

# COLORADO TECHNOLOGY ASSOCIATION

## COLORADO TECH INDUSTRY REPORT - REQUEST FOR QUOTATION (RFQ)

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Colorado Technology Association is planning to produce an updated version of the Colorado Tech Industry Report (<https://coloradotechnology.org/cotechreport/>). We are looking for a partner to perform the research for this report. An overview of the report and what data we would like included are below. We are aiming to complete the report by December 15, 2024.

If you would like to submit a quote, please provide the following information to Monica Stitt at [monica@coloradotechnology.org](mailto:monica@coloradotechnology.org) no later than Friday, August 30 at 5:00pm MT.

- Company Background
- Relevant Experience and Previous Work Examples (include at least 2 references)
- Approach to Research and Collecting Data
- Timeline of Activities
- Price Quote and Payment Schedule

Email any questions to Monica Stitt at [monica@coloradotechnology.org](mailto:monica@coloradotechnology.org) no later than Wednesday, August 21 at 5:00pm MT.

Sincerely,  
Monica Stitt  
Chief Operating Officer  
Colorado Technology Association

### **DESCRIPTION:**

The Colorado Tech Industry Report compares the performance of Colorado's tech industry against other top metros in the country. By better understanding our Colorado tech industry and shining a light on our unique community to those inside and outside the state, we create an exciting tool for recruitment and retention. This report focuses on the assets and emerging technologies of the Colorado tech ecosystem, as well as highlights some of the challenges for our tech hub.

The report is:

- A repository of facts, statistics, trends, narratives and insights into Colorado's tech industry to be shared with CTA members and the Colorado tech community
- A guide for companies considering headquarter relocation or operations establishment
- A source of data and trends for policymakers
- A resource for the innovation sector organizations, economic development community, and media.

## **SCOPE/DATA:**

Below are the data items that we would like to include in the report. We want comparative data to the previous report in order to benchmark progress. Plus, we have added some new data points to reflect the current market and other strategic initiatives of the organization. We recognize there could be limitations to collecting some of the data. We plan to collaborate with our selected research partner on the best report possible.

<b>Existing Labor/Talent</b>
Labor statistics for Colorado computer science and IT-related occupations including, but not limited to, IT, Software Developer, Computer Systems Engineer, Cybersecurity, UI/UX, Data Analytics, Network Engineer/Architect, Product Manager, Database Architect, Business Analyst, Information Security, etc.
Tech employment concentration (i.e. per 1,000 workers)
# Total tech jobs
Top occupations (e.g. Top 10)
% Women in Colorado tech (vs. state demographics)
% Racial diversity in Colorado tech (vs. state demographics)
% Age diversity in Colorado tech (vs. state demographics)
What is the cost of not training some of these demographics in comparison to our state's demographics (e.g. growing LatinX population in Colorado not represented in Tech)
Geographic distribution computer science and IT-related occupations
Remote workers - %, distribution across the state, change post-COVID?
Tech industry earnings, wages
Unemployment rate trends; unemployment by other industries; jobs recovered post-pandemic
Migration - # tech talent moving to Colorado vs leaving state - trends (compare to overall talent); where is talent coming from outside of Colorado?
Demand - Job postings/Open Jobs - compared to labor/talent pool (i.e. Are there more jobs than trained people?) What's the geographic distribution; growth/trends; post-pandemic growth? What's the blend of senior roles vs. junior roles?
Demand - Likelihood of occupations being automated - past or future trends?
Impact of remote work on the tech workforce/industry
<b>Labor/Talent Pipeline</b>
IT/CS education and training programs statewide (including boot camps, apprenticeship)
Educational attainment - Breakdown of degrees in CS, IT, math - # of graduates on an annual basis, trends, where are there gaps based on demand?
Education attainment in population - Degrees in CS, IT, math
Certifications/Bootcamp graduates - # of graduates on an annual basis, trends, where are there gaps based on demand?
Average in state tuition for university vs. bootcamps/alternative programs
Apprenticeships/concurrent enrollment - impact, # of grads (P-TECH, new legislation)
# of internships offered within the state
Top 10 credentials for tech

Top 10 skills for tech
H-1B visa approvals
K-12 STEM program participation
What is the economic impact/cost of not training for cyber or other high demand jobs? What could filling these gaps mean for our economy?
Forecasts on where the Colorado labor market is heading (i.e. will the labor market produce the talent that companies need?)
<b>Companies</b>
# tech industry establishments
List of largest tech employers in Colorado
List of largest tech companies by revenue in the state (Fortune 500)
Trends of tech companies moving and expanding in state vs leaving; Are small businesses on the rise or decline?
List of companies who moved headquarters to Colorado, had significant growth, achieved national rankings since last report (include qualitative narratives)
Geographic distribution and demographic data for computer science and IT-related businesses
Startup community data and trends
List of high-growth companies, unicorns, IPOs, companies with major funding rounds, notable exits, notable mergers & acquisitions in the state (include qualitative narratives)
Business openings vs closing rate
<b>Economy / Infrastructure</b>
Tech industry economic contributions - workforce, cost environment, infrastructure, etc.
Tech industry economic contributions to the state and city budgets (e.g. corporate tax, sales tax, capital gains tax, etc.)
Sub-industries - Which ones are strongest in CO (e.g. aerospace, digital health, cyber, fintech, quantum computing, bioscience, energy)?
Tech industry purchasing power
Capital - VC funding, SBIR funding, state funding (e.g. OEDIT AI Grant)
Projections of industry growth
Startups & tech licenses from universities
Broadband access statewide
Top city/state rankings within the state
Compare our regional/metro areas to other comparable metro areas
Future projections - growth rate, compare to other states
Direct/indirect contributions; multiplier rate?
Federal Labs
Data Centers
Cost of doing business - office rents, labor costs, taxes – compare to other states
Housing affordability

Sources of foreign direct investment in the state
Business friendly climate assessment and comparative rankings to other states
<b>Quantum Industry Specific Section (Colorado was recently awarded a large federal grant to become a worldwide hub for quantum technology, and we want to include a special section on the quantum industry in Colorado)</b>
List of quantum companies in Colorado (enabling HW, quantum sensing & networking) - # of employees, revenue, money raised, current funding stage, % of revenue in state vs. out of state, where are they hiring from
Labor statistics for Colorado quantum-related occupations; average salary and degree levels for workers in the quantum industry
Workforce gaps in the quantum industry in Colorado
<b>Artificial Intelligence (AI) Specific Section</b>
List of AI companies in Colorado - # of employees, revenue, money raised, current funding stage, % of revenue in state vs. out of state, where are they hiring from
Labor statistics for Colorado AI-related occupations; average salary and degree levels for workers in AI
Workforce gaps in AI in Colorado

**ABOUT COLORADO TECHNOLOGY ASSOCIATION:**

Colorado Technology Association (CTA) is a 501c(6) nonprofit organization representing 300+ member companies. We advance the tech ecosystem by establishing a diverse talent pipeline, advocating for modernized policy, partnering on initiatives that foster growth and creating meaningful connections throughout our community. We serve our members by offering a forum for business development, career advancement, civic engagement and access to influential thought leaders. We have a commitment to diversity and inclusion in all that we do. Learn more at [www.coloradotechnology.org](http://www.coloradotechnology.org).