schenectady
Capital.NET	Albany
CMA Consulting Services	Latham
Command Security Corp.	Lagrangeville
Commerce Technologies, Inc.	Albany
GlobalSpec, Inc.	Troy
HAVE, Inc.	Hudson
IFS International Holdings Inc.	Troy
Logical Net Corp.	Albany
MapInfo Corp.	Troy
PowerOne Media, Inc.	Troy
Quality Engineering and Software Technologies, LLC	Schenectady
Shaker Computer & Management Services, Inc.	Latham
Shaw Power Technologies, Inc.	Schenectady
Thomson Delmar Learning	Clifton Park
VersaTrans Solutions, Inc.	Latham
Central New York (Syracuse)	
GIS Information Systems, Inc.	Liverpool
Spectrum Software Solutions, Inc.	Liverpool
Finger Lakes (Rochester)	
Bosch Security Systems, Inc.	Fairport
Concentrix Corp.	Pittsford
Element K, Inc.	Rochester
Entre Computer Services	Rochester
Erdman, Anthony & Associates, Inc.	Rochester
ESL Federal Credit Union	Rochester
Harris Interactive, Inc.	Rochester
Horizon Aerospace LLC	Victor
Infinite Group, Inc.	Rochester
Lenel Systems International, Inc.	Pittsford
Logisoft Corp.	Fairport
Manning & Napier Information Services	Rochester
Mpower Communications Corp.	Pittsford
Mpower Holding Corporation	Pittsford
Nortel Networks Corp. / Network Information	Rochester
PaeTec Communications, Inc.	Fairport

Patient Infosystems, Inc.
Performance Technologies
Symon Communications, Inc. / TargetVision Division
Ultimate Technology Corporation / Systems Division
Vanteon Corporation
Veramark Technologies, Inc.
Wilson Center for Research and Technology

Rochester
Rochester
Victor
Victor
Pittsford
Pittsford
Webster

Long Island

Acclaim Entertainment, Inc.
AccountantsWorld
Anchor Computer, Inc.
Arrow Electronics, Inc.
Chip Center, LLC
Chyron Corp.
CMP Media LLC
COMFORCE Corp.
Computer Associates International, Inc.
CosmoCom, Inc.
Creative Socio-Medics Corp.
Custom Computer Specialists, Inc.
Cycle Computer Consultants, Inc.
DealerTrack, Inc.
Direct Insite Corp.
Electro Industries/Gauge Tech
FalconStor Software, Inc.
FatWire Corp.
Future Tech Enterprises, Inc.
Gentiva Health Services
Hearst Business Communications, Inc. / UTP Div
Humanic Solutions, Inc.
InfoHighway Communications Corp.
Infosys International, Inc.
Interworks Systems, Inc.
Intrans Group, Inc.
Invision.com, Inc.
KLD Associates, Inc.
Manchester Equipment Co., Inc.
Mediware Information Systems, Inc. / Hemocare Prod
microMEDIA Imaging Systems, Inc.
Nastel Technologies, Inc.
NetWolves Corp. / Global Services Division
Newsday, Inc.
NPD Group, Inc. (The)
Numeric Computer Systems, Inc.
Partminer, Inc.
Planet Group, Inc.
Players Computer, Inc.
Sandata Technologies, Inc.

Glen Cove
Hauppauge
Farmingdale
Melville
Melville
Melville
Manhasset
Woodbury
Islandia
Melville
Great River
Hauppauge
Glen Cove
Melville
Bohemia
Westbury
Melville
Mineola
Holbrook
Melville
Uniondale
Melville
Melville
Plainview
Melville
Carle Place
Commack
Commack
Hauppauge
Melville
New Hyde Park
Melville
Great Neck
Melville
Port Washington
Hauppauge
Melville
Long Beach
Hauppauge
Port Washington

Sentry Technology Corp.
Software Engineering of America, Inc.
Studio Magnetics Co., Inc.
Sybari Software, Inc.
Symbol Technologies, Inc.
Telrad Conneqy, Inc.
Testing Machines Inc.
Verint Systems Inc.

Ronkonkoma
Franklin Square
Holtsville
East Northport
Holtsville
South Farmingdale
Ronkonkoma
Melville

Mid-Hudson (Poughkeepsie, Westchester County)

AboveNet, Inc.
AOL MovieFone, Inc.
Bernard C. Harris Publishing Co., Inc.
BestWeb Corp.
ComStock, Inc.
Dannon Company, Inc. (The)
Datacap Inc.
Edith Roman Associates, Inc.
Educational Video Conferencing, Inc.
Houghton Mifflin Company / Sunburst Technology
IBM Software Group
iLIANT Medbill, Inc.
IntegraMed America, Inc.
International Business Machines Corp.
International Business Machines Corp. / IBM Global
Malcolm Pirnie, Inc.
Micros-to-Mainframes, Inc.
Mobius Management Systems, Inc.
Monster Worldwide Inc. / Directional Marketing Int
Novations Group, Inc. / Novations VMS
Optum, Inc.
Paxar Corp.
ProAct Technologies Corp.
Rudaw/Empirical Software Products, Ltd
SmartPros Ltd.
SMARTS(R)
Time Link International Corp.
Warwick Valley Telephone Co.
Wrenthead, Inc.
Wrenthead, Inc. / Wrenthead Pro Systems

White Plains
White Plains
Purchase
Croton On Hudson
Harrison
Sleepy Hollow
Tarrytown
Pearl River
Yonkers
Pleasantville
Armonk
Suffern
Purchase
Armonk
Somers
White Plains
Valley Cottage
Rye
White Plains
Valhalla
White Plains
White Plains
White Plains
Nanuet
Hawthorne
White Plains
Larchmont
Warwick
White Plains
White Plains

Mohawk Valley (Utica, Rome)

PAR Government Systems Corp.
ParTech, Inc.
Rome Research Corp.

Rome
New Hartford
Rome

New York City

24/7 Real Media, Inc.	New York
A Consulting Team, Inc. (The)	New York
About, Inc.	New York
Accenture	New York
Accenture / Government Global Market Unit	New York
Actimize Ltd.	New York
ADP Brokerage Services	New York
Agency.com Ltd.	New York
Alacra	New York
Align Communications, Inc.	New York
Alloy, Inc.	New York
Antenna Software, Inc.	New York
Applied Graphics Technologies, Inc.	New York
Applimation, Inc.	New York
Arbitron Inc.	New York
Archer Management Services	New York
AST Stockplan, Inc.	New York
Atari, Inc.	New York
Bigfoot Interactive, Inc.	New York
BISYS(R) Group, Inc. (The)	New York
Bloomberg LP	New York
Bowne & Co., Inc.	New York
Broadview Networks Holdings, Inc.	Long Island City
Brut ECN, LLC	New York
Cap Gemini Ernst & Young U.S. LLC	New York
Capco	New York
Capital IQ, Inc.	New York
CashEdge Inc.	New York
CCG.XM	New York
Citigroup Inc. / Smith Barney Division	New York
Clarity Payment Solutions	New York
ClearForest Corp.	New York
Community Connect Inc.	New York
Computer Generated Solutions, Inc.	New York
Computer Managers, Inc.	New York
Consist International, Inc.	New York
Contour Photos	New York
CRC, Inc.	New York
Creditex	New York
Crossmar, Inc.	New York
CS Technology, Inc.	New York
CSI Complex Systems, Inc.	New York
Cyota Corp.	New York
Dalet Digital Media Systems	New York
Data Conversion Laboratory, Inc.	Fresh Meadows
Data Industries, Ltd.	New York
DataArt Enterprises, Inc.	New York
Datamonitor	New York
DataSynapse, Inc.	New York

Davidsohn Group (The)	New York
DealTime Ltd.	New York
Deltathree, Inc.	New York
Design Strategy Corp.	New York
Deutsch Inc.	New York
Diaspark Inc.	New York
DK Publishing, Inc.	New York
DoubleClick, Inc.	New York
Dynamic Services International, Inc.	New York
Dynax Solutions, Inc.	New York
Electronic Interface Associates, Inc.	New York
Elsevier	New York
Empire Office, Inc.	New York
Encoda Systems, Inc. / Advertising Solutions Group	New York
eSpeed, Inc.	New York
Eureka GGN	New York
Fairchild Publications, Inc.	New York
FAME Information Services, Inc.	New York
Fast Company	New York
FilmMagic.com	New York
Financial Technologies International	New York
firstRain, inc.	New York
FlightSafety International, Inc.	Flushing
Fulcrum Analytics	New York
Fusebox, Inc.	New York
General Media Communications, Inc. / Penthouse.com	New York
Globix Corporation	New York
Greenwich Technology Partners, Inc.	New York
HotJobs	New York
Hoy, LLC	New York
Hyosung America, Inc.	New York
ICor Brokerage Inc.	New York
ICP, Inc.	Staten Island
icrossing, inc.	New York
Imaginova	New York
IMS Systems Co., Ltd.	New York
Information Builders, Inc.	New York
Instinet Corp.	New York
Intellispace	New York
Interactive Market Systems, Inc.	New York
Interep National Radio Sales, Inc.	New York
Internet Commerce Corporation	New York
Internet Securities, Inc.	New York
IntraLinks, Inc.	New York
Intrasphere Technologies, Inc.	New York
Inviva Inc.	New York
IPC Information Systems, Inc.	New York
ISC Consultants, Inc.	New York
Isogon Corp.	New York
iVillage.com	New York

Ivy Hill Corp.	New York
iWay Software	New York
Javelin Technologies, Inc.	New York
Jupitermedia Corp. / Jupiter Research	New York
JYACC, Inc.	New York
Kiodex, Inc.	New York
Kirshenbaum Bond + Partners	New York
Knot, Inc. (The)	New York
Leveraged Technology, Inc.	New York
Leveraged Technology, Inc. / Integration Services	New York
Lifetime Entertainment Services	New York
LinkShare Corp.	New York
Lipper	New York
LivePerson, Inc.	New York
Loan Pricing Corporation	New York
Manhattan Information Systems, Inc.	New York
Market Axess Corp.	New York
Marsh, Inc.	New York
Martha Stewart Living Omnimedia LLC	New York
Medialink Worldwide, Inc.	New York
MediaVast, Inc. / WireImageSTOCK	New York
MEDSITE, INC.	New York
Meta Health Technology Inc.	New York
MicroEdge, Inc.	New York
Misys IQ, LLC	New York
Misys Wholesale Banking Systems	New York
MKTG Services, Inc.	New York
Moneyline Telerate	New York
Monster Worldwide Inc.	New York
MortgageIT, Inc.	New York
MTVi Group, Inc.	New York
MultiPlan, Inc.	New York
National Healthcare Resources, Inc.	New York
Net Quotient Consulting Group	New York
New York Public Library (The)	New York
NTL, Inc.	New York
NTT America, Inc.	New York
O Group, Inc. (The)	New York
Odigo, Inc.	New York
Onion, Inc. (The)	New York
Ovid Technologies, Inc.	New York
Oxygen Media, Inc.	New York
Partsearch Technologies, Inc.	New York
Pencom Systems, Inc.	New York
Playboy.com, Inc.	New York
Popkin Software & Systems, Inc.	New York
PR Newswire Association LLC	New York
PricewaterhouseCoopers	New York
Princeton Review (The) / Admissions Services Divis	New York
Princeton Review (The) / K-12 Services Division	New York

Princeton Review / Test Preparation Division (The)	New York
Professional Access Ltd	New York
PubliCARD, Inc.	New York
Register.com, Inc.	New York
Reis, Inc.	New York
Reuters America, Inc.	New York
RichFX, Inc.	New York
Riskmetrics Group, Inc. (The)	New York
RSG Systems, Inc.	New York
Sagarsoft, Inc.	College Point
Schick Technologies, Inc.	Long Island City
Schlumberger Limited	New York
Scholastic Inc.	New York
SG Cowen Securities Corporation	New York
Shunra Software Ltd	New York
Siebert Financial Corp.	New York
Simon & Schuster, Inc.	New York
Speedus Corp.	Brooklyn
Sportvision, Inc.	New York
Starpoint Solutions	New York
SunGard Energy Systems	New York
Systems and Encoding Corp.	New York
Systems Solutions	New York
Take-Two Interactive Software, Inc.	New York
Telmar Information Services Corp.	New York
the451	New York
TheStreet.com, Inc.	New York
Thomas Publishing Company, LLC	New York
Thomson Financial	New York
Thor Technologies, Inc.	New York
ThruPoint, Inc.	New York
Track Data Corp.	Brooklyn
Trade Paq	New York
TradeCard, Inc.	New York
TRADEPAQ Corporation	New York
translations.com, inc.	New York
Tribal DDB Worldwide	New York
Unicast Communications Corp.	New York
Unisys Corp. / TechHackers	New York
Value Line, Inc.	New York
Vault.com, Inc.	New York
Vaultus, Inc.	Prince
Venture Direct Worldwide, Inc. / Venture Direct On	New York
Verizon Communications	New York
VGL Softech, Inc.	Long Island City
Viewpoint Corporation	New York
Village Voice Media, Inc.	New York
Vitech Systems Group, Inc.	New York
Volt Information Sciences, Inc.	New York
Volt Information Services, Inc. / Volt Delta Divis	New York

W.H. Freeman & Co.	New York
Warburg Pincus LLC	New York
WebCollage, Inc.	New York
WINC reps	New York
WireImage	New York
Workspeed, Inc.	New York
WorldLink, Inc.	New York
WorldNow	New York
XTEND Communications Corp.	New York
Xuppa, Inc.	New York
Zagat Survey, LLC.	New York
Ziff Davis Media Inc.	New York

Southern Tier (Binghamton, Elmira, Ithaca)

ATTO Technology, Inc.	Getzville
Binghamton Simulator Co.	Binghamton
CBORD Group, Inc. (The)	Ithaca
Lockheed Martin Systems Integration	Owego
Orthstar Enterprises, Inc.	Big Flats

Western New York (Buffalo)

Advance 2000, Inc.	Amherst
Appraisal.com, Inc.	Buffalo
Barrister Global Services Network, Inc.	Buffalo
Choice One OnLine	Buffalo
Computer Task Group, Inc.	Buffalo
eCustoms	Buffalo
Jaleco Entertainment	Buffalo
Northrop Grumman Amherst Systems	Buffalo
NTS Data Services, Inc.	Niagara Falls
Osmose Utilities Services, Inc.	Buffalo
RONCO Communication & Electronics, Inc.	Tonawanda
TMP Technologies, Inc.	Buffalo

APPENDIX A: Cluster Definition

Empire State Development defines the Information Technology cluster as composed of these NAICS industries:

511210	Software Publishers
516110	Internet Publishing and Broadcasting
518111	Internet Service Providers
518112	Web Search Portals
518210	Data Processing Services
541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541513	Computer Facilities Management Services
541519	Other Computer Related Services

**Empire State Development
Division of Policy and Research**

Charles A. Gargano
Chairman

30 South Pearl St.
Albany, NY 12245
518-292-5115

<http://www.empire.state.ny.us>