

General Services Administration Federal Supply Service

Authorized Federal Supply Schedule Price List Multiple Award Schedule – MAS

MAS Contractor

Gartner, Inc.
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Stamford, CT 06902-7700
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Fax: +1 571 732 3127
Web Site: <http://www.gartner.com>
Business Size: Large Business

Contract Administrator

Eun-Hee Einstman
1201 Wilson Blvd.
Arlington, VA 22209
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General Services Administration

Contract Number: 47QTCA18D008L

Contract Period: 16 March 2018 through 15 March 2028

Pricelist current through Modification #PS-0053, effective 30 January 2026

FSC Group: Information Technology / Professional Services

FSC Class(es)/PSC Code(s): DA01, DG10, R408

Online 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 & Ordering Terms and Conditions

Customer Information

1. (a) Awarded: Special Item Number (SIN):
Research and Advisory Subscription Services
 54151ECOM – Electronic Commerce and
 Subscription Services
 FSC/PSC: DG10

Applied Research Consulting Services

54151S – Information Technology Professional
 Services
 FSC/PSC: DA01

541611 – Management and Financial Consulting,
 Acquisition and Grants Management Support, and
 Business Program and Project Management
 Services
 FSC/PSC: R408

Order-Level of Materials (OLMs)

Description of Gartner Offerings:

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, a direct extension of Gartner Research, applies the research in the form of custom consulting engagements which provide support to clients' most complex and mission-critical priorities.
- 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 "Applied Research Consulting Services".

2. Maximum Order: \$500,000.00.

3. Minimum Order: \$500.00.

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 Headquarters).

6. Discount from list prices or statement of net price: Prices shown are NET prices.

7. Quantity Discounts: 3% discount for Applied Research Consulting Services 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:

Gartner, Inc.
 Attn: Contract Administration
 56 Top Gallant Road
 Stamford, CT 06902 2212
 +1 203 964 0096

Contracts Administration

Attn: Eun-Hee Einstman
 1201 Wilson Blvd.
 Arlington, VA 22209
 +1 571 303 7610 (Office)
 +1 866 446 3597 (Fax)
 eun-hee.einstman@gartner.com

or

Attn: Kyle Hoomans
 1201 Wilson Blvd.
 Arlington, VA 22209
 +1 202 617 4326 (Office)
 +1 866 446 3597 (Fax)
 kyle.hoomans@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 Applied Research 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.

25. Data Universal Number System (DUNS) / Unique Entity Identifier (UEI) Number:

DUNS – 09 722 0180
UEI – CFALLJBGZ697

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/>.

Gartner, Inc. "Representations and Certifications" are available at <https://www.sam.gov/portal/public/SAM/>.

27. Tax ID Number: 04 3099750.

28. CAGE Code: 0EFU3.

Terms and Conditions

1. INVOICES

For Applied Research 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 — APPLIED RESEARCH 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 — APPLIED RESEARCH 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 service 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.

6. 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.

7. 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.

8. 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.

9. 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.

10. 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.

11. MULTI-YEAR ORDER PRICING

For all Gartner Research subscriptions services, a 5% discount will be applied to the first year of a two-year multi-year Order. The Order will be invoiced for the full amount of the total value of the Multi-year Order. The Multi-year Order Pricing is effective 01 February 2025.

Open Market Item Terms and Conditions

1. This Quote/Proposal/Service Agreement for Research Subscription Services (the "Services") is non-cancelable and may be terminated only for material breach by either party, upon 30 days prior written notice, if the breach is not cured within the notice period.

2. Ownership and Use of the Services. Gartner owns and retains all rights to the Services not expressly granted to Client. Only the individuals named in this proposal (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.

3. DISCLAIMER OF WARRANTIES. THE SERVICES ARE PROVIDED ON AN "AS IS" BASIS, AND GARTNER EXPRESSLY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, STATUTORY OR OTHERWISE, INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTIES OF FITNESS FOR A PARTICULAR PURPOSE OR AS TO ACCURACY, COMPLETENESS OR ADEQUACY OF INFORMATION. CLIENT RECOGNIZES THE UNCERTAINTIES INHERENT IN ANY ANALYSIS OR INFORMATION THAT MAY BE PROVIDED AS PART OF THE SERVICES AND ACKNOWLEDGES THAT THE SERVICES ARE NOT A SUBSTITUTE FOR ITS OWN INDEPENDENT EVALUATION AND ANALYSIS AND SHOULD NOT BE CONSIDERED A RECOMMENDATION TO PURSUE ANY COURSE OF ACTION. GARTNER SHALL NOT BE LIABLE FOR ANY ACTIONS OR DECISIONS THAT CLIENT MAY TAKE BASED ON THE SERVICES OR ANY INFORMATION OR DATA CONTAINED THEREIN. CLIENT UNDERSTANDS THAT IT ASSUMES THE ENTIRE RISK WITH RESPECT TO THE USE OF THE SERVICES.

4. Client Confidential Information. Gartner agrees to keep confidential any Client-specific information communicated by Client to Gartner in connection with this quote 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 30 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.

5. Payment Terms. Payment is due 30 days from the invoice date.

6. Data Protection. In performing its obligations under this proposal/award, Gartner and Client will each comply with all applicable data privacy legislation. In providing the services Gartner shall comply with its global privacy policy available at gartner.com/privacy.

7. Miscellaneous

(a) Assignability. This proposal and the rights granted to Client hereunder may not be assigned, sublicensed or transferred, in whole or in part, by either party without the prior written consent of the other party, except to a successor to substantially all of the business or assets of a party by merger or acquisition. Where consent is required, it will not be unreasonably withheld.

(b) Dispute Resolution. Any unresolved dispute under this proposal shall be decided in accordance with FAR 52.233-1 Disputes.

(c) Applicable Law. This proposal shall be governed by and construed in accordance with the procedural and substantive U.S. Federal law.

(d) Use of Name, Trademark, and Logo. Absent the prior written consent of the other party, neither party shall use the name, trademarks, or logo of the other in promotional materials, publicity releases, advertising, or any other similar publications or communications.

(e) No Third-Party Beneficiaries. This proposal is for the benefit of the parties only.

(f) Surviving Clauses. Sections 3, 4, 6, and 7 (b), (c), (d), (e) and (f) shall survive the termination of this proposal.

Gartner Offerings and Price Schedule

GENERAL SERVICES ADMINISTRATION

Contract Number: 47QTCA18D008L

Gartner Offerings and Price Schedule

Gartner Research delivers actionable, objective insight to executives and their teams. Gartner expert guidance and tools enable faster, smarter decisions for leaders in every major area of an organization.

Gartner Research and Insights for Technology Roles:

Click on role to view available offerings and pricing.



Chief Information Officer (CIO)	CDAO/CDO/ Head of Data & Analytics	CISO / Head of Security & Risk Management	Head of Software Engineering	Head of IT Infrastructure & Operations	Head of Enterprise Architecture	Head of Program & Portfolio Management	Head of Sourcing, Procurement & Vendor Management
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Gartner Research and Insights for Functional Roles:

Click on role to view available offerings and pricing.

Head of Customer Service & Support	CFO / Finance Leaders	CHRO / Head of Human Resources	Legal, Risk & Compliance Leaders	CMO/ Marketing & Communications Leaders	Head of Research & Development / R&D Leaders	CSO / Executive Sales Leader	CPO / CSCO / Head of Supply Chain

Gartner Applied Research Consulting Services:

Click to view available services and rates.

Strategy Execution & Architecture	Digital Growth & Transformation	Application Infrastructure & Security Modernization	IT Sourcing & Spend Optimization	Program Assurance
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GARTNER RESEARCH OFFERINGS

Research and Advisory Services Price Schedule

All license subscriptions commence on the first day of the calendar month. Refer to [Purchasing Guidelines](#) for purchasing requirements and configuration details. Terms and Conditions 11. MULTI-YEAR ORDER PRICING applies to "Two-Year Multi-Year Order" rates.

Chief Information Officer (CIO)

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Gartner Executive Programs v2

	Annual Price	Two-Year Multi-Year Order
Executive Programs v2 Team		
Guided Team Leader	\$134,900	\$263,055
Self-Directed Team Leader	\$76,800	\$149,760
Team Member:		
CIO Guided Member or Guided Leader Member	\$134,900	\$263,055
CDAO, CISO, I&O, Software Engineering, or EA Leaders Guided Member or Guided Leader Member	\$133,600	\$260,520
AI Leaders Guided Member	\$133,600	\$260,520
Partner Member or Partner Leader Member Limited Availability	\$133,600	\$260,520
CIO Self-Directed Member or Self-Directed Leader Member	\$76,800	\$149,760
CDAO, CISO, I&O, Software Engineering, or EA Leaders Self-Directed Member or Self-Directed Leader Member	\$69,700	\$135,915
Advisor Member or Advisor Leader Member	\$58,700	\$114,465
Cross Function Member	\$38,300	\$74,685
Executive Programs v2 Extended Team		
Guided CDAO, CISO, I&O, Software Engineering, or EA Leaders Team Member	\$51,000	\$99,450
Self-Directed CDAO, CISO, I&O, Software Engineering, EA Leaders Team Member	\$45,832	\$89,372
Advisor Member	\$45,832	\$89,372
Cross Function Member	\$24,519	\$47,812
Executive Programs v2 Individual Access		
Guided Individual Access	Single License	\$148,400
	Multi License	\$134,900
Self-Directed Individual Access	Single License	\$84,600
	Multi License	\$76,800

Gartner Executive Programs

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	Annual Price	Two-Year Multi-Year Order
Executive Programs Leadership Team Plus for Global Enterprises		
Global Enterprises Team Leader	\$168,300	\$328,185
Renewing Subscriber (before 01-Mar-2022)	\$166,935	\$325,523
Global Enterprises IT Executive	\$168,300	\$328,185
Renewing Subscriber (before 01-Mar-2022)	\$166,935	\$325,523
Global Enterprises Partner Limited Availability	\$145,500	\$283,725
Advisor Team Leader	\$46,071	\$89,838
Cross Function Team Member	\$32,244	\$62,875
Executive Programs Leadership Team Plus		
Team Leader	\$125,136	\$244,015
Renewing Subscriber (between 01-Mar-2022 to 01-Feb-2024)	\$117,480	\$229,086
Renewing Subscriber (before 01-Mar-2022)	\$117,480	\$229,086
IT Executive Team Member or IT Executive Team Leader	\$125,136	\$244,015
Renewing Subscriber (between 01-Mar-2022 to 01-Feb-2024)	\$117,480	\$229,086
Renewing Subscriber (before 01-Mar-2022)	\$117,480	\$229,086
Partner Team Member or Partner Team Leader Limited Availability	\$107,102	\$208,848
Renewing Subscriber (between 01-Mar-2022 to 01-Feb-2024)	\$107,102	\$208,848
Renewing Subscriber (between 01-Feb-2021 to 01-Mar-2022)	\$97,478	\$190,082
Renewing Subscriber (before 01-Feb-2021)	\$97,478	\$190,082
Delegate Team Member or Delegate Team Leader Renewal Only	\$61,528	\$119,979
Advisor Team Member or Advisor Team Leader	\$46,071	\$89,838
Cross Function Team Member	\$32,244	\$62,875
Executive Programs Leadership Team		
Team Leader	\$114,368	\$223,017
Renewing Subscriber (between 01-Mar-2022 to 01-Feb-2024)	\$108,967	\$212,485
Renewing Subscriber (before 01-Mar-2022)	\$108,967	\$212,485
IT Executive Team Member or IT Executive Team Leader	\$114,368	\$223,017
Renewing Subscriber (before 01-Mar-2022)	\$106,452	\$207,581
Partner Team Member or Partner Team Leader Limited Availability	\$100,095	\$195,185
Renewing Subscriber (between 01-Feb-2021 to 1-Mar-2022)	\$89,419	\$174,367
Renewing Subscriber (before 01-Feb-2021)	\$89,419	\$174,367
Delegate Team Member or Delegate Team Leader Renewal Only	\$56,499	\$110,173
Advisor Team Member or Advisor Team Leader	\$41,391	\$80,712
Cross Function Team Member	\$28,859	\$56,275
Role Team Member	\$21,365	\$41,661

Executive Programs Individual Access			
Executive Programs Member	Single License	\$124,071	\$241,938
Renewing Subscriber (before 01-Mar-2022)	Single License	\$116,074	\$226,344
Executive Programs Member	Multi License	\$110,354	\$215,190
Renewing Subscriber (before 01-Mar-2022)	Multi License	\$103,146	\$201,134

Gartner for CIOs

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	Annual Price	Two-Year Multi-Year Order
Gartner for CIOs		
Individual Access Advisor	Single License	\$152,236
	Multi License	\$138,531
Team Plus Leader		\$138,531
Advisor Team Member or Advisor Team Leader		\$89,838
Cross Function Team Member		\$62,877

Gartner Research Board — Limited Availability

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	Annual Price	Two-Year Multi-Year Order
Global CIO Team Plus		
Global CIO (Team Leader)	\$240,600	\$469,170
Renewing Subscriber (before 01-Mar-2022)	\$224,939	\$438,631
Divisional CIO (Team Member)	\$179,800	\$350,610
Global IT Leader (Team Member)	\$179,800	\$350,610
Gartner for Global IT Leadership Team Plus		
Team Leader	\$161,922	\$315,747
Global Partner Team Member	\$146,047	\$284,791
Advisor Team Member	\$53,504	\$104,332
Gartner for Global CDAOs Executive		
Global Team Leader	\$151,000	\$294,450
Global Partner Team Member	\$133,600	\$260,520
Global Team Member	\$52,000	\$101,400
Gartner for Global CISOs Executive		
Global Team Leader	\$151,000	\$294,450
Global Partner Member	\$133,600	\$260,520
Global Team Member	\$52,000	\$101,400

Data and Analytics

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		Annual Price	Two-Year Multi-Year Order
Gartner for CDAOs Executive			
Individual Access	Single License	\$147,000	\$286,650
	Multi License	\$133,600	\$260,520
Team Leader		\$133,600	\$260,520
Team Member		\$51,000	\$99,450
Tech Professional Team Member	Renewal Only	\$20,224	\$39,436
Gartner for CDAOs			
Individual Access	Single License	\$76,700	\$149,565
	Multi License	\$69,700	\$135,915
Team Leader		\$69,700	\$135,915
Team Member		\$45,832	\$89,372

InfoSec / Cybersecurity

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		Annual Price	Two-Year Multi-Year Order
Gartner for CISOs Executive			
Individual Access	Single License	\$147,000	\$286,650
	Multi License	\$133,600	\$260,520
Team Leader		\$133,600	\$260,520
Team Member		\$51,000	\$99,450
Gartner for CISOs			
Individual Access	Single License	\$76,700	\$149,565
	Multi License	\$69,700	\$135,915
Team Leader		\$69,700	\$135,915
Team Member		\$45,832	\$89,372

Infrastructure & Operations

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		Annual Price	Two-Year Multi-Year Order
Gartner for I&O Leaders Guided			
Individual Access	Single License	\$147,000	\$286,650
	Multi License	\$133,600	\$260,520
Team Leader		\$133,600	\$260,520
Team Member		\$51,000	\$99,450
Gartner for I&O Leaders Self-Directed			
Individual Access	Single License	\$76,700	\$149,565
	Multi License	\$69,700	\$135,915
Team Leader		\$69,700	\$135,915
Team Member		\$45,832	\$89,372

Software Engineering

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		Annual Price	Two-Year Multi-Year Order
Gartner for Software Engineering Leaders Executive			
Individual Access	Single License	\$147,000	\$286,650
	Multi License	\$133,600	\$260,520
Team Leader		\$133,600	\$260,520
Team Member		\$51,000	\$99,450
Gartner for Software Engineering Leaders			
Individual Access	Single License	\$76,700	\$149,565
	Multi License	\$69,700	\$135,915
Team Leader		\$69,700	\$135,915
Team Member		\$45,832	\$89,372

Enterprise Architecture

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		Annual Price	Two-Year Multi-Year Order
Gartner for EA Leaders Guided			
Individual Access	Single License	\$147,000	\$286,650
	Multi License	\$133,600	\$260,520
Team Leader		\$133,600	\$260,520
Team Member		\$51,000	\$99,450
Gartner for EA Leaders Self-Directed			
Individual Access	Single License	\$76,700	\$149,565
	Multi License	\$69,700	\$135,915
Team Leader		\$69,700	\$135,915
Team Member		\$45,832	\$89,372

Artificial Intelligence

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		Annual Price	Two-Year Multi-Year Order
Gartner for AI Leaders Guided			
Individual Access	Single License	\$147,000	\$286,650
	Multi License	\$133,600	\$260,520
Team Leader		\$133,600	\$260,520
Team Member		\$51,000	\$99,450

Enterprise IT Leaders

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		Annual Price	Two-Year Multi-Year Order
Enterprise IT Leadership Team Plus for Global Enterprise			
Global Team Leader	Limited Availability	\$124,192	\$242,174
Global Advisor Team Leader		\$40,406	\$78,791
Advisor Team Member		\$40,406	\$78,791
Cross Function Team Member		\$23,903	\$46,610
Gartner for Enterprise IT Leadership Team Plus			
Team Leader	Limited Availability	\$95,881	\$186,967
Renewing Subscriber (between 01-Feb-2020 to 01-Feb-2021)		\$85,814	\$167,337
Renewing Subscriber (before 01-Feb-2020)		\$85,814	\$167,337
Advisor Team Member		\$40,406	\$78,791
Cross Function Team Member		\$23,903	\$46,610
Gartner for Enterprise IT Leadership Team			
Team Leader	Limited Availability	\$88,243	\$172,073
Renewing Subscriber (01-Feb-2020 to 01-Feb-2021)		\$85,214	\$166,167
Renewing Subscriber (before 01-Feb-2020)		\$78,876	\$153,808
Advisor Team Member		\$37,730	\$73,573
Cross Function Team Member		\$22,119	\$43,132
Role Team Member		\$14,400	\$28,080
Essentials Team Member		\$11,287	\$22,009

IT Leaders / Technology Professionals

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		Annual Price	Two-Year Multi-Year Order
Gartner for IT Leaders			
Individual Access Reference	Single License	\$33,346	\$65,024
	Multi License	\$21,301	\$41,536
Individual Access Advisor	Single License	\$49,576	\$96,673
	Multi License	\$37,730	\$73,573
Team Leader		\$37,730	\$73,573
Advisor Team Member		\$37,730	\$73,573
Cross Function Team Member		\$22,119	\$43,132
Role Team Member		\$14,400	\$28,080
Essentials Team Member		\$11,287	\$22,009

	Annual Price	Two-Year Multi-Year Order
Gartner for IT Leadership Team Plus		
Team Leader	\$40,406	\$78,791
Advisor Team Member	\$40,406	\$78,791
Cross Function Team Member	\$23,903	\$46,610
Gartner for Technical Professionals		
Team (includes 1 Team Leader and up to 4 Team Member)	\$69,424	\$135,376
Additional Team Member	\$13,310	\$25,954
Advisor Department	\$147,280	\$287,196
Reference Department	\$99,018	\$193,085

Customer Service & Support Leaders

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	Annual Price	Two-Year Multi-Year Order
Gartner for Customer Service & Support Leaders		
Individual Access Advisor	Single License \$49,859	\$97,225
	Multi License \$37,730	\$73,573
Team Leader	\$37,730	\$73,573
Advisor Team Member	\$37,730	\$73,573
Reference Team Member	\$15,656	\$30,529

Finance Leaders

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	Annual Price	Two-Year Multi-Year Order
Gartner for Chief Financial Officers		
Individual Access Advisor	Single License \$112,519	\$219,412
Renewing Subscriber (before 01-Feb-2023)	Single License \$112,519	\$219,412
Individual Access Advisor	Multi License \$102,142	\$199,176
Renewing Subscriber (before 01-Feb-2023)	Multi License \$102,142	\$199,176
Gartner for Chief Financial Officers Team		
Team Leader	\$102,142	\$199,176
Renewing Subscriber (before 01-Feb-2023)	\$102,142	\$199,176
Advisor Team Member or Advisor Team Leader	\$37,730	\$73,573
Reference Team Member	\$16,155	\$31,502

		Annual Price	Two-Year Multi-Year Order
Gartner for Finance Leaders			
Individual Access Advisor	Single License	\$49,859	\$97,225
	Multi License	\$37,730	\$73,573
Team Leader		\$37,730	\$73,573
Advisor Team Member		\$37,730	\$73,573
Reference Team Member		\$16,155	\$31,502

Human Resources Leaders

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		Annual Price	Two-Year Multi-Year Order
Gartner for Chief Human Resources Officers			
Individual Access Advisor	Single License	\$113,436	\$221,200
	Multi License	\$102,142	\$199,176
Team Leader		\$102,142	\$199,176
Advisor Team Member or Advisor Team Leader		\$37,730	\$73,573
Reference Team Member		\$18,894	\$36,843
Gartner for Human Resources Leaders			
Individual Access Advisor	Single License	\$49,859	\$97,225
	Multi License	\$37,730	\$73,573
Team Leader		\$37,730	\$73,573
Advisor Team Member		\$37,730	\$73,573
Reference Team Member		\$18,894	\$36,843
Gartner for Human Resources Professionals			
Reference - Up to 20 HR Professionals		\$46,944	\$91,540
Reference - Up to 5 HR Professionals		\$29,197	\$56,934

Legal, Risk and Compliance Leaders

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		Annual Price	Two-Year Multi-Year Order
Gartner for General Counsel			
Individual Access Advisor	Single License	\$126,600	\$246,870
	Multi License	\$114,600	\$223,470
Team Leader		\$114,600	\$223,470
Advisor Team Member		\$38,700	\$75,465
Reference Team Member		\$15,200	\$29,640
Gartner for Legal, Risk and Compliance Leaders or Gartner for Legal, Risk and Compliance Leaders for Audit & Risk			
Individual Access Advisor	Single License	\$43,979	\$85,759
	Multi License	\$33,267	\$64,870
Team Leader		\$33,267	\$64,870
Advisor Team Member		\$33,267	\$64,870
Reference Team Member		\$13,286	\$25,907
Risk and Control Resources for Internal Auditors		Not separately priced	Not separately priced
For each Legal Risk & Compliance for Audit & Risk Team Leader purchase order — at client's request — Gartner will provide, at no charge, up to fifty (50) licensed users access to Risk and Control Resources for Internal Auditors.			

Marketing Leaders

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		Annual Price	Two-Year Multi-Year Order
Gartner for Chief Marketing Executives			
Note: product has been renamed to Chief Marketing Officer			
Individual Access Member	Single License	\$138,017	\$269,133
	Multi License	\$123,383	\$240,596
Team Leader	Limited Availability	\$123,383	\$240,596
Advisor Team Member or Advisor Team Leader		\$48,000	\$93,600
Reference Team Member		\$18,900	\$36,855
Gartner for Marketing Leaders			
Individual Access Advisor	Single License	\$56,190	\$109,570
	Multi License	\$45,328	\$88,389
Team Leader		\$45,328	\$88,389
Advisor Team Member		\$45,328	\$88,389
Reference Team Member		\$17,654	\$34,425

		Annual Price	Two-Year Multi-Year Order
Gartner for Communications Leaders			
Individual Access Advisor	Single License	\$51,400	\$100,230
	Multi License	\$38,500	\$75,075
Team Leader		\$38,500	\$75,075
Advisor Team Member		\$38,500	\$75,075
Reference Team Member		\$21,100	\$41,145

Research & Development (R&D) Leaders

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		Annual Price	Two-Year Multi-Year Order
Gartner for R&D Leaders			
Individual Access Advisor	Single License	\$51,394	\$100,218
	Multi License	\$37,730	\$73,573
Team Leader		\$37,730	\$73,573
Advisor Team Member		\$37,730	\$73,573
Reference Team Member		\$21,100	\$41,145

Sales Leaders

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		Annual Price	Two-Year Multi-Year Order
Gartner for Sales Leaders			
Individual Access Advisor	Single License	\$49,860	\$97,227
	Multi License	\$37,730	\$73,573
Team Leader		\$37,730	\$73,573
Advisor Team Member		\$37,730	\$73,573
Reference Team Member		\$15,656	\$30,529

Supply Chain Leaders

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		Annual Price	Two-Year Multi-Year Order
Gartner for Executive Chief Procurement Officers			
Individual Access Advisor	Single License	\$144,400	\$281,580
	Multi License	\$129,900	\$253,305
Team Leader		\$129,900	\$253,305
Advisor Team Member		\$43,600	\$85,020
Reference Team Member		\$25,600	\$49,920
Gartner for Chief Procurement Officers			
Individual Access Advisor	Single License	\$76,600	\$149,370
	Multi License	\$69,700	\$135,915
Team Leader		\$69,700	\$135,915
Advisor Team Member		\$43,600	\$85,020
Reference Team Member		\$25,600	\$49,920
Gartner for Global Chief Supply Chain Officers		Limited Availability	
Individual Access	Single License	\$186,324	\$363,331
	Multi License	\$167,667	\$326,950
Add-on Delegate Individual Access		\$64,868	\$126,492
Team Leader		\$167,667	\$326,950
Partner Team Member		\$91,704	\$178,822
Delegate Team Member		\$64,868	\$126,492
Advisor Team Member		\$44,001	\$85,801
Cross Function Team Member		\$30,383	\$59,246
Gartner for Chief Supply Chain Officers			
Individual Access	Single License	\$136,654	\$266,475
	Multi License	\$123,060	\$239,967
Team Leader		\$123,060	\$239,967
Partner Team Member		\$100,358	\$195,698
Advisor Team Member		\$40,810	\$79,579
Cross Function Team Member		\$23,930	\$46,663
Gartner for Enterprise Supply Chain Leadership Team			
Team Leader		\$92,331	\$180,045
Renewing Subscriber (before 01-Feb-2021)		\$80,288	\$156,561
Advisor Team Member		\$38,083	\$74,261
Cross Function Team Member		\$22,484	\$43,843
Essentials Team Member		\$11,572	\$22,565

		Annual Price	Two-Year Multi-Year Order
Gartner for Supply Chain Leaders			
Individual Access Reference	Single License	\$33,749	\$65,810
	Multi License	\$21,366	\$41,663
Individual Access Advisor	Single License	\$50,451	\$98,379
	Multi License	\$38,083	\$74,261
Team Leader		\$38,083	\$74,261
Advisor Team Member		\$38,083	\$74,261
Cross Function Team Member		\$22,484	\$43,843
Essentials Team Member		\$11,572	\$22,565

Limited Availability

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		Annual Price	Two-Year Multi-Year Order
Gartner Core Connect			
Reference	Single License	\$26,715	\$52,094
	Multi License	\$15,387	\$30,004
Advisor	Single License	\$41,613	\$81,145
	Multi License	\$30,365	\$59,211
News and Insight			
IT News and Insight	10 with purchase of \$100k	Not separately priced	Not separately priced
Gartner News and Insight	10 with purchase of \$100k	Not separately priced	Not separately priced
Executive Programs Leadership Team Essentials			
Team Leader		\$114,368	\$223,017
Essentials Team Member		\$11,287	\$22,009

Renewal Only[Back to front page](#)

		Annual Price	Two-Year Multi-Year Order
Executive Programs Member Basic			
Individual Access	Single License	\$80,743	\$157,448
	Multi License	\$72,556	\$141,484
Gartner for IT Executives			
CIO Signature	Single License	\$137,545	\$268,212
CIO	Single License	\$126,028	\$245,754
	Multi License	\$112,155	\$218,702
CIO Essentials	Single License	\$84,384	\$164,548
	Multi License	\$75,472	\$147,170
Gartner for Enterprise IT Leaders Initiative Team			
Team Leader		\$105,762	\$206,235
Advisor Team Member		\$54,324	\$105,931
Gartner for Enterprise IT Leaders Individual Access			
Individual Access	Single License	\$89,717	\$174,948
	Multi License	\$75,253	\$146,743
Enterprise IT Leaders - Two Additional Meetings Add-on		\$24,494	\$47,763
Gartner for Enterprise Supply Chain Leaders Individual Access			
Individual Access	Single License	\$98,484	\$192,043
	Multi License	\$79,574	\$155,169
Core IT Research			
Price per license based on aggregate license quantity price level.			
Advisor	1-9 license quantity	\$19,699	\$38,413
Burton Classic - IT1			
Client Employees up to 1,000		\$66,387	\$129,454
Client Employees 1,001 - 25,000		\$129,202	\$251,943
Client Employees 75,000+		\$198,263	\$386,612

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Purchasing Guidelines for Gartner Research Offerings

¹ “Single License” applies to a buying center that has one individual license; “Multi License” applies to a buying center that has at least two qualifying licenses within the same agency or named client. To qualify for Multi License price levels, services must be ordered on the same Service Agreement or Purchase Order and reflect a common “Bill To” address.

² Team licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. Each Leader/Advisor Leader requires three (3) Team Members per Leader/Advisor Leader. A minimum of three (3) Advisor and/or Cross Function Team Member licenses required per Enterprise IT Leadership Leader and per Partner license. A maximum of one (1) Leader and up to ten (10) Team Members per Team. All licenses in a Team must be coterminous and of the same team type. For example, a Team Plus configuration may only contain Team Plus licenses and cannot include other types of team licenses such as Team (non-Plus), etc.

Offering-specific team solution guidelines:

Executive Programs v2 Team:

- CIO Guided Member, CIO Guided Leader Member, Partner Member and Partner Leader Member require an Executive Programs v2 Guided Team Guided Team Leader. CIO and Partner Leader Member licenses require Executive Programs v2 Extended Team Advisor and/or Cross Function Team Members.
- Role-based (CDAO, CISO, Software Engineering Leaders, etc.) Leader Member licenses require EXP v2 Extended Team Members with the same role-based domain and the same Guided or Self-Directed designation. Other roles may be available. Contact a Gartner representative for information.

Executive Programs Leadership Team Plus for Global Enterprises:

- Global IT Executive, Partner and Advisor Team Leader may purchase Gartner for IT Leadership Team Plus Team Members.

Executive Programs Leadership Team Plus and Gartner for CIOs Team Plus:

- IT Executive Team Leader, Delegate Team Leader and Advisor Team Leader require Gartner for IT Leadership Team Plus Team Members.
- Partner Team Leader requires three (3) Gartner for Enterprise IT Leadership Team Plus Advisor and/or Cross Function Team Members before other Team Member licenses can be added.

Executive Programs Leadership Team:

- IT Executive Team Leader, Delegate Team Leader and Advisor Team Leader require Gartner for IT Leadership Team Members.
- Partner Team Leader requires three (3) Gartner for Enterprise IT Leadership Team Advisor and/or Cross Function Team Members before other Team Member licenses can be added.

³ Where “Limited Availability” is noted, contact a Gartner representative before ordering. Purchasing prerequisite and/or eligibility may requirements apply.

⁴ Gartner for Technical Professionals Team licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. Each Gartner for Technical Professionals Team consists of one (1) Team Leader and four (4) Team Member coterminous licenses. Up to six (6) additional Team Members may be added for a maximum total of ten (10) Team Members per Team Leader.

⁵ Renewal Only and Renewing Subscriber pricing is only available to eligible license holders who purchased the service listed on the date specified in the Price Schedule above and continuously purchase the service thereafter. Contact a Gartner representative for availability and eligibility before ordering.

⁶ Aggregate Legacy Core IT Research Reference and Advisor licenses at the Agency/Operating Unit level only on a single Purchase Order to determine license quantity price level. Once the Legacy Core IT Research aggregate drops to a lower license quantity price level, lower license quantity price level applies going forward and no longer qualifies to raise the price level to a higher license quantity price level. Core IT Research to IT Leaders promotional migration options may be available. Contact a Gartner representative for details.

GARTNER APPLIED RESEARCH CONSULTING SERVICES

Consolidated Schedule Consulting Labor Rates* (SIN 54151S and SIN 541611)

Title	HOURLY RATE
Vice President	\$528.00
Senior Director	\$487.00
Director	\$452.00
Associate Director	\$380.00
Senior Consultant	\$304.00
Consultant	\$232.00
Associate Consultant	\$168.00

*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.

Information about Gartner Applied Research Consulting Services is provided on the following page.

Gartner Applied Research Consulting Services

Gartner Applied Research Consulting Services puts Gartner Research into action to address client-specific mission-critical priorities. As a direct extension of Gartner Research, Gartner Applied Research Consulting Services delivers unmatched world-class actionable, objective insights by using its copyrighted and proprietary research methodologies, benchmarking databases and project acceleration assets. Given the fact that Gartner possesses no resellers of its research, no other organization can apply and contextualize the proprietary research toolkits and frameworks for clients.

To address clients' most complex challenges, Gartner Consulting applies Gartner Research in the form of customized projects and deliverables. These deliverables are scoped based on the specific needs of the client. Once finalized, they demonstrate clear traceability to Gartner research and supporting data. The traceability provides clients with fact-based justification required to address urgent national security needs, congressional mandates and internal mission-critical priorities. Throughout the course of each project, Gartner leverages its network of experts who understand how to align industry-leading practices to unique client environments across the Civilian, Defense and Intelligence landscapes.

Gartner is uniquely qualified to be the trusted partner of the U.S. Government due to its distinctive objective positioning, unbiased approach, unmatched market knowledge and senior experts. Gartner serves its clients based on their needs and enables its proven strategies to determine project outcomes. While other firms focus on either business strategy or technology, Gartner is strategically positioned to provide services that consider and elevate both business and technology outcomes — driving greater value and mission impact.

Gartner brings objectivity and independence to each engagement. Since Gartner analysts study the vendor landscape and IT market on an ongoing basis, Gartner does not engage in strategic partnerships with vendors. Gartner does not possess conflicts of interest with the technology vendors that it evaluates. This allows for delivery of unbiased, actionable recommendations for our clients.

Gartner Applied Research Consulting Services supports clients in areas such as, but not limited to:

- Strategy, Strategy Execution and Architecture
- Digital Growth and Transformation; Digital Talent and Organization Transformation
- Data, Analytics and Artificial Intelligence (AI)
- Application, Infrastructure and Security Modernization
 - Cybersecurity and Resilience (e.g., Zero Trust)
 - Enterprise Applications and Software Delivery
 - Cloud and Technology Modernization
 - Development, Security and Operations (DevSecOps)
- IT Sourcing and Spend Optimization
 - Technology Spend Optimization
 - Performance Optimization
 - Sourcing and Vendor Management
- Program Assurance
 - Program Objective Examination and Independent Assessment
 - Program Review and Evaluation
 - Independent Verification and Validation (IV&V)

See [Appendix](#) for additional information.

Appendices

Gartner Research Service Descriptions

Descriptions of Gartner research offerings are available online via the hyperlinks below. Click a service name to view its description.

[Burton Classic IT1](#)

[Core IT Research Advisor](#)

[Executive Programs Leadership Team – Advisor Team Leader](#)

[Executive Programs Leadership Team – Advisor Team Member](#)

[Executive Programs Leadership Team – Cross Function Team Member](#)

[Executive Programs Leadership Team – Delegate Team Leader](#)

[Executive Programs Leadership Team – Delegate Team Member](#)

[Executive Programs Leadership Team – Essentials Team Member](#)

[Executive Programs Leadership Team – IT Executive Team Leader](#)

[Executive Programs Leadership Team – IT Executive Team Member](#)

[Executive Programs Leadership Team – Leader](#)

[Executive Programs Leadership Team – Partner Team Leader](#)

[Executive Programs Leadership Team – Partner Team Member](#)

[Executive Programs Leadership Team – Role Team Member](#)

[Executive Programs Leadership Team Plus – Advisor Team Leader](#)

[Executive Programs Leadership Team Plus – Advisor Team Member](#)

[Executive Programs Leadership Team Plus – Cross Function Team Member](#)

[Executive Programs Leadership Team Plus – Delegate Team Leader](#)

[Executive Programs Leadership Team Plus – Delegate Team Member](#)

[Executive Programs Leadership Team Plus – IT Executive Team Leader](#)

[Executive Programs Leadership Team Plus – IT Executive Team Member](#)

[Executive Programs Leadership Team Plus – Partner Team Leader](#)

[Executive Programs Leadership Team Plus – Partner Team Member](#)

[Executive Programs Leadership Team Plus – Team Leader](#)

[Executive Programs Leadership Team Plus for Global Enterprises – Global Partner](#)

[Executive Programs Leadership Team Plus for Global Enterprises – IT Executive](#)

[Executive Programs Leadership Team Plus for Global Enterprises – Leader](#)

[Executive Programs Member](#)

[Executive Programs Member Basic](#)

[Executive Programs V2 Extended Team – Advisor Member](#)

[Executive Programs V2 Extended Team – Cross Function Member](#)

[Executive Programs V2 Extended Team – Guided CDAO Team Member](#)

[Executive Programs V2 Extended Team – Guided CISO Team Member](#)

[Executive Programs V2 Extended Team – Guided EA Team Member](#)

[Executive Programs V2 Extended Team – Guided I&O Team Member](#)

[Executive Programs V2 Extended Team – Guided Software Engineering Leaders Team Member](#)

[Executive Programs V2 Extended Team – Self-Directed CDAO Team Member](#)

[Executive Programs V2 Extended Team – Self-Directed CISO Team Member](#)

[Executive Programs V2 Extended Team – Self-Directed EA Team Member](#)

[Executive Programs V2 Extended Team – Self-Directed I&O Team Member](#)

[Executive Programs V2 Extended Team – Self-Directed Software Engineering Leaders Team Member](#)

[Executive Programs V2 Guided – Individual Access](#)

[Executive Programs V2 Guided – Advisor Leader Member](#)

[Executive Programs V2 Guided – Advisor Member](#)

[Executive Programs V2 Guided – AI Guided Member](#)

[Executive Programs V2 Guided – CDAO Guided Leader Member](#)

[Executive Programs V2 Guided – CDAO Guided Member](#)

[Executive Programs V2 Guided – CDAO Self-Directed Leader Member](#)

[Executive Programs V2 Guided – CDAO Self-Directed Member](#)

[Executive Programs V2 Guided – CIO Guided Leader Member](#)

[Executive Programs V2 Guided – CIO Guided Member](#)

[Executive Programs V2 Guided – CIO Self-Directed Leader Member](#)

[Executive Programs V2 Guided – CIO Self-Directed Member](#)

[Executive Programs V2 Guided – CISO Guided Leader Member](#)

[Executive Programs V2 Guided – CISO Guided Member](#)

[Executive Programs V2 Guided – CISO Self-Directed Leader Member](#)

[Executive Programs V2 Guided – CISO Self-Directed Member](#)

[Executive Programs V2 Guided – Cross Function Member](#)

[Executive Programs V2 Guided – EA Guided Leader Member](#)

[Executive Programs V2 Guided – EA Guided Member](#)

[Executive Programs V2 Guided – EA Self-Directed Leader Member](#)

[Executive Programs V2 Guided – EA Self-Directed Member](#)

[Executive Programs V2 Guided – I&O Guided Leader Member](#)

[Executive Programs V2 Guided – I&O Guided Member](#)

[Executive Programs V2 Guided – I&O Self-Directed Leader Member](#)

[Executive Programs V2 Guided – I&O Self-Directed Member](#)

[Executive Programs V2 Guided – Partner Leader Member](#)

[Executive Programs V2 Guided – Partner Member](#)

[Executive Programs V2 Guided – Software Engineering Leaders Guided Leader Member](#)

[Executive Programs V2 Guided – Software Engineering Leaders Guided Member](#)

[Executive Programs V2 Guided – Software Engineering Leaders Self-Directed Leader Member](#)

[Executive Programs V2 Guided – Software Engineering Leaders Self-Directed Member](#)

[Executive Programs V2 Guided – Team Leader](#)

[Executive Programs V2 Self-Directed – Individual Access](#)

[Executive Programs V2 Self-Directed – Advisor Leader Member](#)
[Executive Programs V2 Self-Directed – Advisor Member](#)
[Executive Programs V2 Self-Directed – CDAO Guided Leader Member](#)
[Executive Programs V2 Self-Directed – CDAO Guided Member](#)
[Executive Programs V2 Self-Directed – CDAO Self-Directed Leader Member](#)
[Executive Programs V2 Self-Directed – CDAO Self-Directed Member](#)
[Executive Programs V2 Self-Directed – CIO Self-Directed Leader Member](#)
[Executive Programs V2 Self-Directed – CIO Self-Directed Member](#)
[Executive Programs V2 Self-Directed – CISO Guided Leader Member](#)
[Executive Programs V2 Self-Directed – CISO Guided Member](#)
[Executive Programs V2 Self-Directed – CISO Self-Directed Leader Member](#)
[Executive Programs V2 Self-Directed – CISO Self-Directed Member](#)
[Executive Programs V2 Self-Directed – Cross Function Member](#)
[Executive Programs V2 Self-Directed – EA Guided Leader Member](#)
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[Executive Programs V2 Self-Directed – EA Self-Directed Leader Member](#)
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[Executive Programs V2 Self-Directed – I&O Guided Leader Member](#)
[Executive Programs V2 Self-Directed – I&O Guided Member](#)
[Executive Programs V2 Self-Directed – I&O Self-Directed Leader Member](#)
[Executive Programs V2 Self-Directed – I&O Self-Directed Member](#)
[Executive Programs V2 Self-Directed – Software Engineering Leaders Guided Leader Member](#)
[Executive Programs V2 Self-Directed – Software Engineering Leaders Guided Member](#)
[Executive Programs V2 Self-Directed – Software Engineering Leaders Self-Directed Leader Member](#)
[Executive Programs V2 Self-Directed – Software Engineering Leaders Self-Directed Member](#)
[Executive Programs V2 Self-Directed – Team Leader](#)

[Gartner for AI Leaders Guided Individual Access](#)

[Gartner for AI Leaders Guided – Team Leader](#)
[Gartner for AI Leaders Guided – Team Member](#)

[Gartner Core Connect Advisor](#)
[Gartner Core Connect Reference](#)

[Gartner for CDAOs Individual Access](#)

[Gartner for CDAOs – Team Leader](#)
[Gartner for CDAOs – Team Member](#)

[Gartner for CDAOs Executive – Individual Access](#)

[Gartner for CDAOs Executive – Team Leader](#)
[Gartner for CDAOs Executive – Team Member](#)
[Gartner for CDAOs Executive – Tech Professional Team Member](#)

[Gartner for Chief Financial Officers Individual Access Advisor](#)

[Gartner for Chief Financial Officers Team – Advisor Team Leader](#)
[Gartner for Chief Financial Officers Team – Advisor Team Member](#)
[Gartner for Chief Financial Officers Team – Reference Team Member](#)

[Gartner for Chief Financial Officers Team – Team Leader](#)

[Gartner for Chief Human Resources Officers – Individual Access Advisor](#)

[Gartner for Chief Human Resources Officers Team – Advisor Leader](#)
[Gartner for Chief Human Resources Officers Team – Advisor Member](#)
[Gartner for Chief Human Resources Officers Team – Reference Member](#)
[Gartner for Chief Human Resources Officers Team – Leader](#)

[Gartner for Chief Marketing Officers Individual Access](#)

[Gartner for Chief Marketing Officers Team: Advisor Team Leader](#)
[Gartner for Chief Marketing Officers Team: Advisor Team Member](#)
[Gartner for Chief Marketing Officers Team: Reference Team Member](#)
[Gartner for Chief Marketing Officers Team: Team Leader](#)

[Gartner for Chief Procurement Officers Executives Individual Access](#)

[Gartner for Chief Procurement Officers Team – Advisor Team Member](#)
[Gartner for Chief Procurement Officers Team – Reference Team Member](#)
[Gartner for Chief Procurement Officers Team – Team Leader](#)

[Gartner for Chief Supply Chain Officers](#)

[Gartner for Chief Supply Chain Officers Leadership Team – Advisor Team Member](#)
[Gartner for Chief Supply Chain Officers Leadership Team – Cross Function Team Member](#)
[Gartner for Chief Supply Chain Officers Leadership Team – Partner Team Member](#)
[Gartner for Chief Supply Chain Officers Leadership Team – Team Leader](#)

[Gartner for CIOs Individual Access Advisor](#)

[Gartner for CIOs Team Plus – Advisor Team Leader](#)
[Gartner for CIOs Team Plus – Advisor Team Member](#)
[Gartner for CIOs Team Plus – Cross Function Team Member](#)
[Gartner for CIOs Team Plus – Team Leader](#)

[Gartner for CISOs – Individual Access](#)

[Gartner for CISOs – Team Leader](#)
[Gartner for CISOs – Team Member](#)

[Gartner for CISOs Executive Individual Access](#)

[Gartner for CISOs Executive – Team Leader](#)
[Gartner for CISOs Executive – Team Member](#)

[Gartner for Communications Leaders Individual Access Advisor](#)

[Gartner for Communications Leaders Team – Advisor Team Member](#)
[Gartner for Communications Leaders Team – Reference Team Member](#)
[Gartner for Communications Leaders Team – Team Leader](#)

[Gartner for Customer Service & Support Leaders Individual Access Advisor](#)

Gartner for Customer Service & Support Leaders Team – Advisor Team Member

Gartner for Customer Service & Support Leaders Team – Reference Team Member

Gartner for Customer Service & Support Leaders Team – Team Leader

Gartner for EA Leaders Guided Individual Access

Gartner for EA Leaders Guided – Team Leader

Gartner for EA Leaders Guided – Team Member

Gartner for EA Leaders Self-Directed Individual Access

Gartner for EA Leaders Self-Directed – Team Leader

Gartner for EA Leaders Self-Directed – Team Member

Gartner for Enterprise IT Leaders Individual Access

Gartner for Enterprise IT Leaders Initiative Team – Team Leader

Gartner for Enterprise IT Leaders Initiative Team – Advisor Team Member

Gartner for Enterprise IT Leaders Two Meetings Add-On

Gartner for Enterprise IT Leadership Team – Advisor Team Member

Gartner for Enterprise IT Leadership Team – Cross Function Team Member

Gartner for Enterprise IT Leadership Team – Essentials Team Member

Gartner for Enterprise IT Leadership Team – Role Team Member

Gartner for Enterprise IT Leadership Team – Team Leader

Gartner for Enterprise IT Leadership Team Plus – Advisor Team Member

Gartner for Enterprise IT Leadership Team Plus – Cross Function Team Member

Gartner for Enterprise IT Leadership Team Plus – Team Leader

Gartner for Enterprise IT Leadership Team Plus for Global Enterprises – Global Advisor Team Leader

Gartner for Enterprise IT Leadership Team Plus for Global Enterprises – Global Team Leader

Gartner for Enterprise Supply Chain Leaders Individual Access Member

Gartner for Enterprise Supply Chain Leadership Team – Advisor Team Member

Gartner for Enterprise Supply Chain Leadership Team – Cross Function Team Member

Gartner for Enterprise Supply Chain Leadership Team – Essentials Team Member

Gartner for Enterprise Supply Chain Leadership Team – Team Leader

Gartner for Executive Chief Procurement Officers Individual Access

Gartner for Executive Chief Procurement Officers Team – Advisor Team Member

Gartner for Executive Chief Procurement Officers Team – Reference Team Member

Gartner for Executive Chief Procurement Officers Team – Team Leader

Gartner for Finance Leaders – Individual Access Advisor

Gartner for Finance Leaders Team – Advisor Team Member

Gartner for Finance Leaders Team – Reference Team Member

Gartner for Finance Leaders Team – Team Leader

Gartner for General Counsel Individual Access Advisor

Gartner for General Counsel Team – Advisor Member

Gartner for General Counsel Team – Reference Member

Gartner for General Counsel Team – Leader

Gartner for Global CDAOs Executive – Global Partner Team Member

Gartner for Global CDAOs Executive – Global Team Leader

Gartner for Global CDAOs Executive – Global Team Member

Gartner for Global CISO Executive – Global Partner Member

Gartner for Global CISO Executive – Global Team Leader

Gartner for Global CISO Executive - Global Team Member

Gartner for Global IT Leadership Team Plus – Advisor Team Member

Gartner for Global IT Leadership Team Plus – Partner Team Member

Gartner for Global IT Leadership Team Plus – Team Leader

Gartner for Human Resources Leaders Individual Access Advisor

Gartner for Human Resources Leaders Team – Advisor Team Member

Gartner for Human Resources Leaders Team – Reference Team Member

Gartner for Human Resources Leaders Team – Team Leader

Gartner for Human Resources Professionals Reference – Up to 20 Users

Gartner for Human Resources Professionals Reference – Up to 5 Users

Gartner for I&Os Leaders Guided Individual Access

Gartner for I&Os Leaders Guided – Team Leader

Gartner for I&Os Leaders Guided – Team Member

Gartner for I&Os Leaders Self-Directed Individual Access

Gartner for I&Os Leaders Self-Directed – Team Leader

Gartner for I&Os Leaders Self-Directed – Team Member

Gartner for IT Executives CIO

Gartner for IT Executives CIO Essentials

Gartner for IT Executives CIO Signature

Gartner for IT Leaders Individual Access Advisor

Gartner for IT Leaders Reference

Gartner for IT Leadership Team – Advisor Team Member

Gartner for IT Leadership Team – Cross Function Team Member

Gartner for IT Leadership Team – Essentials Team Member

Gartner for IT Leadership Team – Role Team Member

Gartner for IT Leadership Team – Team Leader

Gartner for IT Leadership Team Plus – Advisor Team Member

Gartner for IT Leadership Team Plus – Cross Function Team Member

Gartner for IT Leadership Team Plus – Team Leader

Gartner for Legal, Risk and Compliance Leaders – Individual Access Advisor

Gartner for Legal, Risk and Compliance Leaders Team – Advisor Member

Gartner for Legal, Risk and Compliance Leaders Team – Reference Member

Gartner for Legal, Risk and Compliance Leaders Team – Leader

Gartner for Marketing Leaders Individual Access Advisor

Gartner for Marketing Leaders Team – Advisor Team Member

Gartner for Marketing Leaders Team – Reference Team Member

Gartner for Marketing Leaders Team – Team Leader

Gartner for R&D Leaders – Individual Access Advisor

Gartner for R&D Leaders Team – Advisor Member

Gartner for R&D Leaders Team – Reference Member

Gartner for R&D Leaders Team – Leader

Gartner for Sales Leaders – Individual Access Advisor

Gartner for Sales Leaders Team – Advisor Team Member

Gartner for Sales Leaders Team – Reference Team Member

Gartner for Sales Leaders Team – Team Leader

Gartner for Software Engineering Leaders – Individual Access

Gartner for Software Engineering Leaders – Team Leader

Gartner for Software Engineering Leaders – Team Member

Gartner for Software Engineering Leaders Executive – Individual Access

Gartner for Software Engineering Leaders Executive – Team Leader

Gartner for Software Engineering Leaders Executive – Team Member

Gartner for Supply Chain Leaders Individual Access Advisor

Gartner for Supply Chain Leaders Reference

Gartner for Supply Chain Leadership Team – Advisor Team Member

Gartner for Supply Chain Leadership Team – Cross Function Team Member

Gartner for Supply Chain Leadership Team – Essentials Team Member

Gartner for Supply Chain Leadership Team – Team Leader

Gartner for Technical Professionals Advisor Department

Gartner for Technical Professionals Reference Department

Gartner for Technical Professionals Team Leader

Gartner for Technical Professionals Team Member

Gartner News and Insight

Global Chief Supply Chain Officers Delegate Individual Access

Global Chief Supply Chain Officers Individual Access

Global Chief Supply Chain Officers Leadership Team – Advisor Team Member

Global Chief Supply Chain Officers Leadership Team – Cross Function Team Member

Global Chief Supply Chain Officers Leadership Team – Delegate Team Member

Global Chief Supply Chain Officers Leadership Team – Leader

Global Chief Supply Chain Officers Leadership Team – Partner Team Member

Global CIO Team Plus – Divisional CIO (Team Member)

Global CIO Team Plus – Global CIO (Team Leader)

Global CIO Team Plus – Global IT Leader (Team Member)

IT News and Insight from Gartner

Risk and Control Resources for Internal Auditors

Gartner Applied Research Consulting Services – Additional Information

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 1. Education and Experience Equivalents

Degree	Equivalent Yrs. of Experience
Associate	2
Bachelor's	4
Master's	6
Doctoral	8

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