

*** Please note that pricing for Legacy Client Core Research (Advisor and Reference) starts at the 25 seat level ***

Base Research (Required and Desired)		Single User (Please note what is included)	Annual Discount Buckets (e.g. 2-5 seats, 6-10 seats, 11-20 seats) applies to all COVA and Public Bodies orders for a one year period as defined in the Code of Virginia
Line of Business / Product Family	Product Name	VITA Single-member price	VITA Multi-member price
Legacy Client Core Research	Advisor 1-9 seats (not applicable)		\$17,822.04
Legacy Client Core Research	Advisor 10-24 seats (not applicable)		\$10,217.97
Legacy Client Core Research	Advisor 25 +		\$8,283.01
Legacy Client Core Research	Reference 1-9 seats (not applicable)		\$10,693.22
Legacy Client Core Research	Reference 10-24 seats (not applicable)		\$8,985.00
Legacy Client Core Research	Reference 25 +		\$ 5,601.21
New Client Core Research	New member single-member Advisor	\$24,990.00	
New Client Core Research	New Member multi-member Advisor		\$16,830.00
New Client Core Research	New member single-member Reference	\$16,014.00	
New Client Core Research	New Member multi-member Reference		\$9,180.00
Gartner for IT Leaders	Reference single-member	\$18,870.00	
Gartner for IT Leaders	Reference multi-member		\$12,551.10
Gartner for IT Leaders	Advisor single-member	\$27,030.00	
Gartner for IT Leaders	Advisor multi-member		\$19,909.50
Gartner for IT Leaders	Premier single-member	\$46,410.00	
Gartner for IT Leaders	Premier multi-member		\$39,270.00
Higher Education - Core Research	Add-on Seats - Reference 1-9 users		\$9,043.32
Higher Education - Core Research	Add-on Seats - Reference 10-24 users		\$6,783.00
Higher Education - Core Research	Add-on Seats - Reference 25+ users		Special Bid
Higher Education - Core Research	Add-on Seats - Advisor 1-9 users		\$15,259.20
Higher Education - Core Research	Add-on Seats - Advisor 10-24 users		\$8,476.20
Higher Education - Core Research	Add-on Seats - Advisor 25+ users		Special Bid
Higher Education - Core Research	Campus Level Reference <4,999 FTE	\$15,259.20	
Higher Education - Core Research	Campus Level Reference 5,000-9,999 FTE	\$30,518.40	
Higher Education - Core Research	Campus Level Reference 10,000-24,999 FTE	\$45,777.60	
Higher Education - Core Research	Campus Level Reference 25,000+ FTE	\$61,036.80	
Higher Education - Core Research	Campus Level Reference - Community Colleges ONLY	\$15,259.20	
Core Research	Inquiry Access 5 hours	\$5,610.00	
Core Research	Inquiry Access 10 hours	\$11,220.00	
Core Research	Inquiry Access 20 hours	\$21,420.00	
Industry Advisory Services Banking	Industry Entry Model	\$17,340.00	
Industry Advisory Services Banking	Industry Single User	\$28,050.00	
Industry Advisory Services Banking	Industry Workgroup	\$35,700.00	
Industry Advisory Services Banking	EXP Add-on Industry Advisor Seat	\$13,260.00	
Industry Advisory Services Banking	EXP Add-on Industry Reference Seat	\$9,180.00	
Industry Advisory Services Banking	EXP Add-on Industry Workgroup	\$27,540.00	
Industry Advisory Services Insurance	Industry Entry Model	\$17,340.00	
Industry Advisory Services Insurance	Industry Single User	\$28,050.00	
Industry Advisory Services Insurance	Industry Workgroup	\$35,700.00	
Industry Advisory Services Insurance	EXP Add-on Industry Advisor Seat	\$13,260.00	
Industry Advisory Services Insurance	EXP Add-on Industry Reference Seat	\$9,180.00	
Industry Advisory Services Insurance	EXP Add-on Industry Workgroup	\$27,540.00	
Industry Advisory Services Investment Services	Industry Entry Model	\$17,340.00	
Industry Advisory Services Investment Services	Industry Single User	\$28,050.00	
Industry Advisory Services Investment Services	Industry Workgroup	\$35,700.00	
Industry Advisory Services Investment Services	EXP Add-on Industry Advisor Seat	\$13,260.00	
Industry Advisory Services Investment Services	EXP Add-on Industry Reference Seat	\$9,180.00	
Industry Advisory Services Investment Services	EXP Add-on Industry Workgroup	\$27,540.00	
Industry Advisory Services Energy & Utilities	Industry Entry Model	\$17,340.00	
Industry Advisory Services Energy & Utilities	Industry Single User	\$23,460.00	
Industry Advisory Services Energy & Utilities	Industry Workgroup	\$26,520.00	
Industry Advisory Services Energy & Utilities	EXP Add-on Industry Advisor Seat	\$13,260.00	
Industry Advisory Services Energy & Utilities	EXP Add-on Industry Reference Seat	\$9,180.00	
Industry Advisory Services Energy & Utilities	EXP Add-on Industry Workgroup	\$18,360.00	
Industry Advisory Services Manufacturing	Industry Entry Model	\$17,340.00	
Industry Advisory Services Manufacturing	Industry Single User	\$23,460.00	
Industry Advisory Services Manufacturing	Industry Workgroup	\$26,520.00	
Industry Advisory Services Manufacturing	EXP Add-on Industry Advisor Seat	\$13,260.00	
Industry Advisory Services Manufacturing	EXP Add-on Industry Reference Seat	\$9,180.00	
Industry Advisory Services Manufacturing	EXP Add-on Industry Workgroup	\$18,360.00	
Industry Advisory Services Media	Industry Entry Model	\$17,340.00	
Industry Advisory Services Media	Industry Single User	\$23,460.00	
Industry Advisory Services Media	Industry Workgroup	\$26,520.00	
Industry Advisory Services Media	EXP Add-on Industry Advisor Seat	\$13,260.00	
Industry Advisory Services Media	EXP Add-on Industry Reference Seat	\$9,180.00	
Industry Advisory Services Media	EXP Add-on Industry Workgroup	\$18,360.00	
Industry Advisory Services Retail	Industry Entry Model	\$17,340.00	
Industry Advisory Services Retail	Industry Single User	\$23,460.00	
Industry Advisory Services Retail	Industry Workgroup	\$26,520.00	
Industry Advisory Services Retail	EXP Add-on Industry Advisor Seat	\$13,260.00	
Industry Advisory Services Retail	EXP Add-on Industry Reference Seat	\$9,180.00	
Industry Advisory Services Retail	EXP Add-on Industry Workgroup	\$18,360.00	
Media Talking Technology	3 CD's	\$1,632.00	
Media Talking Technology	5 CD's	\$2,448.00	
Media Talking Technology	10 CD's	\$4,284.00	
Media Talking Technology	15 CD's	\$6,426.00	
Media Talking Technology	20 CD's	\$8,058.00	
Media Talking Technology	50 CD's	\$14,280.00	
Media Talking Technology	100 CD's	\$29,070.00	
Media Talking Technology	150 CD's	\$42,840.00	
Media Talking Technology	200 CD's	\$47,940.00	
Media Talking Technology	500 CD's	\$79,560.00	
Strategic Advisory Services SAS Worldwide	Client - Internal Use of Analyst Time	\$10,710.00	
Strategic Advisory Services SAS Worldwide	Client - Remote Advisory Engagement	\$6,630.00	
Strategic Advisory Services SAS Worldwide	Client - External Speaking Engagement	\$15,300.00	
EXP Premier	EXP Premier single-member	\$35,190.00	
EXP Premier	EXP Premier multi-member		\$31,620.00
CIO Signature	CIO Signature	\$71,400.00	

Best Practice Councils	Architecture & Planning	single-member	\$25,296.00	
Best Practice Councils	Architecture & Planning	multi-member		\$22,746.00
Best Practice Councils	Emerging Technology	single-member	\$25,296.00	
Best Practice Councils	Emerging Technology	multi-member		\$22,746.00
Best Practice Councils	Enterprise Applications-SAP	single-member	\$25,296.00	
Best Practice Councils	Enterprise Applications-SAP	multi-member		\$22,746.00
Best Practice Councils	Information & Security	single-member	\$25,296.00	
Best Practice Councils	Information & Security	multi-member		\$22,746.00
Best Practice Councils	Infrastructure Executives	single-member	\$25,296.00	
Best Practice Councils	Infrastructure Executives	multi-member		\$22,746.00
Best Practice Councils	IT Sourcing Mgmt Exec's	single-member	\$25,296.00	
Best Practice Councils	IT Sourcing Mgmt Exec's	multi-member		\$22,746.00
CIO Academy	CIO EXP Premier Member (NA)		\$6,630.00	
CIO Academy	CIO Signature Member (NA)		\$6,069.00	
CIO Academy	List Price(NA)		\$7,650.00	
Add-on-EXP Engagement Days	1 Day		\$10,506.00	
Add-on-EXP On-Site Coaching Sessions	2 Days		\$18,360.00	
Add-on-EXP On-Site Coaching Sessions	4 Days		\$27,948.00	
Add-on-EXP Team Development	1 Session		\$15,300.00	
Human Capital Management	EXP Human Resources	single-member	\$33,558.00	
Human Capital Management	EXP Human Resources	multi-member		\$30,396.00
Human Capital Management Workshop	Leadership Development Workshop		\$53,550.00	
Human Capital Management Workshop	Leadership Development Workshop w EXPHR		\$47,940.00	
Human Capital Management Workshop	Communications Strategy and Plan Workshop		\$53,550.00	
Human Capital Management Workshop	Communications Strategy and Plan Workshop w/EXPHR		\$47,940.00	
Human Capital Management Workshop	HCM Assessment Workshop		\$53,550.00	
Human Capital Management Workshop	HCM Assessment Workshop w EXPHR		\$47,940.00	
Human Capital Management Workshop	Mission, Vision and Values Workshop		\$53,550.00	
Human Capital Management Workshop	Mission, Vision and Values Workshop w EXPHR		\$47,940.00	
Human Capital Management Workshop	Organization Alignment Workshop		\$53,550.00	
Human Capital Management Workshop	Organization Alignment Workshop w EXPHR		\$47,940.00	
Human Capital Management Workshop	Organization Design Workshop		\$53,550.00	
Human Capital Management Workshop	Organization Design Workshop w EXPHR		\$47,940.00	
Human Capital Management Job Family Competency	Applications Development Model		\$13,464.00	
Human Capital Management Job Family Competency	Architecture & Planning Model		\$13,464.00	
Human Capital Management Job Family Competency	Asset Management Model		\$13,464.00	
Human Capital Management Job Family Competency	Business Analysis Model		\$13,464.00	
Human Capital Management Job Family Competency	Business Continuanace Model		\$13,464.00	
Human Capital Management Job Family Competency	Business Intelligence Model		\$13,464.00	
Human Capital Management Job Family Competency	Business Process Engineering Model		\$13,464.00	
Human Capital Management Job Family Competency	Client Technology Model		\$13,464.00	
Human Capital Management Job Family Competency	Computer Operations Model		\$13,464.00	
Human Capital Management Job Family Competency	Customer SupportModel		\$13,464.00	
Human Capital Management Job Family Competency	Data Analysis Model		\$13,464.00	
Human Capital Management Job Family Competency	Database Administration Model		\$13,464.00	
Human Capital Management Job Family Competency	ERP Applications Development Model		\$13,464.00	
Human Capital Management Job Family Competency	ERP Business Solutions Analysis Model		\$13,464.00	
Human Capital Management Job Family Competency	ERP Systems Administration Modle		\$13,464.00	
Human Capital Management Job Family Competency	IT Leadership Model		\$13,464.00	
Human Capital Management Job Family Competency	IT Security Model		\$13,464.00	
Human Capital Management Job Family Competency	Network Management Model		\$13,464.00	
Human Capital Management Job Family Competency	Project Management Modle		\$13,464.00	
Human Capital Management Job Family Competency	Quality Assurance Model		\$13,464.00	
Human Capital Management Job Family Competency	Quality Process Engineering Model		\$13,464.00	
Human Capital Management Job Family Competency	Release Management Model		\$13,464.00	
Human Capital Management Job Family Competency	Systems Administration Model		\$13,464.00	
Human Capital Management Job Family Competency	Technical Writing Model		\$13,464.00	
Human Capital Management Job Family Competency	Technology Consulting Model		\$13,464.00	
Human Capital Management Job Family Competency	Telecommunications Model		\$13,464.00	
Human Capital Management Job Family Competency	Vendor Relationship Management Model		\$13,464.00	
Human Capital Management Job Family Competency	Web Administration Model		\$13,464.00	
Human Capital Management Job Family Competency	Web Design Model		\$13,464.00	
Symposium	Symposium Ticket		\$2,040.00	
Themed Summit	Themed Summit Ticket		\$1,218.90	
Human Capitol Management	IT Skills Inventory			See Account Executive
Consulting	Strategy and Architecture			See Account Executive
Consulting	Sourcing Execution and Management			See Account Executive
Consulting	Risk Management			See Account Executive
Consulting	Critical Program Management			See Account Executive
Consulting	Performance Optimization			See Account Executive

<u>Consulting (add on)</u>	<u>Type</u>	<u>Experience Level</u>	<u>Hourly Rate</u>
		Specialist	\$ 152.76
		Senior Specialist	\$ 205.80
		Manager	\$ 279.00
		Senior Manager	\$ 352.19
		Expert	\$ 425.82
		Senior Expert	\$ 514.51
		Project Manager	\$ 352.19
		Project Director	\$ 425.93
		Senior Project Director	\$ 514.51