

STATE OF WASHINGTON

2021 Gartner Services and Prices for Contract 05712 - Schedule A

Rates are effective March 1, 2021 and apply to purchase orders received on or before February 28, 2022 with a service delivery start date no later than March 1, 2022.

Supplier may offer to a Client for the renewal of any existing service or the issuance of a new order rates consistent with the then current Gartner Public Sector pricing plus any applicable administrative/management fees or the rates listed herein effective at the time of purchase.

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
IT TEAM PLUS SOLUTIONS	
Executive Programs Leadership Team Plus for Global Enterprises ¹	
Global Enterprises Team Leader	142,234
Global Enterprises IT Executive (may purchase IT Leadership Team Plus Members)	142,234
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus Members)	122,945
Advisor Leader (may purchase IT Leadership Team Plus Members)	38,579
Cross Function Member	27,818
Executive Programs Leadership Team Plus ¹	
Leader	98,579
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Plus Members)	98,579
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	90,153
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase IT Leadership Team Members)	52,589
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Plus Members)	38,579
Cross Function Member	27,818
Enterprise IT Leaders Initiative Team ¹	
Leader	87,006
Advisor Member	45,483
Enterprise IT Leadership Team Plus for Global Enterprise ¹	
Global Enterprises Leader	110,863
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus Members)	35,127
Advisor Member	35,127
Cross Function Member	21,320

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
Enterprise IT Leadership Team Plus¹	
Leader	83,148
Advisor Member	35,127
Cross Function Member	21,320
IT Leadership Team Plus¹	
Leader	35,127
Advisor Member	35,127
Cross Function Member	21,320
IT TEAM SOLUTIONS	
Executive Programs Leadership Team¹	
Leader	90,457
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Members)	90,457
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Members)	82,640
Delegate Member or Delegate Leader - Renewal Only⁶ (Delegate Leader must purchase IT Leadership Team Members)	48,325
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Members)	35,229
Cross Function Member	25,584
Role Member	18,072
Enterprise IT Leadership Team¹	
Leader	76,549
Advisor Member	32,589
Cross Function Member	19,696
Role Member	12,082
Essentials Member	9,442
IT Leadership Team¹	
Leader	32,589
Advisor Member	32,589
Cross Function Member	19,696
Role Member	12,082
Essentials Member	9,442
IT INDIVIDUAL ACCESS SOLUTIONS	
Executive Programs	
Member (Single User)	99,797
Member (Multi User)	88,630
Two Additional Meetings Add-on - Limited Availability³	19,899

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
IT Leaders	
Individual Access Advisor (Single User)	43,960
Individual Access Advisor (Multi User)	32,589
Reference (Single User)	30,660
Reference (Multi User)	19,087
Core Connect	
Advisor (Single User)	39,696
Advisor (Multi User)	28,325
IT MULTI-USER SOLUTIONS	
Technical Professionals ⁴ (per agency)	
Advisor Department	124,874
Reference Department	83,960
Advisor Team	59,290
Technical Professionals Small & Midsize Business (SMB) ^{4,5} (per agency)	
Advisor SMB	63,148
Reference SMB	41,929
IT TEAM PLUS WITH INDUSTRY SOLUTIONS	
Executive Programs Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Global Enterprises Team Leader	156,549
Global Enterprises IT Executive (may purchase Industry Advisory Services Leadership Team Plus Members)	156,549
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus with Industry Members)	135,330
Advisor Leader (may purchase Industry Advisory Services Leadership Team Plus Members)	46,396
Cross Function Member	30,965
Executive Programs Leadership Team Plus with Industry ² (one industry)	
Leader	107,209
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Plus Members)	107,209
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	99,899
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase Industry Advisory Services Leadership Team Plus Members)	59,797
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Plus Members)	46,396
Cross Function Member	30,965

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
Enterprise IT Leaders Initiative Team with Industry ² (one industry)	
Leader	97,259
Advisor Member	54,214
Enterprise IT Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Global Enterprises Leader	122,031
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus with Industry Team Members)	42,031
Advisor Member	42,031
Cross Function Member	25,686
Enterprise IT Leadership Team Plus with Industry ² (one industry)	
Leader	93,097
Advisor Member	42,031
Cross Function Member	25,686
Industry Advisory Services Leadership Team Plus ² (one industry)	
Leader	42,031
Advisor Member	42,031
Cross Function Member	25,686
IT TEAM WITH INDUSTRY SOLUTIONS	
Executive Programs Leadership Team with Industry ² (one industry)	
Leader	98,376
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Members)	98,376
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	91,473
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase Industry Advisory Services Leadership Team Members)	54,924
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Members)	42,640
Cross Function Member	28,427
Role Member	20,204
Enterprise IT Leadership Team with Industry ² (one industry)	
Leader	85,280
Advisor Member	38,579
Cross Function Member	23,655
Role Member	13,503
Essentials Member	9,442

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
Industry Advisory Services Leadership Team ² (one industry)	
Leader	38,579
Advisor Member	38,579
Cross Function Member	23,655
Role Member	13,503
Essentials Member	9,442
IT INDIVIDUAL ACCESS WITH INDUSTRY SOLUTIONS	
Executive Programs with Industry (one industry)	
Member (Single User)	107,310
Member (Multi User)	96,346
Industry Advisory Services (one industry)	
Individual Access Advisor (Single User)	49,848
Individual Access Advisor (Multi User)	38,579
Reference (Single User)	33,605
Reference (Multi User)	22,945
GARTNER BUSINESS SERVICES	
Customer Service & Support Leaders Team ⁷	
Leader	32,589
Advisor Member	32,589
Reference Member	14,620
Customer Service & Support Leaders Individual Access	
Advisor (Single User)	43,554
Advisor (Multi User)	32,589
Chief Finance Officers Team ⁷	
Leader	89,645
Advisor Member or Advisor Leader (Advisor Leader must purchase Finance Leaders Team Members)	32,589
Reference Member	15,127
Chief Finance Officers Individual Access	
Individual Access (Single User)	98,782
Individual Access (Multi User)	89,645
Finance Leaders Team ⁷	
Leader	32,589
Advisor Member	32,589
Reference Member	15,127

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
Finance Leaders Individual Access	
Advisor (Single User)	43,554
Advisor (Multi User)	32,589
Chief Human Resources Officers Team ⁷	
Leader	89,645
Advisor Member or Advisor Leader (Advisor Leader must purchase Human Resources Leaders Team Members)	32,589
Reference Member	17,970
Chief Human Resources Officers Individual Access	
Individual Access (Single User)	98,782
Individual Access (Multi User)	89,645
Human Resources Leaders Team ⁷	
Leader	32,589
Advisor Member	32,589
Reference Member	17,970
Human Resources Leaders Individual Access	
Advisor (Single User)	43,554
Advisor (Multi User)	32,589
Human Resources Professionals ⁷	
Reference - Up to 5 HR Professionals	24,772
Reference - Up to 20 HR Professionals	39,899
TalentNeuron™	
Single Country	31,777
Single Country Reference	24,264
Additional 5 Users	4,570
Additional Workbench	10,863
Legal & Compliance Leaders Team ⁷	
Leader	28,122
Advisor Member	28,122
Reference Member	11,270
Legal & Compliance Leaders Individual Access	
Advisor (Single User)	37,259
Advisor (Multi User)	28,122

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
Marketing Leaders Team ⁷	
Leader	41,117
Advisor Member	41,117
Reference Member	16,143
Marketing Leaders Individual Access	
Advisor (Single User)	49,442
Advisor (Multi User)	41,117
OTHER SERVICES	
News and Insights	691
Strategic Advisory Services ⁴ - for clients with research services	
Internal Advisory Session	16,853
Remote Advisory Services	8,325
Conferences - North America ⁸ (price per ticket)	
2021 IT Symposium/Xpo	4,969
2021 Summit (BI, Data Center, Security, or Apps)	3,382
2021 Summit (excludes BI, Data Center, Security, and Apps)	2,862
2021 Catalyst Conference	3,382
2021 CIO Leadership Forum - Limited Availability ^{3, 4}	3,252
2022 Conference Ticket	TBD
RENEWAL ONLY LEGACY SERVICES	
Executive Programs Member Basic - Renewal Only ⁶	
Member Basic (Single User)	68,731
Member Basic (Multi User)	61,523
Executive Programs Member Basic with Industry (one industry) - Renewal Only ⁶	
Member Basic (Single User)	76,447
Member Basic (Multi User)	69,442
IT Executives - Renewal Only ⁶	
CIO (Single User)	102,640
CIO (Multi User)	91,371
Industry Add-on (one industry) ⁴	11,371
Enterprise IT Leaders - Renewal Only ⁶	
Individual Access	TBD
- For renewing subscribers. Price varies based on initial purchase date of license.	
Two Onsite Meetings Add-on - Limited Availability ³	19,899

RESEARCH AND ADVISORY SERVICES	ANNUAL FEE
Legacy Core IT Research - Renewal Only ⁶ (price per license based on aggregate license quantity price level)	
Advisor 1-9 license quantity	29,950
Advisor 10-24 license quantity	17,259
Advisor 25+ license quantity	14,518
PUBLIC AND NON-PROFIT HIGHER EDUCATION IT STUDENTS INSTITUTIONS ONLY	
Core IT Research Reference for Higher Education ⁹ (per student campus)	
Core Reference for a community college	30,254
Core Reference for a college or university with 1 to 4,999 Student FTE	30,254
Core Reference for a college or university with 5,000 to 9,999 Student FTE	60,508
Core Reference for a college or university with 10,000 to 24,999 Student FTE	90,762
Core Reference for a college or university with 25,000+ Student FTE	121,016
Technical Professionals for Higher Education ⁹ (per student campus)	
Technical Professional Advisor for IT Staff only of a college or university	63,148
Technical Professional Reference for IT Staff only of a college or university	41,929

Purchasing Guidelines:

“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 named client. To qualify for Multi User price levels, services must be ordered on the same Service Agreement or Purchase Order and reflect a common “Bill To” address. Strategic Advisory Services, Conferences, and Add-on services do not contribute towards Multi User pricing qualification.

¹ **Team** licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. Certain team solutions are invitation only services as indicated in the pricing table. A maximum of one Leader per team. Each Leader type license must have three (3) to ten (10) team member licenses. A minimum of three (3) Advisor and/or Cross Function team member licenses required per Team with an Enterprise IT Leadership Leader or Partner license. Executive Programs Leadership team solutions with one Leader and less than three (3) team member licenses is permissible so long as one of the team member licenses is an IT Executive or a Partner Leader with at least three (3) Advisor and/or Cross Function team member licenses. Global CIO team solutions with one Leader and less than three (3) team member licenses is permissible. 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 Plus with Industry, Team (non-Plus), Global CIO Team etc.

² **Team with Industry** licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. Certain team solutions are invitation only services as indicated in the pricing table. A maximum of one Leader per team. Each Leader type license must have three (3) to ten (10) team member licenses. A minimum of three (3) Advisor and/or Cross Function team member licenses required per Team with an Enterprise IT Leadership Leader or Partner license. Executive Programs Leadership team solutions with one Leader and less than three (3) team member licenses is permissible so long as one of the team member licenses is an IT Executive or a Partner Leader with at least three (3) Advisor and/or Cross Function team member licenses. Global CIO team solutions with one Leader and less than three (3) team member licenses is permissible. All licenses in a Team must be coterminous and of the same team type. For example, a Team Plus with Industry configuration may only contain Team Plus with Industry licenses for the same industry and cannot include other types of team licenses such as Team with Industry (non-Plus), Team Plus, Team (no industry, non-Plus), Global CIO Team etc. Team solutions with Industry Advisory Services is for one industry and all licenses in the team must purchase access to the same industry.