

**GARTNER, INC.**

**Exhibit 2 - Hourly Labor Rates**

Labor Categories	Base Period: Year 1 and 2		Optional Period: Year 3		Optional Period: Year 4		Optional Period: Year 5	
	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site
Program Director	\$ 440.01	\$ 484.01	\$ 448.81	\$ 493.69	\$ 457.78	\$ 503.56	\$ 466.94	\$ 513.63
Program Manager	\$ 339.75	\$ 373.73	\$ 346.55	\$ 381.20	\$ 353.48	\$ 388.83	\$ 360.55	\$ 396.60
Subject Matter Expert III	\$ 406.59	\$ 447.25	\$ 414.72	\$ 456.19	\$ 423.02	\$ 465.32	\$ 431.48	\$ 474.62
Subject Matter Expert II	\$ 339.75	\$ 373.73	\$ 346.55	\$ 381.20	\$ 353.48	\$ 388.83	\$ 360.55	\$ 396.60
Subject Matter Expert I	\$ 211.65	\$ 232.81	\$ 215.88	\$ 237.47	\$ 220.20	\$ 242.22	\$ 224.60	\$ 247.06
Acquisition Support Specialist III	\$ 406.59	\$ 447.25	\$ 414.72	\$ 456.19	\$ 423.02	\$ 465.32	\$ 431.48	\$ 474.62
Acquisition Support Specialist II	\$ 211.65	\$ 232.81	\$ 215.88	\$ 237.47	\$ 220.20	\$ 242.22	\$ 224.60	\$ 247.06
Acquisition Support Specialist I	\$ 178.23	\$ 196.05	\$ 181.80	\$ 199.98	\$ 185.43	\$ 203.97	\$ 189.14	\$ 208.05
Analyst II	\$ 178.23	\$ 196.05	\$ 181.81	\$ 199.98	\$ 185.43	\$ 203.97	\$ 189.14	\$ 208.05
Analyst I	\$ 122.53	\$ 134.79	\$ 124.98	\$ 137.48	\$ 127.48	\$ 140.23	\$ 130.03	\$ 143.04

<b>Note:</b>	At minimum, Contractor shall honor prices noted for each labor category, on-site or off-site, in each period.
--------------	---

Definitions:	
Off-site	Offeror's Place of Work
On-site	Government (any state or political subdivision) Place of Work

WA State Department of Enterprise Services Vendor Management Fee: 1.25%