

STATE OF ARIZONA

Bid Solicitation: ADSP014-00004089

The Subscription Rates and Unit Prices herein are effective for purchase orders received on or before December 31, 2015 with a service start date no later than January 1, 2016. Supplier may offer an eligible 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 for the Service(s) ordered or the rates herein, whichever is less.

Gartner reserves the right to refresh its products and pricing on an annual basis. The price adjustment shall be provided to Client at least 30 days prior to its effective date. Price adjustments for Public Sector Clients will become effective in January of each new calendar year. For example, pricing for the 2016 annual term shall be provided to client by November 30, 2015 and become effective January 1, 2016 to December 31, 2016 .

1. Annual Individual Subscription	
Annual Individual Subscription services includes unlimited online Internet access to unlimited or a set quantity of published reports customized for the service. Depending on the service, the individual named user may have unlimited access to analyst inquiries, access to inquires via a Team Leader, or no inquires (e.g. Reference level). Please refer to product's service description for a full list of deliverables included with each license.	
RESEARCH AND ADVISORY SERVICES	Subscription Rate (\$)
TEAM SOLUTIONS	
EXECUTIVE PROGRAMS LEADERSHIP TEAM ¹	
Leader	74,437
Delegate	38,986
Partner	61,307
Advisor	29,088
Cross Function	21,008
Role	14,948
EXECUTIVE PROGRAMS LEADERSHIP TEAM WITH INDUSTRY ¹	
Leader	82,719
Delegate	47,268
Partner	69,488
Advisor	37,370
Cross Function	23,432
Role	17,069
ENTERPRISE IT LEADERSHIP TEAM ²	
Leader	51,914
Advisor	26,664
Cross Function	16,261
Role	9,898
Essentials	7,676
ENTERPRISE IT LEADERSHIP TEAM WITH INDUSTRY ²	
Leader	61,913
Advisor	34,037
Cross Function	19,796
Role	11,918
Essentials	7,676

INDUSTRY ADVISORY SERVICES TEAM ²	
Leader	34,037
Advisor	34,037
Cross Function	19,796
Role	11,918
Essentials	7,676
IT LEADERSHIP TEAM ²	
Leader	26,664
Advisor	26,664
Cross Function	16,261
Role	9,898
Essentials	7,676
INDIVIDUAL SOLUTIONS	
EXECUTIVE PROGRAMS INDIVIDUAL SOLUTIONS	
Member single-user	82,113
Member multi-user	72,922
Member Basic single-user	56,055
Member Basic multi-user	50,096
Two Onsite Meetings Add-on - LIMITED AVAILABILITY ³	14,645
EXECUTIVE PROGRAMS INDIVIDUAL SOLUTIONS WITH INDUSTRY	
Member single-user	90,294
Member multi-user	81,103
Member Basic single-user	64,337
Member Basic multi-user	58,378
ENTERPRISE IT LEADERS	
Enterprise IT Leaders single-user	62,014
Enterprise IT Leaders multi-user	51,914
Two Onsite Meetings Add-on - LIMITED AVAILABILITY ³	14,746
INDUSTRY ADVISORY SERVICE - Single Industry	
Advisor single-user	42,521
Advisor multi-user	34,037
Reference single-user	28,684
Reference multi-user	20,200
GARTNER FOR IT LEADERS	
Advisor single-user	36,158
Advisor multi-user	26,664
Reference single-user	25,250
Reference multi-user	15,655
CORE CONNECT	
Core Connect Advisor single-user	32,522
Core Connect Advisor multi-user	23,331
Core Connect Reference single-user	21,715
Core Connect Reference multi-user	12,322
IT NEWS AND INSIGHT	566
IT EXECUTIVE PORTFOLIO - RENEWAL ONLY ⁶	
IT Executives CIO Signature	91,304

IT Executives CIO single-user	83,729
IT Executives CIO multi-user	74,437
IT Executives CIO Essentials single-user	56,055
IT Executives CIO Essentials multi-user	50,096
Industry Advisory Services Advisor Add-on 1-Industry	9,999

2. Enterprise Volume Licensing Subscription

Enterprise Volume Licensing services provides access to multiple users. Depending on the service, the base license may include unlimited or a set quantity of users, unlimited or a set quantity of documents, unlimited or no inquires for all users or inquires only for certain users within the license. Please refer to product's service description for a full list of deliverables included with each license. We have provided the base license offering to give clients the flexibility to customize the solution to their needs. For example, access for 100 users may be achieved by purchasing multiple licenses of the same service, unlimited inquiries may be achieved by purchasing a license that includes unlimited advisor inquiry access, or a higher allotment of documents may be purchased.

RESEARCH AND ADVISORY SERVICES	Subscription Rate (\$)
Gartner for IT Associates 400 documents	
Gartner for IT Associates 200 documents	39,794
Gartner for IT Associates 300 documents	59,691
Gartner for IT Associates 400 documents	79,588
Gartner for IT Associates 500 documents	99,485
GARTNER FOR TECHNICAL PROFESSIONALS ⁴	
Technical Professionals Department Advisor	102,616
Technical Professionals Department Reference	69,084
Technical Professionals Advisor for SMB Agency ⁵	51,914
Technical Professionals Reference SMB Agency ⁵	34,542
GARTNER TECHNOLOGY PLANNER	
Technical Planner	102,616
Technical Planner Essentials - Three Modules	86,759
Technical Planner Essentials - Two Modules	66,458
Technical Planner Essentials - One Module	40,703
GARTNER TECHNOLOGY PLANNER SMB ⁵	
Technical Planner SMB	51,914
Technical Planner Essentials SMB - Three Modules	43,935
Technical Planner Essentials SMB - Two Modules	33,633
Technical Planner Essentials SMB - One Module	20,604
NON-PROFIT HIGHER EDUCATION INSTITUTIONS ONLY	Subscription Rate (\$)
Higher Education - Core Research Campus Level Reference <4,999 FTE	21,513
Higher Education - Core Research Campus Level Reference 5,000-9,999 FTE	43,026
Higher Education - Core Research Campus Level Reference 10,000-24,999 FTE	64,539
Higher Education - Core Research Campus Level Reference 25,000+ FTE	86,052
Higher Education - Core Research Campus Level Reference - Community Colleges ONLY	21,513
Higher Education - Gartner for Technical Professional Advisor Campus for IT Staff only ⁵	51,914
Higher Education - Gartner for Technical Professional Reference Campus for IT Staff only ⁵	34,542

3. Onsite Advisory Services	
STRATEGIC ADVISORY SERVICES	Unit Price (\$)
Client Internal Use of Analyst Time	13,837
Client External Speaking Engagement	22,321
Non-Client Speaking Engagement	29,593
CONSULTING SERVICES	
On-Site Advisory Services: Staff Position/Labor Category	Hourly Rate
Project Executive (Senior Director and Vice President)	\$395 to \$405
Project Manager — Senior (Director and Associate Director)	\$305 to \$365
Project Manager — Junior (Consultant and Senior Consultant)	\$190 to \$265
Lead Analyst (Consultant and Senior Consultant)	\$190 to \$265
Technical Writer	N/A
Senior Subject Matter Expert (Director, various areas of expertise):	\$365
Subject Matter Expert (Associate Director, various areas of expertise):	\$305
Senior Team Member (Senior Consultant, various areas of expertise):	\$265
Team Member (Consultant, various areas of expertise):	\$190
For Consulting Services, Gartner proposes to define fixed price engagements for a mutually agreed scope of work. Our experience is that fixed price engagements are easier to manage, increase focus and result in higher value delivered to the State.	

4. Value Added Services	
STRATEGIC ADVISORY SERVICES	Unit Price (\$)
Client Remote Advisory Engagement	6,969
EVENTS - North America	Unit Price (\$)
2015 Symposium Ticket	3,732
2015 Summit Ticket ⁷	TBD
2015 Catalyst Conference Ticket	2,621
2015 CIO Leadership Forum - LIMITED AVAILABILITY ^{4,5}	2,449

“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. 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

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 Professional SMB, Gartner for Technical Planner SMB, and Gartner for Technical 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 IT Executives Portfolio renewal services are only available to eligible license holders who purchased the service listed on or before June 30, 2014 and continuously purchase the service thereafter. Please check with Sales Representative for availability and eligibility before ordering.

⁷ 2015 Summit ticket prices have not be released. Please check with account representatives for pricing at the time of purchase.