GENERAL SERVICES ADMINISTRATION
Federal Supply Service

Authorized Federal Supply Schedule Price List

Multiple Award Schedule – MAS

FSC Group: Information Technology Professional Services
FSC Class: DA01, DG10, R408

Gartner, Inc.
56 Top Gallant Road
Stamford, CT 06902–7700

Business Size: Large Business
Telephone: (203) 964-0096
FAX Number: (571) 732-3127
Web Site: http://www.gartner.com

Contract Administrator: Gregory Parrington
1201 Wilson Blvd.
Arlington, VA 22209
703 387 5721 (Office)
866 446 3597 (Fax)
greg.parrington@gartner.com

Contract Number: 47QTCA18D008L
Contract Period: 16 March 2018 through 15 March 2023
Pricelist current through Modification #PS-0027, effective 25 August 2022

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option
to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database
system. The INTERNET address GSA Advantage!® is: GSAAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at
fss.gsa.gov
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Customer Information

1. (a) Awarded:

Special Item Number: SIN 54151S — Information Technology Professional Services
   FSC/PSCs: Class DA01

Special Item Number: SIN 54151ECOM – Electronic Commerce and Subscription Services
   FSC/PSCs: Class DG10

Special Item Number: SIN 541611 – Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
   FSC/PSCs: Class R408

Special Item Number: SIN OLM — Order-Level of Materials (OLM)

Description of Gartner Services:

Gartner, Inc. provides research and analysis on information technology (IT), computer hardware, software, communications, and related technology industries. The company operates in four segments: Research, Consulting, Executive Programs and Events.

- The Research segment provides research content and advice for IT professionals, technology companies, and the investment community in the form of reports and briefings, as well as peer networking services and membership programs designed for chief information officers and other senior executives.

- The Consulting segment offers consulting, measurement engagements, and strategic advisory services, which provide assessments of cost, performance, efficiency, and quality focused on the IT industry.

- The Executive Programs segment provides research and advice specifically tailored for CIO’s and senior IT Executives on every important technology and technology enabled business decision.

- The Events segment provides various services, such as symposia, conferences, and exhibitions focused on specialized topics in the IT industry, which include outsourcing, mobile wireless, customer relationship management, and application integration and business intelligence.

(b) Identification of the lowest price: Not Applicable

(c) Hourly Labor Rates/ Descriptions of Job Titles/ Education and Experience: See Section titled “Gartner Consulting”.

2. Maximum Order: $500,000.00.


4. Geographic Coverage: Domestic only. Domestic delivery is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

5. Point(s) of Production: Stamford, Connecticut (Gartner’s Headquarters).

6. Discount from list prices or statement of net price: Prices shown are NET prices; basic discounts have been deducted.

7. Quantity Discounts: 3% discount for Consulting Orders of $1M or greater.
8. **Prompt Payment Terms**: Net 30 Days

9. (a) **Notification that Government purchase cards are accepted at or below the micro-purchase threshold**: Yes

   (b) **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold**: Yes

10. **Foreign Items**: Not applicable

11. (a) **Time of Delivery**: Negotiable

   (b) **Expedited Delivery**: Negotiable

   (c) **Overnight and 2-day Delivery**: Negotiable

   (d) **Urgent Requirements**: Negotiable

12. **F.O.B. Point**: Destination

13. (a) **Ordering Address/Contracts Administration**:

   **Contractor’s Address**
   Gartner, Inc.
   Attn: Contract Administration
   56 Top Gallant Road
   Stamford, CT 06902-2212
   1 203 964 0096

   **Contracts Administration**
   Gartner, Inc.
   Attn: Gregory Parrington
   1201 Wilson Blvd.
   Arlington, VA 22209
   1 703 446 3597 (Fax)
   greg.parrington@gartner.com

   **Contracts Administration**
   Gartner, Inc.
   Attn: Tee Blake
   1201 Wilson Blvd.
   Arlington, VA 22209
   1 866 446 3597 (Fax)
   tee.blake@gartner.com

   (b) **Ordering Procedures**: See Federal Acquisition Regulation (FAR) 8.405 for information for the purchase of supplies and services. For information on Blanket Purchase Agreements (BPA’s) see FAR 8.405-3.

14. **Payment Address**:

   Gartner, Inc. — Accounts Receivable
   PO Box 911319
   Dallas, TX 75391 1319

15. **Warranty Provision**: Contractor’s standard commercial warranty.

16. **Export Packing Charges**: Not applicable

17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level)**: Contact Contractor

18. **Terms and conditions of rental, maintenance, and repair**: Not applicable

19. **Terms and conditions of installation**: Not applicable

20. (a) **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices**: Not applicable

   (b) **Terms and conditions for any other services**: Not applicable

21. **List of service and distribution points**: Not applicable

22. **List of participating dealers**: Not applicable

23. **Preventive Maintenance**: Not applicable

24. (a) **Special attributes such as environmental attributes**: Not applicable
(b) **Section 508 Compliance Information:** Professional services offered herein are consulting services, which are not generally considered Electronic and Information Technology (EIT) and are not provided by the government to employees or to the public. Section 508 Compliance does not apply to these services.

If these services are ordered in support of agency requirements relating to EIT applications, products or services provided to employees or to the public, then, Gartner will address Section 508 Compliance requirements in conjunction with a specific Task Order or Statement of Work.

More details can be found at Gartner Accessibility Web Site: [www.gartner.com](http://www.gartner.com).

**25. Data Universal Number System (DUNS) Number:** 09 722 0180

**26. Notification regarding registration in System for Award Management (SAM):**

Gartner, Inc. is registered in the System for Award Management at [https://www.sam.gov/portal/public/SAM/](https://www.sam.gov/portal/public/SAM/)


**27. Tax ID Number:** 04 3099750

**28. CAGE Code:** 0EFU3
## Terms and Conditions

1. **INVOICES**

For Consulting services invoices shall be submitted as proposed at the Task Order level.

For Research Subscription services, invoicing and payment in full is authorized concurrent with commencement of deliverables [access to the subscription services] on the first day of the period of performance.

2. **INTELLECTUAL PROPERTY**

   a. Gartner shall retain sole and exclusive ownership of the Deliverable(s), Gartner tools, methodologies, questionnaires, responses, and proprietary research and data generated in the course of performing the Services, together with all intellectual property rights therein (the “Gartner Materials”). Gartner grants to Client a perpetual, non-exclusive, royalty-free license to use the Deliverables, subject to the limitations set forth in Section 3.

   b. Nothing contained herein shall preclude Gartner from rendering services to others or developing work products that are competitive with, or functionally comparable to, the Services. Gartner shall not be restricted in its use of ideas, concepts, know-how, data and techniques acquired or learned in the course of performing the Services, provided that Gartner shall not use or disclose any of Client’s confidential information, as defined in Section 4.

   c. With respect to any benchmarking Services performed by Gartner, Client acknowledges that (i) the contents of the Benchmarking Report (as defined in the Statement of Work) and other deliverables are based upon information which is proprietary to Gartner and contained in Gartner’s proprietary database, (ii) the contents of the database belong to Gartner solely, (iii) Client’s data will become part of the database, (iv) Gartner will code any presentation of Client’s data to preserve Client’s anonymity, and (v) the database will be used by Gartner in future consulting and benchmarking engagements.

   d. Client shall retain its rights in any proprietary material that Client supplies to Gartner. If Client provides Gartner with materials owned or controlled by Client or with use of, or access to, such materials, Client grants to Gartner all rights and licenses that are necessary for Gartner to fulfill its obligations under each Statement of Work.

   e. Gartner’s Deliverables are a blend of pre-existing, copyrighted and/or proprietary Gartner intellectual property (IP) that has been developed at private expense and may contain analysis and recommendations unique to individual Clients. Therefore, Gartner cannot list documents or identify pre-existing IP in advance of the completion of individual Deliverables. Gartner Deliverables are therefore “Limited Rights Data” as that term is defined in FAR 52.227-14 — Rights in Data General, and FAR 52.227-14 — Rights in Data General alternate II this clause/definition shall apply to all Gartner Deliverables.

3. **USE OF DELIVERABLES — CONSULTING SERVICES**

Subject to payment in full of the applicable fees, Gartner grants to Client for internal purposes only a worldwide, royalty-free, perpetual license to use, reproduce, display, distribute copies of, and prepare derivative works of the Deliverables. Unless the Deliverable is a Request for Proposal (RFP) or similar document intended to be distributed by Client, Client shall not make the Deliverables available, in whole or in part, to anyone outside of Client, or quote excerpts from the...
Deliverables to the public. Notwithstanding the foregoing, Client may share the Deliverables with (i) its outside auditors and/or accountants, (ii) third parties who have signed appropriate confidentiality agreements with Client who are engaged by Client to review or implement suggestions or to further research the issues contained in the Deliverables, and (iii) governmental or regulatory bodies as required by law, and (iv) with Client’s Affiliates provided that its Affiliates are made aware of the obligations under this Section and that Client remains liable for the use made of the Deliverables by its Affiliates.

4. CONFIDENTIALITY — CONSULTING SERVICES
   a. The parties agree to keep confidential and not to use or disclose to any third parties any non-public business information of the other party learned or disclosed in connection with each Statement of Work (SOW), including the Gartner Materials. The obligation of the parties with respect to the Confidential Information shall terminate with respect to any particular portion of the Confidential Information if and when: (i) it is in the public domain at the time of its communication; (ii) it is developed independently by the receiving party without use of any confidential information; (iii) it enters the public domain through no fault of the receiving party subsequent to the time of the disclosing party’s communication to the receiving party; (iv) it is in the receiving party’s possession free of any obligation of confidence at the time of the disclosing party’s communication; (v) it is communicated by the disclosing party to a third party free of any obligation of confidence; or (vi) the receiving party has the disclosing party’s written permission.

   b. Each party shall provide notice to the other of any demand made upon it under lawful process to disclose or provide any of the other party’s Confidential Information. The receiving party agrees to cooperate with the disclosing party, at the disclosing party’s expense, if the disclosing party elects to seek reasonable protective arrangements or oppose such disclosure. Any Confidential Information disclosed pursuant to such lawful process shall continue to be Confidential Information.

   c. In performing its obligations under this Schedule, each of Gartner and Client will comply with all applicable data privacy legislation. In the event that any personal data is exchanged under this Schedule or any SOW, the parties shall treat such personal data in accordance with their respective privacy policies.

5. GARTNER USAGE POLICY — RESEARCH SUBSCRIPTION SERVICES

The Gartner Usage Policy (formerly the Usage Guidelines for Gartner Services) outlines how licensed users of Gartner research are entitled to use our Services with regard to (a) Research Documents (Internal Use), (b) Research Documents (External Use), (c) Analyst Inquiry and (d) Usernames & Passwords. Through the inclusion of practical scenarios, the Gartner Usage Policy helps you use the Services within the parameters of your License and also get the most value out of your Gartner relationship.

Each Licensed User must establish and maintain a current profile on gartner.com. Each Licensed User will be issued a user ID and password, which are for their own personal use and which may not be shared with any other individual or group, either inside or outside of the Client organization.

Use of this Service is governed by the Usage Policy for Gartner Services, which are accessible on the Policies section of gartner.com.

Gartner Research Subscription Services:
**Services** are the subscription-based research and related services described herein. Service Descriptions, Names, and Levels of Access are as detailed for each product offering. Gartner may periodically update the names and the deliverables for each Service.

**Modification of Services by Gartner.** In order to remain current and timely in its Service offerings, Gartner may make minor modifications from time to time in the content of any Service. If Gartner discontinues any Service in its entirety, Client may, at its option, receive a substitute Service, or obtain a pro rata refund of the fees paid for the discontinued Service.

**User** is the individual named in the Client Purchase Order (each a “Licensed User”) who is licensed to use the Services. Client will limit access to the Services to the agreed upon number of Users.

**Ownership and Use of the Services — Research Subscription Services**

Gartner owns and retains all rights to the Services not expressly granted to Client. Only the individuals named in the Order (each a “Licensed User”) may access the Services. Each Licensed User will be issued a unique password, which may not be shared. Client agrees to review and comply with the Gartner Usage Policy, which is accessible to all Licensed Users via the “Policies” section of gartner.com. Among other things, the Gartner Usage Policy describes how Client may substitute Licensed Users, excerpt from and/or share Gartner research documents within the Client organization, and quote or excerpt from the Services externally.

**Client Confidential Information — Research Subscription Services.**

Gartner agrees to keep confidential any Client-specific information communicated by Client to Gartner in connection with the Order that is (i) clearly marked confidential if provided in written form, or (ii) preceded by a statement that such information is confidential, if provided in oral form, and such statement is confirmed in writing within 15 days of its initial disclosure. This obligation of confidence shall not apply to any information that: (1) is in the public domain at the time of its communication; (2) is independently developed by Gartner; (3) entered the public domain through no fault of Gartner subsequent to Client's communication to Gartner; (4) is in Gartner's possession free of any obligation of confidence at the time of Client's communication to Gartner; or (5) is communicated by the Client to a third party free of any obligation of confidence. Additionally, Gartner may disclose such information to the extent required by legal process.

**6. DATA PROTECTION**

In performing its obligations under the Order, Gartner and Client will each comply with all applicable data privacy legislation. Without limitation to this, Client shall ensure that any disclosure of personal data, whether in relation to Client's employees or otherwise, made to Gartner by Client or on its behalf is made with the data subject's consent or is otherwise lawful. In so far as any disclosure relates to Client's own employee or subcontractor, Client shall notify that employee or subcontractor that Gartner and its affiliates may: (a) use the personal data to provide Client with the Services, (b) disclose the personal data to third parties to provide the Services; and (c) inform Client about other products or services that Gartner believes may be of interest. If any person does not wish to receive such Gartner communications, they may contact Gartner at privacy@gartner.com.

**7. WARRANTIES**
a. Client warrants that Gartner’s use of any materials furnished by Client in connection with a Statement of Work does not infringe any copyright, trademark, trade secret or other right of any third party.

b. Gartner asserts that the Deliverables, in the form provided to Client, do not infringe any copyright, trademark, trade secret or other right of any third party.

c. ALL SERVICES ARE PROVIDED ON AN “AS IS” BASIS. GARTNER DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, STATUTORY OR OTHERWISE, INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. THE INFORMATION IN THE DELIVERABLES HAS BEEN OBTAINED FROM SOURCES THAT GARTNER BELIEVES TO BE RELIABLE. ALL DELIVERABLES SPEAK AS OF THE DATE OF DELIVERY TO THE CLIENT. GARTNER HAS NO OBLIGATION TO ADVISE CLIENT OF ANY CHANGE IN THE INFORMATION OR VIEWS CONTAINED IN THE DELIVERABLES.

8. LIMITATION OF LIABILITY

Neither party shall be liable for any consequential, indirect, special or incidental damages, such as damages for lost profits, business failure or loss arising out of use of the Deliverables or the Services, whether or not advised of the possibility of such damages. Except for liability for personal injury or death or for damage to property caused by the negligence or willful misconduct of Gartner or its employees, Gartner’s total liability arising out of the provision of the Services hereunder shall be limited to the fee paid by Client under the Statement of Work under which such liability arises. The foregoing exclusion/limitation of liability shall not apply to (1) personal injury or death resulting from Gartner’s negligence, (2) for fraud, or (3) for any other matter for which liability cannot be excluded by law.

9. Temporary Multi-year Order Pricing

For the below Research products, a 5% discount will be applied to the first year of a two-year multi-year Order. The Temporary Multi-year Order Pricing is effective through 31 December 2022.

List of Eligible Research Products:
- CIOs Team Plus - Team Leader
- CIOs Individual Access
- CISOs or CDAOs - Team Member
- CISOs Executive or CDAOs Executive - Team Leader
- CISOs Executive or CDAOs Executive - Team Member
- CISOs Executive or CDAOs Executive - Tech Professional Team Member
- CISOs Executive or CDAOs Executive - Individual Access
- CISOs Executive or CDAOs Executive - Individual Access
- CISOs or CDAOs - Team Leader
- CISOs or CDAOs - Team Member
- CISOs or CDAOs - Tech Professional Team Member
- CISOs or CDAOs - Individual Access
- CISOs or CDAOs - Individual Access
- R&D Leaders - Team Member Reference
Gartner Research Subscription Services

Gartner C-Suite Portfolio

Today’s complex technology environment demands technology know-how, and Gartner is uniquely qualified to help senior executives attain it. Gartner provides more than 4,000 senior technology executives with unbiased insight on key technology issues and best practices. C-suite executives depend on Gartner for insight on how to maximize their technology investments and drive business result. With Gartner, make better decisions and save time to drive a competitive advantage.

Gartner’s C-suite portfolio offers both team solutions and programs specifically to support the individual needs of the senior technology executive.

Levels of Service

There are multiple levels of service within the Gartner C-suite portfolio:

- Gartner Research Board Global CIO Team Plus
- Gartner Research Board Global IT Leadership Team Plus
- Gartner Executive Programs Leadership Team Plus
- Gartner Executive Programs Leadership Team
- Gartner Executive Programs – Member and Member Basic
- Gartner for IT Executives Portfolio
- Gartner for CIOs Team Plus
- Gartner for CIOs Individual Access
- Gartner for Global Chief Supply Chain Officers
- Gartner for Chief Supply Chain Officers
- Gartner for Chief Financial Officers
- Gartner for Chief Human Resources Officers
Gartner Research Board Global CIO Team Plus

Every Team Plus solution has a Team Leader. There are several ways configure Team Plus solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**


Divisional CIO:  [http://sd.gartner.com/sd_gcio_team_plus_divisional_member.pdf](http://sd.gartner.com/sd_gcio_team_plus_divisional_member.pdf)

Global IT Leader:  [http://sd.gartner.com/sd_gcio_team_plus_global_itl_member.pdf](http://sd.gartner.com/sd_gcio_team_plus_global_itl_member.pdf)

Table 1. Gartner Research Board: Global CIO Team Plus

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global CIO (Team Leader) (New Subscriber — On or After 1 Mar 2022)</td>
<td>1</td>
<td>$196,294</td>
</tr>
<tr>
<td>Global CIO (Team Leader) (Renewing Subscriber — Before 1 Mar 2022)</td>
<td>1</td>
<td>$190,464</td>
</tr>
<tr>
<td>Divisional CIO (Team Member)</td>
<td>1</td>
<td>$146,736</td>
</tr>
<tr>
<td>Global IT Leader (Team Member)</td>
<td>1</td>
<td>$146,736</td>
</tr>
</tbody>
</table>

Notes:

- **Invitation Only.** Please check with your Gartner sales representative before ordering.
- "New Subscriber on or after 1 Mar 2022" pricing is available to eligible license holders who purchased the service on or after 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber before 1 Mar 2022" pricing is only available to eligible license holders who purchased the service before 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- Team Plus Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Plus Leader and one (1) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. All Team Plus Member licenses must be coterminous with the Team Plus Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
**Gartner Research Board Global IT Leadership Team Plus**

Every Team Plus solution has a Team Leader. There are several ways to configure Team Plus solutions with different types of Team Members based on the Team Leaders’ critical initiatives.

**Deliverables**

- **Global Partner Team Member**: [http://sd.gartner.com/sd_ggitl_team_plus_ge_partner_member.pdf](http://sd.gartner.com/sd_ggitl_team_plus_ge_partner_member.pdf)
- **Advisor Team Member**: [http://sd.gartner.com/sd_ggitl_team_plus_advisor_member.pdf](http://sd.gartner.com/sd_ggitl_team_plus_advisor_member.pdf)

**Table 2. Gartner Research Board Global IT Leadership Team Plus**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$134,159</td>
</tr>
<tr>
<td>Global Partner Team Member</td>
<td>1</td>
<td>$122,336</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$46,579</td>
</tr>
</tbody>
</table>

**Notes:**

- **Invitation Only**: Please check with your Gartner sales representative before ordering.
- Team Plus Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Plus Leader and three (3) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. A Team 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 Global Enterprise Partner Member or Partner Member. Each Partner requires at least 2 Advisor and/or Cross Function members. All Team Plus Member licenses must be coterminous with the Team Plus Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner Executive Programs Leadership Team Plus for Global Enterprises

Gartner Executive Programs Leadership Team Plus for Global Enterprises maximizes the value of Gartner with exclusive benefits and concierge-level services that empower CIOs and their teams to drive greater business success.

- A stronger, more efficient team for better decision making.
- A strategic partnership that unlocks the value of Gartner.
- End-to-end research and advice to keep you and the team focused.

Every Team Plus solution has a Team Leader. There are several ways configure Team Plus solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**

- IT Executive: [http://sd.gartner.com/sd_ep_team_plus_ge_ite.pdf](http://sd.gartner.com/sd_ep_team_plus_ge_ite.pdf)
- Global Partner: [http://sd.gartner.com/sd_ep_team_plus_ge_global_partner.pdf](http://sd.gartner.com/sd_ep_team_plus_ge_global_partner.pdf)
- Cross Function Team Member: [http://sd.gartner.com/sd_ep_team_plus_cf.pdf](http://sd.gartner.com/sd_ep_team_plus_cf.pdf)

**Table 3. Gartner Executive Programs Leadership Team Plus for Global Enterprises: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leader (New Subscriber — On or after 1 Mar 2022)</td>
<td>1</td>
<td>$145,676</td>
</tr>
<tr>
<td>Leader (Renewing Subscriber — Before 1 Mar 2022)</td>
<td>1</td>
<td>$141,350</td>
</tr>
<tr>
<td>IT Executive (New Subscriber — On or after 1 Mar 2022)</td>
<td>1</td>
<td>$145,676</td>
</tr>
<tr>
<td>IT Executive (Renewing Subscriber — Before 1 Mar 2022)</td>
<td>1</td>
<td>$141,350</td>
</tr>
<tr>
<td>Global Partner</td>
<td>1</td>
<td>$125,860</td>
</tr>
<tr>
<td>Delegate Team Leader* — Renewal Only</td>
<td>1</td>
<td>$52,092</td>
</tr>
<tr>
<td>Advisor Team Leader*</td>
<td>1</td>
<td>$38,200</td>
</tr>
<tr>
<td>Cross Function Team Member*</td>
<td>1</td>
<td>$26,662</td>
</tr>
</tbody>
</table>

Notes:

- The Executive Programs Leadership Team Plus Delegate Team Leader, Advisor Team Leader and Cross Function Team Member are available to use in conjunction with the listed Global Enterprises services.
- Limited availability and/or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.
- "New Subscriber on or after 1 Mar 2022" pricing is available to eligible license holders who purchased the service on or after 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
"Renewing subscriber before 1 Mar 2022" pricing is only available to eligible license holders who purchased the service before 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.

Team Plus Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.

Each Team must consist of one Team Plus Leader and three (3) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. Each Partner requires at least three (3) Advisor and/or Cross Function members. A Team 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 an IT Executive or Partner Leader with at least three (3) Enterprise IT Leadership Team Plus Advisor and/or Cross Function Team Plus Member licenses. All Team Plus Member licenses must be coterminous with the Team Plus Leader license.

All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).

Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.

Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.

All Team Memberships commence on the first day of the calendar month.

Pricing is for Annual Membership.

Additional Team Members may be added, coterminous with the existing contract end date.

Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner Executive Programs Leadership Team Plus

Gartner Executive Programs Leadership Team Plus maximizes the value of Gartner with exclusive benefits and concierge-level services that empower CIOs and their teams to drive greater business success.

- A stronger, more efficient team for better decision making.
- A strategic partnership that unlocks the value of Gartner.
- End-to-end research and advice to keep you and the team focused.

Every Team Plus solution has a Team Leader. There are several ways configure Team Plus solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**

| Team Leader: | http://sd.gartner.com/sd_ep_team_plus_leader.pdf |
| IT Executives Member: | http://sd.gartner.com/sd_ep_team_plus_ite_member.pdf |
| IT Executives Leader: | http://sd.gartner.com/sd_ep_team_plus_ite_leader.pdf |
| Partner Member: | http://sd.gartner.com/sd_ep_team_plus_partner.pdf |
| Partner Leader: | http://sd.gartner.com/sd_ep_team_plus_partner_leader.pdf |
| Delegate Member: | http://sd.gartner.com/sd_ep_team_plus_delegate.pdf |
| Advisor Member: | http://sd.gartner.com/sd_ep_team_plus_advisor.pdf |
| Cross Function Member: | http://sd.gartner.com/sd_ep_team_plus_cf.pdf |

**Table 4. Gartner Executive Programs Leadership Team Plus: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader (New Subscriber on or after 1 Mar 2022)</td>
<td>1</td>
<td>$98,900</td>
</tr>
<tr>
<td>Team Leader (Renewing Subscriber prior to 1 Mar 2022)</td>
<td>1</td>
<td>$98,085</td>
</tr>
<tr>
<td>IT Executives Member or IT Executives Leader (New Subscriber on or after 1 Mar 2022)</td>
<td>1</td>
<td>$98,900</td>
</tr>
<tr>
<td>IT Executives Member or IT Executives Leader (Renewing Subscriber prior to 1 Mar 2022)</td>
<td>1</td>
<td>$98,085</td>
</tr>
<tr>
<td>Partner Member or Partner Leader (New Subscriber On or After 1 Mar 2022)</td>
<td>1</td>
<td>$87,314</td>
</tr>
<tr>
<td>Partner Member or Partner Leader (Between 1 Feb 2021 and 1 Mar 2022)</td>
<td>1</td>
<td>$83,643</td>
</tr>
<tr>
<td>Partner Member or Partner Leader (Renewing Subscriber prior to 1 Feb 2021)</td>
<td>1</td>
<td>$79,841</td>
</tr>
<tr>
<td>Delegate Member or Delegate Leader — Renewal Only</td>
<td>1</td>
<td>$52,092</td>
</tr>
<tr>
<td>Advisor Member or Advisor Leader</td>
<td>1</td>
<td>$38,200</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$26,662</td>
</tr>
</tbody>
</table>

**Notes:**

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**"New Subscriber on or after 1 Mar 2022"** pricing is available to eligible license holders who purchased the service on or after 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.

**"Between 1 Feb 2021 and 1 Mar 2022"** pricing is only available to eligible license holders who purchased the service between 1 February 2021 and 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.

**"Renewing Subscriber prior to 1 Mar 2022"** pricing is only available to eligible license holders who purchased the service before 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.

**"Renewing Subscriber prior to 1 Feb 2021"** pricing is only available to eligible license holders who purchased the service before 1 February 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.

Team Plus Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.

Each Team must consist of one Team Plus Leader and three (3) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. Each Partner requires at least three (3) Advisor and/or Cross Function members. A Team 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 an IT Executive or Partner Leader with at least three (3) Enterprise IT Leadership Team Plus Advisor and/or Cross Function Team Plus Member licenses. All Team Plus Member licenses must be coterminous with the Team Plus Leader license.

All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).

Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.

Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.

All Team Memberships commence on the first day of the calendar month.

Pricing is for Annual Membership.

Additional Team Members may be added, coterminous with the existing contract end date.

Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner Executive Programs Leadership Team

Gartner Executive Programs Leadership Team maximizes the value of Gartner with exclusive benefits and concierge-level services that empower CIOs and their teams to drive greater business success.

- A stronger, more efficient team for better decision making.
- A strategic partnership that unlocks the value of Gartner.
- End-to-end research and advice to keep you and the team focused.

Every Leadership Team solution has a Team Leader. There are several ways configure Team solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**

- IT Executives Member: [http://sd.gartner.com/sd_ep_team_ite_member.pdf](http://sd.gartner.com/sd_ep_team_ite_member.pdf)
- Partner Member: [http://sd.gartner.com/sd_ep_team_partner.pdf](http://sd.gartner.com/sd_ep_team_partner.pdf)
- Delegate Member: [http://sd.gartner.com/sd_ep_team_delegate.pdf](http://sd.gartner.com/sd_ep_team_delegate.pdf)
- Advisor Member: [http://sd.gartner.com/sd_ep_team_advisor.pdf](http://sd.gartner.com/sd_ep_team_advisor.pdf)
- Cross Function Member: [http://sd.gartner.com/sd_ep_team Cf.pdf](http://sd.gartner.com/sd_ep_team Cf.pdf)
- Role Member: [http://sd.gartner.com/sd_ep_team_role.pdf](http://sd.gartner.com/sd_ep_team_role.pdf)

**Table 5. Gartner Executive Programs Leadership Team: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader (New Subscriber on or after 1 Mar 2022)</td>
<td>1</td>
<td>$90,842</td>
</tr>
<tr>
<td>Team Leader (Renewing Subscriber prior to 1 Mar 2022)</td>
<td>1</td>
<td>$90,136</td>
</tr>
<tr>
<td>IT Executives Member or IT Executives Leader (New Subscriber on or after 1 Mar 2022)</td>
<td>1</td>
<td>$90,842</td>
</tr>
<tr>
<td>IT Executives Member or IT Executives Leader (Renewing Subscriber prior to 1 Mar 2022)</td>
<td>1</td>
<td>$90,136</td>
</tr>
<tr>
<td>Partner Member or Partner Leader (New Subscriber on or after 1 Mar 2022)</td>
<td>1</td>
<td>$80,095</td>
</tr>
<tr>
<td>Partner Member or Partner Leader (Between 1 Feb 2021 and 1 Mar 2022)</td>
<td>1</td>
<td>$76,728</td>
</tr>
<tr>
<td>Partner Member or Partner Leader (Renewing Subscriber prior to 1 Feb 2021)</td>
<td>1</td>
<td>$73,240</td>
</tr>
<tr>
<td>Delegate Member or Delegate Leader – Renewal Only</td>
<td>1</td>
<td>$47,824</td>
</tr>
<tr>
<td>Advisor Member or Advisor Leader</td>
<td>1</td>
<td>$35,047</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$24,436</td>
</tr>
<tr>
<td>Role</td>
<td>Quantity</td>
<td>Price</td>
</tr>
<tr>
<td>--------------</td>
<td>----------</td>
<td>--------</td>
</tr>
<tr>
<td>Member</td>
<td>1</td>
<td>$17,025</td>
</tr>
<tr>
<td>Essentials*</td>
<td>1</td>
<td>$9,502</td>
</tr>
</tbody>
</table>

Notes:

- "New Subscriber on or after 1 Mar 2022" pricing is available to eligible license holders who purchased the service on or after 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Between 1 Feb 2021 and 1 Mar 2022" pricing is only available to eligible license holders who purchased the service between 1 February 2021 and 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber prior to 1 Mar 2022" pricing is only available to eligible license holders who purchased the service before 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber prior to 1 Feb 2021" pricing is only available to eligible license holders who purchased the service before 1 February 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- Team Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. Each Partner requires at least three (3) Advisor and/or Cross Function members. A Team with one Team Leader and less than three (3) Team Members is permissible so long as one of the Team Members is an IT Executive or Partner Leader with at least three (3) Enterprise IT Leadership Team Advisor and/or Cross Function Team Member licenses. All Team Member licenses must be coterminous with the Team Leader license.
- * EXP Leadership Team Essentials is limited to select markets. Contact your Account Executive for availability in your area.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner Executive Programs Member and Member Basic

The Executive Programs Member and Member Basic (the “Service”) is for the most senior-level technology executives of complex organizations or enterprises whose business models rely heavily on IT. This Service provides the Client with an ongoing advisory relationship with Gartner and assistance in crafting answers to questions where standard industry practices have not yet been defined.

Client may designate one (1) Licensed User, referred to as the “Member”, who has access to the Deliverables.

**Deliverables**

- **Executive Programs Member**: [http://sd.gartner.com/sd_ep_member.pdf](http://sd.gartner.com/sd_ep_member.pdf)
- **Executive Programs Member Basic**: [http://sd.gartner.com/sd_ep_member_basic.pdf](http://sd.gartner.com/sd_ep_member_basic.pdf)

**Table 6. Executive Programs Member and Member Basic Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Executive Programs — Member (New Subscriber on or after 1 Mar 2022)</td>
<td>1</td>
<td>$100,167</td>
<td>$89,007</td>
</tr>
<tr>
<td>Executive Programs — Member (Renewing Subscriber prior to 1 Mar 2022)</td>
<td>1</td>
<td>$99,530</td>
<td>$88,315</td>
</tr>
<tr>
<td>Executive Programs — Member Basic *Renewal Only</td>
<td>1</td>
<td>$68,480</td>
<td>$61,265</td>
</tr>
</tbody>
</table>

*Renewal Only: Executive Programs Member Basic is no longer available for new orders.

Note:

- "New Subscriber on or after 1 Mar 2022" pricing is available to eligible license holders who purchased the service on or after 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber prior to 1 Mar 2022" pricing is only available to eligible license holders who purchased the service before 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- Executive Programs Member and Member Basic contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi-user/member pricing for Executive Programs Member and Member Basic.
- All Memberships require an annual contract.
- All Memberships commence on the first day of the calendar month.
- Pricing is for Annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for IT Executives — CIO Signature — Renewal Only*

The Gartner for IT Executives CIO Signature membership (the “Service”) is for the most senior technology executive of complex organizations or enterprises whose business models rely heavily on IT. This Service provides Client with an ongoing advisory relationship with Gartner and assistance in crafting answers to questions where standard industry practices have not yet been defined.

Client may designate two (2) Licensed Users, referred to as: (i) the “Member” and (ii) the “Delegate”.

**Deliverables**


Table 7. Gartner for IT Executives: CIO Signature Pricing — Renewal Only

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Executives — CIO Signature</td>
<td>1</td>
<td>$113,475</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Notes:

- **Renewal Only.** IT Executives CIO Signature is no longer available for new orders. Note: Gartner may waive this restriction as deemed necessary on a case-by-case basis.
- Multi-member pricing for CIO Signature memberships is not available.
- CIO Signature contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All CIO Signature Memberships require an annual contract.
- All CIO Signature Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for IT Executives — CIO — Renewal Only*

The Gartner for IT Executives CIO membership (the “Service”) is for the most senior-level technology executives of complex organizations or enterprises whose business models rely heavily on IT. This Service provides the Client with an ongoing advisory relationship with Gartner and assistance in crafting answers to questions where standard industry practices have not yet been defined.

Client may designate one (1) Licensed User, referred to as the “Member”, who has access to the Deliverables.

**Deliverables**


Table 8. Gartner for IT Executives: CIO Pricing – Renewal Only

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Executives — CIO</td>
<td>1</td>
<td>$102,613</td>
<td>$91,014</td>
</tr>
</tbody>
</table>

Notes:

- **Renewal Only.** IT Executives CIO is no longer available for new orders. Note: Gartner may waive this restriction as deemed necessary on a case-by-case basis.
- CIO contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi-user/member pricing for CIO.
- All CIO Memberships require an annual contract.
- All CIO Memberships commence on the first day of the calendar month.
- Pricing is for Annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for IT Executives — CIO Essentials — Renewal Only*  

Gartner for IT Executives CIO Essentials (the “Service”) is intended to assist the most senior-level IT executives in operating their business as cost-effectively as possible.

Client may designate one (1) Licensed User, referred to as the “Member”, who has access to the Deliverables.

Deliverables


Table 9. Gartner for IT Executives: CIO Essentials Pricing – Renewal Only

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Executives — CIO Essentials</td>
<td>1</td>
<td>$68,480</td>
<td>$61,265</td>
</tr>
</tbody>
</table>

Notes:
- **Renewal Only.** IT Executives CIO Essentials is no longer available for new orders. Note: Gartner may waive this restriction as deemed necessary on a case-by-case basis.
- CIO Essentials contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi-user/member pricing for CIO Essentials.
- All CIO Essentials Memberships require an annual contract.
- All CIO Essentials Memberships commence on the first day of the calendar month.
- Pricing is for Annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for IT Executives — Two Additional Meetings Add-On

The Gartner for IT Executives Two Additional Meetings Add-on (the “Service”) provides Gartner for IT Executives Licensed Users (“Members”) with two (2) strategy meetings (“Sessions”) with their assigned primary service delivery associate (“Executive Partner”). This Service is available only to Members who also have a Gartner Executive Member, Gartner for IT Executives CIO Signature membership or a Gartner for IT Executives CIO membership.

Delegate Add-on for Gartner for IT Executives CIO Signature

The Delegate Add-on for Gartner for IT Executives CIO Signature (the “Service”) permits Licensed Users of the Gartner for IT Executives CIO Signature Program, referred to as “Members,” to designate a second Licensed User, referred to as the “Delegate,” for the purpose of assisting the Member and furthering the Member’s agenda and priorities.

Deliverables

Two Additional Meetings Add-on:  http://sd.gartner.com/sd_ep_2_addl_meetings.pdf  
http://sd.gartner.com/sd_eitl_2_onsite_meetings_addon.pdf  
http://sd.gartner.com/sd_escl_2_onsite_meetings_addon.pdf


Table 10. Gartner Add-ons: Pricing – Requires Approval

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
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</thead>
<tbody>
<tr>
<td>CIO Signature Delegate Add-on – Renewal Only</td>
<td>1</td>
<td>$48,639</td>
<td>N/A</td>
</tr>
<tr>
<td>Two Meeting Add-on</td>
<td>1</td>
<td>$17,867</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Notes:

- **Limited availability** — contact your Gartner Account Executive.
  - CIO Signature Delegate Add-on may be added to CIO Signature, coterminous with the existing contract end date. Price of the additional member will not be pro-rated if the remaining term is less than 12 months.
  - Meeting Add-on may be added to Executive Programs Member, IT Executives–CIO Signature, IT Executives–CIO, Enterprise for IT Leaders, or Enterprise for Supply Chain Leaders memberships, coterminous with the existing contract end date. Price of the additional member will not be pro-rated if the remaining term is less than 12 months.

- Multi-member pricing for Add-on memberships is not available.
- “Add-on” Gartner product memberships do not contribute (“count”) toward multi-user price levels on other Gartner Product offerings within the same agency.
- Pricing is for an annual membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for CIOs Team Plus

Gartner for CIOs Team Plus: Team Leader (the “Service”) is designed for the most senior technology executive in the client company (“Client”), typically the CIO, and his or her leadership team. The Service provides access to Gartner Research and Research Experts related to all IT roles as well as specific research for the CIO role.

**Deliverables**

<table>
<thead>
<tr>
<th>Role</th>
<th>Link</th>
</tr>
</thead>
</table>

Table 11. Gartner for CIOs: Team Plus Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$62,442</td>
</tr>
<tr>
<td>Advisor Leader or Advisor Member</td>
<td>1</td>
<td>$38,200</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$26,662</td>
</tr>
</tbody>
</table>

Notes:

- Team Plus Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Plus Leader and one (1) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. All Team Plus Member licenses must be coterminous with the Team Plus Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for CIOs Individual Access

Gartner for CIOs Individual Access Advisor (the “Service”) is designed for the most senior technology executive in the client company (“Client”), typically the CIO. The Service provides access to Gartner Research and Research Experts related to all IT roles as well as specific research for the CIO role.

**Deliverables**


Table 12. Gartner for CIOs: Individual Access Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Access Advisor</td>
<td>1</td>
<td>$68,626</td>
<td>$62,442</td>
</tr>
</tbody>
</table>

Notes:

- CIOs Individual Access contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi-user/member pricing for CIOs Individual Access.
- All CIOs Individual Access Memberships require an annual contract.
- All CIOs Individual Access Memberships commence on the first day of the calendar month.
- Pricing is for Annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member's individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Global Chief Supply Chain Officers Leadership Team

Global Chief Supply Chain Officers Leadership Team maximizes the value of Gartner with exclusive benefits and concierge-level services that empower heads of supply chain work through their leadership teams and the program to provide deep, objective insight essential for transformative leadership and drive mission-critical priorities of the most complex organizations.

Every Team solution has a Team Leader. There are several ways configure Team solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**

- Partner Member: [http://sd.gartner.com/sd_gcsco_team_partner.pdf](http://sd.gartner.com/sd_gcsco_team_partner.pdf)
- Delegate Member: [http://sd.gartner.com/sd_gcsco_team_delegate.pdf](http://sd.gartner.com/sd_gcsco_team_delegate.pdf)
- Advisor Member: [http://sd.gartner.com/sd_gcsco_team_advisor.pdf](http://sd.gartner.com/sd_gcsco_team_advisor.pdf)

**Table 13. Gartner for Global Chief Supply Chain Officers Leadership Team: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leader</td>
<td>1</td>
<td>$132,138</td>
</tr>
<tr>
<td>Partner Member</td>
<td>1</td>
<td>$75,076</td>
</tr>
<tr>
<td>Delegate Member</td>
<td>1</td>
<td>$51,122</td>
</tr>
<tr>
<td>Advisor Member</td>
<td>1</td>
<td>$38,171</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$26,389</td>
</tr>
</tbody>
</table>

Notes:

- **Invitation Only.** Please check with your Gartner sales representative before ordering.
- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminal with the Team Leader license.
- A Team with a Partner license requires a minimum of three (3) Advisor and/or Cross Function members per Partner license.
- A Team may have a maximum of one (1) Delegate license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description)
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminal with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Global Chief Supply Chain Officers

Global Chief Supply Chain Officers maximizes the value of Gartner with exclusive benefits and concierge-level services that empower heads of supply chain and provide deep, objective insight essential for transformative leadership and drive mission-critical priorities of the most complex organizations.

**Deliverables**

- Delegate: [http://sd.gartner.com/sd_gcsco_delegate_individual_access.pdf](http://sd.gartner.com/sd_gcsco_delegate_individual_access.pdf)

### Table 14. Gartner for Global Chief Supply Chain Officers: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Chief Supply Chain Officers Individual Access</td>
<td>1</td>
<td>$146,841</td>
<td>$132,138</td>
</tr>
<tr>
<td>Global Chief Supply Chain Officers Delegate</td>
<td>1</td>
<td></td>
<td>$51,122</td>
</tr>
</tbody>
</table>

**Notes:**

- **Invitation Only.** Please check with your Gartner sales representative before ordering.
- Global Chief Supply Chain Officers license contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Delegate must be purchased in increments of three (3). All Delegate licenses must be coterminous with the Individual Access license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Delegates may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Chief Supply Chain Officers Leadership Team

Chief Supply Chain Officers Leadership Team is a membership-based program for the most senior supply chain leaders that combines pragmatic Gartner research with the real-world experience of peers, delivered through a personalized service model that tailors advice to the member's key initiatives to improve business performance and leadership.

Every Team solution has a Team Leader. There are several ways configure Team solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**

- Partner Member: http://sd.gartner.com/sd_casco_team_partner_member.pdf
- Advisor Member: http://sd.gartner.com/sd_casco_team_advisor_member.pdf
- Cross Function Member: http://sd.gartner.com/sd_casco_team_cf_member.pdf

Table 15. Gartner for Chief Supply Chain Officers Leadership Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$96,938</td>
</tr>
<tr>
<td>Partner Member (New Subscriber — On or after 1 Mar 2022)</td>
<td>1</td>
<td>$82,561</td>
</tr>
<tr>
<td>Partner Member (Renewing Subscriber prior to 1 Mar 2022)</td>
<td>1</td>
<td>$79,378</td>
</tr>
<tr>
<td>Advisor Member</td>
<td>1</td>
<td>$35,347</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$20,740</td>
</tr>
</tbody>
</table>

Notes:

- "New Subscriber on or after 1 Mar 2022" pricing is available to eligible license holders who purchased the service on or after 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber prior to 1 Mar 2022" pricing is only available to eligible license holders who purchased the service before 1 March 2022 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- Team Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- A Team with a Partner license requires a minimum of three (3) Advisor and/or Cross Function members per Partner license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Chief Supply Chain Officers

Chief Supply Chain Officers is a membership-based program for the most senior supply chain leader within an organization. This service combines pragmatic Gartner research with the real-world experience of peers, delivered through a personalized service model that tailors advice to the member’s key initiatives to improve business performance and leadership.

**Deliverables**


<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chief Supply Chain Officers — Individual Access</td>
<td>1</td>
<td>$107,697</td>
<td>$96,985</td>
</tr>
</tbody>
</table>

**Notes:**

- Chief Supply Chain Officers license contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for CDAOs Executive

Gartner for CDAOs Executive is designed to empower Chief Data & Analytics Officers (“CDAOs”) and their teams to build and lead a data and analytics organization that is core to the business strategy and drives better outcomes. Gartner for CDAOs Executive Team Leader (the “Service”) is designed for the senior most data and analytics leaders in the client company (“Client”), typically the Chief Data & Analytics Officer (“CDAO”). The Service provides access to Gartner research and research experts.

**Deliverables**


<table>
<thead>
<tr>
<th>Table 17. Gartner for CDAOs Executive Team: Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description</strong></td>
</tr>
<tr>
<td>Team Leader</td>
</tr>
<tr>
<td>Team Member</td>
</tr>
<tr>
<td>Tech Professional Team Member</td>
</tr>
</tbody>
</table>

Notes:

- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of 1 Leader and 1 to 10 Team Members. All Team Member licenses must be coterminous with the Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.

<table>
<thead>
<tr>
<th>Table 18. Gartner for CDAOs Executive Individual Access: Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description</strong></td>
</tr>
<tr>
<td>Individual Access</td>
</tr>
</tbody>
</table>

Notes:

- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for CISOs Executive

Gartner for CISOs Executive is designed to empower Chief Information Security Officers (“CISOs”) and their teams to build and lead a data and analytics organization that is core to the business strategy and drives better outcomes. Gartner for CISOs Executive Team Leader (the “Service”) is designed for the senior most security and risk management leaders in the client company (“Client”), typically the CISO. The Service provides access to Gartner research and research experts.

Deliverables

Team Leader:  http://sd.gartner.com/sd_ciso_exec_ldr.pdf
Team Member:  http://sd.gartner.com/sd_ciso_exec_mbr.pdf
Tech Professional Team Member:  http://sd.gartner.com/sd_ciso_exec_techpro_mbr.pdf

Table 19. Gartner for CISOs Executive Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$121,892</td>
</tr>
<tr>
<td>Team Member</td>
<td>1</td>
<td>$46,382</td>
</tr>
<tr>
<td>Tech Professional Team Member</td>
<td>1</td>
<td>$18,054</td>
</tr>
</tbody>
</table>

Notes:

- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of 1 Leader and 1 to 10 Team Members. All Team Member licenses must be coterminous with the Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.

Table 20. Gartner for CISOs Executive Individual Access: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Access</td>
<td>1</td>
<td>$134,161</td>
<td>$121,892</td>
</tr>
</tbody>
</table>

Notes:

- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Chief Financial Officers Leadership Team

Chief Financial Officers Leadership Team is a membership-based program for the Chief Financial Officer (CFO) and heads of Finance and their leadership teams. Gartner for CFOs combines pragmatic Gartner research with the real-world experience of peers, delivered through a personalized service model that tailors advice to the member’s key initiatives to improve business performance and leadership.

Every Team solution has a Team Leader. There are several ways configure Team solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**

- Advisor Member:  http://sd.gartner.com/sd_cfo_team_advisor_member.pdf

**Table 21. Gartner for Chief Financial Officers Leadership Team: Pricing — Requires Approval**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$84,469</td>
</tr>
<tr>
<td>Advisor Team Member or Advisor Team Leader</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td>1</td>
<td>$13,927</td>
</tr>
</tbody>
</table>

**Notes:**

- Limited availability and/or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.
- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Chief Financial Officers

Gartner for Chief Financial Officers is a membership-based program for the Chief Financial Officer (CFO) and heads of Finance. Gartner for CFOs combines pragmatic Gartner research with the real-world experience of peers, delivered through a personalized service model that tailors advice to the member's key initiatives to improve business performance and leadership.

**Deliverables**


<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chief Financial Officers Individual Access</td>
<td>1</td>
<td>$93,051</td>
<td>$84,469</td>
</tr>
</tbody>
</table>

Notes:

- Limited availability and/or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.
- Chief Financial Officers license contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Chief Human Resources Officers Leadership Team

Chief Human Resources Officers Leadership Team is a membership-based program for the Chief Human Resources Officer (CHRO) and heads of HR and their leadership teams. Gartner for CHRO combines pragmatic Gartner research with the real-world experience of peers, delivered through a personalized service model that tailors advice to the member's key initiatives to improve business performance and leadership.

Every Team solution has a Team Leader. There are several ways configure Team solutions with different types of Team Members based on the Team Leaders critical initiatives.

**Deliverables**

- Advisor Member: [http://sd.gartner.com/sd_chro_team_advisor_member.pdf](http://sd.gartner.com/sd_chro_team_advisor_member.pdf)

**Table 23. Gartner for Chief Human Resources Officers Leadership Team: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$84,469</td>
</tr>
<tr>
<td>Advisor Team Member or Advisor Team Leader</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td>1</td>
<td>$16,369</td>
</tr>
</tbody>
</table>

**Notes:**

- Team Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
**Gartner for Chief Human Resources Officers**

Gartner for Chief Human Resources Officers is a membership-based program for the Chief Human Resources Officer (CHRO) and heads of HR. Gartner for CHRO combines pragmatic Gartner research with the real-world experience of peers, delivered through a personalized service model that tailors advice to the member's key initiatives to improve business performance and leadership.

**Deliverables**


Table 24. Gartner for Chief Human Resources Officers: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chief Human Resources Officers</td>
<td>1</td>
<td>$93,051</td>
<td>$84,469</td>
</tr>
<tr>
<td>Individual Access</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:

- Chief Human Resources Officers license contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Leaders

With more than 1,000 analysts worldwide, over 100,000 client inquiries per year, and more than 80,000 pages of published original research, we are by far the world’s most valuable source of IT knowledge. Gartner Research clients benefit from saving time and money, gaining a true global perspective, and from leveraging the knowledge and advice that only our size and experience can provide.

Gartner helps clients succeed by providing solutions to a variety of business and technology challenges, such as ensuring that technology supports business strategy, making the right decisions, acquiring and retaining customers, understanding and prospering in changing markets, and recognizing and exploiting new opportunities.

Gartner Research provides analysis and findings based on (1) a wealth of data and concise methodologies, (2) recommendations and strategies based on firsthand experience, and (3) advice and counsel through our inquiry programs. All of this is delivered through a variety of Research products:

- Gartner for Enterprise IT Leadership Team Plus for Global Enterprises
- Gartner for Enterprise IT Leadership Team Plus
- Gartner for Enterprise IT Leadership Initiative Team
- Gartner for Enterprise IT Leadership Team
- Gartner for Enterprise Supply Chain Leadership Team
- Gartner for Enterprise IT Leaders
- Gartner for Enterprise Supply Chain Leaders
- Gartner for IT Leadership Team Plus
- Gartner for IT Leadership Team
- Gartner for Supply Chain Leadership Team
- Gartner for IT Leaders
- Gartner for Supply Chain Leaders
- Gartner for Customer Service & Support Leaders
- Gartner for Finance Leaders
- Gartner for HR Leaders
- Gartner for Legal and Compliance Leaders
- Gartner for Sales Leaders
- Gartner for Technical Professionals
- Core Connect Research
- Core Research
Enterprise IT Leadership Team Plus for Global Enterprises

Gartner for Enterprise Leadership Team Plus for Global Enterprises: Team Leader (the “Service”) targets CIO direct reports of global enterprises and is an expanded version of the standard Gartner for Enterprise Leaders Team offering that is expressly designed to enable Clients to access Gartner resources in a team environment.

The Service is accessible by a Gartner for Enterprise Leaders Member (the “Team Leader”) and by their direct reports or cross-functional team (the “Team Members”). Collectively, the Team Plus Leader and his/her Team Plus Members are “Licensed Users”.

The Service enables the Gartner for Enterprise Leadership Team Plus Leader to collaborate with their Team Plus Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Plus Leader.

Deliverables

Global Team Leader:  http://sd.gartner.com/sd_eitl_team_plus_ge_global_leader.pdf
Global Advisor Team Leader:  http://sd.gartner.com/sd_eitl_team_plus_ge_global_advisor_leader.pdf
Advisor Team Member:  http://sd.gartner.com/sd_eitl_team_plus_advisor_member.pdf
Cross Function Team Member:  http://sd.gartner.com/sd_eitl_team_plus_cf_member.pdf

Table 25. Gartner for Enterprise IT Leadership Team Plus for Global Enterprises: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Team Leader</td>
<td>1</td>
<td>$103,884</td>
</tr>
<tr>
<td>Global Advisor Team Leader</td>
<td>1</td>
<td>$34,652</td>
</tr>
<tr>
<td>Advisor Team Member*</td>
<td>1</td>
<td>$34,652</td>
</tr>
<tr>
<td>Cross Function Team Member*</td>
<td>1</td>
<td>$20,469</td>
</tr>
</tbody>
</table>

Notes:

*The Enterprise Leadership Team Plus Advisor Team Member and Cross Function Team Member are available to use in conjunction with the listed Global Enterprises services.

- Team Plus for Global Enterprises Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Plus Leader and three (3) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. A minimum of three (3) Advisor and/or Cross Function team licenses required per Global Team Plus Leader. All Team Plus Member licenses must be coterminous with the Team Leader license.
- All Team Plus Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Plus Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
**Enterprise IT Leadership Team Plus**

Gartner for Enterprise Leadership Team Plus: Team Leader (the “Service”) is an expanded version of the standard Gartner for Enterprise Leaders Team offering that is expressly designed to enable Clients to access Gartner resources in a team environment.

The Service is accessible by a Gartner for Enterprise Leaders Member (the “Team Leader”) and by their direct reports or cross-functional team (the “Team Members”). Collectively, the Team Plus Leader and his/her Team Plus Members are “Licensed Users”.

The Service enables the Gartner for Enterprise Leadership Team Plus Leader to collaborate with their Team Plus Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Plus Leader.

**Deliverables**

- **Team Leader:** [http://sd.gartner.com/sd_eitl_team_plus_leader.pdf](http://sd.gartner.com/sd_eitl_team_plus_leader.pdf)
- **Advisor Member:** [http://sd.gartner.com/sd_eitl_team_plus_advisor_member.pdf](http://sd.gartner.com/sd_eitl_team_plus_advisor_member.pdf)
- **Cross Function Member:** [http://sd.gartner.com/sd_eitl_team_plus_cf_member.pdf](http://sd.gartner.com/sd_eitl_team_plus_cf_member.pdf)

**Table 26. Gartner for Enterprise IT Leadership Team Plus: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader (New Subscriber on or after 1 Feb 2021)</td>
<td>1</td>
<td>$77,780</td>
</tr>
<tr>
<td>Team Leader (Renewing Subscriber between 1 Feb 2020 and 31 Jan 2021)</td>
<td>1</td>
<td>$74,715</td>
</tr>
<tr>
<td>Team Leader (Renewing Subscriber prior to 1 Feb 2020)</td>
<td>1</td>
<td>$68,986</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$34,652</td>
</tr>
<tr>
<td>Cross Function Team Member</td>
<td>1</td>
<td>$20,469</td>
</tr>
</tbody>
</table>

**Notes:**

- "New Subscriber" pricing is available to eligible license holders who purchased the service on or after 1 February 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber between 1 Feb 2020 and 31 Jan 2021" pricing is only available to eligible license holders who purchased the service between 1 February 2020 and 31 January 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber prior to 1 Feb 2020" pricing is only available to eligible license holders who purchased the service before 1 February 2020 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- Team Plus Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Plus Leader and three (3) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. A minimum of three (3) Advisor and/or Cross Function team licenses required per Team Plus Leader. All Team Plus Member licenses must be coterminous with the Team Leader license.
- All Team Plus Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Plus Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Enterprise IT Leadership Team

Gartner for Enterprise IT Leadership Team: Team Leader (the “Service”) is an expanded version of the standard Gartner for Enterprise IT Leaders offering that is expressly designed to enable Clients to access Gartner resources in a team environment.

The Service is accessible by a Gartner for Enterprise IT Leaders Member (the “Team Leader”) and by their direct reports or cross-functional team (the “Team Members”). Collectively, the Team Leader and his/her Team Members are “Licensed Users”.

The Service enables the Gartner for Enterprise IT Leadership Team Leader to collaborate with their Team Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Leader.

Deliverables

- Advisor Member: [http://sd.gartner.com/sd_eitl_team_advisor_member.pdf](http://sd.gartner.com/sd_eitl_team_advisor_member.pdf)
- Cross Function Member: [http://sd.gartner.com/sd_eitl_team_cf_member.pdf](http://sd.gartner.com/sd_eitl_team_cf_member.pdf)
- Role Member: [http://sd.gartner.com/sd_eitl_team_role_member.pdf](http://sd.gartner.com/sd_eitl_team_role_member.pdf)
- Essentials Member: [http://sd.gartner.com/sd_eitl_team_essentials_member.pdf](http://sd.gartner.com/sd_eitl_team_essentials_member.pdf)

Table 27. Gartner for Enterprise IT Leadership Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader (New Subscriber on or after 1 Feb 2021)</td>
<td>1</td>
<td>$71,590</td>
</tr>
<tr>
<td>Team Leader (Renewing Subscriber between 1 Feb 2020 and 31 Jan 2021)</td>
<td>1</td>
<td>$68,781</td>
</tr>
<tr>
<td>Team Leader (Renewing Subscriber prior to 1 Feb 2020)</td>
<td>1</td>
<td>$63,409</td>
</tr>
<tr>
<td>Advisor Member</td>
<td>1</td>
<td>$31,952</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$18,793</td>
</tr>
<tr>
<td>Role Member</td>
<td>1</td>
<td>$11,819</td>
</tr>
<tr>
<td>Essentials Member</td>
<td>1</td>
<td>$9,502</td>
</tr>
</tbody>
</table>

Notes:

- "New Subscriber" pricing is available to eligible license holders who purchased the service on or after 1 February 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber between 1 Feb 2020 and 31 Jan 2021" pricing is only available to eligible license holders who purchased the service between 1 February 2020 and 31 January 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber prior to 1 Feb 2020" pricing is only available to eligible license holders who purchased the service before 1 February 2020 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
Team Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.

Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. A minimum of three (3) Advisor and/or Cross Function team licenses required per Team Leader. All Team Member licenses must be coterminous with the Team Leader license.

All Team Memberships commence on the first day of the calendar month.

Pricing is for Annual Membership.

Additional Team Members may be added, coterminous with the existing contract end date.

Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Enterprise Supply Chain Leadership Team

Gartner for Enterprise Supply Chain Leadership Team: Team Leader (the “Service”) is an expanded version of the standard Gartner for Enterprise Supply Chain Leaders offering that is expressly designed to enable Clients to access Gartner resources in a team environment.

The Service is accessible by a Gartner for Enterprise Supply Chain Leaders Member (the “Team Leader”) and by their direct reports or cross-functional team (the “Team Members”). Collectively, the Team Leader and his/her Team Members are “Licensed Users”.

The Service enables the Gartner for Enterprise Leadership Team Leader to collaborate with their Team Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Leader.

Deliverables

- Advisor Member: http://sd.gartner.com/sd_escl_team_advisor_member.pdf
- Cross Function Member: http://sd.gartner.com/sd_escl_team_cf_member.pdf
- Essentials Member: http://sd.gartner.com/sd_escl_team_essentials_member.pdf

Table 28. Gartner for Enterprise Supply Chain Leadership Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader (New Subscriber on or after 1 Mar 2022 or Renewing Subscriber on or after 1 Feb 2021)</td>
<td>1</td>
<td>$70,754</td>
</tr>
<tr>
<td>Team Leader (Renewing Subscriber prior to 1 Feb 2021)</td>
<td>1</td>
<td>$67,463</td>
</tr>
<tr>
<td>Advisor Member</td>
<td>1</td>
<td>$32,602</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$19,261</td>
</tr>
<tr>
<td>Essentials Member</td>
<td>1</td>
<td>$9,604</td>
</tr>
</tbody>
</table>

Notes:

- “New Subscriber on or after 1 Mar 2022 or Renewing Subscriber on or after 1 Feb 2021” pricing is available to eligible license holders who purchased the service on or after 1 February 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Renewing Subscriber prior to 1 Feb 2021" pricing is only available to eligible license holders who purchased the service before 1 February 2021 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. A minimum of three (3) Advisor and/or Cross Function team licenses required per Team Leader. All Team Member licenses must be coterminous with the Team Leader license.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Enterprise IT Leaders Initiative Team — Renewal Only*

Gartner for Enterprise IT Leaders Initiative: Team Leader (the “Service”) is an expanded version of the standard Gartner for Enterprise IT Leaders Team offering that is expressly designed to enable Clients to access Gartner resources in a team environment.

The Service is accessible by a Gartner for Enterprise IT Leaders Member (the “Team Leader”) and by their direct reports or cross-functional team (the “Team Members”). Collectively, the Team Leader and his/her Team Members are “Licensed Users”.

The Service enables the Gartner for Enterprise IT Leaders Initiative Team Leader to collaborate with their Team Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Leader.

**Deliverables**

- Advisor Member: [http://sd.gartner.com/sd_eitl_it_advisor_member.pdf](http://sd.gartner.com/sd_eitl_it_advisor_member.pdf)

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$86,429</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$45,178</td>
</tr>
</tbody>
</table>

Notes:

- ** Renewal Only**: Gartner for Enterprise IT Leaders Initiative Team products are no longer available for new orders. Note: Gartner may waive this restriction as deemed necessary on a case-by-case basis.
- Limited availability and/or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.
- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Enterprise IT Leaders — Renewal Only*

Gartner for Enterprise IT Leaders is for senior IT leaders in large, complex enterprises who are managing IT functions for a business unit or the entire enterprise. The Service is managed by a Gartner Leadership Partner and Client Manager who will tailor program deliverables to the unique needs of each Member. There is one level of named User access to Enterprise for IT Leaders: Member.

**Deliverables**


**Table 30. Gartner for Enterprise IT Leaders: Pricing — Renewal Only**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gartner for Enterprise IT Leaders Individual Access</td>
<td>1</td>
<td>$82,690</td>
<td>$68,781</td>
</tr>
<tr>
<td>(Subscriber after 1 Feb 2020)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gartner for Enterprise IT Leaders Individual Access</td>
<td>1</td>
<td>$75,965</td>
<td>$63,712</td>
</tr>
<tr>
<td>(Subscriber prior to 1 Feb 2020)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:

- **Renewal Only.** Enterprise IT Leaders Individual Access is no longer available for new orders. Note: Gartner may waive this restriction as deemed necessary on a case-by-case basis.
- "Subscriber after 1 Feb 2020" pricing is available to eligible license holders who purchased the service on or after 1 February 2020 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- "Subscriber prior to 1 Feb 2020" pricing is only available to eligible license holders who purchased the service before 1 February 2020 and continuously purchase the service thereafter. Check with Sales Representative for availability and eligibility before ordering.
- Enterprise IT Leaders Individual Access contribute ("count") toward multi-user price levels on other Gartner Product offerings within the agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi-user/member pricing for Enterprise IT Leaders Individual Access.
- All Enterprise IT Leaders memberships require an annual contract.
- All Enterprise IT Leaders memberships commence on the first day of the calendar month.
- Pricing is for an annual membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
**Gartner for Enterprise Supply Chain Leaders — Renewal Only***

Gartner for Enterprise Supply Chain Leaders (the “Service”) is for senior supply chain leaders (“Members”) in large, complex enterprises who are managing supply chain functions for a business unit or the entire enterprise. The Service is managed by a Gartner Leadership Partner and Client Manager who will tailor program deliverables to the unique needs of each Member. There is one level of named User access to Enterprise for Supply Chain Leaders: Member.

**Deliverables**


Table 31. Gartner for Enterprise Supply Chain Leaders: Pricing – Renewal Only

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gartner for Enterprise Supply Chain Leaders</td>
<td>1</td>
<td>$77,877</td>
<td>$64,626</td>
</tr>
<tr>
<td>Individual Access</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:

- **Renewal Only.** Enterprise Supply Chain Leaders Individual Access is no longer available for new orders. Note: Gartner may waive this restriction as deemed necessary on a case-by-case basis.
- Enterprise Supply Chain Leaders Individual Access contribute (“count”) toward multi-user price levels on other Gartner Product offerings within the agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi-user/member pricing for Enterprise Supply Chain Leaders Individual Access.
- All Enterprise Supply Chain Leaders memberships require an annual contract.
- All Enterprise Supply Chain Leaders memberships commence on the first day of the calendar month.
- Pricing is for an annual membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for IT Leadership Team Plus

Gartner for IT Leadership Team Plus: Team Leader is an expanded version of the Gartner for IT Leaders Team offering that enables access to Gartner Research and Analysts related to specific roles in a team environment (i.e., a Team Plus Leader and Team Plus Members).

The Service is accessible by a Gartner for IT Leadership Team Plus Leader (the “Team Leader”) and by his/her direct reports or cross-functional team (the “Team Members”). Collectively, the Team Plus Leader and his/her Team Plus Members are “Licensed Users”.

The Service enables the Gartner for IT Leadership Team Plus Leader to collaborate with their Team Plus Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Plus Leader.

### Deliverables

- Advisor Member: [http://sd.gartner.com/sd_itl_team_plus_advisor_member.pdf](http://sd.gartner.com/sd_itl_team_plus_advisor_member.pdf)
- Cross Function Member: [http://sd.gartner.com/sd_itl_team_plus_cf_member.pdf](http://sd.gartner.com/sd_itl_team_plus_cf_member.pdf)

#### Table 32. Gartner for IT Leadership Team Plus: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$34,652</td>
</tr>
<tr>
<td>Advisor Member</td>
<td>1</td>
<td>$34,652</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$20,469</td>
</tr>
</tbody>
</table>

Notes:

- Team Plus Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Plus Leader and three (3) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. All Team Plus Member licenses must be coterminous with the Team Plus Leader license.
- All Team Plus Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Plus Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for IT Leadership Team

Gartner for IT Leadership Team: Team Leader is an expanded version of the Gartner for IT Leaders offering that enables access to Gartner Research and Analysts related to specific roles in a team environment (i.e., a Team Leader and Team Members).

The Service is accessible by a Gartner for IT Leadership Team Leader (the “Team Leader”) and by his/her direct reports or cross-functional team (the “Team Members”). Collectively, the Team Leader and his/her Team Members are “Licensed Users”.

The Service enables the Gartner for IT Leadership Team Leader to collaborate with their Team Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Leader.

Deliverables

- Advisor Member: [http://sd.gartner.com/sd_itl_team_advisor_member.pdf](http://sd.gartner.com/sd_itl_team_advisor_member.pdf)
- Cross Function Member: [http://sd.gartner.com/sd_itl_team_cf_member.pdf](http://sd.gartner.com/sd_itl_team_cf_member.pdf)
- Role Member: [http://sd.gartner.com/sd_itl_team_role_member.pdf](http://sd.gartner.com/sd_itl_team_role_member.pdf)
- Essentials Member: [http://sd.gartner.com/sd_itl_team_essentials_member.pdf](http://sd.gartner.com/sd_itl_team_essentials_member.pdf)

Table 33. Gartner for IT Leadership Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$31,952</td>
</tr>
<tr>
<td>Advisor Member</td>
<td>1</td>
<td>$31,952</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$18,793</td>
</tr>
<tr>
<td>Role Member</td>
<td>1</td>
<td>$11,819</td>
</tr>
<tr>
<td>Essentials Member</td>
<td>1</td>
<td>$9,502</td>
</tr>
</tbody>
</table>

Notes:

- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Supply Chain Leadership Team

Gartner for Supply Chain Leadership Team: Team Leader is an expanded version of the Gartner for Supply Chain Leaders offering that enables access to Gartner Research and Analysts related to specific roles in a team environment (i.e., a Team Leader and Team Members).

The Service is accessible by a Gartner for Supply Chain Leadership Team Leader (the “Team Leader”) and by his/her direct reports or cross-functional team (the “Team Members”). Collectively, the Team Leader and his/her Team Members are “Licensed Users”.

The Service enables the Gartner for Supply Chain Leadership Team Leader to collaborate with their Team Members by providing them with access to Gartner Research related to information technology and the functional responsibilities of specific roles, and also by permitting them to participate in Team Inquiry schedule and attended by the Team Leader.

Gartner for Supply Chain Leadership Team Deliverables

Team Leader:  http://sd.gartner.com/sd_scl_team_leader.pdf
Advisor Member:  http://sd.gartner.com/sd_scl_team_advisor_member.pdf
Cross Function Member:  http://sd.gartner.com/sd_scl_team_cf_member.pdf
Essentials Member:  http://sd.gartner.com/sd_scl_team_essentials_member.pdf

Table 34. Gartner for Supply Chain Leadership Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$32,602</td>
</tr>
<tr>
<td>Advisor Member</td>
<td>1</td>
<td>$32,602</td>
</tr>
<tr>
<td>Cross Function Member</td>
<td>1</td>
<td>$19,261</td>
</tr>
<tr>
<td>Essentials Member</td>
<td>1</td>
<td>$9,604</td>
</tr>
</tbody>
</table>

Notes:

- Team Membership contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for IT Leaders

Gartner for IT Leaders is a service that provides client (“Licensed Users”) with access to research and advice about information technology and the functional responsibilities of specific IT roles and affords Users the option of inquiry with Gartner Analysts. Gartner for IT Leaders makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs. There are two levels of named User access to Gartner for IT Leaders: Reference and Advisor.

Deliverables


Table 35. Gartner for IT Leaders: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Reference (per User)</th>
<th>Advisor (Individual Access Advisor)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gartner for IT Leaders</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Single User (per User)</td>
<td>1</td>
<td>$28,414</td>
<td>$42,301</td>
</tr>
<tr>
<td>Multi-user (per User)</td>
<td>1</td>
<td>$18,036</td>
<td>$31,952</td>
</tr>
</tbody>
</table>

Notes:

- IT Leaders contribute (“count”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi-user/member pricing for IT Leaders.
- All Gartner for IT Leaders memberships require an annual contract.
- All Gartner for IT Leaders memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Supply Chain Leaders

Gartner for Supply Chain Leaders is a service that provides Licensed Users (“Users”) with access to research and advice to assist them in aligning business strategies with process and technology initiatives and to provide them with ongoing decision support and affords Users the option of inquiry with Gartner Analysts. Gartner for Supply Chain Leaders makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs. There are two levels of named User access to Gartner for Supply Chain Leaders: Reference and Advisor

**Deliverables**


**Table 36. Gartner for Supply Chain Leaders: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Reference</th>
<th>Advisor Individual Access Advisor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gartner for Supply Chain Leaders</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Single User (per User)</td>
<td>1</td>
<td>$28,960</td>
<td>$43,147</td>
</tr>
<tr>
<td>Multi-user (per User)</td>
<td>1</td>
<td>$18,405</td>
<td>$32,602</td>
</tr>
</tbody>
</table>

Notes:
- Supply Chain Leaders contribute (“count”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi-user/member pricing for Supply Chain Leaders.
- All Supply Chain Leaders memberships require an annual contract.
- All Supply Chain Leaders memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Technical Professionals

Gartner for Technical Professionals Advisor (the “Service”) provides clients who maintain a threshold minimum investment in select Gartner products with access to all Gartner for Technical Professionals Research published through gartner.com. Advisor-level access includes the option of scheduling dialogues with Analysts that support the Service.

**Deliverables**

- Team Member: [http://sd.gartner.com/sd_techpro_team_member.pdf](http://sd.gartner.com/sd_techpro_team_member.pdf)

**Table 37. Gartner for Technical Professionals: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Advisor Price</th>
<th>Reference Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gartner for Technical Professionals Department (Up to 40 Licensed Users)</td>
<td>$123,649</td>
<td>$83,298</td>
</tr>
<tr>
<td>Gartner for Technical Professionals Team (Up to 5 Licensed Users — 1 Team Leader and up to 4 Team Members)</td>
<td>$58,958</td>
<td>N/A</td>
</tr>
<tr>
<td>*Renewal Only – Gartner for Technical Professionals IT Staff – up to five (5) licensed users</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gartner for Technical Professionals Team (Additional Team Member)</td>
<td>$11,390</td>
<td>N/A</td>
</tr>
</tbody>
</table>

**Notes:**

- Gartner for Technical Professionals licenses contribute (“count”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Technical Professionals Team must consist of one Team Leader and four (4) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be co-terminous with the Team Leader license.
- *For Renewal Only of Gartner for Technical Professionals IT Staff – up to five (5) licensed users, the above Service Description titled Advisor Team is applicable.
- All Gartner for Technical Professionals licenses require an annual contract.
- Licenses commence on the first day of the calendar month.
- Pricing is for Annual license.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Named User’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Core Connect Research

Core Connect Research is a comprehensive program designed to help professionals achieve tangible business results. Clients receive instant access to the world’s foremost repository of expert analysis and opinion on everything important in IT including searchable databases of cutting-edge research, customized alerts that keep clients up-to-speed — and even personal consults with Gartner’s team of world-class analysts. This is the single most valuable IT program in the world. Nothing else compares when it comes to assisting client users generate business impact.

Core Connect Research is a service that provides research and advice about information technology for decision makers. Core Research provides clients with the base of knowledge and advice needed to capitalize on IT technologies and markets.

**Deliverables**


<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Reference Price</th>
<th>Advisor Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single User (per User)</td>
<td>1</td>
<td>$22,405</td>
<td>$34,900</td>
</tr>
<tr>
<td>Multi-user (per User)</td>
<td>1</td>
<td>$12,905</td>
<td>$25,466</td>
</tr>
</tbody>
</table>

Notes:

- Core Connect contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi-user/member pricing for Core Connect.
- All Memberships commence on the first of the calendar month.
- All Memberships require an annual contract.
- Pricing is for annual Membership.
- A focused (“Foundation”) level of access is available in selected markets at a reduced price. Contact your Account Executive for availability in your area.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner IT News and Insight®

For each IT Research purchase order over $100k — at client’s request — Gartner will provide, at no charge, ten (10) licenses to Gartner IT News and Insight®.

IT News and Insight from Gartner® (the “Service”) provides clients with self-service online access to essential IT news and selected role-based Gartner Research.

**Deliverables**

Gartner News & Insight

For each Functional Research purchase order over $100k — at client’s request — Gartner will provide, at no charge, ten (10) licenses to Gartner News and Insight®.

Gartner News and Insight (the “Service”) provides clients (“Client”) with self-service online access to essential cross-functional research and selected function-specific insight.

*Deliverables*

Gartner News and Insight:  
Core Research — Renewal Only*

Core Research is a comprehensive program designed to help professionals achieve tangible business results. Clients receive instant access to the world’s foremost repository of expert analysis and opinion on everything important in IT including searchable databases of cutting-edge research, customized alerts that keep clients up-to-speed — and even personal consults with Gartner’s team of world-class analysts. This is the single most valuable IT program in the world. Nothing else compares when it comes to assisting client users generate business impact.

**Deliverables**


Table 39. Core Research: Pricing — Renewal Only*

<table>
<thead>
<tr>
<th># of Users</th>
<th>Core Research Reference: Price per User</th>
<th>Core Research Advisor: Price per User</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$10,215</td>
<td>$19,125</td>
</tr>
<tr>
<td>2</td>
<td>$10,215</td>
<td>$19,125</td>
</tr>
<tr>
<td>5</td>
<td>$10,215</td>
<td>$19,125</td>
</tr>
<tr>
<td>10</td>
<td>$8,505</td>
<td>$10,629</td>
</tr>
<tr>
<td>25</td>
<td>$5,949</td>
<td>$9,072</td>
</tr>
<tr>
<td>50</td>
<td>$4,815</td>
<td>$7,947</td>
</tr>
</tbody>
</table>

Notes:
*Renewal Only: Core Research products are no longer available for new orders.
- Core Research contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward determining CORE quantity/unit price level.
- All Memberships commence on the first of the calendar month.
- All Memberships require an annual contract
- Pricing is for annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Burton Classic IT1 Research — Renewal Only*

**Deliverables**


Table 40. Burton Classic IT1 — Renewal Only*

<table>
<thead>
<tr>
<th># of Employees</th>
<th>Annual License Fee: Burton Group Classic IT1*</th>
<th>Summit Tickets</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;0</td>
<td>&lt;1,000</td>
<td>$66,387</td>
</tr>
<tr>
<td>1,001</td>
<td>25,000</td>
<td>$129,202</td>
</tr>
<tr>
<td>25,001-50,000</td>
<td>50,000</td>
<td>$141,226</td>
</tr>
<tr>
<td>50,001-75,000</td>
<td>75,000</td>
<td>$156,374</td>
</tr>
<tr>
<td>&gt;75,000</td>
<td></td>
<td>$198,263</td>
</tr>
</tbody>
</table>

Notes:

*Renewal Only: Burton Research products are no longer available for new orders.*

- All Research and Advisory Services include unlimited Analyst Dialogues.
- All subscriptions begin on the first of a calendar month and are for a twelve (12) month term.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
- Pricing for Burton Classic IT1 Research and Advisory Services is based on the size of the ordering activity, determined by the number of employees of the specific ordering activity. Each License is sold on a fixed price basis (excludes travel related expenses) with the full License fee invoiced and due upon commencement of Deliverables. Delivery is complete when Gartner provides the ordering activity with access to the Licensed Content.
- Reasonable and actual travel-related expenses incurred by Gartner Consultants or Analysts in the course of delivering on-site dialogues are in addition to the above pricing and (upon advance approval from the client) will be invoiced separately as allowable expenses.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for CDAOs

Gartner for CDAOs is designed to empower Chief Data & Analytics Officers (“CDAOs”) and their teams to build and lead a data and analytics organization that is core to the business strategy and drives better outcomes. The Service provides access to Gartner research and research experts.

**Deliverables**

<table>
<thead>
<tr>
<th>Role</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td><a href="http://sd.gartner.com/sd_cdao_lrd.pdf">http://sd.gartner.com/sd_cdao_lrd.pdf</a></td>
<td>$62,442</td>
</tr>
<tr>
<td>Team Member</td>
<td><a href="http://sd.gartner.com/sd_cdao_mbr.pdf">http://sd.gartner.com/sd_cdao_mbr.pdf</a></td>
<td>$41,295</td>
</tr>
<tr>
<td>Tech Professional Team Member</td>
<td><a href="http://sd.gartner.com/sd_cdao_techpro_mbr.pdf">http://sd.gartner.com/sd_cdao_techpro_mbr.pdf</a></td>
<td>$15,660</td>
</tr>
</tbody>
</table>

### Table 41. Gartner for CDAOs Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$62,442</td>
</tr>
<tr>
<td>Team Member</td>
<td>1</td>
<td>$41,295</td>
</tr>
<tr>
<td>Tech Professional Team Member</td>
<td>1</td>
<td>$15,660</td>
</tr>
</tbody>
</table>

Notes:

- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of 1 Leader and 1 to 10 Team Members. All Team Member licenses must be coterminous with the Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.

### Table 42. Gartner for CDAOs Individual Access: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Access</td>
<td>1</td>
<td>$68,626</td>
<td>$62,442</td>
</tr>
</tbody>
</table>

Notes:

- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for CISOs

Gartner for CISOs is designed to empower Chief Information and Security Officers (“CISOs”) and their teams to build and lead a data and analytics organization that is core to the business strategy and drives better outcomes. The Service provides access to Gartner research and research experts.

Deliverables

Team Leader: [http://sd.gartner.com/sd_ciso_ldr.pdf]
Team Member: [http://sd.gartner.com/sd_ciso_mbr.pdf]
Tech Professional Team Member: [http://sd.gartner.com/sd_ciso_techpro_member.pdf]

Table 43. Gartner for CISOs Team: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$62,442</td>
</tr>
<tr>
<td>Team Member</td>
<td>1</td>
<td>$41,295</td>
</tr>
<tr>
<td>Tech Professional Team Member</td>
<td>1</td>
<td>$15,660</td>
</tr>
</tbody>
</table>

Notes:
- Team Membership contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of 1 Leader and 1 to 10 Team Members. All Team Member licenses must be coterminous with the Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.

Table 44. Gartner for CISOs Individual Access: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Single Member Price</th>
<th>Multi-Member Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Access</td>
<td>1</td>
<td>$68,626</td>
<td>$62,442</td>
</tr>
</tbody>
</table>

Notes:
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member’s individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Customer Service & Support

Gartner for Customer Service & Support Leaders is a service that provides Licensed Users ("Users") with access to research and advice to assist them in aligning business strategies with process and technology initiatives and to provide them with ongoing decision support and affords Users the option of inquiry with Gartner Analysts. Gartner for Customer Service & Support Leaders makes it easier for Registered Users ("Users") to find the information they need to make informed decisions by connecting our resources to their every-day needs.

**Deliverables**

| Advisor Team Member: | [http://sd.gartner.com/sd_css_team_advisor_member.pdf](http://sd.gartner.com/sd_css_team_advisor_member.pdf) |

### Table 45. Gartner for Customer Service and Support Leaders: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td>1</td>
<td>$13,440</td>
</tr>
<tr>
<td>Individual Access Advisor Single User (per user)</td>
<td>1</td>
<td>$42,631</td>
</tr>
<tr>
<td>Individual Access Advisor Multi-user (per user)</td>
<td>1</td>
<td>$32,193</td>
</tr>
</tbody>
</table>

**Notes:**

- All Gartner for Customer Service & Support Leaders Memberships contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Gartner for Customer Service & Support Leaders Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Finance Leaders

Gartner for Finance Leaders is a service that provides Licensed Users (“Users”) with access to research and advice to assist them in aligning business strategies with process and technology initiatives and to provide them with ongoing decision support and affords Users the option of inquiry with Gartner Analysts. Gartner for Finance Leaders makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs.

**Deliverables**

<table>
<thead>
<tr>
<th>Role</th>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td><a href="http://sd.gartner.com/sd_fl_team_leader.pdf">http://sd.gartner.com/sd_fl_team_leader.pdf</a></td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td><a href="http://sd.gartner.com/sd_fl_team_advisor_member.pdf">http://sd.gartner.com/sd_fl_team_advisor_member.pdf</a></td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td><a href="http://sd.gartner.com/sd_fl_team_reference_member.pdf">http://sd.gartner.com/sd_fl_team_reference_member.pdf</a></td>
<td>1</td>
<td>$13,927</td>
</tr>
<tr>
<td>Individual Access Advisor</td>
<td><a href="http://sd.gartner.com/sd_fl_indiv_access_advisor.pdf">http://sd.gartner.com/sd_fl_indiv_access_advisor.pdf</a></td>
<td>1</td>
<td>$42,631</td>
</tr>
<tr>
<td>Single User (per user)</td>
<td></td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Multi-user (per user)</td>
<td></td>
<td>1</td>
<td>$32,193</td>
</tr>
</tbody>
</table>

Notes:
- All Gartner for Finance Leaders Memberships contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Gartner for Finance Leaders Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
**Gartner for HR Leaders**

Gartner for HR Leaders is a service that provides Licensed Users (“Users”) with access to research and advice to assist them in aligning business strategies with process and technology initiatives and to provide them with ongoing decision support and affords Users the option of inquiry with Gartner Analysts. Gartner for HR Leaders makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs.

**Deliverables**

- Team Leader: [http://sd.gartner.com/sd_hr_team_leader.pdf](http://sd.gartner.com/sd_hr_team_leader.pdf)
- Advisor Team Member: [http://sd.gartner.com/sd_hr_team_advisor_member.pdf](http://sd.gartner.com/sd_hr_team_advisor_member.pdf)
- Reference Team Member: [http://sd.gartner.com/sd_hr_team_reference_member.pdf](http://sd.gartner.com/sd_hr_team_reference_member.pdf)
- Individual Access Advisor: [http://sd.gartner.com/sd_hr_indiv_access_advisor.pdf](http://sd.gartner.com/sd_hr_indiv_access_advisor.pdf)

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td>1</td>
<td>$16,369</td>
</tr>
<tr>
<td>Individual Access Advisor</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Single User (per user)</td>
<td>1</td>
<td>$42,631</td>
</tr>
<tr>
<td>Individual Access Advisor</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Multi-user (per user)</td>
<td>1</td>
<td>$32,193</td>
</tr>
</tbody>
</table>

**Notes:**

- All Gartner for HR Leaders Memberships contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Gartner for HR Leaders Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Human Resources Professionals

Gartner for HR Professionals is a service that provides Licensed Users (“Users”) with access to research and advice to assist them in aligning business strategies with process and technology initiatives. Gartner for HR Professionals makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs.

**Deliverables**


### Table 48. Gartner for HR Professionals: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reference — Up to 20 Users</td>
<td>1</td>
<td>$39,772</td>
</tr>
<tr>
<td>Reference — Up to 5 Users</td>
<td>1</td>
<td>$24,723</td>
</tr>
</tbody>
</table>

**Notes:**

- Purchasing prerequisite and / or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.
- All Gartner for HR Professionals Memberships contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All Gartner for HR Professionals Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
TalentNeuron

TalentNeuron is a service that provides Licensed Users ("Users") with access to research and advice to assist them in aligning business strategies with process and technology initiatives and to provide them with ongoing decision support and affords Users the option of inquiry with Gartner Analysts. TalentNeuron makes it easier for Registered Users ("Users") to find the information they need to make informed decisions by connecting our resources to their every-day needs.

Deliverables

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single Country</td>
<td>1</td>
<td>$31,258</td>
</tr>
<tr>
<td>Single Country Reference</td>
<td>1</td>
<td>$23,875</td>
</tr>
<tr>
<td>Users Add-on — 5 Additional Users</td>
<td>1</td>
<td>$4,510</td>
</tr>
<tr>
<td>Workbench Add-on — 1 Additional Workbench</td>
<td>1</td>
<td>$10,657</td>
</tr>
</tbody>
</table>

Table 49. TalentNeuron: Pricing

Notes:

- Purchasing prerequisite and / or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.
- All TalentNeuron Memberships contributes ("counts") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All TalentNeuron Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for Legal, Risk and Compliance Leaders

Gartner for Legal, Risk and Compliance Leaders is a service that provides Licensed Users (“Users”) with access to research and advice to assist them in aligning business strategies with process and technology initiatives and to provide them with ongoing decision support and affords Users the option of inquiry with Gartner Analysts. Gartner for Legal, Risk and Compliance Leaders makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs.

Deliverables

- Advisor Team Member: [http://sd.gartner.com/sd_lrc_team_advisor_member.pdf](http://sd.gartner.com/sd_lrc_team_advisor_member.pdf)

Table 50. Gartner for Legal, Risk and Compliance Leaders: Pricing

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader (Legal &amp; Compliance)</td>
<td>1</td>
<td>$27,629</td>
</tr>
<tr>
<td>Team Leader (Audit &amp; Risk)</td>
<td>1</td>
<td>$27,629</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$27,629</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td>1</td>
<td>$10,978</td>
</tr>
<tr>
<td>Individual Access Advisor Single User (per user) (Legal &amp; Compliance)</td>
<td>1</td>
<td>$36,549</td>
</tr>
<tr>
<td>Individual Access Advisor Multi-user (per user) (Legal &amp; Compliance)</td>
<td>1</td>
<td>$27,629</td>
</tr>
<tr>
<td>Individual Access Advisor Single User (per user) (Audit &amp; Risk)</td>
<td>1</td>
<td>$36,549</td>
</tr>
<tr>
<td>Individual Access Advisor Multi-user (per user) (Audit &amp; Risk)</td>
<td>1</td>
<td>$27,629</td>
</tr>
</tbody>
</table>

Notes:
- All Gartner for Legal, Risk and Compliance Leaders Memberships contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and two (2) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Gartner for Legal, Risk and Compliance Leaders Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Risk and Control Resources for Internal Auditors

For each Legal Risk & Compliance Audit & Risk Team Leader purchase order — at client’s request — Gartner will provide, at no charge, up to fifty (50) licensed users access to the above Service.

Risk and Control Resources for Internal Auditors (the “Service”) provides clients (“Client”) with self-service online access to essential audit & risk research and selected function-specific insight.

Deliverables

Audit & Risk Team Member Access is a portal-based product. Each user designated by the Client (“Licensed User”) receives the following Deliverables:

- Proven Best Practices
- Webinars

Additional Terms & Conditions

Each Licensed User must establish and maintain a current profile on gartner.com. Each Licensed User will be issued a user ID and password, which are for their own personal use and which may not be shared with any other individual or group, either inside or outside of the Client company.

Client companies around the world trust Gartner to be objective and independent in its research and advice, and Gartner takes that responsibility seriously. To preserve the objectivity of research, Gartner does not promise clients favorable coverage or leads from its research advisors and analysts. Gartner does not provide access to confidential client information, offer aid to secure capital funding, or sell any product for use in litigation. There are no exceptions. If you have questions, please email ombudsman@gartner.com.

Use of the Service is governed by the Gartner Usage Policy and the Gartner Copyright and Quote Policy, which are accessible on the Policies section of gartner.com.
Gartner for Sales Leaders

Gartner for Sales Leaders is a service that provides Licensed Users (“Users”) with access to research and advice to assist them in aligning business strategies with process and technology initiatives and to provide them with ongoing decision support and affords Users the option of inquiry with Gartner Analysts. Gartner for Sales Leaders makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs.

**Deliverables**

- Advisor Team Member: [http://sd.gartner.com/sd_sales_team_advisor_member.pdf](http://sd.gartner.com/sd_sales_team_advisor_member.pdf)

**Table 51. Gartner for Sales Leaders: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td>1</td>
<td>$13,440</td>
</tr>
<tr>
<td>Individual Access Advisor</td>
<td>1</td>
<td>$42,631</td>
</tr>
<tr>
<td>Single User (per user)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Individual Access Advisor</td>
<td>1</td>
<td>$32,193</td>
</tr>
<tr>
<td>Multi-user (per user)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Notes:**

- All Gartner for Sales Leaders Memberships contributes (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and two (2) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.
- All Gartner for Sales Leaders Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner for R&D Leaders

Gartner for R&D Leaders is a service designed for senior research and development leaders that provides Licensed Users (“Users”) with access to research and advice. Gartner for R&D Leaders makes it easier for Registered Users (“Users”) to find the information they need to make informed decisions by connecting our resources to their every-day needs.

**Deliverables**

<table>
<thead>
<tr>
<th></th>
<th>Team Leader: <a href="http://sd.gartner.com/sd_rd_leaders_team_leader.pdf">http://sd.gartner.com/sd_rd_leaders_team_leader.pdf</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Advisor Team Member</td>
<td><a href="http://sd.gartner.com/sd_rd_leaders_team_advisor_member.pdf">http://sd.gartner.com/sd_rd_leaders_team_advisor_member.pdf</a></td>
</tr>
<tr>
<td>Reference Team Member</td>
<td><a href="http://sd.gartner.com/sd_rd_leaders_team_reference_member.pdf">http://sd.gartner.com/sd_rd_leaders_team_reference_member.pdf</a></td>
</tr>
</tbody>
</table>

**Table 52. Gartner for R&D Leaders: Pricing**

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Leader</td>
<td>1</td>
<td>$34,113</td>
</tr>
<tr>
<td>Advisor Team Member</td>
<td>1</td>
<td>$34,113</td>
</tr>
<tr>
<td>Reference Team Member</td>
<td>1</td>
<td>$18,752</td>
</tr>
<tr>
<td>Individual Access Advisor Single User (per user)</td>
<td>1</td>
<td>$45,584</td>
</tr>
<tr>
<td>Individual Access Advisor Multi-user (per user)</td>
<td>1</td>
<td>$34,113</td>
</tr>
</tbody>
</table>

**Notes:**

- All Gartner for R&D Leaders Memberships contribute (“counts”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- Each Team must consist of 1 Leader and 3 Team Members. Teams of 1 Leader and 1 Advisor Member are acceptable. All Team Member licenses must be coterminal with the Leader license.
- All Gartner for R&D Leaders Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminal with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with commencement of deliverables.
Gartner Consulting

Gartner Consulting is the leading consultancy at the nexus of technology and business, helping clients define key strategies, manage major technology initiatives, optimize operations and achieve high returns on their IT investments. Our experienced practitioners apply rigorous methodologies, critical thinking, deep analytics, and knowledge management to solve your most pressing issues and deliver maximum business value.

Our solutions address the breadth of your business needs from defining key strategies to achieve business objectives, developing enterprise plans to manage IT risk, and managing your most critical initiatives. We work with you through all stages of the project life cycle to help solve your greatest challenges. We help you make critical decisions on your IT direction, define the initiatives and roadmap to achieve that direction, and work with you to ensure these key initiatives are delivered successfully.

According to a client satisfaction survey recently conducted by an independent third party, clients select Gartner Consulting for the following reasons:

- Gartner Consulting has the base of knowledge to address their technical and strategy issues as evidenced by our continuous services, research databases, benchmarking databases, conferences and word-of-mouth references.

- Gartner Consulting is seen as a better alternative to the larger consulting firms due to the quality of staff assigned to projects, specificity of results, faster completion times, cost and objectivity (no downstream implementation services).

The value and credibility of the Gartner name in association with the information, recommendations and strategies submitted to senior management is enormous.

Specifically, Gartner Consulting provides:

- A focus on long-term planning and technical architectures.

- A unique and robust methodology. Our methodology indicates an understanding of the requirements of a long-term plan and presents a roadmap for attaining a client’s goal. In addition, our use of a standard model for architecture development reduces the risk of architectural oversight or project delays.

- A team whose members are balanced among: (1) management and technical consulting, (2) information technology assessment, (3) strategic analysis, (4) market planning and (5) primary research.

- Nationally known professionals in the key technical areas required for the project.

- Gartner professionals are highly respected in the industry and provide proven expertise.

IT Professional Services Consulting Labor Rates

Table 53. IT Professional Services Consulting Rates (SIN 54151S and SIN 541611)

<table>
<thead>
<tr>
<th>Title</th>
<th>Rates*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vice President</td>
<td>$462.00</td>
</tr>
<tr>
<td>Senior Director</td>
<td>$425.00</td>
</tr>
<tr>
<td>Director</td>
<td>$395.00</td>
</tr>
<tr>
<td>Associate Director</td>
<td>$332.00</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>$265.00</td>
</tr>
<tr>
<td>Consultant</td>
<td>$203.00</td>
</tr>
<tr>
<td>Associate Consultant</td>
<td>$147.00</td>
</tr>
</tbody>
</table>

*Note: A 3% discount will be applied based on the proposed value of each Consulting engagement of $1M or greater. The discount will be applied against the “then current” GSA Schedule contract labor rates.
Gartner Consulting — Scope

Gartner’s Scope of Work is defined broadly by the following strategic and high-value activities:

- **Benchmarking Solutions**
  Benchmarking solutions use state-of-the-art tools and high-quality data from the world’s largest database of IT performance metrics to compare all or some of your IT functions to similar organizations. No two solutions are the same. Gartner’s approach and all of our engagements are highly customized to deliver results that meet an individual client’s specific business needs.

- **Critical Program Management Support**
  Gartner can assist a client to successfully deliver their most critical initiatives by applying the rigor and discipline of strong and independent program management practices that identify and manage risks, schedule and costs of the critical IT programs within an organization. Gartner will assist the client to implement a Program Management Office to execute the processes required to assess and monitor progress to keep these initiatives on track.

- **Performance Optimization**
  Gartner will provide analysis and recommendations to optimize the effectiveness, efficiency and quality of the IT services that you deliver. Gartner may assist the client in developing appropriate service levels and performance management processes and may provide strategies for the client’s IT processes to improve efficiencies, service and costs.

- **Risk Management**
  Gartner can provide the client with strategies to effectively manage risk across the organization by supporting the development of comprehensive plans for business continuity/disaster recovery, for protecting critical information assets and to ensure compliance with regulatory requirements and guidelines.

- **Sourcing Execution and Management**
  Gartner can assist a client in making key sourcing decisions that support the organization’s business objectives. Gartner will support the selection of key service providers in addition to providing oversight of existing service provider contracts and can provide recommendations for ongoing improvements.

- **Strategy and Architecture**
  Gartner can support an organization in the alignment of its strategic IT direction with its business strategy. Gartner can help the organization make key technology choices, design an efficient and effective organization and list of processes, establish an effective governance model and strengthen IT management processes to effectively manage the client’s critical IT investments and priorities.
Education and Experience Equivalents

Education and experience may be substituted for one another: two (2) years of experience is equivalent to an Associate degree; four (4) years of experience is equivalent to a Bachelor’s degree; six (6) years of experience is equivalent to a Master’s degree and eight (8) years of experience is equivalent to a Doctoral degree.

Table 54. Education & Experience Equivalents

<table>
<thead>
<tr>
<th>Degree</th>
<th>Equivalent Yrs. of Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate</td>
<td>2</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>4</td>
</tr>
<tr>
<td>Master’s</td>
<td>6</td>
</tr>
<tr>
<td>Doctoral</td>
<td>8</td>
</tr>
</tbody>
</table>

Example –

Requirement: Master’s degree and 10 years of experience. Equivalent Experience: 16 years of experience and a high school degree or recognized equivalent.

Note:

1. All references to experience mean relevant work experience.
2. All labor categories require a high school degree, GED, or recognized equivalent.
3. All graduate degree requires having first earned an undergraduate degree.
Positions and Descriptions

Commercial Job Title: Vice President

Position Summary
Responsible for the sales, management and execution of consulting projects in a portfolio of client accounts.

Position Accountabilities and Specific Duties
- Act as primary contact with client executives; plan and facilitate critical meetings
- Support clients in defining agenda and/or corporate strategy
- Develop account plans and take responsibility for the development and growth of strategic client accounts
- Develop overall administrative, financial and time commitments for multiple engagements; set overall goals and drive agendas to ensure goals are met
- Manage multiple engagements and provide mentoring and guidance to project managers and team members
- Perform engagement quality reviews and drive continuous improvement efforts
- Act as a subject matter expert on engagements
- Serve as a sounding board for engagement team's strategic direction
- Provide executive leadership on sales calls and oversee multiple proposal development efforts

Position Specifications
A. Education:
- Master’s Degree and at least ten (10) years of experience working as a consultant or leader in the information technology industry; or,
- Bachelor’s Degree and at least twelve (12) years of experience working as a consultant or leader in the information technology industry

B. Demonstrated experience:
- Leading and consulting on large business process/technology transformation programs
- Managing business unit/segment
- Advising Technology Clients
- Delivering improvements and cost savings
- Recruiting, developing and managing teams
- Delivering value to customers

C. Required Technical/Functional Knowledge and Skills:
- Extensive technology knowledge in area/s of expertise (SME)
- Business/technology strategist
- Industry insight
- Understanding of marketing, finance and general business acumen
- Project/Program management
- Leadership/Management
- Excellent written, verbal and presentation skills.
Commercial Job Title: Senior Director

Position Summary
Responsible for the sales, management and execution of consulting projects, including the timely presentation of quality deliverables.

Position Accountabilities and Specific Duties

- Drive client thinking and act as thought leader
- Support client partners in defining client agenda and/or corporate strategy
- Manage multiple engagements and provide mentoring and guidance to project managers and team members
- Act as a subject matter expert on engagements
- Perform engagement quality reviews and drive continuous improvement efforts
- Plan and facilitate significant meetings with client executives
- Develop overall administrative, financial and time commitments for multiple projects and set overall goals for each
- Ensure effective and creative idea generation among team members
- Conduct primary research including market surveys of customers, vendors, lines of business and users, as well as secondary research.
- Analyze findings, develop insights and integrate individual work streams into a single, cohesive report with client-specific actionable recommendations

Position Specifications

A. Education:
   — Minimum Qualifications: Master’s Degree and at least 10 years of experience working as a consultant or leader in the information technology industry; or,
   — Substitute Qualifications: Bachelor’s Degree and at least 12 years of experience working as a consultant or leader in the information technology industry

B. Demonstrated experience:
   — Leading and consulting on large business process/technology projects/programs
   — Advising technology/business clients
   — Delivering improvements and cost savings
   — Recruiting, developing and managing teams
   — Developing consensus
   — Delivering value to customers

C. Required Technical/Functional Knowledge and Skills:
   — Extensive technology/business process knowledge in area/s of expertise (SME)
   — Developing business/technology strategy capabilities
   — Understanding of marketing, finance and general business acumen
   — Industry insight
   — Project/Program management
   — Leadership/Management
   — Team building
   — Excellent written, verbal and presentation skills.
Commercial Job Title: Director

Position Summary
Responsible for the sales, management and execution of consulting projects including the timely presentation of quality deliverables.

Position Accountabilities and Specific Duties
- Drive client thinking and act as thought leader
- Support client partner in defining client agenda and/or corporate strategy
- Plan and facilitate significant meetings with client executives
- Develop overall administrative, financial and time commitments for multiple projects and set overall goals for each
- Ensure effective and creative idea generation among team members
- Conduct primary research including market surveys of vendors and users as well as secondary research.
- Analyze findings, develop insights and integrate individual work streams into a single, cohesive report with client-specific actionable recommendations
- Prepare engagement review forms and provide coaching and mentoring for team members
- Identify and pursue sales opportunities and leads which may come from meetings, clients, other consultants, the sales force, vendors and others.
- Support and assist the sales organization by making joint sales calls.
- Contribute to account plan development and proactively follow up on all assigned leads
- Write and present proposals to prospective clients and contracts for engagements.

Position Specifications
A. Education:
   — Master’s Degree and at least eight (8) years of experience working as a consultant or leader in the information technology industry; or,
   — Bachelor’s Degree and at least ten (10) years of experience working as a consultant or leader in the information technology industry
B. Demonstrated experience:
   — Leading or Consulting on large business process/technology projects/programs
   — Delivering improvements and cost savings
   — Recruiting, developing and managing teams
   — Developing consensus
   — Delivering value to customers
C. Required Technical/Functional Knowledge and Skills:
   — Extensive technology knowledge in area/s of expertise (SME)
   — Understanding of marketing, finance and general business acumen
   — Industry Insight
   — Project/Program management
   — Leadership/Management
   — Team building
   — Excellent written, verbal and presentation skills.
Commercial Job Title: Associate Director

Position Summary
Responsible for the management and execution consulting projects including the timely presentation of quality deliverables. May have minimal level of sales responsibilities

Position Accountabilities and Specific Duties

- Plan and facilitate meetings with client project management
- Meet with client and develop project questions, gain understanding of the client’s environment and assure that recommendations can be implemented.
- Manage small to medium teams by developing work plans and managing project execution timelines.
- Prepare engagement review forms for team members
- As an independent contributor, complete sections of significant customized consulting assignments covering a variety of subject areas including specific technologies and products, markets and market trends, competitor analysis, financial impact, etc.
- Act as project point person both internally and externally
- Lead the team's analytical thinking and structure for an assignment
- Conduct primary research including market surveys of vendors and users as well as secondary research.
- Analyze findings, develop insights and integrate individual work streams into a single, cohesive report with client-specific actionable recommendations
- Develop and submit content for proposals
- Support development of work plan estimates and resource/staff plans
- Recognize and report new business opportunities; collaborate with sales partners and subject matter experts to pursue and close opportunities

Position Specifications

A. Education:
   — Master's Degree and at least six (6) years of experience working in the information technology industry; or,
   — Bachelor’s Degree and at least eight (8) years of experience working in the information technology industry

B. Demonstrated experience:
   — Managing/supporting business/technology projects
   — Gathering, compiling and analyzing data
   — Surveying and statistical analysis
   — Developing consensus
   — Delivering value to customers

C. Required Technical/Functional Knowledge and Skill:
   — Project management
   — Solid technology knowledge in area/s of expertise (SME)
   — Understanding of marketing, finance and general business acumen
   — Ability to analyze problems
   — Use judgment effectively
   — Excellent written, verbal and presentation skills.
Commercial Job Title: Senior Consultant

Position Summary
Responsible for the management and execution consulting projects including the timely presentation of quality deliverables.

Position Accountabilities and Specific Duties
- Participate in client conferences and take part in client communications.
- Complete sections of significant customized consulting assignments covering a variety of subject areas including specific technologies and products, markets and market trends, competitor analysis, financial impact, etc.
- Provide the analytical thinking and structure for an assignment and participate in discussion groups
- Conduct and lead interviews and small meetings for assignment
- Analyze findings, develop insights and prepare reports with client-specific actionable recommendations
- Monitor project execution to timeline and budget
- Develop and submit content for proposals
- Support development of work plan estimates and resource/staff plans
- May serve as project manager for well-defined engagements

Position Specifications
A. Education:
   - Master’s Degree and at least three (3) years of experience working in the information technology industry; or,
   - Bachelor’s Degree and at least five (5) years of experience working in the information technology industry

B. Demonstrated experience:
   - Supporting business and technology projects
   - Gathering, compiling and analyzing data
   - Surveying and statistical analysis
   - Developing deliverable reports

C. Required Technical/Functional Knowledge and Skills:
   - Project management
   - General information technology knowledge with some subject matter expertise
   - Ability to analyze problems
   - Use judgment effectively
   - Excellent listening and writing skills
   - Oral communication skills
   - Initiative and Resourcefulness
Commercial Job Title: Consultant

Position Summary
Responsible for providing quality deliverables and/or analytical project reports for assigned custom consulting engagements.

Position Accountabilities and Specific Duties
- Provide analytical support to project team
- Conduct research using library facilities, Gartner Analysts, other Gartner resources and primary research.
- Analyze, interpret, extrapolate, project and model data to reach conclusions
- Prepare written reports with text, charts, and spreadsheets for internal presentation and for inclusion in reports for clients.
- Participate in project/initiative planning and support the completion of estimates
- May participate on lead qualification to learn processes and fundamental skills needed for consulting sales process.
- Participate in opening client conference at which the engagement is defined (kick-off meetings) and begin to take lead role for client communications.
- May participate in final conference with client at which final report is delivered.
- As assigned, complete sections of significant customized consulting assignments covering a variety of subject areas including technologies, markets, products, competitive analysis, financial impact, etc.

Position Specifications

A. Education:
   - Master's Degree and at least one (1) year of experience working in the information technology industry; or,
   - Bachelor's Degree and at least two (2) years of experience working in the information technology industry

B. Demonstrated experience:
   - In the information technology industry
   - Developing deliverable reports
   - Using spreadsheet software
   - Gathering and compiling data

C. Required Technical/Functional Knowledge and Skills:
   - General Information Technology knowledge
   - Ability to make decisions
   - Ability to analyze problems
   - Use judgment effectively
   - Excellent listening and writing skills
   - Oral communication skills
   - Initiative and Resourcefulness
Commercial Job Title: Associate Consultant

Position Summary
Responsible for providing quality deliverables and/or analytical project reports for assigned custom consulting engagements.

Position Accountabilities and Specific Duties

- Provide analytical support to project team
- Conducts (or assistance in conducting) research using library facilities, Gartner Research Analysts, other Gartner resources and self-designed primary research.
- Analyze, interpret, extrapolate, project and model data to reach conclusions (or assist in same)
- Prepare (or assist in the preparation of) written reports with text, charts, and spreadsheets for internal presentation and for inclusion in reports going to clients.
- May participate in opening client conference at which the engagement is defined (kick-off meetings)
- May participate in final conference with client at which final report is delivered. No advanced degrees, training or certifications are required.
- As assigned, complete sections of significant customized consulting assignments covering a variety of subject areas including technologies, markets, products, competitive analysis, financial impact, etc.

Position Specifications

A. Education:
   - Bachelor’s Degree with at least one (1) year of experience working in the information technology industry

B. Demonstrated experience:
   - In the information technology industry
   - Using spreadsheet software

C. Required Technical/Functional Knowledge and Skills:
   - General Information Technology knowledge
   - Ability to make decisions
   - Ability to analyze problems
   - Use judgment effectively
   - Excellent listening and writing skills
   - Oral communication skills
   - Initiative and Resourcefulness