

STATE OF WASHINGTON

2016 Gartner Services and Prices for Contract T05-TSD-329 (05712) - Schedule A

Prices effective for purchases on March 1, 2016 to February 28, 2017

The rates herein apply to service delivery start date and purchase orders received during the effective dates with a service delivery start date no later than March 1, 2017. 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.

* Rates include a 0.74% contract management fee.

RESEARCH AND ADVISORY SERVICES	
TEAM SOLUTIONS	STATE PRICE *
Executive Programs Leadership Team ¹	
Leader	76,768
Delegate or Delegate Leader	40,197
Partner or Partner Leader	63,268
Advisor or Advior Leader	30,022
Cross Function	21,660
Role	15,414
Executive Programs Leadership Team with Industry ¹ (one industry)	
Leader	85,331
Delegate or Delegate Leader	48,761
Partner or Partner Leader	71,630
Advisor or Advior Leader	38,586
Cross Function	24,179
Role	17,630
Enterprise IT Leadership Team ²	
Leader	53,496
Advisor	27,504
Cross Function	16,724
Role	10,175
Essentials	7,959
Enterprise IT Leadership Team with Industry ² (one industry)	
Leader	63,772
Advisor	34,959
Cross Function	20,653
Role	12,291
Essentials	7,959
Industry Advisory Services Leadership Team ² (one industry)	
Leader	34,959
Advisor	34,959
Cross Function	20,653
Role	12,291
Essentials	7,959

Gartner for IT Leadership Team ²	
Leader	27,504
Advisor	27,504
Cross Function	16,724
Role	10,175
Essentials	7,959
INDIVIDUAL SOLUTIONS	STATE PRICE *
Executive Programs Individual Solutions	
Member single-user	84,727
Member multi-user	75,257
Member Basic single-user	57,828
Member Basic multi-user	51,682
Two Onsite Meetings Add-on - LIMITED AVAILABILITY ³	15,112
Executive Programs Individual Solutions with Industry (one industry)	
Member single-user	93,089
Member multi-user	83,619
Member Basic single-user	66,391
Member Basic multi-user	60,246
Enterprise IT Leaders	
Enterprise IT Leaders single-user	63,973
Enterprise IT Leaders multi-user	53,496
Two Onsite Meetings Add-on - LIMITED AVAILABILITY ³	15,213
Industry Advisory Services (one industry)	
Advisor single-user	43,623
Advisor multi-user	34,959
Reference single-user	29,418
Reference multi-user	20,754
Advisor Add-on to IT Executives or Enterprise IT Leaders	10,276
Gartner for IT Leaders	
Advisor single-user	37,276
Advisor multi-user	27,504
Reference single-user	26,093
Reference multi-user	16,119
Core Connect	
Advisor single-user	33,548
Advisor multi-user	24,078
ADDITIONAL SERVICES	STATE PRICE *
Gartner for Technical Professionals ⁴ (per agency)	
Technical Professionals Department Advisor	105,884
Technical Professionals Department Reference	71,227
Technical Professionals Advisor for Agency size 4,000 to 12,000 Employees	105,884
Technical Professionals Reference for Agency size 4,000 to 12,000 Employees	71,227
Technical Professionals Advisor SMB ⁵ for Agency size less than 4,000 Employees	53,496
Technical Professionals Reference SMB ⁵ for Agency size less than 4,000 Employees	35,664

Gartner Technology Planner (per agency)	
Technology Planner	105,884
Technology Planner Essentials - Three Modules	89,462
Technology Planner Essentials - Two Modules	68,507
Technology Planner Essentials - One Module	42,011
Gartner Technology Planner SMB⁵ for Agency size less than 4,000 Employees	
Technology Planner SMB	53,496
Technology Planner Essentials SMB - Three Modules	45,335
Technology Planner Essentials SMB - Two Modules	34,656
Technology Planner Essentials SMB - One Module	21,257
IT News and Insight	584
Strategic Advisory Services	
Client Remote Advisory Engagement	7,153
Client Internal Advisory Engagement	14,306
RENEWAL ONLY RESEARCH AND ADVISORY SERVICES⁶	STATE PRICE *
IT Executive Portfolio - RENEWAL ONLY⁷	
IT Executives CIO Signature	94,197
IT Executives CIO single-user	86,339
IT Executives CIO multi-user	76,768
IT Executives CIO Essentials single-user	57,828
IT Executives CIO Essentials multi-user	51,682
Delegate Add-on to CIO Signature - LIMITED AVAILABILITY ³	40,197
Two Onsite Meetings Add-on - LIMITED AVAILABILITY ³	15,112
Industry Advisory Services Advisor Add-on	10,276
Core Research - RENEWAL ONLY	
Core Research Advisor: 25+ users	12,291
Core Research Advisor: 50+ users	10,881
Core Research Reference: 25+ users	8,060
Core Research Reference: 50+ users	6,750
NON-PROFIT HIGHER EDUCATION INSTITUTIONS ONLY⁷ (per campus)	STATE PRICE *
Core IT Research Reference for Higher Education⁷ (per campus)	
Core Reference for a designated campus with <4,999 Student FTE	21,963
Core Reference for a designated campus with 5,000-9,999 Student FTE	43,824
Core Reference for a designated campus with 10,000-24,999 Student FTE	65,787
Core Reference for a designated campus with 25,000+ Student FTE	87,649
Core Reference for a designated community college campus	21,963
Technical Professional for Higher Education⁷ (per campus)	
Technical Professional Advisor for a designated campus IT Staff only	53,496
Technical Professional Reference for a designated campus IT Staff only	35,664

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

¹ Each Executive Programs Leadership Team must consist of one Leader and three (3) to ten (10) Team Members. A maximum of one Leader per Team. A Team with one Leader and less than three (3) Team Members is permissible so long as one of the Team Member is a Delegate or Partner. All Team Member licenses must be coterminous with the Leader license. Executive Programs Leadership Team with Industry pricing is for one industry and all licenses in an Executive Programs Leadership Team with Industry must purchase access to the same industry.

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

³ Limited availability. Check with Sales Representative before purchasing.

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

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

⁶ **Renewal only** services are available to eligible license holders who purchased the service listed on or before the date specified below and continuously purchase the service thereafter. Please check with Sales Representative for availability and eligibility before ordering.

IT Executives Portfolio: purchased on or before March 1, 2015

Gartner for IT Leaders: purchased on or before March 01, 2010

Core Research: purchased on or before March 01, 2010 *

* Aggregate Core Reference and Advisor Seats at the Agency/Bureau/Operating Unit level only to determine price per seat. Renewal of existing Core Research licenses are permitted at the same seat quantity price level purchased as of March 1, 2010 or at a lower quantity price level should the number of licenses purchased is reduced. Additional licenses are priced at the same price level as existing seats and do not qualify to raise the price level to a new or higher seat quantity.

⁷ Higher Education products are only available to eligible not-for-profit Higher Education colleges or universities. License is for one designated student campus and must meet purchasing prerequisites. Check with Sales representatives before purchasing.

Gartner may refresh pricing and product offerings on no more frequently than an annual basis.