



INFO~TECH
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Practical IT Research that Drives Measurable Results

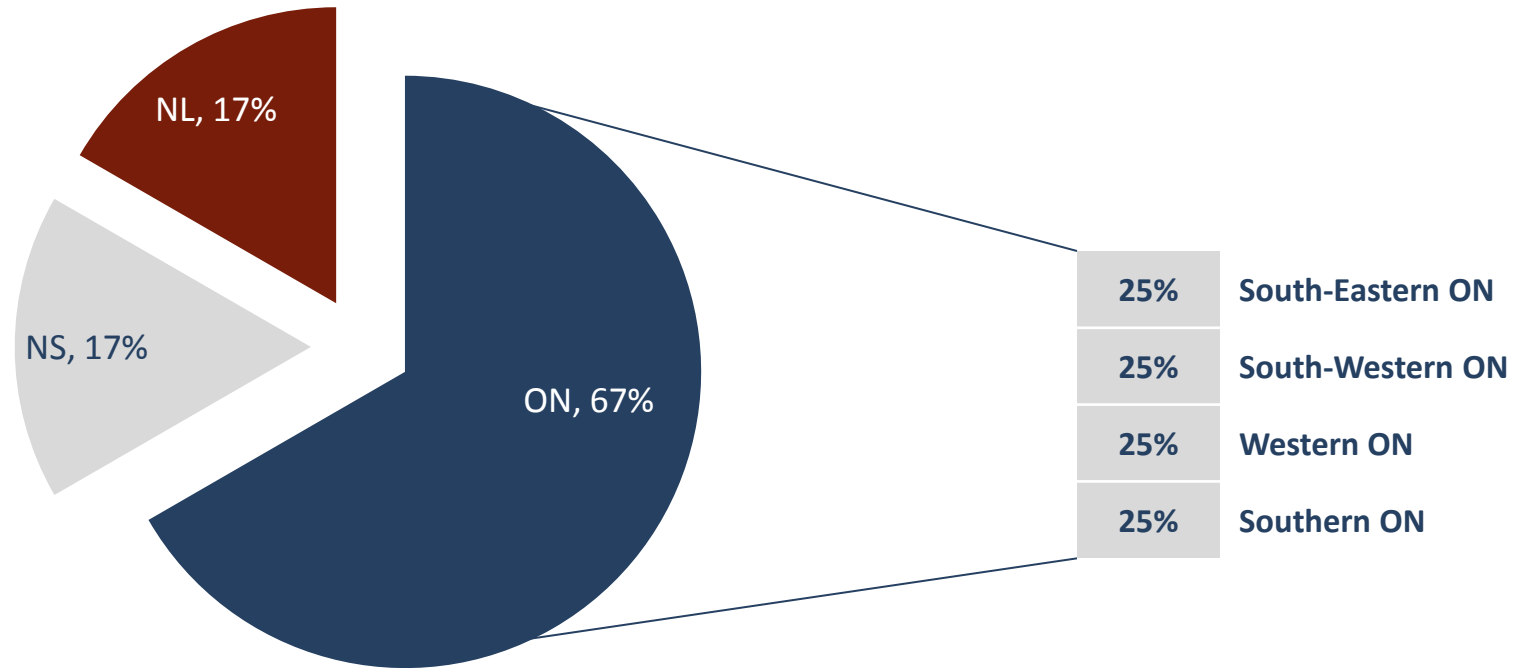
IT Budgets and Salaries in Canadian Healthcare Organizations

SAMPLE DECK

Executive Summary

- Info-Tech conducted six interviews on IT budgets and salaries with IT leaders in Canadian healthcare organizations.
- This report provides:
 - Demographic details for each survey respondent
 - Information on IT budgets in Eastern and Central Canada
 - An overview of IT salaries in Eastern and Central Canada

Survey Demographics by Province



Remainder of survey demographics
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Overview of Demographic Questions

Is your organization's IT group centralized?

How many staff members (end users) does IT support?

How many individuals (salaried FTEs) work in IT?

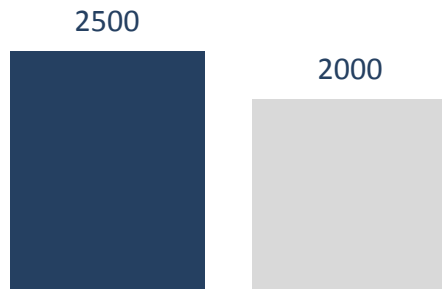
Do any contractors work in IT? If yes, how many?

Number of End Users

On average, the IT departments we surveyed support 1933 end users.

Eastern Canada

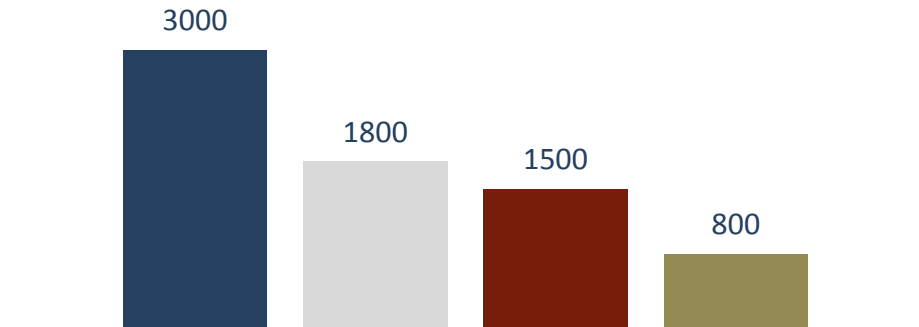
■ NS ■ NL



of End Users

Central Canada

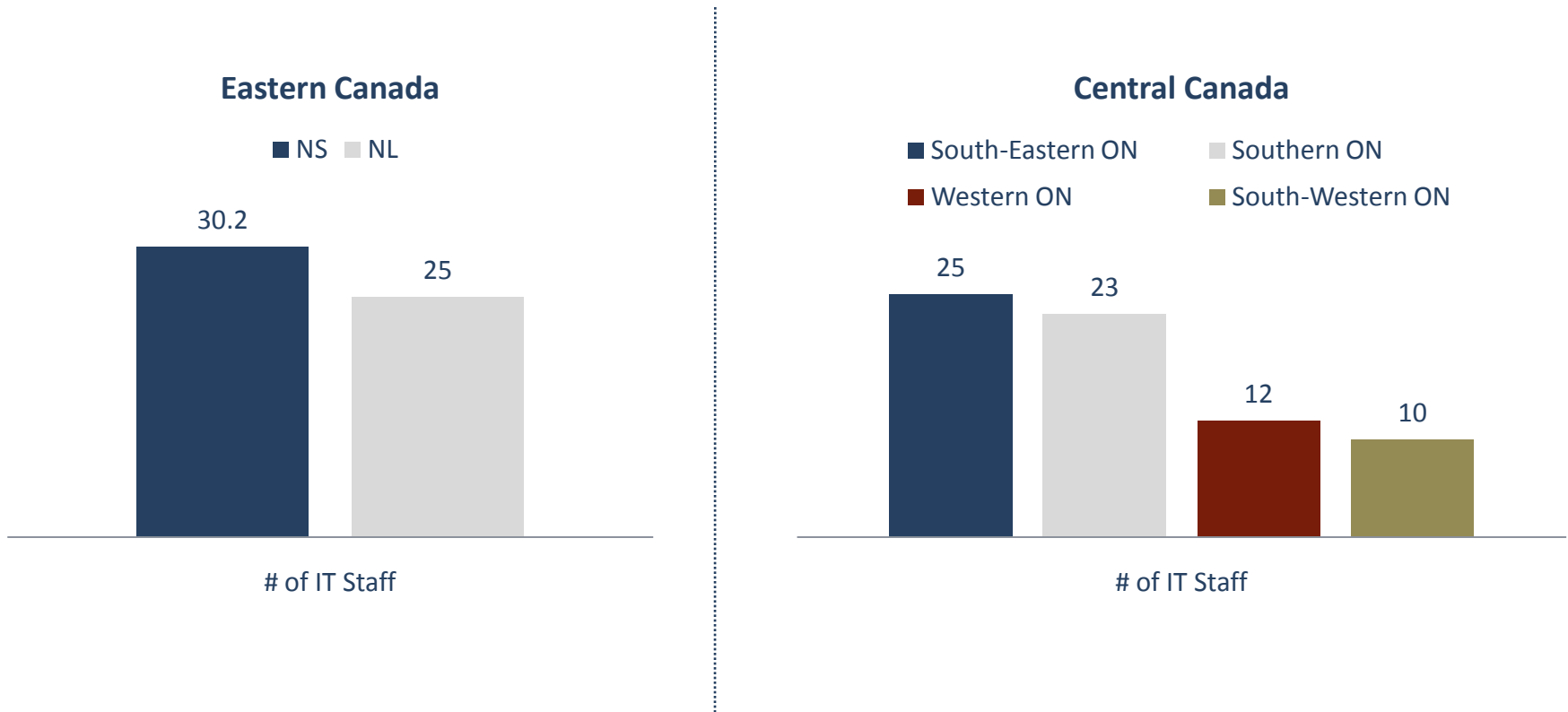
■ Southern ON ■ Western ON
■ South-Eastern ON ■ South-Western ON



of End Users

Number of IT Staff

On average, the IT departments we surveyed have 21 full-time employees or equivalents.



Remainder of demographic data
omitted from this SAMPLE DECK

Overview of Questions on IT Budgets

What is your organization's overall corporate operating budget?

What is your organization's IT budget?

What is IT's year/year growth budget percentage?

What is your organization's IT capital expense budget?

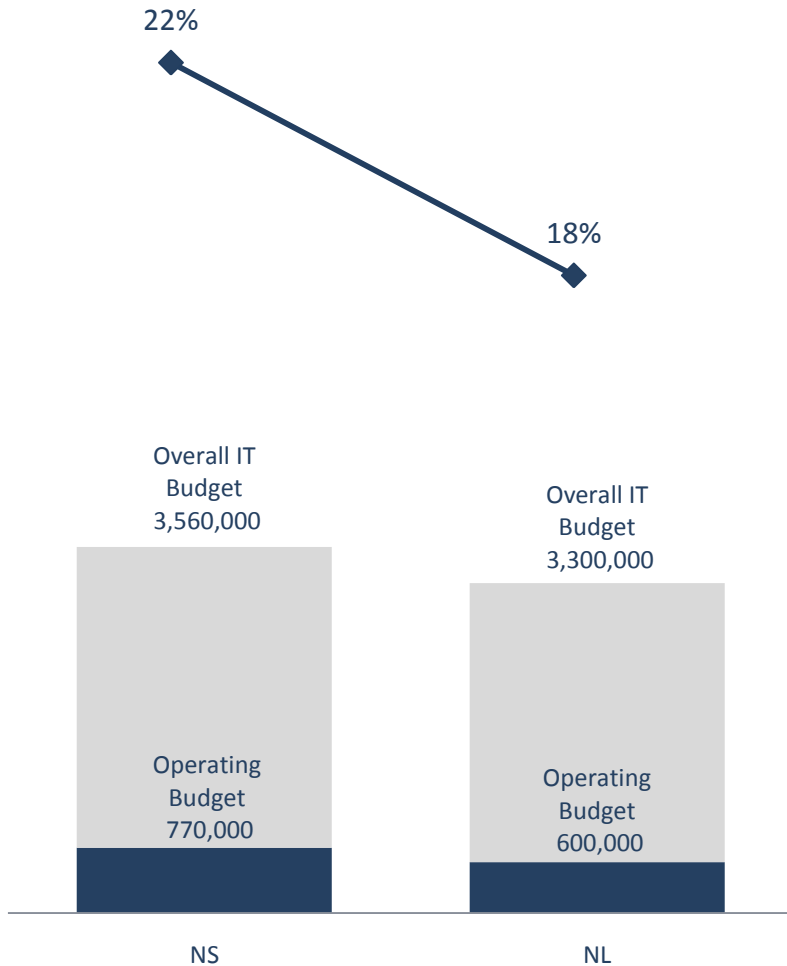
What is your organization's IT operating expense budget?

What is IT's discretionary and/or contingency budget?

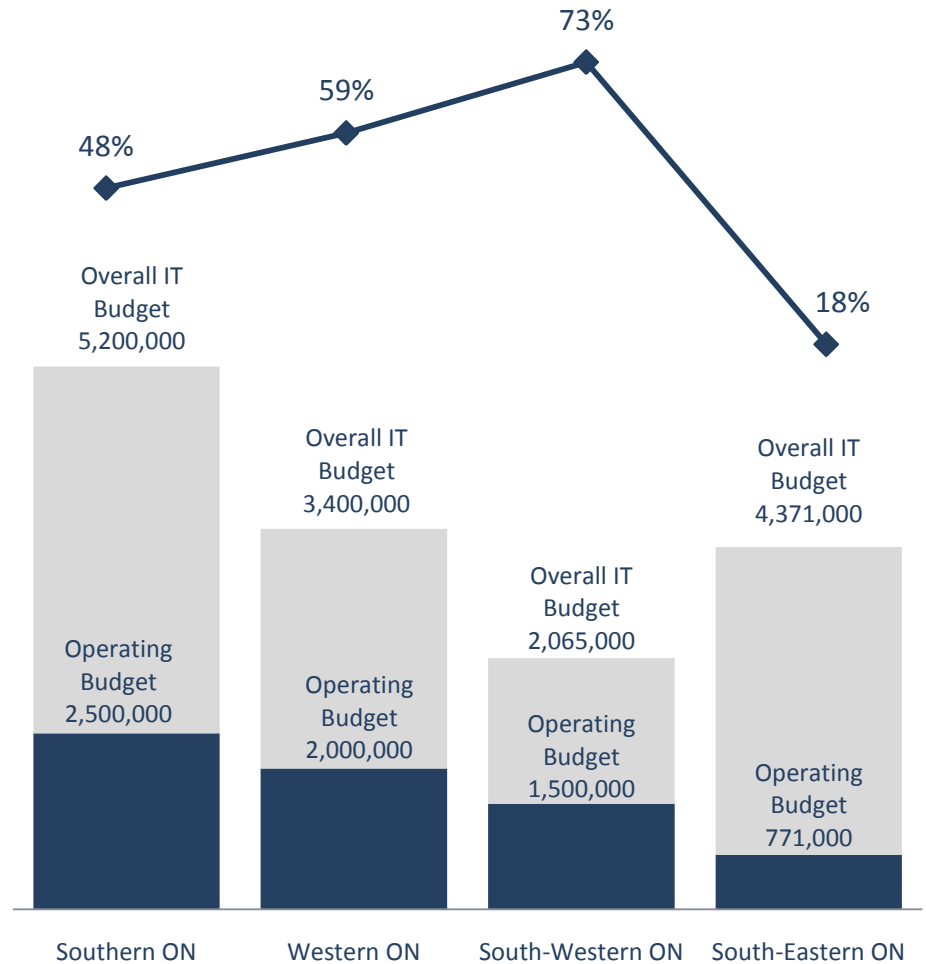
What is your organization's IT salary budget? Is the IT salary budget a part of the operating expense budget?

Operating Expense Budget*

As % of Overall IT Budget in Eastern Canada



As % of Overall IT Budget in Central Canada



Remainder of response slides
omitted from this **SAMPLE DECK**

We collected salary values for each of the following IT roles*
(excluding benefits):

- IT Director
- IT Manager
- Infrastructure Manager
- Network Manager
- Applications Manager
- Project Manager
- Change Manager
- Help/Service Desk Manager
- Network Analyst
- Systems Analyst
- Server Analyst
- Applications Analyst
- Developer/Programmer
- Desktop Security Professional
- Database Professional
- E-mail Administrator
- Help Desk Analyst
- Computer Support Specialist
- Clinical Analyst
- Business Analyst

*Coverage varies regionally.

Average IT Salaries in Eastern Canada

Role	Low-High	Average	Median
IT Director	\$93,500-\$95,000	\$94,250	\$94,250
IT Manager*	\$80,000	\$80,000	\$80,000
Infrastructure Manager	\$75,000-\$82,000	\$78,500	\$78,500
Applications Manager*	\$82,000	\$82,000	\$82,000
Project Manager	\$75,000	\$75,000	\$75,000
Trainer*	\$53,000	\$53,000	\$53,000
Change Manager*	\$75,000	\$75,000	\$75,000
Network Engineer*	\$70,000	\$70,000	\$70,000
Network Analyst	\$60,000-\$71,000	\$64,667	\$64,667
Systems Analyst	\$53,000-\$66,000	\$59,800	\$59,800
Developer/Programmer*	\$62,000	\$62,000	\$62,000
Database Professional*	\$66,000	\$66,000	\$66,000
Computer Support Specialist*	\$57,000	\$57,000	\$57,000
Desktop Security Professional*	\$60,400	\$60,400	\$60,400
Clinical Analyst*	\$75,000	\$75,000	\$75,000

* One source.

Remainder of salary information
omitted from this **SAMPLE DECK**