

AND THE NUMBERS ARE...

I. DEDICATED STORAGE GROUPS: THE ELITE

Storage managers who work in dedicated storage groups (33% of survey respondents) seem to form the elite of their discipline. Here's how they spend their time:

38% spend 100% of their time on storage.

More than **80%** have been in their jobs more than two years.

47% have more than 20 years of IT experience.

Fewer than **2%** have less than five years.

77% have more than two years of dedicated storage experience, and **24%** have more than 10 years.

They spend **28%** of their time on architecture, design or planning and only **17%** on backup.

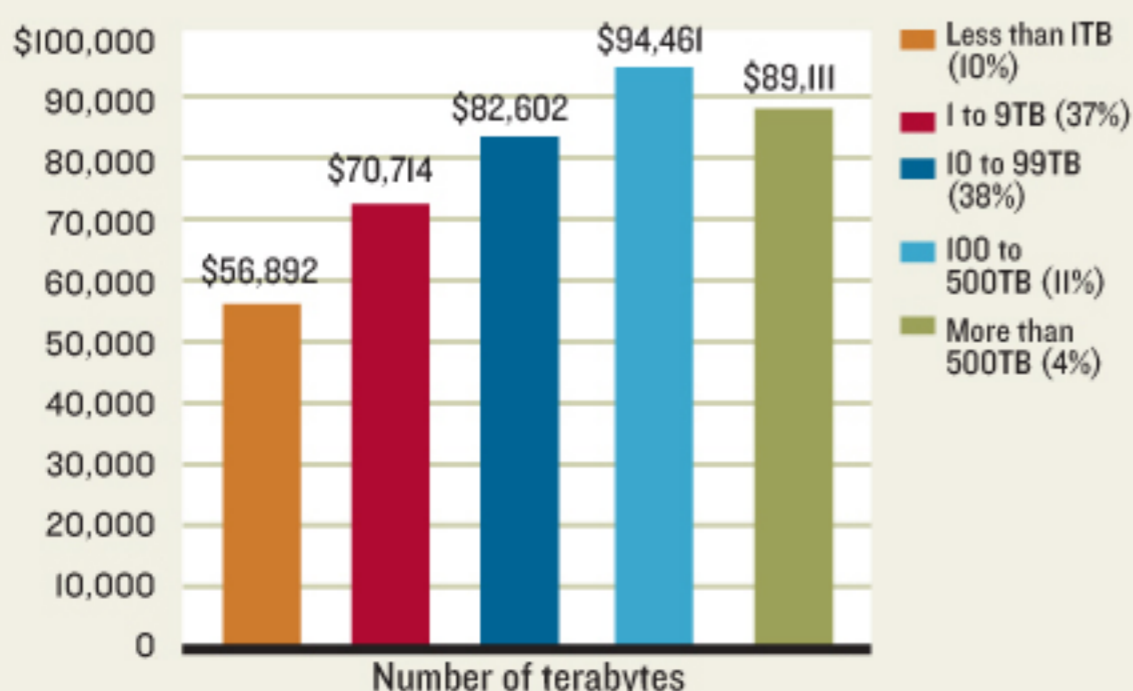
Half manage between 10TB and 99TB.

28% are in financial services; **11%** are in health care.

58% work at a company with more than 10,000 employees.

80% manage one to five people.

2. AVERAGE SALARY BY TERABYTES MANAGED IN 2003



3. COMPANY SIZE	% OF RESPONDENTS	2003	2004	PERCENTAGE CHANGE
1-100 employees	5%	\$53,466	\$58,584	10%
101-250	4%	86,200	88,600	3%
251-500	9%	67,146	70,000	4%
501-1,000	11%	74,824	82,580	10%
1,001-5,000	29%	79,719	82,761	4%
5,001-10,000	11%	79,807	82,260	3%
More than 10,000	32%	81,277	84,520	4%

4. AVERAGE BONUS BY YEAR



5. REGION	% OF RESPONDENTS	2003	2004	PERCENTAGE CHANGE
Mid-Atlantic	16%	\$87,908	\$91,583	4%
Pacific	9%	78,665	89,000	13%
New England	12%	80,620	84,189	4%
Northwest	6%	76,785	79,928	4%
Midwest	29%	75,057	77,801	4%
Southwest	9%	75,386	77,704	3%
Southeast	14%	73,621	76,447	4%
Mountain	5%	65,181	67,264	3%

6. AVERAGE YEARLY SALARY



7. INDUSTRY	% OF RESPONDENTS	2003	2004	PERCENTAGE CHANGE
Financial services	18%	\$84,940	\$87,642	3%
Transportation	3%	83,714	87,428	4%
Other	17%	78,865	86,333	9%
IT services	5%	80,216	84,383	5%
Utilities	5%	77,181	80,454	4%
Manufacturing	12%	77,961	80,214	3%
Health care/Pharmaceuticals	12%	76,827	80,137	4%
Wholesale/Retail	6%	75,733	78,085	3%
Government/Non-profit	15%	71,028	73,683	4%
Education	5%	67,654	70,181	4%

8. STORAGE SURVEY RESPONDENT PROFILE

The *Storage* salary survey drew responses from storage professionals in different industries and geographic regions, with varying professional and educational backgrounds. Based on averages, here is a profile of the group:

- They spend 43% of their time working on storage.
- More than half of their time with storage is divided between planning and primary storage operations.
- Eighty-one percent manage one to five people.
- Almost three quarters manage between 1TB and 99TB.
- Almost half the respondents are part of a systems group, while one-third are part of a dedicated storage group.