

2011 VITA and State of Virginia Pricing

SCHEDULE OF PRICES FOR FEB 2011 TO JAN 2012

As of Aug 27, 2011 As of Aug 27, 2011

EXHIBIT F - Research and Advisory Services	Gartner Product Status - VITA	UPDATED VITA Feb 2011 - Jan 2012 Price	VA ONLY Feb 2011-Jan 2012
SECTION 1 - Current Contract/Price List			
LEGACY CORE RESEARCH			
Legacy Client Core Research Advisor 1-9 seats	Renewal ONLY	19,350	20,400.71
Legacy Client Core Research Advisor 10-24 seats	Renewal ONLY	10,760	11,344.27
Legacy Client Core Research Advisor 25 +	Renewal ONLY	9,170	9,667.93
Legacy Client Core Research Reference 1-9 seats	Renewal ONLY	11,480	12,103.36
Legacy Client Core Research Reference 10-24 seats	Renewal ONLY	8,600	9,066.98
Legacy Client Core Research Reference 25 +	Renewal ONLY	6,020	6,346.89
Core Research Inquiry Access 5 Instances	Active	6,660	7,021.64
Core Research Inquiry Access 10 Instances	Active	13,330	14,053.82
CORE CONNECT			
Gartner Core Connect Advisor single-member	Active	27,630	29,130.31
Gartner Core Connect Advisor multi-member	Active	20,320	21,423.38
Gartner Core Connect Reference single-member	Active	17,780	18,745.45
Gartner Core Connect Reference multi-member	Active	10,340	10,901.46
Legacy Client Core Research Advisor Conversion to Core Connect Advisor 1-9 seats	Renewal ONLY	20,320	21,423.38
Legacy Client Core Research Advisor Conversion to Core Connect Advisor 10-24 seats	Renewal ONLY	12,360	13,031.15
Legacy Client Core Research Advisor Conversion to Core Connect Advisor 25+ seats	Renewal ONLY	10,770	11,354.81
Legacy Client Core Research Reference Conversion to Core Connect Reference 1-9 seats	Renewal ONLY	13,140	13,853.50
Legacy Client Core Research Reference Conversion to Core Connect Reference 10-24 seats	Renewal ONLY	10,250	10,806.58
Legacy Client Core Research Reference Conversion to Core Connect Reference 25+ seats	Renewal ONLY	7,650	8,065.40
GARTNER FOR IT LEADERS (GITL)			
GITL Reference single-member	Update	20,330	21,433.92
GITL Reference multi-member	Update	12,950	13,653.19
GITL Advisor single-member	Update	30,190	31,829.32
GITL Advisor multi-member	Update	22,800	24,038.04
GARTNER FOR IT LEADERS (GITL) WORKGROUP CROSS FUNCTION			

GITL Advisor Workgroup Cross Function: 1 Advisor & 3 Workgroup Members	NEW	63,468	66,914.31
GITL Advisor Workgroup Cross Function: 1 Advisor & 4 Workgroup Members	NEW	77,029	81,211.67
GITL Advisor Workgroup Cross Function: 1 Advisor & 5 Workgroup Members	NEW	90,590	95,509.04
GITL Advisor Workgroup Cross Function: 1 Advisor & 6 Workgroup Members	NEW	104,151	109,806.40
GITL Advisor Workgroup Cross Function: 1 Advisor & 7 Workgroup Members	NEW	117,711	124,102.71
GITL Advisor Workgroup Cross Function: 1 Advisor & 8 Workgroup Members	NEW	131,272	138,400.07
GITL Advisor Workgroup Cross Function: 1 Advisor & 9 Workgroup Members	NEW	144,823	152,686.89
GITL Advisor Workgroup Cross Function: 1 Advisor & 10 Workgroup Members	NEW	158,383	166,983.20
GARTNER FOR IT LEADERS (GITL) WORKGROUP ROLE			
GITL Advisor Workgroup Role: 1 Advisor & 3 Workgroup Members	NEW	48,042	50,650.68
GITL Advisor Workgroup Role: 1 Advisor & 4 Workgroup Members	NEW	56,457	59,522.62
GITL Advisor Workgroup Role: 1 Advisor & 5 Workgroup Members	NEW	64,873	68,395.60
GITL Advisor Workgroup Role: 1 Advisor & 6 Workgroup Members	NEW	73,288	77,267.54
GITL Advisor Workgroup Role: 1 Advisor & 7 Workgroup Members	NEW	81,713	86,150.02
GITL Advisor Workgroup Role: 1 Advisor & 8 Workgroup Members	NEW	90,129	95,023.00
GITL Advisor Workgroup Role: 1 Advisor & 9 Workgroup Members	NEW	98,544	103,894.94
GITL Advisor Workgroup Role: 1 Advisor & 10 Workgroup Members	NEW	106,959	112,766.87
GARTNER FOR IT LEADERS (GITL) WORKGROUP ESSENTIALS			
GITL Advisor Workgroup Essentials: 1 Advisor & 3 Workgroup Members	NEW	43,081	45,420.30
GITL Advisor Workgroup Essentials: 1 Advisor & 4 Workgroup Members	NEW	49,846	52,552.64
GITL Advisor Workgroup Essentials: 1 Advisor & 5 Workgroup Members	NEW	56,611	59,684.98
GITL Advisor Workgroup Essentials: 1 Advisor & 6 Workgroup Members	NEW	63,376	66,817.32
GITL Advisor Workgroup Essentials: 1 Advisor & 7 Workgroup Members	NEW	70,141	73,949.66
GITL Advisor Workgroup Essentials: 1 Advisor & 8 Workgroup Members	NEW	76,906	81,082.00
GITL Advisor Workgroup Essentials: 1 Advisor & 9 Workgroup Members	NEW	83,671	88,214.34
GITL Advisor Workgroup Essentials: 1 Advisor & 10 Workgroup Members	NEW	90,436	95,346.67
GARTNER FOR IT LEADERS (GITL) WORKGROUP - Renewal ONLY			
GITL Advisor Workgroup: 1 Advisor & 3 Workgroup Members	Renewal ONLY	39,650	41,803.00
GITL Advisor Workgroup: 1 Advisor & 4 Workgroup Members	Renewal ONLY	44,960	47,401.33
GITL Advisor Workgroup: 1 Advisor & 5 Workgroup Members	Renewal ONLY	50,280	53,010.20
GITL Advisor Workgroup: 1 Advisor & 6 Workgroup Members	Renewal ONLY	55,590	58,608.54
GITL Advisor Workgroup: 1 Advisor & 7 Workgroup Members	Renewal ONLY	60,900	64,206.87
GITL Advisor Workgroup: 1 Advisor & 8 Workgroup Members	Renewal ONLY	66,200	69,794.66
GITL Advisor Workgroup: 1 Advisor & 9 Workgroup Members	Renewal ONLY	71,500	75,382.45
GITL Advisor Workgroup: 1 Advisor & 10 Workgroup Members	Renewal ONLY	76,810	80,980.78
GARTNER FOR IT LEADERS (GITL) SCORECARD			
Level I Scorecard	Active	21,120	22,266.82

Level II Scorecard	Active	42,230	44,523.09
Level II Scorecard Enhanced	Active	49,000	51,660.70
INDUSTRY ADVISORY SERVICE (IAS-G)			
IAS-G Reference single-member	Active	29,110	30,690.67
IAS-G Reference multi-member	Active	20,500	21,613.15
IAS-G Advisor single member	Active	43,150	45,493.05
IAS-G Advisor multi member	Active	34,540	36,415.52
IAS-G Advisor Add-on to IT Executives or Enterprise IT Leaders	Active	10,150	10,701.15
IAS-G Advisor Workgroup: 1 Advisor & 3 Workgroup Members	Active	50,900	53,663.87
IAS-G Advisor Workgroup: 1 Advisor & 4 Workgroup Members	Active	56,350	59,409.81
IAS-G Advisor Workgroup: 1 Advisor & 5 Workgroup Members	Active	61,810	65,166.28
IAS-G Advisor Workgroup: 1 Advisor & 6 Workgroup Members	Active	67,260	70,912.22
IAS-G Advisor Workgroup: 1 Advisor & 7 Workgroup Members	Active	72,710	76,658.15
IAS-G Advisor Workgroup: 1 Advisor & 8 Workgroup Members	Active	78,170	82,414.63
IAS-G Advisor Workgroup: 1 Advisor & 9 Workgroup Members	Active	83,620	88,160.57
IAS-G Advisor Workgroup: 1 Advisor & 10 Workgroup Members	Active	89,070	93,906.50
IT EXECUTIVE PORTFOLIO			
IT Executives CIO Signature	Active	80,200	84,554.86
IT Executives CIO single member	Active	72,530	76,468.38
IT Executives CIO multi-member	Active	64,380	67,875.83
IT Executive Essentials single-member	Active	48,500	51,133.55
IT Executive Essentials multi-member	Active	43,390	45,746.08
CIO Academy Classic North America for IT Executives Programs Member	Active	TBD	TBD
CIO Academy Classic North America	Active	TBD	TBD
IT Executives Delegate Add-on *	Active	34,040	35,888.37
IT Executive 2 Meetings Add-on *	Active	12,720	13,410.70
* Check with Sales representative for availability			
ENTERPRISE IT LEADERS (EITL)			

EITL single-member **	Update	53,670	56,584.28
EITL multi-member **	Update	44,630	47,053.41
** Choose one: Applications (SAP), Enterprise Architecture, Infrastructure & Operations, Security & Risk Management, or Sourcing & Procurement			
ENTERPRISE IT LEADERS (EITL) WORKGROUP CROSS FUNCTION			
EITL Workgroup Cross Function: 1 EITL Member & 3 Workgroup Members	NEW	85,301	89,932.84
EITL Workgroup Cross Function: 1 EITL Member & 4 Workgroup Members	NEW	98,862	104,230.21
EITL Workgroup Cross Function: 1 EITL Member & 5 Workgroup Members	NEW	112,422	118,526.51
EITL Workgroup Cross Function: 1 EITL Member & 6 Workgroup Members	NEW	125,983	132,823.88
EITL Workgroup Cross Function: 1 EITL Member & 7 Workgroup Members	NEW	139,544	147,121.24
EITL Workgroup Cross Function: 1 EITL Member & 8 Workgroup Members	NEW	153,105	161,418.60
EITL Workgroup Cross Function: 1 EITL Member & 9 Workgroup Members	NEW	166,655	175,704.37
EITL Workgroup Cross Function: 1 EITL Member & 10 Workgroup Members	NEW	180,216	190,001.73
ENTERPRISE IT LEADERS (EITL) WORKGROUP ROLE			
EITL Workgroup Role: 1 EITL Member & 3 Workgroup Members	NEW	69,875	73,669.21
EITL Workgroup Role: 1 EITL Member & 4 Workgroup Members	NEW	78,290	82,541.15
EITL Workgroup Role: 1 EITL Member & 5 Workgroup Members	NEW	86,705	91,413.08
EITL Workgroup Role: 1 EITL Member & 6 Workgroup Members	NEW	95,120	100,285.02
EITL Workgroup Role: 1 EITL Member & 7 Workgroup Members	NEW	103,546	109,168.55
EITL Workgroup Role: 1 EITL Member & 8 Workgroup Members	NEW	111,961	118,040.48
EITL Workgroup Role: 1 EITL Member & 9 Workgroup Members	NEW	120,376	126,912.42
EITL Workgroup Role: 1 EITL Member & 10 Workgroup Members	NEW	128,792	135,785.41
ENTERPRISE IT LEADERS (EITL) WORKGROUP ESSENTIALS			
EITL Workgroup Essentials: 1 EITL Member & 3 Workgroup Members	NEW	64,924	68,449.37
EITL Workgroup Essentials: 1 EITL Member & 4 Workgroup Members	NEW	71,679	75,571.17
EITL Workgroup Essentials: 1 EITL Member & 5 Workgroup Members	NEW	78,444	82,703.51
EITL Workgroup Essentials: 1 EITL Member & 6 Workgroup Members	NEW	85,209	89,835.85
EITL Workgroup Essentials: 1 EITL Member & 7 Workgroup Members	NEW	91,974	96,968.19
EITL Workgroup Essentials: 1 EITL Member & 8 Workgroup Members	NEW	98,739	104,100.53
EITL Workgroup Essentials: 1 EITL Member & 9 Workgroup Members	NEW	105,504	111,232.87
EITL Workgroup Essentials: 1 EITL Member & 10 Workgroup Members	NEW	112,269	118,365.21
ENTERPRISE IT LEADERS (EITL) WORKGROUP - Renewal ONLY			
EITL Workgroup - 1 EITL Member and 3 workgroup members	Renewal ONLY	60,550	63,837.87
EITL Workgroup - 1 EITL Member and 4 workgroup members	Renewal ONLY	65,860	69,436.20
EITL Workgroup - 1 EITL Member and 5 workgroup members	Renewal ONLY	71,170	75,034.53
EITL Workgroup - 1 EITL Member and 6 workgroup members	Renewal ONLY	76,480	80,632.86
EITL Workgroup - 1 EITL Member and 7 workgroup members	Renewal ONLY	81,780	86,220.65

EITL Workgroup - 1 EITL Member and 8 workgroup members	Renewal ONLY	87,090	91,818.99
EITL Workgroup - 1 EITL Member and 9 workgroup members	Renewal ONLY	92,400	97,417.32
EITL Workgroup - 1 EITL Member and 10 workgroup members	Renewal ONLY	97,720	103,026.20
GARTNER FOR IT ASSOCIATES ***			
Gartner for IT Associates 100 documents *	Update	16,610	17,511.92
Gartner for IT Associates 200 documents	Active	33,210	35,013.30
Gartner for IT Associates 300 documents	Active	49,820	52,525.23
Gartner for IT Associates 400 documents	Active	66,420	70,026.61
Gartner for IT Associates 500 documents	Active	83,030	87,538.53
Gartner for IT Associates 500+ documents	Active	Contact Sales Rep	Contact Sales Rep
* Check with Sales representative for availability			
*** Purchasing terms and conditions apply			
IT NEWS and INSIGHTS			
IT News and Insights - per seat	Active	510	537.69
IT Market Compensation & Workforce Management Report *			
2010 Report	Active	4,100	4,322.63
* Check with Sales representative for availability			
STRATEGIC ADVISORY SERVICES (SAS)			
SAS Worldwide Client - Internal Use of Analyst Time	Active	12,200	12,862.46
SAS Worldwide Client - Remote Advisory Engagement	Active	6,250	6,589.38
SAS Worldwide Client - External Speaking Engagement	Active	18,760	19,778.67
EVENTS			
2011 Symposium Ticket	Active	2,865	3,020.57
2011 Themed Summit Ticket	Active	1,796	1,893.52

SECTION 2 - Pricing for Non-Profit Higher Ed Institutions ONLY

Higher Education - Core Research Add-on Seats - Reference 1-9 users	Active	10,260	10,817.12
Higher Education - Core Research Add-on Seats - Reference 10-24 users	Active	7,710	8,128.65
Higher Education - Core Research Add-on Seats - Advisor 1-9 users	Active	17,330	18,271.02
Higher Education - Core Research Add-on Seats - Advisor 10-24 users	Active	9,620	10,142.37
Higher Education - Core Research Campus Level Reference <4,999 FTE	Active	17,330	18,271.02
Higher Education - Core Research Campus Level Reference 5,000-9,999 FTE	Active	34,650	36,531.50
Higher Education - Core Research Campus Level Reference 10,000-24,999 FTE	Active	51,980	54,802.51
Higher Education - Core Research Campus Level Reference 25,000+ FTE	Active	69,310	73,073.53
Higher Education - Core Research Campus Level Reference - Community Colleges ONLY	Active	17,330	18,271.02

BURTON IT1 ***

Gartner Burton IT1 Department ***			
Gartner Burton IT1 Department Advisor	NEW	92,460	97,480.58
Gartner Burton IT1 Department Reference	NEW	62,320	65,703.98
*** Purchasing terms and conditions apply			
Gartner Burton IT1 for Small and Mid Size Government Agency - LIMITED AVAILABILITY ****			
Gartner Burton IT1 Advisor for Agency with up to 4,000 Employees	NEW	46,740	49,277.98
Gartner Burton IT1 Reference for Agency with up to 4,000 Employees	NEW	31,160	32,851.99
**** Check with Sales representative for availability. Purchasing terms and conditions apply			

		All all hourly rates at plus (T&E)	All all hourly rates at plus (T&E)
Consulting Services Hourly Consulting Rates			
Research Consultant	Hour	156	164.47
Associate Consultant	Hour	180	189.77
Consultant	Hour	250	263.58
Sr. Consultant	Hour	340	358.46
Associate Director	Hour	430	453.35
Director	Hour	500	527.15
Senior Director	Hour	443	467.05
Senior Vice President	Hour	516	544.02
Vice President	Hour	600	632.58
Managing Partner	Hour	516	544.02
Managing Vice President	Hour	516	544.02
Group Vice President	Hour	516	544.02

PRODUCTS TO BE REMOVED

	<u>Gartner Product Status - VITA</u>	<u>UPDATED VITA Feb 2011 - Jan 2012 Price</u>	<u>VA ONLY Feb 2011-Jan 2012</u>
GARTNER FOR IT LEADERS (GITL) WORKGROUP v2			
GITL Workgroup Cross Function: 1 Advisor & 3 Workgroup Members	REMOVE	68,060	71,755.66
GITL Workgroup Cross Function: Add-on Member (up to 7 max)	REMOVE	14,660	15,456.04
GITL Workgroup Role: 1 Advisor & 3 Workgroup Members	REMOVE	50,530	53,273.78

GITL Workgroup Role: Add-on Member (up to 7 max)	REMOVE	8,820	9,298.93
GITL Workgroup Essentials 1 Advisor & 3 Workgroup Members	REMOVE	45,000	47,443.50
GITL Workgroup Essentials: Add-on Member (up to 7 max)	REMOVE	6,970	7,348.47