

GARTNER CORE RESEARCH – FOR RENEWAL ONLY
GARTNER CORE CONNECT RESEARCH – FOR CONVERSION ONLY

CLIN	DESCRIPTION	QTY	UNIT PRICE
1001	CORE RESEARCH AND CONVERSION TO CORE CONNECT - Reference Members - For Renewal Orders Only		
1001AA	Core Research Renewal - Reference Member Qty 1	Each User @	\$12,230.00
1001AB	Core Research Renewal - Reference Members Qty 2 through 9	Each User @	\$11,000.00
1001AC	Core Research Renewal - Reference Members Qty 10 through 24	Each User @	\$9,155.00
1001AD	Core Research Renewal - Reference Members Qty 25 through 49	Each User @	\$6,405.00
1001AE	Core Research Renewal - Reference Members Qty 50 through 99	Each User @	\$5,185.00
1001AF	DELETED - Core Research Renewal - Reference Members Qty 100	Each User @	DELETED
1001BA	DELETED - Conversion to Core Connect Research - Reference Member Qty 1	Each User @	DELETED
1001BB	DELETED - Conversion to Core Connect Research - Reference Members Qty 2 through 9	Each User @	DELETED
1001BC	DELETED - Conversion to Core Connect Research - Reference Members Qty 10 through 24	Each User @	DELETED
1001BD	DELETED - Conversion to Core Connect Research - Reference Members Qty 25 through 49	Each User @	DELETED
1001BE	DELETED - Conversion to Core Connect Research - Reference Members Qty 50 through 99	Each User @	DELETED
1001BF	DELETED - Conversion to Core Connect Research - Reference Members Qty 100	Each User @	DELETED

GARTNER CORE RESEARCH – FOR RENEWAL ONLY
GARTNER CORE CONNECT RESEARCH – FOR CONVERSION ONLY

CLIN	DESCRIPTION	QTY	UNIT PRICE
1002	CORE RESEARCH AND CONVERSION TO CORE CONNECT - Advisor Members - For Renewal Orders Only		
1002AA	Core Research Renewal - Advisor Members Qty 1 through 9	Each User @	\$20,590.00
1002AB	Core Research Renewal - Advisor Members Qty 10 through 24	Each User @	\$11,445.00
1002AC	Core Research Renewal - Advisor Members Qty 25 through 49	Each User @	\$9,770.00
1002AD	Core Research Renewal - Advisor Members Qty 50 through 99	Each User @	\$8,555.00
1002AE	DELETED - Core Research Renewal - Advisor Members Qty 100	Each User @	DELETED
1002BA	DELETED - Conversion to Core Connect Research - Advisor Members Qty 1 through 9	Each User @	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
1002BB	DELETED - Conversion to Core Connect Research - Advisor Members Qty 10 through 24	Each User @	DELETED
1002BC	DELETED - Conversion to Core Connect Research - Advisor Members Qty 25 through 49	Each User @	DELETED
1002BD	DELETED - Conversion to Core Connect Research - Advisor Members Qty 50 through 99	Each User @	DELETED
1002BE	DELETED - Conversion to Core Connect Research - Advisor Members Qty 100	Each User @	DELETED

NOTES FOR CLINS 1001 - 1002:

- Core seats contribute ("count") toward multi user price level on all 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.
- Effective 2/01/2007, the above pricing structure is no longer available to new clients.
- Renewals (or conversions) of existing seats are permitted, at the seat quantity / price level in effect as of 1/31/2007, unless the renewal seat aggregate drops to a lower seat quantity.
- Conversely, seat additions that increase or raise the aggregate to a new or higher seat quantity are no longer permitted. Additional seats that satisfy the aggregation requirements must be priced at the "existing" (prior) price level.
- 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").
- A metered document access version of the CORE Research Reference program ("IT Associates") is available in selected markets. Contact your Account Executive for availability in your area.

GARTNER CORE CONNECT RESEARCH - FOR NEW CLIENTS

CLIN	DESCRIPTION	QTY	UNIT PRICE
1003	CORE CONNECT RESEARCH - Reference Members For New Clients		
1003AA	Reference Member – Single User	1	\$19,535.00
1003AB	Reference Member – Multi Users	Each User @	\$11,360.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
1004	CORE CONNECT RESEARCH - Advisor Members For New Clients		
1004AA	Advisor Member – Single User	1	\$30,405.00
1004AB	Advisor Member – Multi Users	Each User @	\$22,310.00

NOTES FOR CLINS 1003 - 1004:

- Core Connect seats contribute ("count") toward multi user price levels on all 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").

CLINS 1005 - 1999 ARE RESERVED

**GARTNER FOR IT LEADERS
 GARTNER FOR SUPPLY CHAIN LEADERS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
2001	GARTNER FOR IT LEADERS - Reference User Product Code: REFROLE		
2001AA	Reference User - Single User - per user	1	\$22,320.00
2001AB	Reference User - Multi User - per user	1	\$14,215.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2002	GARTNER FOR IT LEADERS - Advisor User Product Code: ADVROLE		
2002AA	Advisor User - Single User - per user	1	\$33,200.00
2002AB	Advisor User - Multi User - per user	1	\$25,065.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2003	DELETED - GARTNER FOR IT LEADERS - Premier User Product Code: PREMROLE		
2003AA	DELETED - Premier User - Single User - per user	1	DELETED
2003AB	DELETED - Premier User - Multi User - per user	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2004	GARTNER FOR SUPPLY CHAIN LEADERS - Reference User Product Code: REFROLE		
2004AA	Reference User - Single User - per user	1	\$22,320.00
2004AB	Reference User - Multi User - per user	1	\$14,215.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2005	GARTNER FOR SUPPLY CHAIN LEADERS - Advisor User Product Code: ADVROLE		
2005AA	Advisor User - Single User - per user	1	\$33,200.00
2005AB	Advisor User - Multi User - per user	1	\$25,065.00

NOTES FOR CLINS 2001 - 2005:

- IT Leaders and Supply Chain Leaders contribute ("count") toward multi user price levels on all 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 an annual membership.

CLINS 2006 - 2009 ARE RESERVED

**GARTNER FOR ENTERPRISE IT LEADERS
 GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
2010	GARTNER FOR ENTERPRISE IT LEADERS		
2010AA	Standard Pricing - Annual membership for one member	1	\$59,625.00
2010AB	Multi Membership - 2nd and additional memberships from same agency	1	\$49,540.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2011	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS		
2011AA	Standard Pricing - Annual membership for one member	1	\$59,625.00
2011AB	Multi Membership - 2nd and additional memberships from same agency	1	\$49,540.00

NOTES FOR CLIN 2010 - 2011:

- Enterprise IT Leaders and Enterprise Supply Chain Leaders contribute ("count") toward multi user price levels on all 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 Enterprise IT Leaders Individual Access, Enterprise IT Leaders or Enterprise Supply Chain Leaders.
- All Enterprise IT Leaders and Enterprise Supply Chain Leaders memberships require an annual contract.
- All Enterprise IT Leaders and Enterprise Supply Chain Leaders memberships commence on the first day of the calendar month.
- Pricing is for an annual membership.

CLINS 2012 - 2019 ARE RESERVED

GARTNER FOR LEADERS WORKGROUPS - DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2020	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2020AA - 2020AH ARE DELETED		
2020AJ	DELETED - LEADER	1	DELETED
2020AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2021	GARTNER FOR IT LEADERS - ADVISOR WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2021AA - 2021AH ARE DELETED		
2021AJ	DELETED - LEADER	1	DELETED
2021AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2022	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2022AA - 2022AH ARE DELETED		
2022AJ	DELETED - LEADER	1	DELETED
2022AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2023	GARTNER FOR SUPPLY CHAIN LEADERS - ADVISOR WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2023AA - 2023AH ARE DELETED		
2023AJ	DELETED - LEADER	1	DELETED
2023AK	DELETED - MEMBER	1	DELETED

GARTNER FOR LEADERS WORKGROUPS - DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2024	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2024AA - 2024AH ARE DELETED		
2024AJ	DELETED - LEADER	1	DELETED
2024AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2025	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP ROLE – FOR RENEWAL ONLY		
	CLINs 2025AA - 2025AH ARE DELETED		
2025AJ	DELETED - LEADER	1	DELETED
2025AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2026	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		
	CLINs 2026AA - 2026AH ARE DELETED		
2026AJ	DELETED - LEADER	1	DELETED
2026AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2027	GARTNER FOR IT LEADERS ADVISOR WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2027AA - 2027AH ARE DELETED		
2027AJ	DELETED - LEADER	1	DELETED
2027AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2028	GARTNER FOR IT LEADERS ADVISOR WORKGROUP ROLE – FOR RENEWAL ONLY		
	CLINs 2028AA - 2028AH ARE DELETED		
2028AJ	DELETED - LEADER	1	DELETED
2028AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2029	GARTNER FOR IT LEADERS ADVISOR WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		
	CLINs 2029AA - 2029AH ARE DELETED		
2029AJ	DELETED - LEADER	1	DELETED
2029AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2030	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2030AA - 2030AH ARE DELETED		
2030AJ	DELETED - LEADER	1	DELETED
2030AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2031	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		
	CLINs 2031AA - 2031AH ARE DELETED		
2031AJ	DELETED - LEADER	1	DELETED
2031AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2032	GARTNER FOR SUPPLY CHAIN LEADERS ADVISOR WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2032AA - 2032AH ARE DELETED		
2032AJ	DELETED - LEADER	1	DELETED
2032AK	DELETED - MEMBER	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2033	GARTNER FOR SUPPLY CHAIN LEADERS ADVISOR WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		
	CLINs 2033AA - 2033AH ARE DELETED		
2033AJ	DELETED - LEADER	1	DELETED
2033AK	DELETED - MEMBER	1	DELETED

CLINS 2034 - 2099 ARE RESERVED

ENTERPRISE LEADERSHIP TEAM

CLIN	DESCRIPTION	QTY	UNIT PRICE
2100	GARTNER FOR ENTERPRISE IT LEADERSHIP TEAM / GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERSHIP TEAM		
2100AA	Team Leader	1	\$49,540.00
2100AB	Advisor Member	1	\$25,065.00
2100AC	Cross Function Member	1	\$14,845.00
2100AD	Role Member	1	\$9,195.00
2100AE	Essentials Member	1	\$7,450.00

NOTES FOR CLIN 2100:

- 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.

GARTNER LEADERSHIP TEAM

CLIN	DESCRIPTION	QTY	UNIT PRICE
2101	GARTNER FOR IT LEADERSHIP TEAM / GARTNER FOR SUPPLY CHAIN LEADERSHIP TEAM		
2101AA	Team Leader	1	\$25,065.00
2101AB	Advisor Member	1	\$25,065.00
2101AC	Cross Function Member	1	\$14,845.00
2101AD	Role Member	1	\$9,195.00
2101AE	Essentials Member	1	\$7,450.00

NOTES FOR CLIN 2101:

- 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.

CLINS 2102 - 2999 ARE RESERVED

GARTNER FOR IT EXECUTIVES PROGRAMS

CLIN	DESCRIPTION	QTY	UNIT PRICE
3001	GARTNER FOR IT EXECUTIVES - CIO SIGNATURE		
3001AA	Standard Pricing - Annual membership for one member	1	\$88,205.00

NOTES FOR CLIN 3001:

- Multi member pricing for CIO Signature memberships is not available.
- CIO Signature contributes ("counts") towards multi user price levels on all 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.
- 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.

CLINS 3002 - 3004 ARE DELETED

GARTNER FOR IT EXECUTIVES PROGRAMS

CLIN	DESCRIPTION	QTY	UNIT PRICE
3005	GARTNER FOR LEADERSHIP DEVELOPMENT - DELETED		
3005AA	DELETED - Standard Pricing - Annual Membership for one member	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
3006	GARTNER FOR IT EXECUTIVES - CIO		
3006AA	Standard Pricing - Annual Membership for one member	1	\$79,780.00
3006AB	Multi Membership - 2nd and additional memberships from same agency	1	\$70,820.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
3007	GARTNER FOR IT EXECUTIVES - CIO ESSENTIALS		
3007AA	Standard Pricing - Annual Membership for one member	1	\$53,340.00
3007AB	Multi Membership - 2nd and additional memberships from same agency	1	\$47,720.00

NOTES FOR CLINS 3006 - 3007:

- CIO and CIO Essentials contribute ("count") towards multi user price levels on all 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 and CIO Essentials.
- All CIO and CIO Essentials memberships require an annual contract.
- All CIO and 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 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.

GARTNER FOR IT EXECUTIVES PROGRAMS

CLIN	DESCRIPTION	QTY	UNIT PRICE
3008	GARTNER FOR IT EXECUTIVES - ADD-ON MEETINGS		
	CLINs 3008AA - 3008AD ARE DELETED		
CLIN	DESCRIPTION	QTY	UNIT PRICE
3009	GARTNER FOR IT EXECUTIVES - ADD-ON DELEGATES / MEETINGS		
3009AA	IT Executives CIO Signature Delegate Add-On	1	\$37,450.00
3009AB	Meeting Add-On	1	\$13,980.00

NOTES FOR CLIN 3009:

- Limited availability — contact your Gartner Account Executive. Meeting Add-on may be added to Executive Programs Leadership Teams – Team Leader, Partner member and Leader, 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 Meeting add-on will not be prorated if the remaining term is less than 12 months.
- 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 prorated if the remaining term is less than 12 months.
- Multi-member pricing for IT Executive add-on memberships is not available.
- "Add-on" Gartner product memberships do not contribute ("count") towards multi user price levels on other Gartner product offerings within the same agency.
- Pricing is for an annual membership.

CLINS 3010 - 3099 ARE RESERVED

GARTNER EXECUTIVE PROGRAMS LEADERSHIP TEAM

CLIN	DESCRIPTION	QTY	UNIT PRICE
3100	GARTNER FOR EXECUTIVE PROGRAMS LEADERSHIP TEAM		
3100AA	Team Leader	1	\$70,820.00
3100AB	Partner Member or Partner Leader	1	\$55,400.00
3100AC	Delegate Member or Delegate Leader	1	\$37,450.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
3100AD	Advisor Member or Advisor Leader	1	\$27,630.00
3100AE	Cross Function Member	1	\$19,260.00
3100AF	Role Member	1	\$13,455.00
3100AG	Essentials Member*	1	\$7,450.00

NOTES FOR CLIN 3100:

- 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
- * 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).
- 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.

GARTNER EXECUTIVE PROGRAMS MEMBER AND MEMBER BASIC

CLIN	DESCRIPTION	QTY	UNIT-PRICE
3101	EXECUTIVE PROGRAMS MEMBER AND MEMBER BASIC		
3101AA	Executive Programs Member - Single Member	1	\$78,220.00
3101AB	Executive Programs Member Basic - Single Member	1	\$53,340.00
3101AC	Executive Programs Member - Multi-member	1	\$69,375.00
3101AD	Executive Programs Member Basic - Multi-member	1	\$47,720.00

NOTES FOR CLIN 3101:

- 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.

CLINS 3102 - 3999 ARE RESERVED

GARTNER FOR TECHNICAL PROFESSIONALS

CLIN	DESCRIPTION	QTY	UNIT PRICE
4000	Gartner for Technical Professionals IT Staff		
4000AA	Up to 40 Licensed Users - Reference Pricing	1	\$65,425.00
4000AB	Up to 40 Licensed Users - Advisor Pricing	1	\$97,125.00

NOTES FOR CLIN 4000:

- 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.

CLIN	DESCRIPTION	QTY	UNIT PRICE (PER MODULE)
4001	Gartner Technology Planner	# of Users	
4001AA	Gartner Technology Planner	Up to 40	\$97,125.00
4001AB	Gartner Technology Planner Essentials - 3 Modules	Up to 40	\$27,305.00
4001AC	Gartner Technology Planner Essentials - 2 Modules	Up to 40	\$31,330.00
4001AD	Gartner Technology Planner Essentials - 1 Module	Up to 40	\$38,520.00

NOTES FOR CLIN 4001:

- 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
- 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.

CLINS 4002 - 6999 ARE RESERVED

DELETED - HUMAN CAPITAL MANAGEMENT WORKSHOPS

CLIN	DESCRIPTION	QTY	UNIT PRICE
7001	DELETED – Mission, Vision, Values Workshops		DELETED
7002	DELETED – Communication Strategy and Plan Workshop		DELETED
7003	DELETED – Leadership Development Workshop		DELETED
7004	DELETED – Organizational Design Workshop		DELETED
7005	DELETED – Human Capital Assessment Workshop		DELETED
7006	DELETED – Organization Alignment Workshop		DELETED

CLINS 7007 - 7999 ARE RESERVED

DELETED - BEST PRACTICES COUNCILS

CLIN	DESCRIPTION	QTY	SINGLE MEMBER	MULTI MEMBER
8001	DELETED - BEST PRACTICES COUNCILS			
8001AA	DELETED – Best Practices Council for Architect and Planning Executives		DELETED	DELETED
8001AB	DELETED - Best Practices Council for Information Security Executives		DELETED	DELETED
8001AC	DELETED - Best Practices Council for Emerging Technology Management Executives		DELETED	DELETED
8001AD	DELETED - Best Practices Council for IT Sourcing Management Executives		DELETED	DELETED
8001AE	DELETED - Best Practices Council for Enterprise Applications - SAP Executives		DELETED	DELETED
8001AF	DELETED - Best Practices Council for Infrastructure Executives		DELETED	DELETED

CLINS 8002 - 8999 ARE RESERVED

GARTNER CONSULTING

CLIN	DESCRIPTION	REGULAR GSA HOURLY RATE	*BPA HOURLY RATE	*BPA DAILY RATE
9001	IT Professional Services IT Contract GS-35F-5014H SIN 132-51			
9001AA	Vice President	\$577.00	\$495.00	\$3,960.00
9001AB	Director	\$484.00	\$425.00	\$3,400.00
9001AC	Associate Director	\$415.00	\$360.00	\$2,880.00
9001AD	Senior Consultant	\$332.00	\$290.00	\$2,320.00
9001AE	Consultant	\$244.00	\$210.00	\$1,680.00
9001AF	Associate Consultant	\$171.00	\$150.00	\$1,200.00
9001AG	Senior Director	\$538.00	\$456.00	\$3,640.00

*BPA hourly and daily rates are temporary rates applicable to orders dated on or before 12/31/2016.
 Orders after this date are subject to the regular hourly and daily rates that are in effect under GSA Schedule GS-35F-5014H at the time of order.

CLIN	DESCRIPTION	HOURLY RATE	DAILY RATE
9002	DELETED – PROFESSIONAL SERVICES MOBIS Contract GS-10F-0581P	DELETED	DELETED

DoD ESI BPA Discounts on Gartner Consulting:

Orders: The following discounts will be applied based on the proposed value of each engagement. These discounts are applied against the "then current" BPA contract rates, based on the value of the individual Purchase Orders.

Modifications: If an order is modified to add additional funding and the total value of the order qualifies for a discount, the discount will apply to the modification only. The original order will not qualify for a retroactive discount based on modifications.

Proposed Engagement	Consulting Discount Levels
\$1 - \$249,999	Current GSA Professional Service Rates
\$250,000 - \$499,000	1% off current BPA Professional Services Rates
\$500,000 - \$999,999	2% off current BPA Professional Services Rates
\$1,000,000+	3% off current BPA Professional Services Rates