

STATE OF NEVADA

Exhibit A - Research and Advisory Services Pricing

2018 rates and unit prices are effective for purchase orders received on or before December 31, 2018 with a service start date no later than January 1, 2019.

1. Annual Individual Subscription	
Annual Individual Subscription services include 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	2018 Subscription Rate
TEAM PLUS SOLUTIONS	
Executive Programs Leadership Team Plus¹	
Leader	89,495
Partner	73,738
Partner Leader (must purchase Enterprise IT Leadership Team Plus Members)	73,738
Delegate	46,869
Delegate Leader (must purchase IT Leadership Team Plus Members)	46,869
Advisor	35,051
Advisor Leader (must purchase IT Leadership Team Plus Members)	35,051
Cross Function	25,253
Executive Programs Leadership Team Plus with Industry¹ (one industry)	
Leader	97,273
Partner	81,718
Partner Leader (must purchase Enterprise IT Leadership Team Plus with Industry Members)	81,718
Delegate	53,334
Delegate Leader (must purchase Industry Advisory Services Leadership Team Plus Members)	53,334
Advisor	42,122
Advisor Leader (must purchase Industry Advisory Services Leadership Team Plus Members)	42,122
Cross Function	28,182
Enterprise IT Leadership Team Plus¹	
Leader	62,324
Advisor	32,021
Cross Function	19,394
Enterprise IT Leadership Team Plus with Industry¹ (one industry)	
Leader	69,697
Advisor	38,182
Cross Function	23,334
Industry Advisory Services Leadership Team Plus¹ (one industry)	
Leader	38,182
Advisor	38,182
Cross Function	23,334

RESEARCH AND ADVISORY SERVICES	2018 Subscription Rate
Gartner for IT Leadership Team Plus ¹	
Leader	32,021
Advisor	32,021
Cross Function	19,394
TEAM SOLUTIONS	
Executive Programs Leadership Team ²	
Leader	82,122
Partner	67,677
Partner Leader (must purchase Enterprise IT Leadership Team Members)	67,677
Delegate	43,031
Delegate Leader (must purchase IT Leadership Team Members)	43,031
Advisor	32,122
Advisor Leader (must purchase IT Leadership Team Members)	32,122
Cross Function	23,233
Role	16,465
Executive Programs Leadership Team with Industry ² (one industry)	
Leader	89,293
Partner	74,950
Partner Leader (must purchase Enterprise IT Leadership Team with Industry Members)	74,950
Delegate	48,889
Delegate Leader (must purchase Industry Advisory Services Leadership Team Members)	48,889
Advisor	38,687
Advisor Leader (must purchase Industry Advisory Services Leadership Team Members)	38,687
Cross Function	25,859
Role	18,283
Enterprise IT Leadership Team ²	
Leader	57,273
Advisor	29,495
Cross Function	17,879
Role	10,910
Essentials	8,586
Enterprise IT Leadership Team with Industry ² (one industry)	
Leader	63,940
Advisor	35,051
Cross Function	21,415
Role	12,324
Essentials	8,586
Industry Advisory Services Leadership Team ² (one industry)	
Leader	35,051
Advisor	35,051
Cross Function	21,415
Role	12,324
Essentials	8,586

RESEARCH AND ADVISORY SERVICES	2018 Subscription Rate
Gartner for IT Leadership Team ²	
Leader	29,495
Advisor	29,495
Cross Function	17,879
Role	10,910
Essentials	8,586
Gartner for Marketing Leaders Team ² - Limited Availability ³	
Leader	37,374
Advisor	37,374
Reference	13,132
INDIVIDUAL SOLUTIONS	
Executive Programs Individual Solutions	
Member single-user	90,607
Member multi-user	80,506
Member Basic single-user	61,819
Member Basic multi-user	55,253
Two Additional Meetings Add-on - Limited Availability ³	16,162
Executive Programs Individual Solutions with Industry (one industry)	
Member single-user	97,374
Member multi-user	87,475
Member Basic single-user	68,788
Member Basic multi-user	62,425
Two Additional Meetings Add-on - Limited Availability ³	16,162
Enterprise IT Leaders	
Enterprise IT Leaders single-user	68,384
Enterprise IT Leaders multi-user	57,273
Industry Advisory Services Advisor Add-on (one industry)	10,304
Two Onsite Meetings Add-on - Limited Availability ³	16,263
Industry Advisory Services (one industry)	
Advisor single-user	45,253
Advisor multi-user	35,051
Reference single-user	30,506
Reference multi-user	20,809
Gartner for IT Leaders	
Advisor single-user	39,899
Advisor multi-user	29,495
Reference single-user	27,879
Reference multi-user	17,273
Gartner for Marketing Leaders - Limited Availability ³	
Advisor single-user	44,849
Advisor multi-user	37,374
IT News and Insight	627

RESEARCH AND ADVISORY SERVICES	2018 Subscription Rate
IT Executives Portfolio - RENEWAL ONLY ⁶	
IT Executives CIO Signature	100,809
IT Executives CIO single-user	92,324
IT Executives CIO multi-user	82,122
IT Executives CIO Essentials single-user	61,819
IT Executives CIO Essentials multi-user	55,253
Delegate Add-on to CIO Signature - Limited Availability ³	43,031
Industry Advisory Services Advisor Add-on (one industry)	10,304

2. Multi-user License Subscription - purchasing prerequisites apply	
Multi-user License services provide 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 inquiries for all users or inquiries 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	2018 Subscription Rate
Gartner for Technical Professionals ⁴ (per agency)	
Technical Professionals Advisor Department	113,334
Technical Professionals Reference Department	76,263
Gartner for Technical Professionals Team ⁴ - Limited Availability ³	53,839
Gartner for Technical Professionals Small & Midsize Business (SMB) ^{4,5} (per agency)	
Technical Professionals Advisor SMB	57,273
Technical Professionals Reference SMB	38,081
Gartner for IT Associates ⁴	
Gartner for IT Associates 100 documents	23,334
NON-PROFIT HIGHER EDUCATION INSTITUTIONS ONLY	2017 Subscription Rate
Core IT Research Reference for Higher Education ⁷ (per campus)	
Core Reference for a designated campus with <4,999 Student FTE	24,041
Core Reference for a designated campus with 5,000-9,999 Student FTE	48,081
Core Reference for a designated campus with 10,000-24,999 Student FTE	72,122
Core Reference for a designated campus with 25,000+ Student FTE	96,162
Core Reference for a designated community college campus	24,041
Technical Professionals for Higher Education ⁷ (per campus)	
Technical Professionals Advisor Higher Education for a designated campus IT Staff Only	57,273
Technical Professionals Reference Higher Education for a designated campus IT Staff Only	38,081

3. Onsite Advisory Services	
STRATEGIC ADVISORY SERVICES	2018 Unit Price
Client Internal Advisory Session	15,354
CONSULTING SERVICES	2018
On-Site Advisory Services: Staff Position/Labor Category	Hourly Rate
Project Executive (Senior Director, Vice President, Managing Partner)	430 to 495
Project Manager - Senior (Director and Associate Director)	339 to 399
Project Manager - Junior (Consultant and Senior Consultant)	208 to 268
Lead Analyst (Consultant and Senior Consultant)	208 to 268
Technical Writer	N/A
Senior Subject Matter Expert (Director, various areas of expertise)	379
Subject Matter Expert (Associate Director, various areas of expertise)	339
Senior Team Member (Senior Consultant, various areas of expertise)	278
Team Member (Consultant, various areas of expertise)	213
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	2018 Unit Price
Client Remote Advisory Services	7,576
EVENTS - North America	2018 Unit Price
2018 Symposium Ticket	4,470
2018 Summit Ticket (BI, Data Center, or Security)	3,081
2018 Summit Ticket (excludes BI, Data Center, Security)	2,576
2018 Catalyst Conference Ticket	3,081
2018 CIO Leadership Forum - Limited Availability ^{3,4}	2,905

“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 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.

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. Industry Advisory Services Add-on must be coterminous with the base IT Executives license and requires the purchase of the same Industry Add-on license for each user within the IT Executives license (CIO Signature must purchase 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 enrolment of the college or university, as assessed at the time of purchase. Purchasing prerequisites apply. Check with Sales representatives before purchasing.

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 January 1st of each new year.