## Price List for Contract GSS17790-RESEARCH

**Prices are effective August 1, 2019 to July 31, 2020.**

The rates herein apply to service delivery start date and purchase orders received during the effective dates. Supplier may offer to a Client rates consistent with the then current Gartner Public Sector pricing for the service(s) ordered or the rates listed herein in effective at the time of purchase.

| RESEARCH AND ADVISORY SERVICES | |
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| **TEAM PLUS SOLUTIONS** | **Unit Price** |
| **Executive Programs Leadership Team Plus [1]** | |
| Leader | 91,500 |
| Partner Member | 77,300 |
| Partner Leader (must purchase Enterprise IT Leadership Team Plus Members) | 77,300 |
| Delegate Member | 47,900 |
| Delegate Leader (must purchase IT Leadership Team Plus Members) | 47,900 |
| Advisor Member | 35,800 |
| Advisor Leader (must purchase IT Leadership Team Plus Members) | 35,800 |
| Cross Function Member | 25,800 |
| **Executive Programs Leadership Team Plus with Industry [1] (one industry)** | |
| Leader | 99,500 |
| Partner Member | 85,700 |
| Partner Leader (must purchase Enterprise IT Leadership Team Plus with Industry Members) | 85,700 |
| Delegate Member | 54,500 |
| Delegate Leader (must purchase Industry Advisory Services Leadership Team Plus Members) | 54,500 |
| Advisor Member | 43,100 |
| Advisor Leader (must purchase Industry Advisory Services Leadership Team Plus Members) | 43,100 |
| Cross Function Member | 28,800 |
| **Enterprise IT Leaders Initiative Team [1]** | |
| Leader | 83,600 |
| Advisor Member | 43,700 |
| **Enterprise IT Leaders Initiative Team with Industry [1] (one industry)** | |
| Leader | 93,500 |
| Advisor Member | 52,100 |
| **Enterprise IT Leadership Team Plus [1]** | |
| Leader | 65,300 |
| Advisor Member | 32,700 |
| Cross Function Member | 19,800 |
| **Enterprise IT Leadership Team Plus with Industry [1] (one industry)** | |
| Leader | 73,100 |
| Advisor Member | 39,000 |
| Cross Function Member | 23,900 |

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| **IT Leadership Team Plus** [1] | |
| Leader | 32,700 |
| Advisor Member | 32,700 |
| Cross Function Member | 19,800 |
| **Industry Advisory Services Leadership Team Plus** [1] **(one industry)** | |
| Leader | 39,000 |
| Advisor Member | 39,000 |
| Cross Function Member | 23,900 |
| **TEAM SOLUTIONS** | **Unit Price** |
| **Executive Programs Leadership Team** [2] | |
| Leader | 84,000 |
| Partner Member | 70,900 |
| Partner Leader (must purchase Enterprise IT Leadership Team Members) | 70,900 |
| Delegate Member | 44,000 |
| Delegate Leader (must purchase IT Leadership Team Members) | 44,000 |
| Advisor Member | 32,800 |
| Advisor Leader (must purchase IT Leadership Team Members) | 32,800 |
| Cross Function Member | 23,800 |
| Role Member | 16,800 |
| **Executive Programs Leadership Team Essentials** [2] - Limited Availability [3] | |
| Leader | 84,000 |
| Essentials Member | 8,800 |
| **Executive Programs Leadership Team with Industry** [2] **(one industry)** | |
| Leader | 91,300 |
| Partner Member | 78,500 |
| Partner Leader (must purchase Enterprise IT Leadership Team with Industry Members) | 78,500 |
| Delegate Member | 50,000 |
| Delegate Leader (must purchase Industry Advisory Services Leadership Team Members) | 50,000 |
| Advisor Member | 39,600 |
| Advisor Leader (must purchase Industry Advisory Services Leadership Team Members) | 39,600 |
| Cross Function Member | 26,400 |
| Role Member | 18,700 |
| **Executive Programs Leadership Team Essentials with Industry** [2] **(one industry)** - Limited Availability [3] | |
| Leader | 91,300 |
| Essentials Member | 8,800 |
| **Enterprise IT Leadership Team** [2] | |
| Leader | 60,100 |
| Advisor Member | 30,200 |
| Cross Function Member | 18,300 |
| Role Member | 11,200 |
| Essentials Member | 8,800 |

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| **Enterprise IT Leadership Team with Industry [2] (one industry)** | |
| Leader | 67,000 |
| Advisor Member | 35,800 |
| Cross Function Member | 21,900 |
| Role Member | 12,600 |
| Essentials Member | 8,800 |
| **IT Leadership Team [2]** | |
| Leader | 30,200 |
| Advisor Member | 30,200 |
| Cross Function Member | 18,300 |
| Role Member | 11,200 |
| Essentials Member | 8,800 |
| **Industry Advisory Services Leadership Team [2] (one industry)** | |
| Leader | 35,800 |
| Advisor Member | 35,800 |
| Cross Function Member | 21,900 |
| Role Member | 12,600 |
| Essentials Member | 8,800 |
| **INDIVIDUAL SOLUTIONS** | **Unit Price** |
| **Executive Programs** | |
| Member (Single User) | 92,700 |
| Member (Multi User) | 82,300 |
| Two Additional Meetings Add-on - Limited Availability [3] | 16,500 |
| **Executive Programs with Industry (one industry)** | |
| Member (Single User) | 99,600 |
| Member (Multi User) | 89,500 |
| **Enterprise IT Leaders** | |
| Member (Single User) | 71,600 |
| Member (Multi User) | 60,100 |
| Industry Add-on (one industry) [4] | 10,500 |
| Two Onsite Meetings Add-on - Limited Availability [3] | 16,600 |
| **IT Leaders** | |
| Advisor (Single User) | 40,800 |
| Advisor (Multi User) | 30,200 |
| Reference (Single User) | 28,500 |
| Reference (Multi User) | 17,700 |
| **Industry Advisory Services (one industry)** | |
| Advisor (Single User) | 46,300 |
| Advisor (Multi User) | 35,800 |
| Reference (Single User) | 31,200 |
| Reference (Multi User) | 21,300 |

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| **Core Connect** | |
| Advisor (Single User) | 36,800 |
| Advisor (Multi User) | 26,300 |
| Reference (Single User) | 24,500 |
| Reference (Multi User) | 13,800 |
| **IT News and Insight** | 640 |
| **MULTI-USER SOLUTIONS** | **Unit Price** |
| **Technical Professionals [4]** | |
| Advisor Department | 115,900 |
| Reference Department | 78,000 |
| **Technical Professionals Team [4] - Limited Availability [3]** | 55,100 |
| **Technical Professionals SMB [4, 5]** | |
| Advisor SMB | 58,600 |
| Reference SMB | 38,900 |
| **IT Associates [4]** | |
| 100 documents | 24,300 |
| **GARTNER BUSINESS SERVICES** | **Unit Price** |
| **Customer Service & Support Leaders Team [9]** | |
| Leader | 30,200 |
| Advisor Member | 30,200 |
| Reference Member | 13,500 |
| **Customer Service & Support Leaders Individual Access** | 40,500 |
| **Finance Leaders Team [9]** | |
| Leader | 30,200 |
| Advisor Member | 30,200 |
| Reference Member | 14,000 |
| **Finance Leaders Individual Access** | 40,500 |
| **Chief Human Resources Officers Team [9]** | |
| Leader | 74,800 |
| Advisor Member | 30,200 |
| Reference Member | 16,700 |
| **Chief Human Resources Officers Individual Access** | 82,400 |
| **Human Resources Leaders Team [9]** | |
| Leader | 30,200 |
| Advisor Member | 30,200 |
| Reference Member | 16,700 |
| **Human Resources Leaders Individual Access** | 40,500 |
| **Human Resources Professionals [9]** | |
| Up to 20 HR Professionals | 37,000 |
| Up to 5 HR Professionals | 23,000 |

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| **Legal & Compliance Leaders Team** [9] | |
| Leader | 26,100 |
| Advisor Member | 26,100 |
| Reference Member | 10,400 |
| **Legal & Compliance Leaders Individual Access** | 34,600 |
| **Marketing Leaders Team** [2] | |
| Leader | 38,200 |
| Advisor Member | 38,200 |
| Reference Member | 15,000 |
| **Marketing Leaders** | |
| Advisor (Single User) | 45,900 |
| Advisor (Multi User) | 38,200 |
| **OTHER SERVICES** | **Unit Price** |
| **Strategic Advisory Services** | |
| Client - Remote Advisory Engagement | 7,700 |
| Client - Internal Advisory Engagement | 15,700 |
| **Conferences** [6] **-** 2019 ticket pricing valid to December 31, 2019 | |
| 2019 IT Symposium/Xpo Ticket | 4,600 |
| 2019 Summit Ticket (BI, Data Center, Security, or Applications) | 3,150 |
| 2019 Summit Ticket (excludes BI, Data Center, Security, and Applications) | 2,650 |
| 2019 Catalyst Ticket | 3,150 |
| 2020 Symposium Ticket | TBD |
| 2020 Summit Ticket (BI, Data Center, Security, or Apps) | TBD |
| 2020 Summit Ticket (excludes BI, Data Center, Security, Apps) | TBD |
| 2020 Catalyst Ticket | TBD |
| **RENEWAL ONLY RESEARCH AND ADVISORY SERVICES** [7] | **Unit Price** |
| **Executive Programs** - Renewal Only [7] | |
| Member Basic (Single User) | 63,200 |
| Member Basic (Multi User) | 56,500 |
| **Executive Programs with Industry (one industry)** - Renewal Only [7] | |
| Member Basic (Single User) | 70,300 |
| Member Basic (Multi User) | 63,800 |
| **IT Executives** - Renewal Only [7] | |
| CIO Signature | 103,100 |
| CIO Member (Single User) | 94,400 |
| CIO Member (Multi User) | 84,000 |
| CIO Essentials Member (Single User) | 63,200 |
| CIO Essentials Member (Multi User) | 56,500 |
| Delegate Add-on to CIO Signature - Limited Availability [3] | 44,000 |
| Industry Add-on (one industry) [4] | 10,500 |

| NON-PROFIT HIGHER EDUCATION INSTITUTIONS ONLY | Unit Price |
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| **Core IT Research Reference for Higher Education [8] (per student campus)** | |
| Core Reference for a community college | 25,700 |
| Core Reference for a college or university with 1 to 4,999 Student FTE | 25,700 |
| Core Reference for a college or university with 5,000 to 9,999 Student FTE | 51,400 |
| Core Reference for a college or university with 10,000 to 24,999 Student FTE | 77,100 |
| Core Reference for a college or university with 25,000+ Student FTE | 102,800 |
| **Technical Professionals for Higher Education [8] (per student campus)** | |
| Advisor for IT Staff only of a college or university | 58,600 |
| Reference for IT Staff only of a college or university | 38,900 |
| **CONSULTING SERVICES** | |

Gartner Consulting helps our clients deliver high business-impact IT projects. Our experienced practitioners tailor our proven solutions to our clients' specific issues to help them achieve their top priorities and drive business value. General rates for Consulting Services range from $160.00/hour to $590.00/hour. Actual rates assess will be dependent upon Scope of Work and resources deemed necessary for completion. Projects are deliverables-based and tied to a fixed price agreed upon in advance.

"Single User" applies to a buying center that has one individual license; "Multi User" applies to a buying center that has at least two qualifying licenses within the same agency or municipality. To qualify for Multi User price levels, services must be ordered on the same Service Agreement or Purchase Order and reflect a common "Bill To" address. Strategic Advisory Services, Conferences, and Add-on services do not contribute towards Multi User pricing qualification.

[1] Team Plus licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. A maximum of one Leader per Team. Each Leader type license must have three (3) to ten (10) Team Plus Members coterminous with the Leader license. An Executive Programs Leadership Team Plus with one Team Plus Leader and less than three (3) Team Plus Members is permissible so long as one of the Team Plus Members is a Delegate or Partner. Team Plus with Industry Advisory Services pricing is for one industry and all licenses in a Team Plus with Industry Advisory Services must purchase access to the same industry. All licenses in a Team Plus solution, including subteam members, must be "Team Plus" type licenses.

[2] Team licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. A maximum of one Leader per Team. Each Leader type license must have three (3) to ten (10) Team Members coterminous with the Leader license. An Executive Programs Leadership Team with one Team Leader and less than three (3) Team Members is permissible so long as one of the Team Members is a Delegate or Partner. Executive Programs Leadership Team Essentials is limited to select markets and may only consist of one (1) Team Leader and up to ten (10) Team Essentials Members per Team (other Team Member types are not permitted); contact your Account Executive for availability in your area. Team with Industry Advisory Services pricing is for one industry and all licenses in a Team with Industry Advisory Services must purchase access to the same industry. All licenses in a Team solution, including subteam members, must be "Team" type licenses and cannot include "Team Plus" licenses.

[3] Limited availability. Check with Sales Representative before purchasing.

[4] Purchasing prerequisite and/or eligibility requirements applies. Check with Sales representatives before purchasing.

[5] Technical Professionals SMB is available only to eligible small and medium size agencies with 4,000 or fewer employees. Please check with Sales representatives before purchasing.

[6] Ticket prices apply to orders received by December 31st of the Conference year indicated. For example, 2019 IT Symposium/Xpo ticket price applies to orders received on or before December 31, 2019. 2020 ticket prices have not been released; please check with account representatives for 2020 ticket pricing at the time of purchase.

[7] IT Executives Portfolio renewal services are only available to eligible license holders who purchased the service listed on or before June 30, 2014 and continuously purchase the service thereafter. Please check with Sales Representative for availability and eligibility before ordering. Industry Advisory Services Add-on must be coterminous with the base IT Executives license and requires the purchase of the same Industry Add-on license for each user within the IT Executives license (CIO Signature must purchase for the Member and each Delegate).

[8] Higher Education products are only available to eligible, not-for-profit Higher Education colleges or universities. A Core IT Research Reference for Higher Education license is for one designated, student campus based on the total full-time equivalent (FTE) student enrollment of the college or university, as assessed at the time of purchase. Purchasing prerequisites apply. Check with Sales representatives before purchasing.

[9] Gartner Business Services Team licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. A maximum of one Team Leader per Team. Each Team Leader type license must have three (3) to ten (10) Team Members coterminous with the Leader license. A Customer Service & Support Team or Legal & Compliance Leaders Team with one Team Leader and two Team Members is permissible. All licenses in a Team must be of the same business domain; for example, a Finance Leaders Team may only consist of Finance Leaders Team licenses. Human Resources Professionals requires the purchase and maintenance of a coterminous Chief Human Resources Officers Team or Human Resources Team.

**Gartner reserves the right to refresh its pricing and product offerings on an annual basis. The refreshed pricing and product offering(s) will be provided to the Client in writing and will become effective within 10 days of submission by Gartner and/or upon the Agreement's annual renewal date.**