



Business Continuity & Disaster Recovery

2004 Contractor

Our survey results indicated that salaries, both hourly and total compensation, are rising for independent contractors. As more companies commit to engagement work, independent contractors are finding themselves back in the negotiating driving seats.

The data used on this flyer was collected between Jan. 13, 2005 and Feb. 20, 2005. BC Management received over 1,200 responses. Of those responses, 42 were independent contractors based in the USA. These tables illustrate the business functions and respondent characteristics those contractors.

Average Contract Billing - USA	
Billing	Percentage
Hourly Rate	66%
Daily Rate	8%
Weekly Rate	2%
Semi-monthly Rate	3%
Monthly Rate	4%
Deliverable Based	16%

Average Compensation - USA	
2003 Total Comp	\$96,769
2004 Total Comp	\$109,433
2004 - Low Hourly Rate	\$72
2004 - High Hourly Rate	\$104

Average Contract Length	
Average Length	Percentage
1-4 weeks	10%
1-2 months	7%
3-6 months	24%
7-9 months	14%
10-12 months	21%
13-18 months	10%
18 + months	14%

Average Hourly Rates & Total Compensation by Years of Independent Contracting Experience - USA				
Ind Exp	Hourly Low	Hourly High	2003 Comp	2004 Comp
<1 year	\$48	\$63	\$82,200	\$76,600
1-3 yrs	\$67	\$103	\$94,289	\$101,509
4-6 yrs	\$88	\$113	\$108,500	\$149,667
7-10 yrs	\$81	\$121	\$107,357	\$116,000
11-15 yrs	\$102	\$125	\$145,000	\$183,000
16-20 yrs	\$80	\$113	\$37,500	\$53,500

Distribution of Respondents by Years of Independent Experience-USA	
Independent Exp	Percentage
<1 year	12%
1-3 yrs	48%
4-6 yrs	14%
7-10 yrs	17%
11-15 yrs	5%
16-20 yrs	5%

Distribution of Respondents by Years of Field Experience-USA	
Field Exp	Percentage
1-3 yrs	17%
4-6 yrs	12%
7-10yrs	21%
11-15 yrs	14%
16-20 yrs	14%
21-25 yrs	12%
26+ yrs	10%

Average Hourly Rates & Total Compensation by Years Field (BC/DR/EM) Experience - USA				
Years Field	Hourly Low	Hourly High	2003 Comp	2004 Comp
1-3 yrs	\$68	\$113	\$80,857	\$91,000
4-6 yrs	\$55	\$75	\$104,700	\$104,000
7-10yrs	\$62	\$82	\$78,753	\$91,019
11-15 yrs	\$73	\$114	\$90,000	\$88,667
16-20 yrs	\$91	\$123	\$110,333	\$123,833
21-25 yrs	\$76	\$91	\$117,800	\$152,000
26+ yrs	\$91	\$150	\$118,750	\$146,250

Average Hourly Rates & Total Compensation by Certification - USA				
Certification	Hourly Low	Hourly High	2003 Comp	2004 Comp
ARM	\$50	\$100	\$135,000	\$160,000
MBCI	\$50	\$100	\$135,000	\$160,000
ABCP	\$82	\$121	\$98,500	\$107,200
CBCP	\$67	\$93	\$93,199	\$107,799
MBCP	\$138	\$188	\$130,000	\$142,500
CISA	\$95	\$125	\$70,000	\$90,000
ACP	\$63	\$91	\$108,500	\$125,000
CCP	\$120	\$120	\$195,000	\$245,000
CDP	\$95	\$125	\$70,000	\$90,000
CIA	\$95	\$125	\$70,000	\$90,000
CMC	\$85	\$110	\$165,000	\$202,500
CEM	\$50	\$88	\$77,889	\$95,585
CISSP	\$70	\$100	\$78,500	\$97,500
PMP	\$120	\$120	\$195,000	\$245,000

Distribution of Respondents by Certification - USA	
Certification	Percentage
ARM	2%
MBCI	2%
ABCP	11%
CBCP	52%
MBCP	4%
CISA	2%
ACP	4%
CCP	2%
CDP	2%
CIA	2%
CMC	4%
CEM	4%
CISSP	4%
PMP	2%

Average Hourly Rates & Total Compensation by Degree - USA				
Degree	Hourly Low	Hourly High	2003 Com	2004 Comp
High School	\$77	\$97	\$96,000	\$106,000
Associate	\$47	\$84	\$93,643	\$100,714
Bachelor	\$86	\$124	\$99,571	\$112,357
Master	\$69	\$99	\$95,918	\$112,145

Distribution of Respondents by Degree - USA	
Degree	Percentage
High School	14%
Associate	17%
Bachelor	33%
Master	36%
PhD/ Doctorate	0%

Distribution of Respondents by IT Expertise - USA	
IT Expertise	Percentage
0	5%
1	5%
2	7%
3	7%
4	7%
5	17%
6	24%
7	10%
8	7%
9	12%

Average Hourly Rates & Total Compensation by IT Experience (Self Evaluated) - USA				
IT Expertise	Hourly Low	Hourly High	2003 Comp	2004 Comp
0	\$55	\$89	\$104,000	\$116,500
1	\$30	\$70	\$68,389	\$74,585
2	\$55	\$102	\$69,667	\$72,333
3	\$70	\$78	\$102,000	\$147,667
4	\$67	\$90	\$63,333	\$96,667
5	\$71	\$101	\$102,286	\$112,286
6	\$87	\$135	\$102,800	\$120,300
7	\$84	\$108	\$108,625	\$108,250
8	\$85	\$110	\$118,000	\$113,333
9	\$67	\$89	\$96,400	\$100,400

Months Actively Working	
Months	Percentage
1 month	2%
2 months	5%
3 months	3%
4 months	10%
5 months	5%
6 months	6%
7 months	5%
8 months	6%
9 months	3%
10 months	8%
11 months	3%
12 months	44%

Distribution of Respondents Engaged in Regulatory Compliance Work in 2004 - USA	
Contract Work	Percentage
Sarbanes Oxley	39%
HIPPA	14%
ISO 17799	5%
Other	42%

Distribution of Respondents Engaged in General Program Work in 2004 - USA	
Contract Work	Percentage
Recommendations	19%
Strategic Planning	13%
Executive Buy-in	8%
Customer Training	12%
Project Management	22%
Software Implementatio	9%
Operational Risk	8%
Electronic Risk	5%
Other	5%

Distribution of Respondents Engaged in Assessment Work in 2004 - USA	
Contract Work	Percentage
BIA	26%
Technical	20%
Gap Analysis	11%
Risk Assessment	23%
Facility Evaluation	12%
Other	9%

Distribution of Respondents Engaged in BC Program Work in 2004 - USA	
Contract Work	Percentage
Development	22%
Implementation	20%
Documentation	17%
Exercise	11%
Awareness	15%
Crisis Management	8%
Other	8%

Distribution of Respondents Engaged in DR Program Work in 2004 - USA	
Contract Work	Percentage
Development	23%
Implementation	16%
Documentation	17%
Exercise	17%
Back-up/ Resiliency	8%
High Availability	7%
Other	13%

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