

**COMMONWEALTH OF VIRGINIA
VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA)
Appendix C - SCHEDULE OF PRICES**

Rates for Research and Advisory Services are effective for February 1, 2016 to January 31, 2017 except where indicated.

RESEARCH AND ADVISORY SERVICES	
TEAM SOLUTIONS RESEARCH SERVICES	ANNUAL FEE
Executive Programs Leadership Team ¹	
Team Leader	76,213
Delegate or Delegate Leader	40,302
Partner or Partner Leader	59,617
Advisor or Advisor Leader	29,731
Cross Function	20,727
Role	14,478
Essentials - Limited Availability ³	8,017
Executive Programs Leadership Team with Industry ¹ - single industry	
Team Leader	88,322
Delegate or Delegate Leader	50,470
Partner or Partner Leader	74,140
Advisor or Advisor Leader	39,938
Cross Function	25,027
Role	18,249
Essentials - Limited Availability ³	8,238
Enterprise IT Leadership Team ²	
Team Leader	53,313
Advisor	26,975
Cross Function	15,977
Role	9,897
Essentials	8,017
Enterprise IT Leadership Team with Industry ² - single industry	
Team Leader	66,007
Advisor	36,184
Cross Function	21,377
Role	12,722
Essentials	8,238
Gartner for Marketing Leaders Team ² - Limited Availability ³	
Team Leader	35,558
Advisor	35,558
Reference	12,514
Industry Advisory Services Team ² - single industry	
Team Leader	36,184
Advisor	36,184
Cross Function	21,377
Role	12,722
Essentials	8,238

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IT Leadership Team ²	
Team Leader	26,975
Advisor	26,975
Cross Function	15,977
Role	9,897
Essentials	8,017
INDIVIDUAL SOLUTIONS RESEARCH SERVICES	
ANNUAL FEE	
Executive Programs Individual Solutions	
Member single-user	84,173
Member multi-user	74,653
Member Basic single-user	57,399
Member Basic multi-user	51,354
Two Onsite Meetings Add-on - Limited Availability ³	15,050
Executive Programs Individual Solutions with Industry - single industry	
Member single-user	96,351
Member multi-user	86,549
Member Basic single-user	68,718
Member Basic multi-user	62,357
Enterprise IT Leaders	
Single-member	64,166
Multi-member	53,313
Two Onsite Meetings Add-on - Limited Availability ³	15,045
Industry Advisory Services - single Industry	
Reference single-member	30,449
Reference multi-member	21,481
Advisor single member	45,152
Advisor multi member	36,184
Advisor Add-on to IT Executives or Enterprise IT Leaders	10,637
Gartner for IT Leaders	
Advisor single-member	35,726
Advisor multi-member	26,975
Reference single-member	24,020
Reference multi-member	15,296
Core Connect	
Gartner Core Connect Advisor single-member	32,717
Gartner Core Connect Advisor multi-member	24,010
Gartner Core Connect Reference single-member	21,022
Gartner Core Connect Reference multi-member	12,224
IT News and Insight	
IT News and Insights - per seat	605

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MULTI-USER RESEARCH SERVICES	ANNUAL FEE
Gartner for Technical Professionals ⁴	
Technical Professionals Department Advisor	104,517
Technical Professionals Department Reference	70,403
Gartner for Technical Professionals SMB ^{4,5} - Limited Availability ³	
Technical Professionals SMB Advisor	55,371
Technical Professionals SMB Reference	36,914
Gartner Technology Planner	
Technology Planner	104,517
Technology Planner Essentials - 3 modules (price per module, must purchase 3)	29,381
Technology Planner Essentials - 2 modules (price per module, must purchase 2)	33,714
Technology Planner Essentials - 1 module (price per module)	41,451
Gartner Technology Planner SMB ⁵	
Technology Planner SMB	55,371
Technology Planner SMB Essentials - 3 modules (price per module, must purchase 3)	15,642
Technology Planner SMB Essentials - 2 modules (price per module, must purchase 2)	17,936
Technology Planner SMB Essentials - 1 module (price per module)	22,003
Gartner for IT Associates ⁴	
Gartner for IT Associates 100 documents - Limited Availability ³	21,690
Gartner for IT Associates 200 documents	43,379
OTHER SERVICES	UNIT PRICE
Strategic Advisory Services	
Client - Remote Advisory Engagement	7,404
Client - Internal Use of Analyst Time	14,808
Client - External Speaking Engagement	23,880
Events ⁶ - 2016 ticket pricing expires December 31, 2016	
2016 Symposium Ticket	4,172
2016 T1 Summit Ticket	2,868
2016 Summit Ticket (excludes BI, Data Center, Security)	2,451
2017 Symposium Ticket	TBD
2017 T1 Summit Ticket	TBD
2017 Summit Ticket (excludes BI, Data Center, Security)	TBD
LEGACY AND RENEWAL ONLY RESEARCH SERVICES ⁷	ANNUAL FEE
IT Executive Portfolio ⁸	
IT Executives CIO Signature	94,921
IT Executives CIO single member	85,850
IT Executives CIO multi-member	76,213
IT Executive Essentials single-member	57,399
IT Executive Essentials multi-member	51,354

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IT Executives Delegate Add-on - Limited Availability ³	40,302
IT Executive Two Onsite Meetings Add-on - Limited Availability ³	15,050
Legacy Core Research - Renewal Only ⁷	
Legacy Client Core Research Advisor 1 seat	22,159
Legacy Client Core Research Advisor 2-9 seats	22,159
Legacy Client Core Research Advisor 10-24 seats	12,315
Legacy Client Core Research Advisor 25 +	10,511
Legacy Client Core Research Reference 1 seat	13,160
Legacy Client Core Research Reference 2-9 seats	11,836
Legacy Client Core Research Reference 10-24 seats	9,855
Legacy Client Core Research Reference 25 +	6,893
Core Research Inquiry Access 5 Instances	7,821
RESEARCH SERVICES FOR NON-PROFIT HIGHER EDUCATION UNIVERSITY OR COLLEGE ONLY ⁸	ANNUAL FEE
Core IT Research Reference for Higher Education	
Core Reference for designated campus with <4,999 Student FTE	23,150
Core Reference for designated campus with 5,000-9,999 Student FTE	46,299
Core Reference for designated campus with 10,000-24,999 Student FTE	69,448
Core Reference for designated campus with 25,000+ Student FTE	92,597
Core Reference for designated community college campus	23,150
Technical Professional for Higher Education	
Technical Professional Advisor for designated campus IT Staff only	55,371
Technical Professional Reference for designated campus IT Staff only	36,914

"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. Executive Programs Leadership Team Essentials is limited to select markets and may only consist of 1 Team Leader and up to 10 Team Essentials Members per Team (other Team Member types not permitted); contact your Account Executive for availability in your area.

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. Pricing for Team solutions with Industry Advisory Services is for one industry and all licenses in the Team must purchase access to the same industry.

³ Limited availability and/or eligibility requirements apply. Please check with your Gartner Sales representative before ordering.

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.

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⁶ Ticket prices apply to orders received by December 31th of the Event year indicated. For example, 2016 Symposium ticket price applies to orders received on or before December 31, 2016. 2017 ticket prices have not be released; please check with account representatives for pricing at the time of purchase for 2017 ticket pricing.

⁷ **Renewal only Core Research** * services are available to eligible license holders who purchased the service listed on or before February 1, 2007 and continuously purchase the service thereafter. Please check with Sales Representative for availability and eligibility before ordering.

* Aggregate Core Reference and Advisor Seats at the Agency/Bureau/Operating Unit level only — on a single Purchase Order — to determine price per seat. Renewal of existing Core Research licenses are permitted at the same seat quantity price level purchased as of January 31, 2007 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.

⁸ 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.

Rates for Consulting Services are effective for February 1, 2016 to January 31, 2017 except where indicated.

CONSULTING SERVICES	REGULAR HOURLY RATE	Temporary Discounted Hourly Rates Applicable to Orders Dated On or Before 12/31/2016	DAILY RATE
Vice President	\$ 602	\$ 517	\$ 4,130
Senior Director	\$ 562	\$ 476	\$ 3,796
Director	\$ 505	\$ 444	\$ 3,546
Associate Director	\$ 433	\$ 376	\$ 3,004
Sr. Consultant	\$ 347	\$ 303	\$ 2,420
Consultant	\$ 255	\$ 219	\$ 1,752
Associate Consultant	\$ 179	\$ 157	\$ 1,252

The rates indicated are a "not-to-exceed" price. Supplier may fill in additional labor descriptions.

Gartner reserves the right to refresh its pricing and product offerings on an annual basis consistent with the prices listed in the Gartner GSA Group 70 IT schedule price list. The refreshed Pricing and Product offering will be provided in January of each new calendar year and applicable to any renewal of existing services or initiation of new services.