



EXCEL TECHNICAL

Information Technology Search & Contract Programming Services
IBM i5 - iSeries - AS/400, Unix & PC Client-Server Specialists - Since 1981

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IBM i5 - iSeries - AS/400 – IT Support Salary Guide

At Excel Technical, we have been involved with the placement of IBM Midrange Personnel since 1981. We have been closely tracking these salaries based on our database of over 5,000 IBM Midrange candidates as well as thousands of job listings from our client companies. In today's economy, good candidates are seeking out good employers that can offer security as well as challenging and rewarding opportunities. **When you need qualified IBM iSeries-AS/400 staff, Excel Technical is the only call you need to make.** Full-time, part-time, quick short projects, Web Services, training – we can likely fill your needs. Upon request, we can also provide background checks and drug testing.

While competitive salaries are important, they are not the main reason people change jobs in the technical fields. Learning new technology and challenge are at the forefront. Companies that can offer a learning opportunity such as a new software package, GUI front-end development, e-Commerce, EDI, or Client-Server applications are more likely to attract long term personnel verses companies that insist on hiring those who already have those skills. The purpose of our salary chart is to give you a realistic guide of salaries in the local Southern California IBM iSeries and Network market and these salaries are very comparable to other major metropolitan markets like San Francisco, Chicago, and Dallas. **Note:** Salaries in rural markets may be as much as 10 to 15% less. New York City metropolitan area could be 10 – 15% higher.

PC Help Desk.	\$44,000	-	\$55,000
Computer Operator/Jr Administrator 3 - 6 yrs	\$53,000	-	\$67,000
IBM iSeries AS400 Systems Administrator	\$72,000	-	\$95,000
Operations Supervisor 5+ yrs	\$73,000	-	\$95,000
Windows Network Administrator	\$62,000	-	\$87,000
Certified Network Engineer LAN/WAN	\$80,000	-	\$105,000
Security Analyst 6+ yrs	\$88,000	-	\$117,000
Technical Support Manager	\$87,000	-	\$110,000
Programmer Analyst - 4 - 7 yrs	\$72,000	-	\$ 85,000
Sr. Programmer Analyst – 8+yrs	\$84,000	-	\$96,000
JD Edwards PeopleSoft EnterpriseOne	\$95,000	-	\$115,000
Sr. Java / WebSphere Developers	\$92,000	-	\$115,000
Software Quality Assurance - Automation	\$78,000	-	\$95,000
Business Systems Analyst	\$85,000	-	\$98,000
Project Leader 7+ yrs exp	\$93,000	-	\$107,000
Project Manager	\$95,000	-	\$120,000
Programming/Applications Dev. Manager	\$100,000	-	\$120,000
Contract Programming - RPG			Call for rate quote
Contract EDI Support			Call for rate quote
Contract MS-Access / .Net Programming			Call for rate quote
Contract Programming – Java, VB, SAP			Call for rate quote
JD Edwards PeopleSoft EnterpriseOne			Call for rate quote
Infrastructure / Data Center Manager	\$105,000	-	\$125,000 + bonus
M.I.S. Manager - staff of 3 - 8	\$115,000	-	\$125,000 + bonus
M.I.S. Director - staff of 8 - 25	\$120,000	-	\$135,000 + bonus
M.I.S. Director - staff of 25 - 70	\$130,000	-	\$160,000 + bonus
CIO - staff of 70 - 200+	\$145,000	-	\$200,000 + bonus

There are always exceptions above and below the salary ranges above, but these figures will give you a sense of salaries for major cities. Unique skills and experience with specific software packages tend to command the upper side of the scale. Contact us with your for you staffing needs or questions regarding IT staffing.

Bob Langieri – President

**Charter Member and current President of OCEAN IBM Power Systems-iSeries-AS/400 User Group,
COMMON member**