

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. CONTRACT ID CODE	PAGE OF PAGES 1   2	
2. AMENDMENT/MODIFICATION NO. <b>P00020</b>		3. EFFECTIVE DATE <b>SEE BLOCK 16C</b>	4. REQ./PURCH REQ #	5. PROJECT NO. (IF APPLICABLE)		
6. ISSUED BY <b>NAVSUP FLC NORFOLK CONTACTING MECHANICSBURG OFFICE 5450 CARLISLE PIKE, P.O. BOX 2020 MECHANICSBURG, PA 17055-0788</b>		CODE <b>N00189</b>	7. ADMINISTERED BY <b>SAME AS BLOCK 6</b>		CODE <b>N00189</b>	
8. NAME AND ADDRESS OF CONTRACTOR <b>GARTNER, INC. 56 TOP GALLANT ROAD STAMFORD, CT 06902</b>			9A. AMENDMENT OF SOLICITATION NO.			
POC: TRACEY HABER PHONE: 703-387-5676 EMAIL: TRACEY.HABER@GARTNER.COM			9B. DATED (SEE ITEM 11)			
CODE <b>0EFU3</b>			FACILITY CODE	X	10a. MODIFICATION OF CONTRACT/ORDER <b>N00104-07-A-ZF30 GS-35F-5014H</b>	
					10B. DATED (SEE ITEM 13) <b>12/05/2006</b>	
<b>11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS</b>						
<input type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of offers <input type="checkbox"/> is <input type="checkbox"/> is not extended.						
Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.						
12. ACCOUNTING AND APPROPRIATION DATA (if required) <b>N/A</b>						
13. THIS ITEM APPLIES ONLY TO THE MODIFICATION OF CONTRACTS/ORDERS AS SPECIFIED ITEM 14.						
	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO:			THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE		
	CONTRACT ORDER NO. IN ITEM 10A.					
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).					
<b>X</b>	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF: <b>FAR 43.103(a)(3)</b>					
	D. OTHER (Specify type of modification and authority)					
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input checked="" type="checkbox"/> is required to sign this document and return 1 copy.						
14. DESCRIPTION OF AMENDMENT/MODIFICATION (including solicitation/contract subject matter where feasible.)						
<b>THE PURPOSE OF THIS MODIFICATION IS TO UPDATE THE PRODUCTS MADE AVAILABLE UNDER THIS BPA AND TO MAKE ADMINISTRATIVE CHANGES.</b>						
Except as provided herein, all other terms and conditions of the contract remain unchanged and in full force and effect.						
15A. NAME AND TITLE OF SIGNER <b>GREG PARRINGTON DIRECTOR, GOVERNMENT CONTRACTS</b>			16A. NAME AND TITLE OF CONTRACTING OFFICER <b>W. M. Huber CONTRACTING OFFICER</b>			
15B. CONTRACTOR/OFFEROR <b>greg.parrington@gartner.com</b> Digitally signed by greg.parrington@gartner.com DN: cn=greg.parrington@gartner.com Date: 2015.10.29 12:41:51 -04'00'		15C. DATE SIGNED <b>10-29-2015</b>	16B. UNITED STATES OF AMERICA <b>HUBER.WILLIAM.M.1229</b> Digitally signed by HUBER.WILLIAM.M.1229117404 DN: c=US, o=U.S. Government, ou=DoD, ou=PKI, ou=USN, cn=HUBER.WILLIAM.M.1229117404 Date: 2015.11.03 16:09:03 -05'00'		16C. DATE SIGNED <b>11/3/2015</b>	
(Signature of person authorized to sign)			(Signature of Contracting Officer)			
SN 7540-01-152-8070	30-105	STANDARD FORM 30 (REV. 10-83)				
PREVIOUS EDITION UNUSABLE	(SPCC OVPT) (REV 10-84) (LOCAL)	Prescribed by GSA				
		FAR (48 CFR) 53-243				

1. THIS MODIFICATION UPDATES THE BPA PRODUCTS. THE PRICING MATRIX INCORPORATED IN ATTACHMENT A TO THE BPA IS HEREBY DELETED IN ITS ENTIRETY AND REPLACED WITH ATTACHMENT 'A' TO THIS MODIFICATION. THE NEW ITEMS INCLUDED IN THE NEW ATTACHMENT 'A' ARE EFFECTIVE THE DATE OF THIS MODIFICATION. CHANGES TO ATTACHMENT A INCLUDE
  - PRICE REVISIONS DUE TO CHANGES IN THE UNDERLYING GSA SCHEDULE PRICES.
  - ADDITION OF NEW ITEMS THAT HAVE BEEN ADDED TO GSA SCHEDULE.
  
2. ALL OTHER BPA TERMS AND CONDITIONS REMAIN UNCHANGED.

GARTNER CORE RESEARCH – FOR RENEWAL ONLY  
 GARTNER CORE CONNECT RESEARCH – FOR CONVERSION ONLY

CLIN	DESCRIPTION	QTY	UNIT PRICE
1001	CORE RESEARCH AND CONVERSION TO CORE CONNECT - Reference Members - For Renewal Orders Only		
1001AA	Core Research Renewal - Reference Member Qty 1	Each User @	\$12,230.00
1001AB	Core Research Renewal - Reference Members Qty 2 through 9	Each User @	\$11,000.00
1001AC	Core Research Renewal - Reference Members Qty 10 through 24	Each User @	\$9,155.00
1001AD	Core Research Renewal - Reference Members Qty 25 through 49	Each User @	\$6,405.00
1001AE	Core Research Renewal - Reference Members Qty 50 through 99	Each User @	\$5,185.00
1001AF	DELETED - Core Research Renewal - Reference Members Qty 100	Each User @	DELETED
1001BA	Conversion to Core Connect Research - Reference Member Qty 1	Each User @	\$13,985.00
1001BB	Conversion to Core Connect Research - Reference Members Qty 2 through 9	Each User @	\$11,000.00
1001BC	Conversion to Core Connect Research - Reference Members Qty 10 through 24	Each User @	\$10,910.00
1001BD	Conversion to Core Connect Research - Reference Members Qty 25 through 49	Each User @	\$8,130.00
1001BE	Conversion to Core Connect Research - Reference Members Qty 50 through 99	Each User @	\$6,910.00
1001BF	DELETED - Conversion to Core Connect Research - Reference Members Qty 100	Each User @	DELETED

GARTNER CORE RESEARCH – FOR RENEWAL ONLY  
 GARTNER CORE CONNECT RESEARCH – FOR CONVERSION ONLY

CLIN	DESCRIPTION	QTY	UNIT PRICE
1002	CORE RESEARCH AND CONVERSION TO CORE CONNECT - Advisor Members - For Renewal Orders Only		
1002AA	Core Research Renewal - Advisor Members Qty 1 through 9	Each User @	\$20,590.00
1002AB	Core Research Renewal - Advisor Members Qty 10 through 24	Each User @	\$11,445.00
1002AC	Core Research Renewal - Advisor Members Qty 25 through 49	Each User @	\$9,770.00
1002AD	Core Research Renewal - Advisor Members Qty 50 through 99	Each User @	\$8,555.00
1002AE	DELETED - Core Research Renewal - Advisor Members	Each User @	DELETED

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	Qty 100		
1002BA	Conversion to Core Connect Research - Advisor Members Qty 1 through 9	Each User @	\$21,610.00
1002BB	Conversion to Core Connect Research - Advisor Members Qty 10 through 24	Each User @	\$13,150.00
1002BC	Conversion to Core Connect Research - Advisor Members Qty 25 through 49	Each User @	\$11,455.00
1002BD	Conversion to Core Connect Research - Advisor Members Qty 50 through 99	Each User @	\$10,250.00
1002BE	DELETED - Conversion to Core Connect Research - Advisor Members Qty 100	Each User @	DELETED

**NOTES FOR CLINS 1001 - 1002:**

- \*Renewal Only: Available for Renewal to existing Core Research clients as of 2/01/2007 or for Conversion to Core Connect Research.
- Aggregate Core Reference and Advisor Seats at the Agency/Bureau/Operating Unit level only – on a single Purchase Order—to determine price per seat.
- Core seats contribute ("count") toward multi user price level on all other Gartner product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward determining Core quantity/unit price level.
- All memberships commence on the first of the calendar month.
- All memberships require an annual contract.
- Pricing is for annual membership.
- Effective 2/01/2007, the above pricing structure is no longer available to new clients.
- Renewals (or conversions) of existing seats are permitted, at the seat quantity / price level in effect as of 1/31/2007, unless the renewal seat aggregate drops to a lower seat quantity.
- Conversely, seat additions that increase or raise the aggregate to a new or higher seat quantity are no longer permitted. Additional seats that satisfy the aggregation requirements must be priced at the "existing" (prior) price level.

**GARTNER CORE CONNECT RESEARCH - FOR NEW CLIENTS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
1003	<b>CORE CONNECT RESEARCH - Reference Members For New Clients</b>		
1003AA	Reference Member – Single User	1	\$18,925.00
1003AB	Reference Member – Multi Users	Each User @	\$11,000.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
1004	<b>CORE CONNECT RESEARCH - Advisor Members For New Clients</b>		
1004AA	Advisor Member – Single User	1	\$29,400.00
1004AB	Advisor Member – Multi Users	Each User @	\$21,610.00

**NOTES FOR CLINS 1003 - 1004:**

- Core Connect seats contribute ("count") toward multi user price levels on all other Gartner product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for Core Connect.
- All memberships commence on the first of the calendar month.
- All memberships require an annual contract.
- Pricing is for annual membership.

**CLINS 1005 - 1999 ARE RESERVED**

GARTNER FOR IT LEADERS  
 GARTNER FOR SUPPLY CHAIN LEADERS

CLIN	DESCRIPTION	QTY	UNIT PRICE
2001	GARTNER FOR IT LEADERS - Reference User Product Code: REFROLE		
2001AA	Reference User - Single User - per user	1	\$21,620.00
2001AB	Reference User - Multi User - per user	1	\$13,770.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2002	GARTNER FOR IT LEADERS - Advisor User Product Code: ADVROLE		
2002AA	Advisor User - Single User - per user	1	\$32,120.00
2002AB	Advisor User - Multi User - per user	1	\$24,265.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2003	DELETED - GARTNER FOR IT LEADERS - Premier User Product Code: PREMROLE		
2003AA	DELETED - Premier User - Single User - per user	1	DELETED
2003AB	DELETED - Premier User - Multi User - per user	1	DELETED

CLIN	DESCRIPTION	QTY	UNIT PRICE
2004	GARTNER FOR SUPPLY CHAIN LEADERS - Reference User Product Code: REFROLE		
2004AA	Reference User - Single User - per user	1	\$21,620.00
2004AB	Reference User - Multi User - per user	1	\$13,770.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2005	GARTNER FOR SUPPLY CHAIN LEADERS - Advisor User Product Code: ADVROLE		
2005AA	Advisor User - Single User - per user	1	\$32,120.00
2005AB	Advisor User - Multi User - per user	1	\$24,265.00

NOTES FOR CLINS 2001 - 2005:

- IT Leaders and Supply Chain Leaders contribute ("count") toward multi user price levels on all other Gartner product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for IT Leaders and Supply Chain Leaders.
- All Gartner for IT Leaders and Supply Chain Leaders memberships require an annual contract.
- All Gartner for IT Leaders and Supply Chain Leaders memberships commence on the first day of the calendar month.
- Pricing is for an annual membership.

CLINS 2006 - 2009 ARE RESERVED

GARTNER FOR ENTERPRISE IT LEADERS  
 GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS

CLIN	DESCRIPTION	QTY	UNIT PRICE
2010	GARTNER FOR ENTERPRISE IT LEADERS		
2010AA	Standard Pricing - Annual membership for one member	1	\$57,655.00
2010AB	Multi Membership - 2nd and additional memberships from same agency	1	\$47,955.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2011	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS		
2011AA	Standard Pricing - Annual membership for one member	1	\$57,655.00
2011AB	Multi Membership - 2nd and additional memberships from same agency	1	\$47,955.00

NOTES FOR CLIN 2010 - 2011:

- Enterprise IT Leaders and Enterprise Supply Chain Leaders contribute ("count") toward multi user price levels on all other Gartner product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for Enterprise IT Leaders or Enterprise Supply Chain Leaders.
- All Enterprise IT Leaders and Enterprise Supply Chain Leaders memberships require an annual contract.
- All Enterprise IT Leaders and Enterprise Supply Chain Leaders memberships commence on the first day of the calendar month.
- Pricing is for an annual membership.

CLINS 2012 - 2019 ARE RESERVED

**GARTNER FOR LEADERS WORKGROUPS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
2020	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2020AA - 2020AH ARE DELETED		
2020AJ	LEADER	1	\$47,955.00
2020AK	MEMBER	1	@ \$5,630.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2021	GARTNER FOR IT LEADERS - ADVISOR WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2021AA - 2021AH ARE DELETED		
2021AJ	LEADER	1	\$24,265.00
2021AK	MEMBER	1	@ \$5,630.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2022	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2022AA - 2022AH ARE DELETED		
2022AJ	LEADER	1	\$47,955.00
2022AK	MEMBER	1	@ \$5,630.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2023	GARTNER FOR SUPPLY CHAIN LEADERS - ADVISOR WORKGROUP – FOR RENEWAL ONLY		
	CLINs 2023AA - 2023AH ARE DELETED		
2023AJ	LEADER	1	\$24,265.00
2023AK	MEMBER	1	@ \$5,630.00

**NOTES FOR CLINS 2020 - 2023:**

**Renewal Only:** Effective August 01, 2011 Gartner for Enterprise IT Leaders Workgroup, Gartner for Enterprise Supply Chain Leaders Workgroup, Gartner for Supply Chain Leaders Advisor Workgroup and Gartner for IT Leaders Advisor Workgroup (CLINS 2020-2023) are no longer available for purchase by new clients.

- Workgroup membership contributes ("counts") towards multi user price levels on all other Gartner product offering within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for Workgroup membership.
- All Workgroup memberships commence on the first day of the calendar month.
- Pricing is for annual membership.

Additional Workgroup members may be added, coterminous with the existing contract end date.  
 Price of the additional member will not be pro-rated if the remaining term is less than 12 months.

GARTNER FOR LEADERS WORKGROUPS

CLIN	DESCRIPTION	QTY	UNIT PRICE
2024	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2024AA - 2024AH ARE DELETED		
2024AJ	LEADER	1	\$47,955.00
2024AK	MEMBER	1	@ \$14,400.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2025	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP ROLE – FOR RENEWAL ONLY		
	CLINs 2025AA - 2025AH ARE DELETED		
2025AJ	LEADER	1	\$47,955.00
2025AK	MEMBER	1	@ \$8,935.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2026	GARTNER FOR ENTERPRISE IT LEADERS WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		
	CLINs 2026AA - 2026AH ARE DELETED		
2026AJ	LEADER	1	\$47,955.00
2026AK	MEMBER	1	@ \$7,180.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2027	GARTNER FOR IT LEADERS ADVISOR WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2027AA - 2027AH ARE DELETED		
2027AJ	LEADER	1	\$24,265.00
2027AK	MEMBER	1	@ \$14,400.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2028	GARTNER FOR IT LEADERS ADVISOR WORKGROUP ROLE – FOR RENEWAL ONLY		
	CLINs 2028AA - 2028AH ARE DELETED		
2028AJ	LEADER	1	\$24,265.00
2028AK	MEMBER	1	@ \$8,935.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2029	GARTNER FOR IT LEADERS ADVISOR WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		
	CLINs 2029AA - 2029AH ARE DELETED		
2029AJ	LEADER	1	\$24,265.00
2029AK	MEMBER	1	@ \$7,180.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2030	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2030AA - 2030AH ARE DELETED		
2030AJ	LEADER	1	\$47,955.00
2030AK	MEMBER	1	@ \$14,400.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2031	GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERS WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		

	CLINs 2031AA - 2031AH ARE DELETED		
2031AJ	LEADER	1	\$47,955.00
2031AK	MEMBER	1	@ \$7,180.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2032	GARTNER FOR SUPPLY CHAIN LEADERS ADVISOR WORKGROUP CROSS FUNCTION – FOR RENEWAL ONLY		
	CLINs 2032AA - 2032AH ARE DELETED		
2032AJ	LEADER	1	\$24,265.00
2032AK	MEMBER	1	@ \$14,400.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
2033	GARTNER FOR SUPPLY CHAIN LEADERS ADVISOR WORKGROUP ESSENTIALS – FOR RENEWAL ONLY		
	CLINs 2033AA - 2033AH ARE DELETED		
2033AJ	LEADER	1	\$24,265.00
2033AK	MEMBER	1	@ \$7,180.00

NOTES FOR CLINS 2024 - 2033:

Renewal Only: Effective December 01, 2015 Gartner for Enterprise IT Leaders (and Advisor) Workgroup Cross Function; Gartner for Enterprise IT Leaders (and Advisor) Workgroup Role; Gartner for Enterprise IT Leaders (and Advisor) Workgroup Essentials; Gartner for Enterprise Supply Chain Leaders Workgroup Cross Function; Gartner for Enterprise Supply Chain Leaders Workgroup Essentials; Gartner for Supply Chain Leaders Advisor Workgroup Cross Function; and Gartner for Supply Chain Leaders Advisor Workgroup Essentials (CLINS 2024-2033) are no longer available for purchase by new clients. Existing clients may continue to renew their existing services.

- Workgroup membership contributes ("counts") towards multi user price levels on all other Gartner product offering within the same agency, services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for Workgroup membership.
- All Workgroup memberships commence on the first day of the calendar month.
- Pricing is for annual membership.
- Additional Workgroup members may be added, coterminous with the existing contract end date. Price of the additional member will not be pro-rated if the remaining term is less than 12 months.

CLINS 2034 - 2099 ARE RESERVED

ENTERPRISE LEADERSHIP TEAM

CLIN	DESCRIPTION	QTY	UNIT PRICE
2100	GARTNER FOR ENTERPRISE IT LEADERSHIP TEAM / GARTNER FOR ENTERPRISE SUPPLY CHAIN LEADERSHIP TEAM		
2100AA	Team Leader	1	\$47,955.00
2100AB	Advisor Member	1	\$24,265.00
2100AC	Cross Function Member	1	\$14,400.00
2100AD	Role Member	1	\$8,935.00
2100AE	Essentials Member	1	\$7,180.00

NOTES FOR CLIN 2100:

- Team Membership contributes ("counts") toward multi user price levels on other Gartner Product offerings within the same agency, services must be ordered on the same Purchase Order and reflect a common "Bill To" address.

■ Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.

- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.

**GARTNER LEADERSHIP TEAM**

CLIN	DESCRIPTION	QTY	UNIT PRICE
2101	<b>GARTNER FOR IT LEADERSHIP TEAM / GARTNER FOR SUPPLY CHAIN LEADERSHIP TEAM</b>		
2101AA	Team Leader	1	\$24,265.00
2101AB	Advisor Member	1	\$24,265.00
2101AC	Cross Function Member	1	\$14,400.00
2101AD	Role Member	1	\$8,935.00
2101AE	Essentials Member	1	\$7,180.00

**NOTES FOR CLIN 2101:**

■ Team Membership contributes ("counts") toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.

■ Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. All Team Member licenses must be coterminous with the Team Leader license.

- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.

CLINS 2102 - 2999 ARE RESERVED

**GARTNER FOR IT EXECUTIVES PROGRAMS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
3001	<b>GARTNER FOR IT EXECUTIVES - CIO SIGNATURE</b>		
3001AA	Standard Pricing - Annual membership for one member	1	\$85,340.00

**NOTES FOR CLIN 3001:**

- Multi member pricing for CIO Signature memberships is not available.
- CIO Signature contributes ("counts") towards multi user price levels on all other Gartner product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All CIO Signature memberships require an annual contract.
- All CIO Signature memberships commence on the first day of the calendar month.
- Pricing is for annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member's individual business purposes for the benefit of the Client.

CLINS 3002 - 3004 ARE DELETED

**GARTNER FOR IT EXECUTIVES PROGRAMS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
3005	<b>GARTNER FOR LEADERSHIP DEVELOPMENT</b>		
3005AA	Standard Pricing - Annual Membership for one member	1	\$19,775.00

**NOTES FOR CLIN 3005:**

- Gartner for Leadership Development membership eligibility is restricted to Gartner for IT Leaders Advisor or Premier members and IT Executive Signature Delegates.

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- Gartner for Leadership Development contract term must be coterminous with Gartner for IT Leaders Advisor or Premier and IT Executive Signature Delegates.
- Gartner for IT Leaders Advisor, Premier members and IT Executives Signature Delegates with less than nine months remaining in their contract term are not eligible to add Gartner for Leadership Development.
- EXP CIO Signature and Gartner for IT Executives members are not eligible to purchase Gartner for Leadership Development.
- Gartner for Leadership Development contributes ("counts") towards multi user price levels on all other Gartner product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- Gartner for Leadership Development is not available for multi-member discount.
- All Gartner for Leadership Development memberships commence on the first day of the calendar month.
- All Gartner for Leadership Development deliverables are available to the registered Member only.
- Services are to be used for each Member's individual business purposes for the benefit of the Client.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.

CLIN	DESCRIPTION	QTY	UNIT PRICE
3006	GARTNER FOR IT EXECUTIVES - CIO		
3006AA	Standard Pricing - Annual Membership for one member	1	\$77,170.00
3006AB	Multi Membership - 2nd and additional memberships from same agency	1	\$68,500.00

CLIN	DESCRIPTION	QTY	UNIT PRICE
3007	GARTNER FOR IT EXECUTIVES - CIO ESSENTIALS		
3007AA	Standard Pricing - Annual Membership for one member	1	\$51,610.00
3007AB	Multi Membership - 2nd and additional memberships from same agency	1	\$46,175.00

**NOTES FOR CLINS 3006 - 3007:**

- CIO and CIO Essentials contribute ("count") towards multi user price levels on all other Gartner product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for CIO and CIO Essentials.
- All CIO and CIO Essentials memberships require an annual contract.
- All CIO and CIO Essentials memberships commence on the first day of the calendar month.
- Pricing is for annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member's individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.

**GARTNER FOR IT EXECUTIVES PROGRAMS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
3008	GARTNER FOR IT EXECUTIVES - ADD-ON MEETINGS		
	CLINs 3008AA - 3008AD ARE DELETED		
CLIN	DESCRIPTION	QTY	UNIT PRICE
3009	GARTNER FOR IT EXECUTIVES - ADD-ON DELEGATES / MEETINGS		
3009AA	IT Executives CIO Signature Delegate Add-On	1	\$36,230.00
3009AB	Meeting Add-On	1	\$13,525.00

**NOTES FOR CLIN 3009:**

- IT Executives Meeting add-on may be added to IT Executives - CIO Signature, IT Executives - CIO, Enterprise for IT Leaders, or Enterprise for Supply Chain Leaders memberships, coterminous with the existing contract end date. Price of the additional Meeting add-on will not be prorated if the remaining term is less than 12 months.
- IT Executives CIO Signature Delegate add-on may be added to CIO Signature, coterminous with the existing contract end date. Price of the additional member will not be prorated if the remaining term is less than 12 months.
- Multi-member pricing for IT Executive add-on memberships is not available.

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- "Add-on" Gartner product memberships do not contribute ("count") towards multi user price levels on other Gartner product offerings within the same agency.
- Pricing is for an annual membership.

CLINS 3010 - 3099 ARE RESERVED

**GARTNER EXECUTIVE PROGRAMS LEADERSHIP TEAM**

CLIN	DESCRIPTION	QTY	UNIT PRICE
3100	<b>GARTNER FOR EXECUTIVE PROGRAMS LEADERSHIP TEAM</b>		
3100AA	Team Leader	1	\$68,500.00
3100AB	Partner Member or Partner Leader	1	\$53,585.00
3100AC	Delegate Member or Delegate Leader	1	\$36,230.00
3100AD	Advisor Member or Advisor Leader	1	\$26,745.00
3100AE	Cross Function Member	1	\$18,635.00
3100AF	Role Member	1	\$13,035.00
3100AG	Essentials Member*	1	\$7,180.00

**NOTES FOR CLIN 3100:**

- Team Membership contributes ("counts") toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.

- Each Team must consist of one Team Leader and three (3) to ten (10) Team Members. A maximum of one Team Leader per Team. A 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. All Team Member licenses must be coterminous with the Team Leader license.

- \* EXP Leadership Team Essentials is limited to select markets. Contact your Account Executive for availability in your area.
- All Deliverables are available to the Named Users only (unless otherwise specified in the Service Description).
- Services are to be used for each Member's individual business purpose for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- All Team Memberships commence on the first day of the calendar month.
- Pricing is for Annual Membership.
- Additional Team Members may be added, coterminous with the existing contract end date.

**GARTNER EXECUTIVE PROGRAMS MEMBER AND MEMBER BASIC**

CLIN	DESCRIPTION	QTY	SINGLE MEMBER PRICE	MULTI-MEMBI PRICE
3101	<b>EXECUTIVE PROGRAMS MEMBER AND MEMBER BASIC</b>			
3101AA	Executive Programs Member	1	\$75,670.00	\$67,095
3101AB	Executive Programs Member Basic	1	\$51,610.00	\$46,175

**NOTES FOR CLIN 3101:**

- Executive Programs Member and Member Basic contributes ("counts") toward multi user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.

- All other Gartner product offerings within the same agency, excluding add-on services, contribute ("count") toward multi user/member pricing for Executive Programs Member and Member Basic.

- All Memberships require an annual contract.
- All Memberships commence on the first day of the calendar month.
- Pricing is for Annual membership.
- All Deliverables are available to the Named Users only.
- Services are to be used for each Member's individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.

CLINS 3102 - 3999 ARE RESERVED

**GARTNER FOR TECHNICAL PROFESSIONALS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
4000	<b>Gartner for Technical Professionals IT Staff</b>		
4000AA	Up to 40 Licensed Users - Reference Pricing	1	\$63,295.00
4000AB	Up to 40 Licensed Users - Advisor Pricing	1	\$93,915.00

**NOTES FOR CLIN 4000:**

- Gartner for Technical Professionals licenses contribute ("count") toward multi-user price levels on other Gartner Product offerings within the same agency; services must be ordered on the same Purchase Order and reflect a common "Bill To" address.
- All Gartner for Technical Professionals licenses require an annual contract.
- Licenses commence on the first day of the calendar month.
- Pricing is for Annual license
- All Deliverables are available to the Named Users only.
- Services are to be used for each Named User's individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.

CLIN	DESCRIPTION	QTY	UNIT PRICE
4001	<b>Gartner Technology Planner</b>	<b># of Users</b>	
4001AA	Gartner Technology Planner	Up to 40	\$93,915.00
4001AB	Gartner Technology Planner Essentials - 3 Modules	Up to 40	\$79,275.00
4001AC	Gartner Technology Planner Essentials - 2 Modules	Up to 40	\$60,630.00
4001AD	Gartner Technology Planner Essentials - 1 Module	Up to 40	\$37,285.00

**NOTES FOR CLIN 4001:**

- All Gartner Technology Planner licenses require an annual contract.
- Licenses commence on the first day of the calendar month.
- Pricing is for Annual license
- All Deliverables are available to the Named Users only.
- Services are to be used for each Named User's individual business purposes for the benefit of the Client organization.
- Gartner periodically updates Service names and Deliverables to reflect Client needs and market relevance.
- Gartner Technology Planner deliverables include Reference access only. Advisor access is not available within this product offering.

CLINS 4002 - 6999 ARE RESERVED

**DELETED - HUMAN CAPITAL MANAGEMENT WORKSHOPS**

CLIN	DESCRIPTION	QTY	UNIT PRICE
7001	DELETED – Mission, Vision, Values Workshops		DELETED
7002	DELETED – Communication Strategy and Plan Workshop		DELETED
7003	DELETED – Leadership Development Workshop		DELETED
7004	DELETED – Organizational Design Workshop		DELETED
7005	DELETED – Human Capital Assessment Workshop		DELETED
7006	DELETED – Organization Alignment Workshop		DELETED

CLINS 7007 - 7999 ARE RESERVED

**DELETED - BEST PRACTICES COUNCILS**

CLIN	DESCRIPTION	QTY	SINGLE MEMBER	MULTI MEMB
8001	<b>DELETED - BEST PRACTICES COUNCILS</b>			
8001AA	DELETED – Best Practices Council for Architect and Planning Executives		DELETED	DELETED
8001AB	DELETED – Best Practices Council for Information Security Executives		DELETED	DELETED
8001AC	DELETED – Best Practices Council for Emerging Technology Management Executives		DELETED	DELETED
8001AD	DELETED – Best Practices Council for IT Sourcing Management Executives		DELETED	DELETED
8001AE	DELETED – Best Practices Council for Enterprise Applications - SAP Executives		DELETED	DELETED
8001AF	DELETED – Best Practices Council for Infrastructure Executives		DELETED	DELETED

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CLINS 8002 - 8999 ARE RESERVED

GARTNER CONSULTING

CLIN	DESCRIPTION	REGULAR GSA HOURLY RATE	*BPA HOURLY RATE	*BPA DAILY RATE
9001	IT Professional Services IT Contract GS-35F-5014H SIN 132-51			
9001AA	Vice President	\$577.00	\$495.00	\$3,960
9001AB	Director	\$484.00	\$425.00	\$3,400
9001AC	Associate Director	\$415.00	\$360.00	\$2,880
9001AD	Senior Consultant	\$332.00	\$290.00	\$2,320
9001AE	Consultant	\$244.00	\$210.00	\$1,680
9001AF	Associate Consultant	\$171.00	\$150.00	\$1,200
9001AG	Senior Director	\$538.00	\$456.00	\$3,640

\*BPA hourly and daily rates are temporary rates applicable to orders dated on or before 12/31/2016. Orders after this date are subject to the regular hourly and daily rates that are in effect under GSA Schedule GS-35F-5014H at the time of order.

CLIN	DESCRIPTION	HOURLY RATE	DAILY RATE
9002	DELETED - PROFESSIONAL SERVICES MOBIS Contract GS-10F-0581P	DELETED	DELETED

DoD ESI BPA Discounts on Gartner Consulting:

**Orders:** The following discounts will be applied based on the proposed value of each engagement. These discounts are applied against the "then current BPA contract rates, based on the value of the individual Purchase Orders.

**Modifications:** If an order is modified to add additional funding and the total value of the order qualifies for a discount, the discount will apply to the modification only. The original order will not qualify for a retroactive discount based on modifications.

Proposed Engagement	Consulting Discount Levels
\$1 - \$249,999	Current GSA Professional Service Rates
\$250,000 - \$499,000	1% off current BPA Professional Services Rates
\$500,000 - \$999,999	2% off current BPA Professional Services Rates
\$1,000,000+	3% off current BPA Professional Services Rates