

COMPUTERWORLD 14th Annual Salary Survey

MIDDLE MANAGEMENT

Manager of voice and data communications	LAN manager	Manager of Internet/intranet technology	Project Manager, systems & programming	Database manager	Computer operations manager	Technical support manager
Average salary: \$70,723 Bonus: \$9,152 Total: \$79,875	Average salary: \$65,963 Bonus: \$7,106 Total: \$73,069	Average salary: \$73,716 Bonus: \$9,264 Total: \$82,980	Average salary: \$73,804 Bonus: \$8,684 Total: \$82,488	Average salary: \$71,178 Bonus: \$7,747 Total: \$78,925	Average salary: \$65,719 Bonus: \$7,891 Total: \$73,610	Average salary: \$61,109 Bonus: \$6,507 Total: \$67,616

TOP 10 INDUSTRIES FOR IT PAY (BY TOTAL COMPENSATION)

Computer hardware/software/peripherals \$137,000	Computer hardware/software/peripherals \$113,000	Business services, consulting/sys. integ. \$120,632	Apparel/textile \$109,000	Business services, consulting/sys. integ. \$107,413	Computer hardware/software/peripherals \$112,500	Business services, consulting/sys. integ. \$86,120
Business services, consulting/sys. integ. \$109,810	Business services, consulting/sys. integ. \$101,167	Computer hardware/software/peripherals \$102,200	Business services, consulting/sys. integ. \$108,758	Computer hardware/software/peripherals \$102,500	Business services, consulting/sys. integ. \$96,739	Computer hardware/software/peripherals \$82,750
Financial \$100,833	Business services, IT \$83,200	Insurance \$101,250	Computer hardware/software/peripherals \$99,000	Transportation \$95,400	Apparel/textile \$96,200	Financial \$77,559
Government \$73,032	Financial \$78,882	Financial \$99,250	Financial \$93,667	Financial \$90,700	Automotive \$84,800	Business services, IT \$73,167
Distribution/wholesale \$72,556	Health care \$76,700	Transportation \$78,700	Electronics/electrical equipment \$90,100	Insurance \$79,278	Transportation \$84,000	Transportation \$71,000
Health care \$70,657	Insurance \$70,654	Aerospace/defense \$76,375	Transportation \$88,571	Business services, IT \$78,740	Financial \$79,406	Health care \$65,924
Retail \$64,800	Government \$69,220	Health care \$74,722	Telecommunications \$84,500	Health care \$78,192	Food/beverage/tobacco \$78,800	Government \$65,013
Transportation \$62,667	Media \$66,900	Distribution/wholesale \$74,714	Media \$82,286	Government \$71,256	Utilities \$74,100	Retail \$64,045
Insurance \$60,625	Distribution/wholesale \$65,083	Government \$73,778	Insurance \$80,292	Distribution/wholesale \$66,444	Health care \$72,138	Media \$63,500
Education \$54,714	Nonprofit \$63,167	Education \$48,750	Nonprofit \$79,333	Education \$60,861	Government \$69,778	Insurance \$63,417

TOTAL COMPENSATION BY COMPANY SIZE (COMPANIES RANKED BY REVENUE)

Less than \$100M: \$68,808	Less than \$100M: \$63,167	Less than \$100M: \$70,600	Less than \$100M: \$75,975	Less than \$100M: \$69,000	Less than \$100M: \$64,853	Less than \$100M: \$59,750
\$110M to \$499.9M: \$64,411	\$110M to \$499.9M: \$61,298	\$110M to \$499.9M: \$66,500	\$110M to \$499.9M: \$70,625	\$110M to \$499.9M: \$65,515	\$110M to \$499.9M: \$62,095	\$110M to \$499.9M: \$54,291
\$500M or more: \$85,431	\$500M or more: \$79,774	\$500M or more: \$86,484	\$500M or more: \$87,766	\$500M or more: \$84,275	\$500M or more: \$77,750	\$500M or more: \$71,411