

Appendix D : Pricing Schedule

**Agreement between the New York State Office of General Services and
GARTNER INC.
for Project Based Information Technology Consulting Services**

Contract Number: PB017AA

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Sheet #1: Pricing Schedule

Authorized Users please note the following:

A competitive Mini-Bid is required for every transaction under this Centralized Contract.
(Section 5.1 of the Contract)

The Contractor acknowledges that any mini-bid under this Centralized Contract which includes pricing in excess of the "maximum Not-To-Exceed price" shall be rejected by the Authorized User.
(Sections 4.4 and 6.9 of the Contract)

Price increases will only apply to the OGS Centralized Contracts and shall not be applied retroactively to Authorized User Agreements or any Mini-bids already submitted to an Authorized User.
(Section 4.23 of the Contract)

When provided for in the Mini-Bid and resultant Authorized User Agreement, an Authorized User may reimburse travel expenses. All rules and regulations associated with this travel can be found at <http://osc.state.ny.us/agencies/travel/travel.htm>. In no case will any travel reimbursement be paid that exceeds these rates. All travel will be paid only as part of a deliverable specified within the Authorized User Agreement and must be billed with that associated Invoice with receipts attached.
(Section 6.10 of the Contract)

APPENDIX D: PRICING SCHEDULE

CONTRACTOR NAME:	GARTNER INC.
FEDERAL ID:	04-3099750
NYS VENDOR ID:	1000005269
CONTRACT NUMBER:	PB017AA
DATE PRICELIST APPROVED BY OGS:	10/5/2015

Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Maximum Not to Exceed Hourly Rate, Exclusive of Travel)
1	GC0001	Vice President	Responsible for the sales, management and execution of consulting projects. Act as primary contact with client executives; plan and facilitate critical meetings. Support clients in defining agenda and/or corporate strategy. Manage multiple engagements and provide mentoring and guidance to project managers and team members. Perform engagement quality reviews and drive continuous improvement efforts. Act as a subject matter expert on engagement. Serve as a sounding board for engagement team's strategic direction.	Masters Degree and at least ten (10) years of experience working as a consultant or leader in the information technology industry; or, Bachelors Degree and at least twelve (12) years of experience working as a consultant or leader in the information technology industry	At least ten(10) years of experience	\$495.00

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Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Maximum Not to Exceed Hourly Rate, Exclusive of Travel)
2	GC0002	Senior Director	Responsible for the sales, management and execution of consulting projects, including the timely presentation of quality deliverables. Drive client thinking and act as thought leader. Support client partners in defining client agenda and/or strategy. Manage multiple engagements and provide mentoring and guidance to project managers and team members. Act as a subject matter expert on engagements. Perform engagement quality reviews and drive continuous improvement efforts. Plan and facilitate significant meetings with client executives. Develop overall administrative, financial and time commitments for multiple projects and set overall goals for each. Ensure effective and creative idea generation among team members. Conduct primary research including market surveys of customers, vendors, lines of business and users, as well as secondary research. Analyze findings, develop insights and integrate individual work streams into a single, cohesive report with client-specific actionable recommendations.	Masters Degree and at least ten (10) years of experience working as a consultant or leader in the information technology industry; or, Bachelors Degree and at least twelve (12) years of experience working as a consultant or leader in the information technology industry	At least ten (10) years of experience	\$456.00

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3	GC0003	Director	Responsible for the management and execution of consulting projects, including the timely presentation of quality deliverables. Drive client thinking and act as thought leader. Support client partners in defining client agenda and/or strategy. Manage multiple engagements and provide mentoring and guidance to project managers and team members. Act as a subject matter expert on engagements. Perform engagement quality reviews and drive continuous improvement efforts. Plan and facilitate significant meetings with client executives. Ensure effective and creative idea generation among team members. Conduct primary research including market surveys of customers, vendors, lines of business and users, as well as secondary research. Analyze findings, develop insights and integrate individual work streams into a single, cohesive report with client-specific actionable recommendations.	Masters Degree and at least eight (8) years of experience working as a consultant or leader in the information technology industry; or, Bachelors Degree and at least ten (10) years of experience working as a consultant or leader in the information technology industry	At least eight (8) years of experience	\$425.00

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4	GC0004	Associate Director	Responsible for the management and execution consulting projects including the timely presentation of quality deliverables. Plan and facilitate meetings with client project management. Meet with client and develop project questions, gain understanding of the client's environment and assure that recommendations can be implemented. Manage small to medium teams by developing work plans and managing project execution timelines. As an independent contributor, complete sections of significant customized consulting assignments covering a variety of subject areas including specific technologies and products, markets and market trends, competitor analysis, financial impact, etc. Act as project point person both internally and externally. Lead the team's analytical thinking and structure for an assignment. Conduct primary research including market surveys of vendors and users as well as secondary research. Analyze findings, develop insights and integrate individual work streams into a single, cohesive report with client-specific actionable recommendations.	Masters Degree and at least six (6) years of experience working in the information technology industry; or, Bachelors Degree and at least eight (8) years of experience working in the information technology industry	At least six (6) years of experience	\$360.00

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5	GC0005	Senior Consultant	Participate in the execution consulting projects including the timely presentation of quality deliverables. Participate in client conferences and take part in client communications. Complete sections of significant customized consulting assignments covering a variety of subject areas including specific technologies and products, markets and market trends, competitor analysis, financial impact, etc. Provide the analytical thinking and structure for an assignment and participate in discussion groups. Conduct and lead interviews and small meetings for assignment. Analyze findings, develop insights and prepare reports with client-specific actionable recommendations. May serve as project manager for well defined engagements.	Masters Degree and at least three (3) years of experience working in the information technology industry; or, Bachelors Degree and at least five (5) years of experience working in the information technology industry	At least three (3) years of experience	\$290.00

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6	GC0006	Consultant	Responsible for providing quality deliverables and/or analytical project reports for assigned custom consulting engagements. Provide analytical support to project team. Conduct research using Gartner Analysts, other Gartner resources and primary research. Analyze, interpret, extrapolate, project and model data to reach conclusions. Prepare written reports with text, charts, and spreadsheets for internal presentation and for inclusion in reports for clients. Participate in project/initiative planning and support the completion of estimates. Participate in opening client conference at which the engagement is defined (kick-off meetings) and begin to take lead role for client communications. May participate in final conference with client at which final report is delivered. As assigned, complete sections of significant customized consulting assignments covering a variety of subject areas including technologies, markets, products, competitive analysis, financial impact, etc.	Masters Degree and at least one (1) year of experience working in the information technology industry; or, Bachelors Degree and at least two (2) years of experience working in the information technology industry	At least one (1) year of experience	\$210.00

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7	GC0007	Associate Consultant	Responsible for providing quality deliverables and/or analytical project reports for assigned custom consulting engagements. Provide analytical support to project team. Conducts (or assistance in conducting) research using Gartner Research Analysts, other Gartner resources and self designed primary research. Analyze, interpret, extrapolate, project and model data to reach conclusions (or assist in same). Prepare (or assist in the preparation of) written reports with text, charts, and spreadsheets for internal presentation and for inclusion in reports going to clients. May participate in opening client conference at which the engagement is defined (kick-off meetings). May participate in final conference with client at which final report is delivered. No advanced degrees, training or certifications are required. As assigned, complete sections of significant customized consulting assignments covering a variety of subject areas including technologies, markets, products, competitive analysis, financial impact, etc.	Bachelors Degree with at least one (1) year of experience working in the information technology industry	At least one (1) year of experience	\$150.00