

# STATE OF NEVADA

## Exhibit A - Research and Advisory Services Pricing

2019 rates and unit prices are effective for purchase orders received on or before December 31, 2019 with a service start date no later than January 1, 2020.

<b>1. Annual Individual Subscription</b>	
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.	
<b>RESEARCH AND ADVISORY SERVICES</b>	<b>2019 Subscription Rate</b>
<b>TEAM PLUS SOLUTIONS</b>	
<b>Executive Programs Leadership Team Plus <sup>1</sup></b>	
Leader	92,425
Partner Member	78,081
Partner Leader (must purchase Enterprise IT Leadership Team Plus Members)	78,081
Delegate Member	48,384
Delegate Leader (must purchase IT Leadership Team Plus Members)	48,384
Advisor Member	36,162
Advisor Leader (must purchase IT Leadership Team Plus Members)	36,162
Cross Function Member	26,061
<b>Executive Programs Leadership Team Plus with Industry <sup>1</sup> (one industry)</b>	
Leader	100,506
Partner Member	86,566
Partner Leader (must purchase Enterprise IT Leadership Team Plus with Industry Members)	86,566
Delegate Member	55,051
Delegate Leader (must purchase Industry Advisory Services Leadership Team Plus Members)	55,051
Advisor Member	43,536
Advisor Leader (must purchase Industry Advisory Services Leadership Team Plus Members)	43,536
Cross Function Member	29,091
<b>Enterprise IT Leaders Initiative Team <sup>1</sup> - Limited Availability <sup>3</sup></b>	
Leader	84,445
Advisor Member	44,142
<b>Enterprise IT Leaders Initiative Team with Industry <sup>1</sup> (one industry) - Limited Availability <sup>3</sup></b>	
Leader	94,445
Advisor Member	52,627
<b>Enterprise IT Leadership Team Plus <sup>1</sup></b>	
Leader	65,960
Advisor Member	33,031
Cross Function Member	20,000
<b>Enterprise IT Leadership Team Plus with Industry <sup>1</sup> (one industry)</b>	
Leader	73,839
Advisor Member	39,394
Cross Function Member	24,142

<b>RESEARCH AND ADVISORY SERVICES</b>	<b>2019 Subscription Rate</b>
<b>IT Leadership Team Plus<sup>1</sup></b>	
Leader	33,031
Advisor Member	33,031
Cross Function Member	20,000
<b>Industry Advisory Services Leadership Team Plus<sup>1</sup> (one industry)</b>	
Leader	39,394
Advisor Member	39,394
Cross Function Member	24,142
<b>TEAM SOLUTIONS</b>	
<b>Executive Programs Leadership Team<sup>2</sup></b>	
Leader	84,849
Partner Member	71,617
Partner Leader (must purchase Enterprise IT Leadership Team Members)	71,617
Delegate Member	44,445
Delegate Leader (must purchase IT Leadership Team Members)	44,445
Advisor Member	33,132
Advisor Leader (must purchase IT Leadership Team Members)	33,132
Cross Function Member	24,041
Role Member	16,970
<b>Executive Programs Leadership Team with Industry<sup>2</sup> (one industry)</b>	
Leader	92,223
Partner Member	79,293
Partner Leader (must purchase Enterprise IT Leadership Team with Industry Members)	79,293
Delegate Member	50,506
Delegate Leader (must purchase Industry Advisory Services Leadership Team Members)	50,506
Advisor Member	40,000
Advisor Leader (must purchase Industry Advisory Services Leadership Team Members)	40,000
Cross Function Member	26,667
Role Member	18,889
<b>Enterprise IT Leadership Team<sup>2</sup></b>	
Leader	60,708
Advisor Member	30,506
Cross Function Member	18,485
Role Member	11,314
Essentials Member	8,889
<b>Enterprise IT Leadership Team with Industry<sup>2</sup> (one industry)</b>	
Leader	67,677
Advisor Member	36,162
Cross Function Member	22,122
Role Member	12,728
Essentials Member	8,889

<b>RESEARCH AND ADVISORY SERVICES</b>	<b>2019 Subscription Rate</b>
<b>IT Leadership Team <sup>2</sup></b>	
Leader	30,506
Advisor Member	30,506
Cross Function Member	18,485
Role Member	11,314
Essentials Member	8,889
<b>Industry Advisory Services Leadership Team <sup>2</sup> (one industry)</b>	
Leader	36,162
Advisor Member	36,162
Cross Function Member	22,122
Role Member	12,728
Essentials Member	8,889
<b>INDIVIDUAL SOLUTIONS</b>	
<b>Executive Programs</b>	
Member (Single User)	93,637
Member (Multi User)	83,132
Member Basic (Single User)	63,839
Member Basic (Multi User)	57,071
Two Additional Meetings Add-on - Limited Availability <sup>3</sup>	16,667
<b>Executive Programs with Industry (one industry)</b>	
Member (Single User)	100,607
Member (Multi User)	90,405
Member Basic (Single User)	71,011
Member Basic (Multi User)	64,445
Two Additional Meetings Add-on - Limited Availability <sup>3</sup>	16,768
<b>Enterprise IT Leaders</b>	
Member (Single User)	72,324
Member (Multi User)	60,708
Industry Add-on (one industry) <sup>4</sup>	10,607
Two Onsite Meetings Add-on - Limited Availability <sup>3</sup>	16,768
<b>IT Leaders</b>	
Advisor (Single User)	41,213
Advisor (Multi User)	30,506
Reference (Single User)	28,788
Reference (Multi User)	17,879
<b>Industry Advisory Services (one industry)</b>	
Advisor (Single User)	46,768
Advisor (Multi User)	36,162
Reference (Single User)	31,516
Reference (Multi User)	21,516
<b>IT News and Insight</b>	647

<b>RESEARCH AND ADVISORY SERVICES</b>	<b>2019 Subscription Rate</b>
<b>IT Executives - RENEWAL ONLY <sup>6</sup></b>	
CIO Signature	104,142
CIO Member (Single User)	95,354
CIO Member (Multi User)	84,849
CIO Essentials Member (Single User)	63,839
CIO Essentials Member (Multi User)	57,071
Delegate Add-on to CIO Signature - Limited Availability <sup>3</sup>	44,445
Industry Add-on (one industry) <sup>4</sup>	10,607
<b>GARTNER BUSINESS SERVICES</b>	<b>2019 Subscription Rate</b>
<b>Customer Service &amp; Support Leaders Team <sup>8</sup></b>	
Leader	30,506
Advisor Member	30,506
Reference Member	13,637
<b>Customer Service &amp; Support Leaders Individual Access</b>	40,910
<b>Finance Leaders Team <sup>8</sup></b>	
Leader	30,506
Advisor Member	30,506
Reference Member	14,142
<b>Finance Leaders Individual Access</b>	40,910
<b>Chief Human Resources Officers Team <sup>8</sup></b>	
Leader	75,556
Advisor Member	30,506
Reference Member	16,869
<b>Chief Human Resources Officers Individual Access</b>	83,233
<b>Human Resources Leaders Team <sup>8</sup></b>	
Leader	30,506
Advisor Member	30,506
Reference Member	16,869
<b>Human Resources Leaders Individual Access</b>	40,910
<b>Human Resources Professionals <sup>8</sup></b>	
Up to 5 HR Professionals	37,374
Up to 20 HR Professionals	23,233
<b>Legal &amp; Compliance Leaders Team <sup>8</sup></b>	
Leader	26,364
Advisor Member	26,364
Reference Member	10,506
<b>Legal &amp; Compliance Leaders Individual Access</b>	34,950
<b>Marketing Leaders Team <sup>8</sup></b>	
Leader	38,586
Advisor Member	38,586
Reference Member	15,152
<b>Marketing Leaders</b>	
Advisor (Single User)	46,364
Advisor (Multi User)	38,586

<b>2. Multi-user License Subscription - purchasing prerequisites apply</b>	
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 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.	
<b>RESEARCH AND ADVISORY SERVICES</b>	<b>2019 Subscription Rate</b>
<b>Technical Professionals <sup>4</sup> (per agency)</b>	
Advisor Department	117,071
Reference Department	78,788
<b>Technical Professionals Advisor Team <sup>4</sup></b>	55,657
<b>Technical Professionals Small &amp; Midsize Business (SMB) <sup>4,5</sup> (per agency)</b>	
Advisor SMB	59,192
Reference SMB	39,293
<b>Gartner for IT Associates <sup>4</sup></b>	
100 Research Notes	24,546
<b>NON-PROFIT HIGHER EDUCATION INSTITUTIONS ONLY</b>	<b>2019 Subscription Rate</b>
<b>Core IT Research Reference for Higher Education <sup>7</sup> (per campus)</b>	
Core Reference for a designated campus with <4,999 Student FTE	25,960
Core Reference for a designated campus with 5,000-9,999 Student FTE	51,920
Core Reference for a designated campus with 10,000-24,999 Student FTE	77,879
Core Reference for a designated campus with 25,000+ Student FTE	103,839
Core Reference for a designated community college campus	25,960
<b>Technical Professionals for Higher Education <sup>7</sup> (per campus)</b>	
Advisor Higher Education for a designated campus IT Staff Only	59,192
Reference Higher Education for a designated campus IT Staff Only	39,293

<b>3. Onsite Advisory Services</b>	
<b>STRATEGIC ADVISORY SERVICES</b>	<b>2019 Unit Price</b>
Internal Advisory Session <sup>4</sup>	15,859
<b>CONSULTING SERVICES</b>	<b>2019 Hourly Rate</b>
<b>On-Site Advisory Services: Staff Position/Labor Category</b>	
Project Executive (Senior Director, Vice President, Managing Partner)	448 to 511
Project Manager - Senior (Director and Associate Director)	350 to 412
Project Manager - Junior (Consultant and Senior Consultant)	215 to 276
Lead Analyst (Consultant and Senior Consultant)	215 to 276
Technical Writer	N/A
Senior Subject Matter Expert (Director, various areas of expertise)	412
Subject Matter Expert (Associate Director, various areas of expertise)	350
Senior Team Member (Senior Consultant, various areas of expertise)	287
Team Member (Consultant, various areas of expertise)	220

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.

<b>4. Value Added Services</b>	
<b>STRATEGIC ADVISORY SERVICES</b>	<b>2019 Unit Price</b>
Remote Advisory Services <sup>4</sup>	7,778
<b>EVENTS - North America</b>	<b>2019 Unit Price</b>
Symposium Ticket	4,647
Summit Ticket (BI, Data Center, Security, or Apps)	3,182
Summit Ticket (excludes BI, Data Center, Security, and Apps)	2,677
Catalyst Conference Ticket	3,182
CIO Leadership Forum - Limited Availability <sup>3,4</sup>	3,031

“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.

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> Limited availability. Check with Sales Representative before purchasing.

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

<sup>5</sup> Technical Professionals SMB is available only to eligible small and medium size agencies with 4,000 or fewer employees. Please check with Sales representatives before purchasing.

<sup>6</sup> 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).

<sup>7</sup> 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.

<sup>8</sup> 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

**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.**