

Ventura County

RFP 5962

Table 1 - IT Research and Advisory Services

Prices for each year apply to orders received on or before December 31st of that year. Delivery start date of service(s) ordered shall be no later than the first of the month following the expiration of each year's pricing.

Prices herein are maximum not to exceed rates. The actual price an eligible client will pay for the renewal of any existing Service or the issuance of a new order will be consistent with the then current Gartner Public Sector pricing plus any applicable administrative fee(s) or the rates herein, whichever is less, for the Service(s) ordered. Please check with account representative for actual pricing before ordering.

RESEARCH AND ADVISORY SERVICES					
TEAM PLUS SOLUTIONS	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Executive Programs Leadership Team Plus ¹					
Leader	91,500	96,990	102,810	108,980	115,520
Partner Member	77,300	81,940	86,860	92,080	97,610
Partner Leader (must purchase Enterprise IT Leadership Team Plus Members)	77,300	81,940	86,860	92,080	97,610
Delegate Member	47,900	50,780	53,830	57,060	60,490
Delegate Leader (must purchase IT Leadership Team Plus Members)	47,900	50,780	53,830	57,060	60,490
Advisor Member	35,800	37,950	40,230	42,650	45,210
Advisor Leader (must purchase IT Leadership Team Plus Members)	35,800	37,950	40,230	42,650	45,210
Cross Function Member	25,800	27,350	29,000	30,740	32,590
Executive Programs Leadership Team Plus with Industry ¹ (one industry)					
Leader	99,500	105,470	111,800	118,510	125,630
Partner Member	85,700	90,850	96,310	102,090	108,220
Partner Leader (must purchase Enterprise IT Leadership Team Plus with Industry Members)	85,700	90,850	96,310	102,090	108,220
Delegate Member	54,500	57,770	61,240	64,920	68,820
Delegate Leader (must purchase Industry Advisory Services Leadership Team Plus Members)	54,500	57,770	61,240	64,920	68,820
Advisor Member	43,100	45,690	48,440	51,350	54,440
Advisor Leader (must purchase Industry Advisory Services Leadership Team Plus Members)	43,100	45,690	48,440	51,350	54,440
Cross Function Member	28,800	30,530	32,370	34,320	36,380
Enterprise IT Leaders Initiative Team ¹ - Limited Availability ³					
Leader	83,600	88,620	93,940	99,580	105,560
Advisor Member	43,700	46,330	49,110	52,060	55,190
Enterprise IT Leaders Initiative Team with Industry ¹ (one industry) - Limited Availability ³					
Leader	93,500	99,110	105,060	111,370	118,060
Advisor Member	52,100	55,230	58,550	62,070	65,800

Enterprise IT Leadership Team Plus¹					
Leader	65,300	69,220	73,380	77,790	82,460
Advisor Member	32,700	34,670	36,760	38,970	41,310
Cross Function Member	19,800	20,990	22,250	23,590	25,010
Enterprise IT Leadership Team Plus with Industry¹ (one industry)					
Leader	73,100	77,490	82,140	87,070	92,300
Advisor Member	39,000	41,340	43,830	46,460	49,250
Cross Function Member	23,900	25,340	26,870	28,490	30,200
IT Leadership Team Plus¹					
Leader	32,700	34,670	36,760	38,970	41,310
Advisor Member	32,700	34,670	36,760	38,970	41,310
Cross Function Member	19,800	20,990	22,250	23,590	25,010
Industry Advisory Services Leadership Team Plus¹ (one industry)					
Leader	39,000	41,340	43,830	46,460	49,250
Advisor Member	39,000	41,340	43,830	46,460	49,250
Cross Function Member	23,900	25,340	26,870	28,490	30,200
TEAM SOLUTIONS	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Executive Programs Leadership Team²					
Leader	84,000	89,040	94,390	100,060	106,070
Partner Member	70,900	75,160	79,670	84,460	89,530
Partner Leader (must purchase Enterprise IT Leadership Team Members)	70,900	75,160	79,670	84,460	89,530
Delegate Member	44,000	46,640	49,440	52,410	55,560
Delegate Leader (must purchase IT Leadership Team Members)	44,000	46,640	49,440	52,410	55,560
Advisor Member	32,800	34,770	36,860	39,080	41,430
Advisor Leader (must purchase IT Leadership Team Members)	32,800	34,770	36,860	39,080	41,430
Cross Function Member	23,800	25,230	26,750	28,360	30,070
Role Member	16,800	17,810	18,880	20,020	21,230
Executive Programs Leadership Team with Industry² (one industry)					
Leader	91,300	96,780	102,590	108,750	115,280
Partner Member	78,500	83,210	88,210	93,510	99,130
Partner Leader (must purchase Enterprise IT Leadership Team with Industry Members)	78,500	83,210	88,210	93,510	99,130
Delegate Member	50,000	53,000	56,180	59,560	63,140
Delegate Leader (must purchase Industry Advisory Services Leadership Team Members)	50,000	53,000	56,180	59,560	63,140
Advisor Member	39,600	41,980	44,500	47,170	50,010

Advisor Leader (must purchase Industry Advisory Services Leadership Team Members)	39,600	41,980	44,500	47,170	50,010
Cross Function Member	26,400	27,990	29,670	31,460	33,350
Role Member	18,700	19,830	21,020	22,290	23,630
Enterprise IT Leadership Team ²					
Leader	60,100	63,710	67,540	71,600	75,900
Advisor Member	30,200	32,020	33,950	35,990	38,150
Cross Function Member	18,300	19,400	20,570	21,810	23,120
Role Member	11,200	11,880	12,600	13,360	14,170
Essentials Member	8,800	9,330	9,890	10,490	11,120
Enterprise IT Leadership Team with Industry ² (one industry)					
Leader	67,000	71,020	75,290	79,810	84,600
Advisor Member	35,800	37,950	40,230	42,650	45,210
Cross Function Member	21,900	23,220	24,620	26,100	27,670
Role Member	12,600	13,360	14,170	15,030	15,940
Essentials Member	8,800	9,330	9,890	10,490	11,120
IT Leadership Team ²					
Leader	30,200	32,020	33,950	35,990	38,150
Advisor Member	30,200	32,020	33,950	35,990	38,150
Cross Function Member	18,300	19,400	20,570	21,810	23,120
Role Member	11,200	11,880	12,600	13,360	14,170
Essentials Member	8,800	9,330	9,890	10,490	11,120
Industry Advisory Services Leadership Team ² (one industry)					
Leader	35,800	37,950	40,230	42,650	45,210
Advisor Member	35,800	37,950	40,230	42,650	45,210
Cross Function Member	21,900	23,220	24,620	26,100	27,670
Role Member	12,600	13,360	14,170	15,030	15,940
Essentials Member	8,800	9,330	9,890	10,490	11,120
INDIVIDUAL SOLUTIONS	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Executive Programs					
Member (Single User)	92,700	98,270	104,170	110,430	117,060
Member (Multi User)	82,300	87,240	92,480	98,030	103,920
Member Basic (Single User)	63,200	67,000	71,020	75,290	79,810
Member Basic (Multi User)	56,500	59,890	63,490	67,300	71,340
Two Additional Meetings Add-on - Limited Availability ³	16,500	17,490	18,540	19,660	20,840
Executive Programs with Industry (one industry)					
Member (Single User)	99,600	105,580	111,920	118,640	125,760
Member (Multi User)	89,500	94,870	100,570	106,610	113,010
Member Basic (Single User)	70,300	74,520	79,000	83,740	88,770
Member Basic (Multi User)	63,800	67,630	71,690	76,000	80,560

Enterprise IT Leaders					
Member (Single User)	71,600	75,900	80,460	85,290	90,410
Member (Multi User)	60,100	63,710	67,540	71,600	75,900
Industry Add-on (one industry) ⁴	10,500	11,130	11,800	12,510	13,270
Two Onsite Meetings Add-on - Limited Availability ³	16,600	17,600	18,660	19,780	20,970
IT Leaders					
Advisor (Single User)	40,800	43,250	45,850	48,610	51,530
Advisor (Multi User)	30,200	32,020	33,950	35,990	38,150
Reference (Single User)	28,500	30,210	32,030	33,960	36,000
Reference (Multi User)	17,700	18,770	19,900	21,100	22,370
Industry Advisory Services (one industry)					
Advisor (Single User)	46,300	49,080	52,030	55,160	58,470
Advisor (Multi User)	35,800	37,950	40,230	42,650	45,210
Reference (Single User)	31,200	33,080	35,070	37,180	39,420
Reference (Multi User)	21,300	22,580	23,940	25,380	26,910
Core Connect					
Advisor (Single User)	36,800	39,010	41,360	43,850	46,490
Advisor (Multi User)	26,300	27,880	29,560	31,340	33,230
Reference (Single User)	24,500	25,970	27,530	29,190	30,950
Reference (Multi User)	13,800	14,630	15,510	16,450	17,440
IT News and Insight	640	680	730	780	830
MULTI-USER SOLUTIONS	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Technical Professionals ⁵					
Advisor Department	115,900	122,860	130,240	138,060	146,350
Reference Department	78,000	82,680	87,650	92,910	98,490
Technical Professionals Advisor Team ⁵	55,100	58,410	61,920	65,640	69,580
Technical Professionals Small & Midsize Business (SMB) ⁵ (per agency)					
Advisor SMB	58,600	62,120	65,850	69,810	74,000
Reference SMB	38,900	41,240	43,720	46,350	49,140
GARTNER BUSINESS SERVICES	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Customer Service & Support Leaders Team ⁸					
Leader	30,200	32,020	33,950	35,990	38,150
Advisor Member	30,200	32,020	33,950	35,990	38,150
Reference Member	13,500	14,310	15,170	16,090	17,060
Customer Service & Support Leaders Individual Access	40,500	42,930	45,510	48,250	51,150
Finance Leaders Team ⁸					
Leader	30,200	32,020	33,950	35,990	38,150
Advisor Member	30,200	32,020	33,950	35,990	38,150
Reference Member	14,000	14,840	15,740	16,690	17,700
Finance Leaders Individual Access	40,500	42,930	45,510	48,250	51,150

Chief Human Resources Officers Team ⁸					
Leader	74,800	79,290	84,050	89,100	94,450
Advisor Member	30,200	32,020	33,950	35,990	38,150
Reference Member	16,700	17,710	18,780	19,910	21,110
Chief Human Resources Officers Individual Access	82,400	87,350	92,600	98,160	104,050
Human Resources Leaders Team ⁸					
Leader	30,200	32,020	33,950	35,990	38,150
Advisor Member	30,200	32,020	33,950	35,990	38,150
Reference Member	16,700	17,710	18,780	19,910	21,110
Human Resources Leaders Individual Access	40,500	42,930	45,510	48,250	51,150
Human Resources Professionals ⁸					
Up to 20 HR Professionals	37,000	39,220	41,580	44,080	46,730
Up to 5 HR Professionals	23,000	24,380	25,850	27,410	29,060
Legal & Compliance Leaders Team ⁸					
Leader	26,100	27,670	29,340	31,110	32,980
Advisor Member	26,100	27,670	29,340	31,110	32,980
Reference Member	10,400	11,030	11,700	12,410	13,160
Legal & Compliance Leaders Individual Access	34,600	36,680	38,890	41,230	43,710
Marketing Leaders Team ⁸					
Leader	38,200	40,500	42,930	45,510	48,250
Advisor Member	38,200	40,500	42,930	45,510	48,250
Reference Member	15,000	15,900	16,860	17,880	18,960
Marketing Leaders					
Advisor (Single User)	45,900	48,660	51,580	54,680	57,970
Advisor (Multi User)	38,200	40,500	42,930	45,510	48,250
OTHER SERVICES	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Strategic Advisory Services					
Remote Advisory Services ⁴	7,700	8,170	8,670	9,200	9,760
Internal Advisory Session ⁴	15,700	16,650	17,650	18,710	19,840
Events					
Symposium Ticket	4,600	TBD	TBD	TBD	TBD
Summit Ticket	3,150	TBD	TBD	TBD	TBD
Summit Ticket (excludes BI, Data Center, Security, and Apps)	2,650	TBD	TBD	TBD	TBD
Catalyst Conference Ticket	3,150	TBD	TBD	TBD	TBD

RENEWAL ONLY SERVICES ⁶	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
IT Executives - Renewal Only ⁶					
CIO Signature	103,100	109,290	115,850	122,810	130,180
CIO Member (Single User)	94,400	100,070	106,080	112,450	119,200
CIO Member (Multi User)	84,000	89,040	94,390	100,060	106,070
CIO Essentials Member (Single User)	63,200	67,000	71,020	75,290	79,810
CIO Essentials Member (Multi User)	56,500	59,890	63,490	67,300	71,340
Delegate Add-on to CIO Signature - Limited Availability ³	44,000	46,640	49,440	52,410	55,560
Industry Add-on (one industry) ⁴	10,500	11,130	11,800	12,510	13,270
Legacy Core Research - Renewal Only ⁶					
Advisor (50+ users)	11,900	12,620	13,380	TBD	TBD
Advisor (100+ users)	10,643	11,290	11,970	TBD	TBD
Reference (50+ users)	7,300	7,740	8,210	TBD	TBD
Reference (100+ users)	5,491	5,830	6,180	TBD	TBD
PUBLIC AND NON-PROFIT HIGHER EDUCATION INSTITUTIONS ONLY	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Technical Professionals for Higher Education ⁷ (per student campus)					
Advisor Higher Education for a designated campus IT Staff Only	58,600	62,120	65,850	69,810	74,000
Reference Higher Education for a designated campus IT Staff Only	38,900	41,240	43,720	46,350	49,140
APPLIED STRUCTURED RESEARCH ADVISORY SERVICES	2019 Price	2020 Price	2021 Price	2022 Price	2023 Price
Digital Strategy and IT Strategic Planning					
Digital Strategy / IT Strategy – Low Complexity	150,000	154,500	159,140	163,920	168,840
Digital Strategy / IT Strategy – Medium Complexity	200,000	206,000	212,180	218,550	225,110
Digital Strategy / IT Strategy – High Complexity	250,000	257,500	265,230	273,190	281,390
Smart Government Readiness Assessment					
Smart Government Readiness Assessment – Low Complexity	150,000	154,500	159,140	163,920	168,840
Smart Government Readiness Assessment – Medium Complexity	200,000	206,000	212,180	218,550	225,110
Smart Government Readiness Assessment – High Complexity	250,000	257,500	265,230	273,190	281,390
IT Maturity Assessment					
IT Maturity Assessment – Low Complexity	50,000	51,500	53,050	54,650	56,290
IT Maturity Assessment – Medium Complexity	100,000	103,000	106,090	109,280	112,560
IT Maturity Assessment – High Complexity	150,000	154,500	159,140	163,920	168,840

“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 Team Plus licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. A maximum of one Leader per Team. Each Leader type license must have three (3) to ten (10) Team Plus Members coterminous with the Leader license. An Executive Programs Leadership Team Plus with one Team Plus Leader and less than three (3) Team Plus Members is permissible so long as one of the Team Plus Members is a Delegate or Partner. Team Plus with Industry Advisory Services pricing is for one industry and all licenses in a Team Plus with Industry Advisory Services must purchase access to the same industry. All licenses in a Team Plus solution, including subteam members, must be “Team Plus” type licenses.

² Team licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. A maximum of one Leader per Team. Each Leader type license must have three (3) to ten (10) Team Members coterminous with the Leader license. An Executive Programs Leadership 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 or Partner. Team with Industry Advisory Services pricing is for one industry and all licenses in a Team with Industry Advisory Services must purchase access to the same industry. All licenses in a Team solution, including subteam members, must be “Team” type licenses and cannot include “Team Plus” licenses.

³ Limited availability. Check with Sales Representative before purchasing.

⁴ Purchasing prerequisite and/or eligibility requirements applies. Check with Sales representatives before purchasing.

⁵ Technical Professionals services require a minimum spend on Gartner licenses. For government agencies of 4,000 employees or fewer, the minimum spend in Gartner licenses is \$30,400, for agencies over 4,000 employees it's \$118,700. For a distinct university or college the minimum spend in Gartner licenses is \$30,400. Technical Professionals SMB is available only to eligible small and medium size agencies with 4,000 or fewer employees.

⁶ **Renewal only** services are available to eligible license holders who purchased the service listed on or before the date specified below and continuously purchase the service thereafter.

Core Research license holders as of February 29, 2012. *

IT Executives license holders as of April 30, 2015. **

* Renewals of existing Core Research seats are permitted at the 100 seat quantity price level in effect as of May 1, 2018 unless the renewal seat aggregate drops to a lower seat quantity price level. Core Research to IT Leaders or Industry Advisory Services promotional migration options may be available. Please check with your Gartner Account Executive for details.

** Industry Add-on must be coterminous with the base IT Executives license. The same Industry Add-on license must be purchased for each user within the IT Executives CIO Signature for the Member and each Delegate.

⁷ Higher Education products are only available to eligible, not-for-profit Higher Education colleges or universities. A Core IT Research Reference for Higher Education license is for one designated, student campus based on the total full-time equivalent (FTE) student enrollment of the college or university, as assessed at the time of purchase. Purchasing prerequisites apply. Check with Sales representatives before purchasing.

⁸ Gartner Business Services Team licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. A maximum of one Team Leader per Team. Each Team Leader type license must have three (3) to ten (10) Team Members coterminous with the Leader license. A Customer Service & Support Team or Legal & Compliance Leaders Team with one Team Leader and two Team Members is permissible. All licenses in a Team must be of the same business domain; for example, a Finance Leaders Team may only consist of Finance Leaders Team licenses. Human Resources Professionals requires the purchase and maintenance of a coterminous Chief Human Resources Officers Team or Human Resources Team.

⁹ Gartner Account Executive can provide multi-year pricing options upon Client's request. Any multi-year price quote is expressly conditioned upon the individual Client agreeing to waive its right to terminate for convenience. The pricing for each year will be listed on the completed Service Agreement. The order will contain the following terms:

"This is a promotional offer for a [insert desired number of years] year, non-cancellable term. Upon Year [insert 2 or 3] Contract Term End Date any additional or renewal purchases shall be at Gartner's then-current Ventura County pricing."

Gartner reserves the right to refresh its pricing and product offerings on an annual basis. The refreshed pricing and product offering(s) will be provided to the Client in writing and will become effective within 10 days of submission by Gartner and/or upon the Agreement's annual renewal date.