

**APPENDIX C - PRICING INDEX**

**DIR-TSO-2531**

**GARTNER, INC.**

**Amendment 2**

Pricing for Subscription Services are effective for February 1, 2016 to January 31, 2017 except where indicated.

<b>Subscription Services</b>	<b>Customer Price</b>
<b>SECTION 1.1 - Team Solution Research Services</b>	
<b>Executive Programs Leadership Team <sup>1</sup></b>	
Team Leader	73,643
Delegate or Delegate Leader	38,953
Partner or Partner Leader	57,613
Advisor or Advisor Leader	28,756
Cross Function	20,031
Role	14,016
Essentials - Limited Availability <sup>3</sup>	7,747
<b>Executive Programs Leadership Team with Industry <sup>1</sup> - single industry</b>	
Team Leader	85,341
Delegate or Delegate Leader	48,766
Partner or Partner Leader	71,638
Advisor or Advisor Leader	38,590
Cross Function	24,182
Role	17,633
Essentials - Limited Availability <sup>3</sup>	7,960
<b>Enterprise IT Leadership Team <sup>2</sup></b>	
Team Leader	51,557
Advisor	26,086
Cross Function	15,487
Role	9,603
Essentials	7,747
<b>Enterprise IT Leadership Team with Industry <sup>2</sup> - single industry</b>	
Team Leader	63,779
Advisor	34,963
Cross Function	20,655
Role	12,293
Essentials	7,960
<b>Enterprise Supply Chain Leadership Team <sup>2</sup> - Limited Availability <sup>3</sup></b>	
Team Leader	51,557
Advisor	26,086
Cross Function	15,487
Essentials	7,747
<b>Gartner for Marketing Leaders Team <sup>2</sup> - Limited Availability <sup>3</sup></b>	
Team Leader	34,358
Advisor	34,358
Reference	12,091

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<b>Subscription Services</b>	<b>Customer Price</b>
<b>Industry Advisory Services Team <sup>2</sup> - single industry</b>	
Team Leader	34,963
Advisor	34,963
Cross Function	20,655
Role	12,293
Essentials	7,960
<b>IT Leadership Team <sup>2</sup></b>	
Team Leader	26,086
Advisor	26,086
Cross Function	15,487
Role	9,603
Essentials	7,747
<b>Supply Chain Leadership Team <sup>2</sup> - Limited Availability <sup>3</sup></b>	
Team Leader	26,086
Advisor	26,086
Cross Function	15,487
Essentials	7,747
<b>SECTION 1.2 - Individual Solution Research Services</b>	
<b>Executive Programs Individual Solutions</b>	
Member single-user	81,361
Member multi-user	72,133
Member Basic single-user	55,487
Member Basic multi-user	49,643
Two Onsite Meetings Add-on - Limited Availability <sup>3</sup>	14,542
<b>Executive Programs Individual Solutions with Industry - single industry</b>	
Member single-user	93,099
Member multi-user	83,628
Member Basic single-user	66,398
Member Basic multi-user	60,252
<b>Enterprise IT Leaders</b>	
<b>or Enterprise Supply Chain Leaders - Limited Availability <sup>3</sup></b>	
Single-member	62,000
Multi-member	51,557
Two Onsite Meetings Add-on - Limited Availability <sup>3</sup>	14,542
<b>Gartner for IT Leaders</b>	
<b>or Supply Chain Leaders - Limited Availability <sup>3</sup></b>	
Advisor single-member	34,540
Advisor multi-member	26,086
Reference single-member	23,245
Reference multi-member	14,802

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<b>Subscription Services</b>	<b>Customer Price</b>
<b>Industry Advisory Services - single industry</b>	
Advisor single member	43,628
Advisor multi member	34,963
Advisor Add-on to IT Executives or Enterprise IT Leaders	10,278
Reference single-member	29,421
Reference multi-member	20,756
<b>Core Connect</b>	
Advisor single-member	31,613
Advisor multi-member	23,235
Reference single-member	20,343
Reference multi-member	11,829
<b>IT News and Insight</b>	
IT News and Insights - per seat	585
<b>SECTION 1.3 - Multi-user Research Services</b>	
<b>Gartner for Technical Professionals <sup>4</sup></b>	
Department Advisor	100,989
Department Reference	68,051
<b>Gartner for Technical Professionals SMB <sup>4,5</sup> - Limited Availability <sup>3</sup></b>	
SMB Advisor for Agency with less than 4,000 Employees	53,502
SMB Reference for Agency with less than 4,000 Employees	35,668
<b>Gartner Technology Planner</b>	
Technology Planner	100,989
Technology Planner Essentials - 3 modules (price per module, must purchase 3)	28,414
Technology Planner Essentials - 2 modules (price per module, must purchase 2)	32,595
Technology Planner Essentials - 1 module (price per module)	40,091
<b>Gartner Technology Planner SMB <sup>5</sup></b>	
Technology Planner SMB	53,502
Technology Planner SMB Essentials - 3 modules (price per module, must purchase 3)	15,114
Technology Planner SMB Essentials - 2 modules (price per module, must purchase 2)	17,330
Technology Planner SMB Essentials - 1 module (price per module)	21,260
<b>Gartner for IT Associates <sup>4</sup></b>	
100 documents - Limited Availability <sup>3</sup>	20,958
200 documents	41,915
<b>SECTION 1.4 - Other Services</b>	
<b>Strategic Advisory Services</b>	
Client - Remote Advisory Engagement	7,154
Client - Internal Use of Analyst Time	14,308
Client - External Speaking Engagement	23,074

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<b>Subscription Services</b>	<b>Customer Price</b>
<b>Events</b> <sup>6</sup> - <i>2016 ticket pricing expires December 31, 2016</i>	
2016 Symposium Ticket	4,031
2016 T1 Summit Ticket	2,771
2016 Summit Ticket	2,368
2017 Symposium Ticket	TBD
2017 T1 Summit Ticket	TBD
2017 Summit Ticket	TBD
<b>SECTION 2 - Renewal Only Services</b> <sup>7</sup>	
<b>IT Executive Portfolio - Renewal Only</b> <sup>7</sup>	
CIO Signature	91,749
CIO single member	82,973
CIO multi-member	73,643
CIO Essentials single-member	55,487
CIO Essentials multi-member	49,643
Delegate Add-on - Limited Availability <sup>3</sup>	38,953
Two Onsite Meetings Add-on - Limited Availability <sup>3</sup>	14,542
<b>Enterprise IT Leaders Workgroup</b> <sup>8</sup> - Renewal Only <sup>7</sup>	
Workgroup: Leader	51,557
Workgroup: Cross Function Member	15,487
Workgroup: Role Member	9,603
Workgroup: Essentials Member	7,747
<b>Gartner for IT Leaders Workgroup</b> <sup>8</sup> - Renewal Only <sup>7</sup>	
Workgroup: Leader	26,086
Workgroup: Cross Function Member	15,487
Workgroup: Role Member	9,603
Workgroup: Essentials Member	7,747
Workgroup: Member (legacy)	6,056
<b>Legacy Core Research - Renewal Only</b> <sup>7</sup>	
Legacy Client Core Research Reference 1 seat	13,149
Core Research Inquiry Access 5 Instances	7,557
<b>Burton Classic IT1 - Renewal Only</b> <sup>7</sup>	
Agency with 125 or less total IT employees	57,008
Agency with over 125 total IT employees	79,385
<b>SECTION 3 - Research Services for Non-Profit Higher Education University or College ONLY</b> <sup>9</sup>	
<b>Core IT Research Reference for Higher Education</b>	
Higher Education - Core Research Campus Level Reference <4,999 FTE	22,368
Higher Education - Core Research Campus Level Reference 5,000-9,999 FTE	44,736
Higher Education - Core Research Campus Level Reference 10,000-24,999 FTE	67,104
Higher Education - Core Research Campus Level Reference 25,000+ FTE	89,472
Higher Education - Core Research Campus Level Reference - Community Colleges ONLY	22,368

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**Pricing for Subscription Services are effective for February 1, 2016 to January 31, 2017 except where indicated.**

<b>Subscription Services</b>	<b>Customer Price</b>
<b>Technical Professional for Higher Education</b>	
Higher Education - Gartner for Technical Professional Advisor Campus <sup>4</sup>	53,502
Higher Education - Gartner for Technical Professional Reference Campus <sup>4</sup>	35,668

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

<sup>1</sup> Each Executive Programs Leadership Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. A Team with one Leader and less than three (3) Team Members is permissible so long as one of the Team Member is a Delegate or Partner. All Team Member licenses must be coterminous with the Leader license. Executive Programs Leadership Team with Industry pricing is for one industry and all licenses in an Executive Programs Leadership Team with Industry must purchase access to the same industry. Executive Programs Leadership Team Essentials is limited to select markets and may only consist of 1 Team Leader and up to 10 Team Essentials Members per Team (other Team Member types not permitted); contact your Account Executive for availability in your area.

<sup>2</sup> Each Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. All Team Member licenses must be coterminous with the Leader license. Pricing for Team solutions with Industry Advisory Services is for one industry and all licenses in the Team must purchase access to the same industry.

<sup>3</sup> Limited availability and/or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.

<sup>4</sup> Purchasing prerequisite and/or eligibility requirements applies. Check with Sales representatives before purchasing.

<sup>5</sup> Gartner for Technical Professional SMB, Gartner for Technology Planner SMB, and Gartner for Technology Planner Essentials SMB are available only to eligible small and medium size agencies with 4,000 or less employees. Please check with Sales representatives before purchasing.

<sup>6</sup> Ticket prices apply to orders received by December 31th of the Event year indicated. For example, 2016 Symposium ticket price applies to orders received on or before December 31, 2016. 2017 ticket prices have not be released; please check with account representatives for pricing at the time of purchase for 2017 ticket pricing.

<sup>7</sup> **Renewal only** services are available to eligible license holders who purchased the service listed on or before the date specified below and continuously purchase the service thereafter. Please check with Sales Representative for availability and eligibility before ordering.

IT Executives: purchased on or before September 1, 2015

Workgroups: purchased on or before June 01, 2015

Workgroup Member (legacy): purchased on or before August 01, 2011

Core Research: purchased on or before February 1, 2007 \*

Burton Classic IT1: purchased on or before January 01, 2013

\* Aggregate Core Reference and Advisor Seats at the Agency/Bureau/Operating Unit level only — on a single Purchase Order — to determine price per seat. Renewal of existing Core Research licenses are permitted at the same seat quantity price level purchased as of January 31, 2007 or at a lower quantity price level should the number of licenses purchased is reduced. Additional licenses are priced at the same price level as existing seats and do not qualify to raise the price level to a new or higher seat quantity.

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<sup>8</sup> Each workgroup requires one (1) Workgroup Leader and a minimum of three (3) Workgroup Members. Workgroup Member may be added up to a maximum of ten (10 ) total Workgroup Members per workgroup. All Workgroup Members in a workgroup must be of the same type (e.g. a Workgroup with one Leader and all Cross Function Members). Pricing for Workgroups with Industry Advisory Services is for one industry and all licenses in the Team must purchase access to the same industry.

<sup>9</sup> Higher Education products are only available to eligible not-for-profit Higher Education colleges or universities. License is for one designated student campus and must meet purchasing prerequisites. Check with Sales representatives before purchasing.

**Pricing for Technical Services are effective for February 1, 2016 to January 31, 2017 except where indicated.**

<b>TECHNICAL SERVICES <sup>5</sup></b>	<b>REGULAR HOURLY RATE</b>	<b>Temporary Discounted Hourly Rates Applicable to Orders Dated On or Before 12/31/2016</b>	<b>DAILY RATE</b>
Vice President	\$ 582	\$ 499	\$ 3,990
Senior Director	\$ 543	\$ 460	\$ 3,668
Director	\$ 488	\$ 429	\$ 3,426
Associate Director	\$ 419	\$ 363	\$ 2,902
Sr. Consultant	\$ 335	\$ 293	\$ 2,338
Consultant	\$ 246	\$ 212	\$ 1,693
Associate Consultant	\$ 173	\$ 152	\$ 1,210

<sup>5</sup> Technical Services rates are a "not-to-exceed" price. Supplier may fill in additional labor descriptions.

**NOTE: The term "Consultant" is not applied as defined under Texas Government Code 2254.**

**Gartner reserves the right to refresh its pricing and product offerings on an annual basis consistent with the then current Gartner Public Sector pricing. The refreshed Pricing and Product offering will be provided in January of each new calendar year and applicable to any renewal of existing services or initiation of new services.**