

**Version: 13 May 2019**

## **Prices for Gartner Information Advisory Services for New York State**

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Prices Effective 13 May 2019 through 31 March 2020

***The pricing and information provided herein is subject to terms, conditions, and usage guidelines contained in Contract No. PS66085.***

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## Guidelines for Gartner Services

1. **Services** are the subscription-based research and related services described herein. Service Descriptions, Names and Levels of Access are as detailed for each product offering. Gartner may periodically update the names and the deliverables for each Service.
2. **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.
3. **User** is the individual named in the Client Purchase Order (each a “**Licensed User**”) who is licensed to use the Services. Client will limit access to the Services to the agreed upon number of Users.

**Ownership and Use of the Services.** Gartner owns and retains all rights to the Services not expressly granted to Client. Only the individuals named in the Client Purchase 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 **Usage Guidelines for Gartner Services** (“**Guidelines**”), which are accessible to all Licensed Users via the “Policies” section of [www.gartner.com](http://www.gartner.com). Among other things, these Guidelines describe how Client may substitute Licensed Users, excerpt from and/or share Gartner Research documents within the Client organization, and quote or excerpt from the Services externally. Client may not redistribute copies of individual research documents, by electronic means or otherwise, to non-Users without Gartner’s prior written permission. Users may not reproduce or distribute the Services externally without Gartner’s prior written permission, except for external distribution, in their entirety only, of reprints of individual documents purchased by Client. Client may excerpt from the Services for external use only if Client obtains the prior written approval of Gartner Vendor Relations, at [vendor.relations@gartner.com](mailto:vendor.relations@gartner.com) any approved external use of the Services must comply with Gartner’s *Copyright and Quote Policy* which may be viewed on the Gartner Vendor Relations section of [www.gartner.com](http://www.gartner.com). Services may not be stored by Client on any information storage and retrieval system.

**Access to the Services.** ID’s for access to Gartner Core Research and analyst inquiry may not be shared. Access to the Services is restricted to the number of named individuals (each a “User”) as identified in the Client Purchase Order.

**Monitoring of Usage.** The Client acknowledges and agrees to inform all Users that Gartner may monitor activity on Gartner’s website, including access to, and use of, the Services by individuals. Upon request, Client agrees to provide Gartner with assurance from a responsible Contract Officer (or other relevant evidence) of compliance with these usage terms.

**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

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**RESPECT TO THE USE OF THE SERVICES.**

***Client Confidential Information.*** Gartner agrees to keep confidential any Client-specific information communicated by Client to Gartner 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. Client acknowledges that Gartner is in the business of researching and analyzing information technology and this obligation of confidence shall not apply to information obtained by Gartner's research, analysis or consulting organization(s) from other sources.

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## Gartner Executive Programs

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

Gartner Executive Programs offer both team solutions and programs specifically to support the individual needs of the senior technology executive.

### ***Levels of Service***

There are multiple levels of service within the Gartner Executive Programs portfolio:

- Gartner Executive Programs Leadership Team
- Gartner for Executive Programs – Member and Member Basic
- Gartner for IT Executives — CIO Signature
- Gartner for IT Executives — CIO
- Gartner for IT Executives — CIO Essentials

## Gartner Executive Programs Leadership Team Plus

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

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

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

### Deliverables

Team Leader:	<a href="http://sd.gartner.com/sd_ep_team_plus_leader.pdf">http://sd.gartner.com/sd_ep_team_plus_leader.pdf</a>
Partner Member:	<a href="http://sd.gartner.com/sd_ep_team_plus_partner.pdf">http://sd.gartner.com/sd_ep_team_plus_partner.pdf</a>
Partner Leader:	<a href="http://sd.gartner.com/sd_ep_team_plus_partner_leader.pdf">http://sd.gartner.com/sd_ep_team_plus_partner_leader.pdf</a>
Delegate Member:	<a href="http://sd.gartner.com/sd_ep_team_plus_delegate.pdf">http://sd.gartner.com/sd_ep_team_plus_delegate.pdf</a>
Delegate Leader:	<a href="http://sd.gartner.com/sd_ep_team_plus_delegate_leader.pdf">http://sd.gartner.com/sd_ep_team_plus_delegate_leader.pdf</a>
Advisor Member:	<a href="http://sd.gartner.com/sd_ep_team_plus_advisor.pdf">http://sd.gartner.com/sd_ep_team_plus_advisor.pdf</a>
Advisor Leader:	<a href="http://sd.gartner.com/sd_ep_team_plus_advisor_leader.pdf">http://sd.gartner.com/sd_ep_team_plus_advisor_leader.pdf</a>
Cross Function Member:	<a href="http://sd.gartner.com/sd_ep_team_plus_cf.pdf">http://sd.gartner.com/sd_ep_team_plus_cf.pdf</a>

**Table 1. Gartner for Executive Programs Leadership Team Plus: Pricing**

Description	Quantity	Price
Team Leader	1	\$87,741
Partner Member or Partner Leader	1	\$70,400
Delegate Member or Delegate Leader	1	\$46,388
Advisor Member or Advisor Leader	1	\$34,171
Cross Function Member	1	\$23,850

Notes:

- Team Plus Membership contributes (“counts”) toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Plus Leader and three (3) to ten (10) Team Plus Members. A maximum of one Team Plus Leader per Team. A Team with one Team Plus Leader and less than three (3) Team Plus Members is permissible so long as one of the Team Plus Members is a Delegate or Partner. All Team Plus Member licenses must be coterminous with the Team Plus Leader license.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner Executive Programs Leadership Team

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

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

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

### Deliverables

Team Leader:	<a href="http://sd.gartner.com/sd_ep_team_leader.pdf">http://sd.gartner.com/sd_ep_team_leader.pdf</a>
Partner Member:	<a href="http://sd.gartner.com/sd_ep_team_partner.pdf">http://sd.gartner.com/sd_ep_team_partner.pdf</a>
Partner Leader:	<a href="http://sd.gartner.com/sd_ep_team_partner_leader.pdf">http://sd.gartner.com/sd_ep_team_partner_leader.pdf</a>
Delegate Member:	<a href="http://sd.gartner.com/sd_ep_team_delegate.pdf">http://sd.gartner.com/sd_ep_team_delegate.pdf</a>
Delegate Leader:	<a href="http://sd.gartner.com/sd_ep_team_delegate_leader.pdf">http://sd.gartner.com/sd_ep_team_delegate_leader.pdf</a>
Advisor Member:	<a href="http://sd.gartner.com/sd_ep_team_advisor.pdf">http://sd.gartner.com/sd_ep_team_advisor.pdf</a>
Advisor Leader:	<a href="http://sd.gartner.com/sd_ep_team_advisor_leader.pdf">http://sd.gartner.com/sd_ep_team_advisor_leader.pdf</a>
Cross Function Member:	<a href="http://sd.gartner.com/sd_ep_team_cf.pdf">http://sd.gartner.com/sd_ep_team_cf.pdf</a>
Role Member:	<a href="http://sd.gartner.com/sd_ep_team_role.pdf">http://sd.gartner.com/sd_ep_team_role.pdf</a>
Essentials Member*:	<a href="http://sd.gartner.com/sd_ep_team_essentials.pdf">http://sd.gartner.com/sd_ep_team_essentials.pdf</a>

**Table 2. Gartner for Executive Programs Leadership Team: Pricing**

Description	Quantity	Price
Team Leader	1	\$80,630
Partner Member or Partner Leader	1	\$64,580
Delegate Member or Delegate Leader	1	\$42,661
Advisor Member or Advisor Leader	1	\$31,351
Cross Function Member	1	\$21,859
Role Member	1	\$15,230
Essentials Member*	1	\$8,511

Notes:

- Team Membership contributes (“counts”) toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. A Team with one Team Leader and less than three (3) Team Members is permissible so long as one of the Team Members is a Delegate or Partner. All Team Member licenses must be coterminous with the Team Leader license.
- \* EXP Leadership Team Essentials is limited to select markets. Contact your Account Executive for availability in your area.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.



- Services are to be used for each Member's individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner Executive Programs Member and Member Basic

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

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

### Deliverables

Executive Programs Member: [http://sd.gartner.com/sd\\_ep\\_member.pdf](http://sd.gartner.com/sd_ep_member.pdf)

Executive Programs Member: [http://sd.gartner.com/sd\\_ep\\_member\\_basic.pdf](http://sd.gartner.com/sd_ep_member_basic.pdf)

**Table 3. Executive Programs Member and Member Basic Pricing — Renewal Only\***

\* **Renewal Only:** Product is no longer available for new orders

Description	Single Member Price	Multi-Member Price
Executive Programs Member	\$89,033	\$79,001
Executive Programs Member Basic — Renewal Only*	\$60,668	\$54,276

Note:

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

## Gartner for IT Executives — CIO Signature — **Renewal Only\***

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

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

### Deliverables

CIO Signature: [http://sd.gartner.com/sd\\_ite\\_cio\\_sig.pdf](http://sd.gartner.com/sd_ite_cio_sig.pdf)

**Table 4. Gartner for IT Executives: CIO Signature Pricing — **Renewal Only\*****

\* **Renewal Only:** Product is no longer available for new orders

Description	Single Member Price	Multi-Member Price
IT Executives: CIO Signature	\$100,529	N/A

Notes:

- Multi-member pricing for CIO Signature memberships is not available.
- CIO Signature contributes (“counts”) toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All CIO Signature Memberships require an annual contract.
- All CIO Signature Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- A modified version of CIO Signature, called CIO Access, is available in selected markets at a reduced price. Contact your Account Executive for availability in your area.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner for IT Executives — CIO — **Renewal Only\***

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

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

### Deliverables

CIO: [http://sd.gartner.com/sd\\_ite\\_cio.pdf](http://sd.gartner.com/sd_ite_cio.pdf)

**Table 5. Gartner for IT Executives: CIO Pricing — **Renewal Only\*****

\* **Renewal Only:** Product is no longer available for new orders

Description	Single Member Price	Multi-Member Price
IT Executives: CIO	\$90,906	\$80,630

Note:

- CIO contributes (“counts”) toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi user/member pricing for CIO.
- All CIO Memberships require an annual contract.
- All CIO Memberships commence on the first day of the calendar month.
- Pricing is for Annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- A modified version of Gartner for IT Executives — CIO, called CIO Access, is available in selected markets at a reduced price. Contact your Account Executive for availability in your area.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner for IT Executives — CIO Essentials — **Renewal Only\***

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

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

### **Deliverables**

CIO Essentials: [http://sd.gartner.com/sd\\_ite\\_cio\\_essentials.pdf](http://sd.gartner.com/sd_ite_cio_essentials.pdf)

**Table 6. Gartner for IT Executives: CIO Essentials Pricing — **Renewal Only\*****

\* **Renewal Only:** Product is no longer available for new orders

Description	Single Member Price	Multi-Member Price
IT Executives: CIO Essentials	\$60,668	\$54,276

Notes:

- CIO Essentials contributes (“counts”) toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward multi user/member pricing for CIO Essentials.
- All CIO Essentials Memberships require an annual contract.
- All CIO Essentials Memberships commence on the first day of the calendar month.
- Pricing is for Annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- A modified version of CIO Essentials, called CIO Access, is available in selected markets at a reduced price. Contact your Account Executive for availability in your area.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner for IT Executives — Two Additional Meetings Add-On

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

### Deliverables

Two Additional Meetings Add-on: [http://sd.gartner.com/sd\\_ep\\_2\\_addl\\_meetings.pdf](http://sd.gartner.com/sd_ep_2_addl_meetings.pdf)

## Delegate Add-on for Gartner for IT Executives CIO Signature

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

### Deliverables

Delegate Add-on: [http://sd.gartner.com/sd\\_ite\\_cio\\_sig\\_addl\\_delegate\\_addon.pdf](http://sd.gartner.com/sd_ite_cio_sig_addl_delegate_addon.pdf)

**Table 7. Gartner Add-ons: Pricing**

Description	Single Member Price	Multi-Member Price
CIO Signature Delegate Add-on	\$42,680	N/A
Two Meeting Add-on	\$15,832	N/A

Notes:

- *Limited availability — contact your Gartner Account Executive.*
  - CIO Signature Delegate Add-on may be added to CIO Signature, coterminous with the existing contract end date. Price of the additional member will not be pro-rated if the remaining term is less than 12 months.
  - Meeting Add-on may be added to Executive Programs Member, Executive Programs Member Basic, IT Executives–CIO Signature, IT Executives–CIO, Enterprise for IT Leaders, or Enterprise for Supply Chain Leaders memberships, coterminous with the existing contract end date. Price of the additional member will not be pro-rated if the remaining term is less than 12 months.
- Multi-member pricing for Add-on memberships is not available.
- “Add-on” Gartner product memberships do not contribute (“count”) toward multi user price levels on other Gartner Product offerings within the same agency.
- Pricing is for an annual membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner Research

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

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

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

- Gartner for Enterprise IT Leadership Team Plus
- Gartner for Enterprise IT Leadership Team
- Gartner for Enterprise Supply Chain Leadership Team
- Gartner for Enterprise IT Leaders
- Gartner for Enterprise Supply Chain Leaders
  
- Gartner for IT Leadership Team Plus
- Gartner for IT Leadership Team
- Gartner for Supply Chain Leadership Team
- Gartner for IT Leaders
- Gartner for Supply Chain Leaders
  
- Gartner for Technical Professionals
- Gartner Technology Planner for Technical Professionals
- Core Connect Research
- Core Research

## Enterprise IT Leadership Team Plus

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

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

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

### Deliverables

Team Leader: [http://sd.gartner.com/sd\\_eitl\\_team\\_plus\\_leader.pdf](http://sd.gartner.com/sd_eitl_team_plus_leader.pdf)  
 Advisor Member: [http://sd.gartner.com/sd\\_eitl\\_team\\_plus\\_advisor\\_member.pdf](http://sd.gartner.com/sd_eitl_team_plus_advisor_member.pdf)  
 Cross Function Member: [http://sd.gartner.com/sd\\_eitl\\_team\\_plus\\_cf\\_member.pdf](http://sd.gartner.com/sd_eitl_team_plus_cf_member.pdf)

**Table 8. Gartner for Enterprise IT Leadership Team Plus: Pricing**

Description	Quantity	Price
Team Leader	1	\$62,886
Advisor Member	1	\$30,997
Cross Function Member	1	\$18,310

Notes:

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



## Enterprise Leadership Teams

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

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

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

### Enterprise IT Leadership Team

#### Deliverables

Team Leader:	<a href="http://sd.gartner.com/sd_eitl_team_leader.pdf">http://sd.gartner.com/sd_eitl_team_leader.pdf</a>
Advisor Member:	<a href="http://sd.gartner.com/sd_eitl_team_advisor_member.pdf">http://sd.gartner.com/sd_eitl_team_advisor_member.pdf</a>
Cross Function Member:	<a href="http://sd.gartner.com/sd_eitl_team_cf_member.pdf">http://sd.gartner.com/sd_eitl_team_cf_member.pdf</a>
Role Member:	<a href="http://sd.gartner.com/sd_eitl_team_role_member.pdf">http://sd.gartner.com/sd_eitl_team_role_member.pdf</a>
Essentials Member:	<a href="http://sd.gartner.com/sd_eitl_team_essentials_member.pdf">http://sd.gartner.com/sd_eitl_team_essentials_member.pdf</a>

### Enterprise Supply Chain Leadership Team

#### Deliverables

Team Leader:	<a href="http://sd.gartner.com/sd_escl_team_leader.pdf">http://sd.gartner.com/sd_escl_team_leader.pdf</a>
Advisor Member:	<a href="http://sd.gartner.com/sd_escl_team_advisor_member.pdf">http://sd.gartner.com/sd_escl_team_advisor_member.pdf</a>
Cross Function Member:	<a href="http://sd.gartner.com/sd_escl_team_cf_member.pdf">http://sd.gartner.com/sd_escl_team_cf_member.pdf</a>
Essentials Member:	<a href="http://sd.gartner.com/sd_escl_team_essentials_member.pdf">http://sd.gartner.com/sd_escl_team_essentials_member.pdf</a>

**Table 9. Gartner for Enterprise IT Leadership Team: Pricing  
Gartner for Enterprise Supply Chain Leadership Team: Pricing**

Description	Quantity	Enterprise IT Leaders Price
Team Leader	1	\$57,892
Advisor Member	1	\$28,582
Cross Function Member	1	\$16,811
Role Member	1	\$10,572
Essentials Member	1	\$8,511

Notes:

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

- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.
- Role Member is associated with the Gartner for Enterprise IT Leadership Team service only.

## Gartner for Enterprise IT Leaders

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

### ***Deliverables***

#### **Enterprise IT Leaders Individual Access** (select one domain)

Applications	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Data & Analytics	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Enterprise Architecture	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Infrastructure & Operations	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Security & Risk Management	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Sourcing & Vendor Management	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>

#### **Enterprise IT Leaders** (select one domain)

Applications	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Data & Analytics	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Enterprise Architecture	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Infrastructure & Operations	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Security & Risk Management	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>
Sourcing & Vendor Management	<a href="http://sd.gartner.com/sd_eitl.pdf">http://sd.gartner.com/sd_eitl.pdf</a>

## Gartner for Enterprise Supply Chain Leaders

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

### Deliverables

Enterprise Supply Chain Leaders

Individual Access

[http://sd.gartner.com/sd\\_escl\\_indiv\\_member.pdf](http://sd.gartner.com/sd_escl_indiv_member.pdf)

Enterprise Supply Chain Leaders

[http://sd.gartner.com/sd\\_escl.pdf](http://sd.gartner.com/sd_escl.pdf)

**Table 10. Gartner for Enterprise IT Leaders: Pricing  
Gartner for Enterprise Supply Chain Leaders: Pricing**

Description	Single Member Price	Multi-Member Price
Enterprise IT Leaders Individual Access	\$69,528	\$57,892
Enterprise Supply Chain Leaders Individual Access	\$69,329	\$57,533

Notes:

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

## Gartner for IT Leadership Team Plus

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

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

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

### Deliverables

Team Leader:	<a href="http://sd.gartner.com/sd_itl_team_plus_leader.pdf">http://sd.gartner.com/sd_itl_team_plus_leader.pdf</a>
Advisor Member:	<a href="http://sd.gartner.com/sd_itl_team_plus_advisor_member.pdf">http://sd.gartner.com/sd_itl_team_plus_advisor_member.pdf</a>
Cross Function Member:	<a href="http://sd.gartner.com/sd_itl_team_plus_cf_member.pdf">http://sd.gartner.com/sd_itl_team_plus_cf_member.pdf</a>

**Table 11. Gartner for IT Leadership Team Plus: Pricing**

Description	Quantity	Price
Team Leader	1	\$30,997
Advisor Member	1	\$30,997
Cross Function Member	1	\$18,310

Notes:

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

## Gartner Leadership Team

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

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

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

### Gartner for IT Leadership Team

#### Deliverables

- Team Leader: [http://sd.gartner.com/sd\\_itl\\_team\\_leader.pdf](http://sd.gartner.com/sd_itl_team_leader.pdf)
- Advisor Member: [http://sd.gartner.com/sd\\_itl\\_team\\_advisor\\_member.pdf](http://sd.gartner.com/sd_itl_team_advisor_member.pdf)
- Cross Function Member: [http://sd.gartner.com/sd\\_itl\\_team\\_cf\\_member.pdf](http://sd.gartner.com/sd_itl_team_cf_member.pdf)
- Role Member: [http://sd.gartner.com/sd\\_itl\\_team\\_role\\_member.pdf](http://sd.gartner.com/sd_itl_team_role_member.pdf)
- Essentials Member: [http://sd.gartner.com/sd\\_itl\\_team\\_essentials\\_member.pdf](http://sd.gartner.com/sd_itl_team_essentials_member.pdf)

### Gartner for Supply Chain Leadership Team

#### Deliverables

- Team Leader: [http://sd.gartner.com/sd\\_scl\\_team\\_leader.pdf](http://sd.gartner.com/sd_scl_team_leader.pdf)
- Advisor Member: [http://sd.gartner.com/sd\\_scl\\_team\\_advisor\\_member.pdf](http://sd.gartner.com/sd_scl_team_advisor_member.pdf)
- Cross Function Member: [http://sd.gartner.com/sd\\_scl\\_team\\_cf\\_member.pdf](http://sd.gartner.com/sd_scl_team_cf_member.pdf)
- Essentials Member: [http://sd.gartner.com/sd\\_scl\\_team\\_essentials\\_member.pdf](http://sd.gartner.com/sd_scl_team_essentials_member.pdf)

**Table 12. Gartner for IT Leadership Team: Pricing  
Gartner for Supply Chain Leadership Team: Pricing**

Description	Quantity	IT Leadership Team Price
Team Leader	1	\$28,582
Advisor Member	1	\$28,582
Cross Function Member	1	\$16,811
Role Member	1	\$10,572
Essentials Member	1	\$8,511

Notes:

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

- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.
- Role Member is associated with the Gartner for IT Leadership Team service only.

## Gartner for IT Leaders

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

■ Role-based Offerings:

- Application Management
- Business Intelligence and Information Management
- Business Process Improvement
- Enterprise Architecture
- IT Infrastructure and Operations
- Program and Portfolio Management
- Security and Risk Management
- Sourcing and Vendor Relationships

### Deliverables

Individual Access Advisor: [http://sd.gartner.com/sd\\_itl\\_individual\\_advisor.pdf](http://sd.gartner.com/sd_itl_individual_advisor.pdf)  
 Advisor: [http://sd.gartner.com/sd\\_itl\\_advisor.pdf](http://sd.gartner.com/sd_itl_advisor.pdf)  
 Reference: [http://sd.gartner.com/sd\\_itl\\_reference.pdf](http://sd.gartner.com/sd_itl_reference.pdf)

## Gartner for Supply Chain Leaders

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

### Deliverables

Individual Access Advisor: [http://sd.gartner.com/sd\\_scl\\_indiv\\_access\\_advisor.pdf](http://sd.gartner.com/sd_scl_indiv_access_advisor.pdf)  
 Advisor: [http://sd.gartner.com/sd\\_scl\\_advisor.pdf](http://sd.gartner.com/sd_scl_advisor.pdf)  
 Reference: [http://sd.gartner.com/sd\\_scl\\_reference.pdf](http://sd.gartner.com/sd_scl_reference.pdf)

**Table 13. Gartner for IT Leaders: Pricing  
Gartner for Supply Chain Leaders: Pricing**

# of Users	Reference	Advisor Individual Access Advisor
Gartner for IT Leaders Single User (per User)	\$25,417	\$37,840
Gartner for IT Leaders Multi User (per User)	\$16,134	\$28,582

Notes:

- IT Leaders and Supply Chain Leaders contribute (“count”) toward multi user price levels on other



Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.

- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for IT Leaders and Supply Chain Leaders.
- All Gartner for IT Leaders and Supply Chain Leaders memberships require an annual contract.
- All Gartner for IT Leaders and Supply Chain Leaders memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner for Technical Professionals Department

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

### Deliverables

Advisor Department: [http://sd.gartner.com/sd\\_techpro\\_advisor\\_dept.pdf](http://sd.gartner.com/sd_techpro_advisor_dept.pdf)

Reference Department: [http://sd.gartner.com/sd\\_techpro\\_reference\\_dept.pdf](http://sd.gartner.com/sd_techpro_reference_dept.pdf)

**Table 14. Gartner for Technical Professionals: Pricing**

Description	Advisor Price	Reference Price
<b>Gartner for Technical Professionals IT Staff — Up to 40 Licensed Users</b>	<b>\$110,609</b>	<b>\$74,513</b>

Notes:

- Gartner for Technical Professionals licenses contribute (“count”) toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All Gartner for Technical Professionals licenses require an annual contract.
- Licenses commence on the first day of the calendar month.
- Pricing is for Annual license.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Named User’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner Technology Planner for Technical Professionals — **Renewal Only\***

Gartner Technology Planner for Technical Professionals (the “Service”) provides clients with access to all data and tools published through [techplanner.gartner.com](http://techplanner.gartner.com). The Service is available to IT staff members who are employees of the client organization.

### Deliverables

Technology Planner: [http://sd.gartner.com/sd\\_tech\\_planner.pdf](http://sd.gartner.com/sd_tech_planner.pdf)

## Gartner Technology Planner Essentials — **Renewal Only\***

Gartner Technology Planner Essentials (the “Service”) provides clients with access to data and tools related to the modules (the “Modules”) pre-selected by the client at time of purchase and published through [techplanner.gartner.com](http://techplanner.gartner.com). The Service is available to IT staff members who are employees of the client organization.

### Deliverables

Essentials: [http://www.gartner.com/it/sd/sd\\_tech\\_planner\\_essentials.pdf](http://www.gartner.com/it/sd/sd_tech_planner_essentials.pdf)

### Table 15. Gartner Technology Planner for Technical Professionals: Pricing — **Renewal Only\***

\* **Renewal Only:** Products are no longer available for new orders

Description	# of Users	Price per Module
Gartner Technology Planner	Up to 40	\$110,609
Gartner Technology Planner Essentials — 3 Modules	Up to 40	\$31,009
Gartner Technology Planner Essentials — 2 Modules	Up to 40	\$35,615
Gartner Technology Planner Essentials — 1 Module	Up to 40	\$43,798

#### Notes:

- All Gartner Technology Planner licenses require an annual contract.
- Licenses commence on the first day of the calendar month.
- Pricing is for Annual license.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Named User’s individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Gartner Technology Planner deliverables include Reference access only. Advisor access is not available within this product offering.
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.
- Pricing for Gartner Technology Planner Essentials is per module. Client must purchase the required number of modules (e.g. “3 Modules”) at the per module price.

## Core Connect Research

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

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

### Deliverables

Advisor: [http://sd.gartner.com/sd\\_core\\_connect\\_advisor.pdf](http://sd.gartner.com/sd_core_connect_advisor.pdf)  
 Reference: [http://sd.gartner.com/sd\\_core\\_connect\\_reference.pdf](http://sd.gartner.com/sd_core_connect_reference.pdf)

**Table 16. Core Connect Research: Pricing**

# of Users	Reference	Advisor
Single User (per User)	\$20,042	\$31,219
Multi User (per User)	\$11,544	\$22,781

#### Notes:

- Core Connect contributes ("counts") toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for Core Connect.
- All Memberships commence on the first of the calendar month.
- All Memberships require an annual contract.
- Pricing is for annual Membership.
- A focused ("Foundation") level of access is available in selected markets at a reduced price. Contact your Account Executive for availability in your area.
- Core IT Research Add-on Analyst Inquiry (the "Service") provides focused access to Analyst Inquiry as an optional add-on to the Core IT Reference or Core Connect Reference Research offerings (each a "Base Service").
- Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

## Gartner for IT News and Insight®

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

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

### **Deliverables**

IT News and Insight: [http://sd.gartner.com/sd\\_it\\_news\\_insight.pdf](http://sd.gartner.com/sd_it_news_insight.pdf)

IT News and Insight from Gartner is a portal-based product. Each user designated by the Client ("Licensed User") receives the following Deliverables:

- **Weekly Picks IT Research in HTML:** A selection of hand-picked reports (in HTML format updated weekly) that focus on companies, products, markets, decision frameworks, and case studies. Includes access to Gartner First Takes research that addresses the most relevant issues in brief news analysis format.
- **IT News Analysis:** Informed and immediate insight from Gartner on breaking news in IT.
- **Market News:** Frequently updated user-role relevant news aggregated from multiple sources.
- **Webinars featuring Gartner Analysts:** Access to webinars delivered by Gartner Analysts.
- **Events Calendar:** User selected, role-relevant, information on upcoming Gartner Summits where Licensed Users can refresh their skills and learn from peers who face similar challenges.

## Core Research — **Renewal Only\***

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

### **Deliverables**

Advisor: [http://sd.gartner.com/sd\\_core\\_advisor.pdf](http://sd.gartner.com/sd_core_advisor.pdf)  
Reference: [http://sd.gartner.com/sd\\_core\\_reference.pdf](http://sd.gartner.com/sd_core_reference.pdf)

### **Table 17. Core Research: Pricing — **Renewal Only\*****

\* **Renewal Only:** Products are no longer available for new orders

# of Users	Core Research Reference: Price per User	Core Research Advisor: Price per User
1	\$10,215	\$21,250
2	\$10,215	\$21,250
5	\$10,215	\$21,250

- Core Research contributes (“counts”) toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common “Bill To” address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute (“count”) toward determining CORE quantity/unit price level.
- All Memberships commence on the first of the calendar month.
- All Memberships require an annual contract
- Pricing is for annual Membership. Payment and Invoicing: For subscription services, payment in full is authorized concurrent with the provision of access to Services.

# Burton Classic IT1 Research — Renewal Only\*

## Burton Classic IT1

### Deliverables

Burton Classic IT1: [http://sd.gartner.com/sd\\_burtonit1\\_classic.pdf](http://sd.gartner.com/sd_burtonit1_classic.pdf)

**Table 18. Burton Classic IT1 — Renewal Only\***

\* **Renewal Only:** Effective January 1, 2013, Burton Research products are no longer available for new orders.

# of Employees		Annual License Fee: One Coverage Area*	Catalyst Tickets	Annual License Fee: Burton Group Classic IT1*	Catalyst Tickets
>0	<1,000	\$20,800	2	\$73,760	4
1,001	25,000	\$32,660	2	\$143,550	8
25,001	50,000	\$43,060	3	\$156,910	10
50,001	75,000	\$51,970	3	\$173,740	10
>75,000		\$56,930	4	\$220,280	12

- All Research and Advisory Services include unlimited Analyst Dialogues.
- All subscriptions begin on the first of a calendar month and are for a twelve (12) month term.

**Note 1:** When two separate Coverage Areas are purchased, a discount of twenty (20) percent will be taken off of the total price of the two Coverage Areas.

**Note 2:** Ordering Activities may choose to enter into a License covering two or more years. In consideration for such multi-year commitment, when the Ordering Activity pays for a two year License at the time Burton Group accepts the order, the Ordering Activity will receive a ten (10) percent discount on the total of the combined fees. When the Ordering Activity pays for a three-year License at the time Burton Group accepts the order, the client will receive a fifteen (15) percent discount on the total of the combined fees.

**Note 3:** Pricing for Research and Advisory Services excludes travel related expenses and sales or use taxes (if applicable). Reasonable and actual travel-related expenses incurred by Gartner Consultants or Analysts in the course of delivering on-site dialogues are in addition to the above pricing and (upon advance approval from the client) will be invoiced separately as allowable expenses.

**Note 4:** Pricing for Burton Classic IT1 Research and Advisory Services is based on the size of the ordering activity, determined by the number of employees of the specific ordering activity. Each License is sold on a fixed price basis (excluding taxes and any travel related expenses), with the full License fee invoiced and due upon commencement of Deliverables. Delivery is complete when Gartner provides the ordering activity with access to the Licensed Content.

Gartner offers a Research and Advisory Services choice of Burton Classic IT1 or any individual or combination of Coverage Areas.

Burton Classic IT1: Includes all Coverage Areas below and new infrastructure coverage areas such as Enterprise Architecture (“EA”) and Cloud Computing, Research Assistant Program, and one-half day on-site dialogue per license term.

Coverage Areas:

- |   |   |
|---|---|
| 1. Application Platform Strategies (“APS”)      | 5. Identity and Privacy Strategies (“IdPS”)       |
| 2. Collaboration and Content Strategies (“CCS”) | 6. Network and Telecom Strategies (“NTS”)         |
| 3. Data Center Strategies (“DCS”)               | 7. Security & Risk Management Strategies (“SRMS”) |
| 4. Data Management Strategies (“DMS”)           |   |

**Version: 13 May 2019**

## **Prices for Additional Services for New York State Industry Advisory Services**

Prices effective 13 May 2019 through 31 March 2020

*The pricing and information provided herein is subject to terms, conditions and usage guidelines contained in Contract No. PS66085*

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## Guidelines for Gartner Services

1. **Services** are the subscription-based research and related services described herein. Service Descriptions, Names and Levels of Access are as detailed for each product offering. Gartner may periodically update the names and the deliverables for each Service.
2. **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.
3. **User** is the individual named in the Client Purchase Order (each a “**Licensed User**”) who is licensed to use the Services. Client will limit access to the Services to the agreed upon number of Users.

**Ownership and Use of the Services.** Gartner owns and retains all rights to the Services not expressly granted to Client. Only the individuals named in the Client Purchase 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 **Usage Guidelines for Gartner Services (“Guidelines”)**, which are accessible to all Licensed Users via the “Policies” section of [www.gartner.com](http://www.gartner.com). Among other things, these Guidelines describe how Client may substitute Licensed Users, excerpt from and/or share Gartner Research documents within the Client organization, and quote or excerpt from the Services externally. Client may not redistribute copies of individual research documents, by electronic means or otherwise, to non-Users without Gartner’s prior written permission. Users may not reproduce or distribute the Services externally without Gartner’s prior written permission, except for external distribution, in their entirety only, of reprints of individual documents purchased by Client. Client may excerpt from the Services for external use only if Client obtains the prior written approval of Gartner Vendor Relations, at [vendor.relations@gartner.com](mailto:vendor.relations@gartner.com) any approved external use of the Services must comply with Gartner’s *Copyright and Quote Policy* which may be viewed on the Gartner Vendor Relations section of [www.gartner.com](http://www.gartner.com). Services may not be stored by Client on any information storage and retrieval system.

**Access to the Services.** ID’s for access to Gartner Core Research and analyst inquiry may not be shared. Access to the Services is restricted to the number of named individuals (each a “User”) as identified in the Client Purchase Order.

**Monitoring of Usage.** The Client acknowledges and agrees to inform all Users that Gartner may monitor activity on Gartner’s website, including access to, and use of, the Services by individuals. Upon request, Client agrees to provide Gartner with assurance from a responsible Contract Officer (or other relevant evidence) of compliance with these usage terms.

**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.

***Client Confidential Information.*** Gartner agrees to keep confidential any Client-specific information communicated by Client to Gartner 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. Client acknowledges that Gartner is in the business of researching and analyzing information technology and this obligation of confidence shall not apply to information obtained by Gartner's research, analysis or consulting organization(s) from other sources.

## Industry Advisory Services

Industry Advisory Services provides IT leaders, business-focused IT professionals, and business executives with research, analysis and actionable advice on major issues pertinent to the following industries: Banking & Investment Services, Energy & Utilities, Insurance, Manufacturing, Media, and Retail.

### Deliverables

Industry Advisory Services Reference: [http://sd.gartner.com/sd\\_iasg\\_reference.pdf](http://sd.gartner.com/sd_iasg_reference.pdf)  
Industry Advisory Services Advisor: [http://sd.gartner.com/sd\\_iasg\\_advisor.pdf](http://sd.gartner.com/sd_iasg_advisor.pdf)

**Table 19. Gartner for Industry Advisory Services: Pricing**

# of Users	Reference	Advisor
Single User (per User)	\$31,200	\$46,300
Multi User (per User)	\$21,300	\$35,800

#### Notes:

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

## Industry Advisory Services Leadership Team

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

Industry Advisory Services provides IT leaders, business-focused IT professionals, and business executives with research, analysis and actionable advice on major issues pertinent to the following industries: Banking & Investment Services, Energy & Utilities, Insurance, Manufacturing, Media, and Retail.

### Deliverables

Industry Advisory Services Team Leader:	<a href="http://sd.gartner.com/sd_ias_team_leader.pdf">http://sd.gartner.com/sd_ias_team_leader.pdf</a>
Industry Advisory Services Advisor Team Member:	<a href="http://sd.gartner.com/sd_ias_team_advisor_member.pdf">http://sd.gartner.com/sd_ias_team_advisor_member.pdf</a>
Industry Advisory Services Cross Function Team Member:	<a href="http://sd.gartner.com/sd_ias_team_cf_member.pdf">http://sd.gartner.com/sd_ias_team_cf_member.pdf</a>
Industry Advisory Services Role Team Member:	<a href="http://sd.gartner.com/sd_ias_team_role_member.pdf">http://sd.gartner.com/sd_ias_team_role_member.pdf</a>
Industry Advisory Services Essentials Team Member:	<a href="http://sd.gartner.com/sd_ias_team_essentials_member.pdf">http://sd.gartner.com/sd_ias_team_essentials_member.pdf</a>

**Table 20. Industry Advisory Services Leadership Team: Pricing**

Description	Quantity	Price
Team Leader	1	\$35,800
Advisor Member	1	\$35,800
Cross Function Member	1	\$21,900
Role Member	1	\$12,600
Essentials Member	1	\$8,800

#### Notes:

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

**Version: 13 May 2019**

## **Appendix E: Service Descriptions**

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The Services Descriptions associated with the subject links are attached hereto in full text in Appendix E. The subject links are only provided for convenience. In the event of any conflict or discrepancy between the descriptions included within Appendix E and the descriptions located at the applicable links, the descriptions included within Appendix E shall control. No changes, modifications or updates to the descriptions included within Appendix E shall become effective under the Contract, except by an instrument in writing which has been approved by the State in accordance with the Contract terms.