

**MODIFICATION #3**  
**TO**  
**VITA CONTRACT NUMBER VA-180315-GARG**  
**BETWEEN**  
**THE VIRGINIA INFORMATION TECHNOLOGIES AGENCY**  
**AND**  
**GARTNER INC.**

This MODIFICATION (Amendment) #3 is an agreement between the Virginia Information Technologies Agency (VITA), herein referred to as "State" or "Commonwealth" or "**VITA**", and Gartner Inc., hereinafter referred to as "Contractor" or "**Gartner**", relating to the modification of the above Contract. This Modification #3 is hereby incorporated into and made part of Contract VA-180315-GARG, as revised.

The purpose of this Modification #3 is to add language to the Agreement. The parties agree to the following:

- Exhibit B is deleted in its entirety.
- Exhibit B is replaced by the Attachment A to this Modification #23

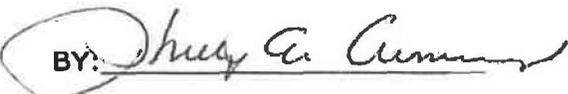
The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-180315-GARG and cannot be modified, except by a writing signed by duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED. PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

GARTNER INC.

VIRGINIA INFORMATION

TECHNOLOGIES AGENCY

BY: 

NAME: Phillip A. Cummings

TITLE: Contracts Counsel

DATE: 04 February 2020

EMAIL: phillip.cummings@gartner.com

BY: 

NAME: PHILIP L. PIPPERT

TITLE: DIRECTOR, SCM

DATE: 2/4/2020

## Attachment A to Modification #3

**COMMONWEALTH OF VIRGINIA  
VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA)  
VA-180315-GARG EXHIBIT B Schedule of Fees**

Rates are effective from February 1, 2020 to January 31, 2021 except where indicated.

### RESEARCH AND ADVISORY SERVICES

IT TEAM PLUS SOLUTIONS	ANNUAL FEE
<b>Global CIO Team Plus<sup>1</sup> - Invitation Only</b>	
Global CIO	183,881
Divisional CIO	137,394
Global IT Leader	137,394
<b>Global IT Leadership Team Plus<sup>1</sup> - Invitation Only</b>	
Global Team Leader	125,617
Global Partner Member	114,547
Advisor Member	43,594
<b>Executive Programs Leadership Team Plus for Global Enterprises<sup>1</sup></b>	
Global Enterprises Team Leader	136,463
Global Enterprises IT Executive (may purchase IT Leadership Team Plus Members)	136,463
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus Members)	117,900
Delegate Leader - <b>Renewal Only<sup>7</sup></b> (may purchase IT Leadership Team Plus Members)	50,452
Advisor Leader (may purchase IT Leadership Team Plus Members)	36,880
Cross Function Member	25,741
<b>Executive Programs Leadership Team Plus<sup>1</sup></b>	
Leader	94,695
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Plus Members)	94,695
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	80,751
Partner Member or Partner Leader - <b>Renewing Subscriber<sup>7</sup></b> (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	77,081
Delegate Member or Delegate Leader - <b>Renewal Only<sup>7</sup></b> (Delegate Leader must purchase IT Leadership Team Plus Members)	50,452
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Plus Members)	36,880
Cross Function Member	25,741
<b>Enterprise IT Leaders Initiative Team<sup>1</sup></b>	
Leader	83,442
Advisor Member	43,617

**COMMONWEALTH OF VIRGINIA**  
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**RESEARCH AND ADVISORY SERVICES**

<b>Enterprise IT Leadership Team Plus for Global Enterprise <sup>1</sup></b>	
Global Enterprises Leader	97,360
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus Members)	33,454
Advisor Member	33,454
Cross Function Member	19,762
<b>Enterprise IT Leadership Team Plus <sup>1</sup></b>	
Leader	72,132
Leader - Renewal Subscriber <sup>7</sup>	67,411
Advisor Member	33,454
Cross Function Member	19,762
<b>IT Leadership Team Plus <sup>1</sup></b>	
Leader	33,454
Advisor Member	33,454
Cross Function Member	19,762
<b>IT TEAM PLUS WITH INDUSTRY SOLUTIONS</b>	
<b>ANNUAL FEE</b>	
<b>Global CIO Team Plus with Industry <sup>2</sup> (one industry) - Invitation Only</b>	
Global CIO	200,209
Divisional CIO	156,726
Global IT Leader	156,726
<b>Global IT Leadership Team Plus with Industry <sup>2</sup> (one industry) - Invitation Only</b>	
Global Leader	144,422
Global Partner Member	131,596
Global Advisor Member	50,157
<b>Executive Programs Leadership Team Plus with Industry for Global Enterprises <sup>2</sup> (one industry)</b>	
Global Enterprises Team Leader	156,831
Global Enterprises IT Executive (may purchase Industry Advisory Services Leadership Team Plus Members)	156,831
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus with Industry Members)	135,558
Delegate Leader - Renewal Only <sup>7</sup> (may purchase Industry Advisory Services Leadership Team Plus Members)	59,646
Advisor Leader (may purchase Industry Advisory Services Leadership Team Plus Members)	46,507
Cross Function Member	31,075

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**RESEARCH AND ADVISORY SERVICES**

<b>Executive Programs Leadership Team Plus with Industry<sup>2</sup> (one industry)</b>	
Leader	107,404
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Plus Members)	107,404
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	100,105
Partner Member or Partner Leader - <b>Renewing Subscriber<sup>7</sup></b> (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	93,833
Delegate Member or Delegate Leader - <b>Renewal Only<sup>7</sup></b> (Delegate Leader must purchase Industry Advisory Services Leadership Team Plus Members)	59,646
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Plus Members)	46,507
Cross Function Member	31,075
<b>Enterprise IT Leaders Initiative Team with Industry<sup>2</sup> (one industry)</b>	
Leader	97,498
Advisor Member	54,328
<b>Enterprise IT Leadership Team Plus with Industry for Global Enterprises<sup>2</sup> (one industry)</b>	
Global Enterprises Leader	111,888
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus with Industry Team Members)	42,128
Advisor Member	42,128
Cross Function Member	25,756
<b>Enterprise IT Leadership Team Plus with Industry<sup>2</sup> (one industry)</b>	
Leader	85,402
Leader - <b>Renewal Subscriber<sup>7</sup></b>	80,037
Advisor Member	42,128
Cross Function Member	25,756
<b>Industry Advisory Services Leadership Team Plus<sup>2</sup> (one industry)</b>	
Leader	42,128
Advisor Member	42,128
Cross Function Member	25,756

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**RESEARCH AND ADVISORY SERVICES**

<b>IT TEAM SOLUTIONS</b>	<b>ANNUAL FEE</b>
<b>Executive Programs Leadership Team <sup>1</sup></b>	
Leader	87,020
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Members)	87,020
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Members)	74,076
Partner Member or Partner Leader - <i>Renewing Subscriber <sup>7</sup></i> (Partner Leader must purchase Enterprise IT Leadership Team Members)	70,709
Delegate Member or Delegate Leader - <i>Renewal Only <sup>7</sup></i> (Delegate Leader must purchase IT Leadership Team Members)	46,399
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Members)	33,836
Cross Function Member	23,592
Role Member	16,437
<b>Executive Programs Leadership Team Essentials <sup>1</sup> - Limited Availability <sup>3</sup></b>	
Leader	87,020
Essentials Member - <i>Limited Availability <sup>3</sup></i>	9,186
<b>Enterprise IT Leadership Team <sup>1</sup></b>	
Leader	66,404
Leader - <i>Renewal Subscriber <sup>7</sup></i>	61,937
Advisor Member	30,847
Cross Function Member	18,143
Role Member	11,410
Essentials Member	9,186
<b>IT Leadership Team <sup>1</sup></b>	
Leader	30,847
Advisor Member	30,847
Cross Function Member	18,143
Role Member	11,410
Essentials Member	9,186

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**RESEARCH AND ADVISORY SERVICES**

<b>IT TEAM WITH INDUSTRY SOLUTIONS</b>	<b>ANNUAL FEE</b>
<b>Executive Programs Leadership Team with Industry<sup>2</sup> (one industry)</b>	
Leader	98,541
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Members)	98,541
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	91,658
Partner Member or Partner Leader - <i>Renewing Subscriber<sup>7</sup></i> (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	85,949
Delegate Member or Delegate Leader - <i>Renewal Only<sup>7</sup></i> (Delegate Leader must purchase Industry Advisory Services Leadership Team Members)	54,745
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Members)	42,753
Cross Function Member	28,468
Role Member	20,230
<b>Enterprise IT Leadership Team with Industry<sup>2</sup> (one industry)</b>	
Leader	78,207
Leader - <i>Renewal Subscriber<sup>7</sup></i>	73,358
Advisor Member	38,687
Cross Function Member	23,671
Role Member	13,556
Essentials Member	9,490
<b>Industry Advisory Services Leadership Team<sup>2</sup> (one industry)</b>	
Leader	38,687
Advisor Member	38,687
Cross Function Member	23,671
Role Member	13,556
Essentials Member	9,490
<b>IT INDIVIDUAL ACCESS SOLUTIONS</b>	<b>ANNUAL FEE</b>
<b>Research Board for Global Executives - Invitation Only</b>	
Global CIO	192,076
<b>Executive Programs</b>	
Member (Single User)	96,089
Member (Multi User)	85,262
Two Additional Meetings Add-on - <i>Limited Availability<sup>3</sup></i>	17,334

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**RESEARCH AND ADVISORY SERVICES**

<b>Executive Programs with Industry (one industry)</b>	
Member (Single User)	107,508
Member (Multi User)	96,559
<b>IT Leaders</b>	
Individual Access Advisor (Single User)	40,839
Individual Access Advisor (Multi User)	30,847
Reference (Single User)	27,432
Reference (Multi User)	17,413
<b>Industry Advisory Services (one industry)</b>	
Individual Access Advisor (Single User)	49,948
Individual Access Advisor (Multi User)	38,687
Reference (Single User)	33,681
Reference (Multi User)	22,941
<b>Core Connect</b>	
Advisor (Single User)	33,694
Advisor (Multi User)	24,587
Reference (Single User)	21,631
Reference (Multi User)	12,459
<b>IT News and Insights - per seat</b>	<b>689</b>
<b>MULTI-USER IT RESEARCH SERVICES</b>	
<b>ANNUAL FEE</b>	
<b>Technical Professionals <sup>4</sup></b>	
Advisor Department	119,375
Reference Department	80,419
Advisor Team	56,920
<b>Technical Professionals Small &amp; Midsize Business (SMB) <sup>4,5</sup> (per agency)</b>	
Advisor SMB	63,296
Reference SMB	42,023
<b>IT Associates 100 Research Notes - Limited Availability <sup>3,4</sup></b>	<b>27,008</b>

**COMMONWEALTH OF VIRGINIA**  
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**RESEARCH AND ADVISORY SERVICES**

<b>GARTNER BUSINESS SERVICES</b>	<b>ANNUAL FEE</b>
<b>Customer Service &amp; Support Leaders Team <sup>9</sup></b>	
Leader	31,081
Advisor Member	31,081
Reference Member	12,975
<b>Customer Service &amp; Support Leaders</b>	
Individual Access Advisor (Single User)	41,158
Individual Access Advisor (Multi User)	31,081
<b>Finance Leaders Team <sup>9</sup></b>	
Leader	31,081
Advisor Member	31,081
Reference Member	13,446
<b>Finance Leaders</b>	
Individual Access Advisor (Single User)	41,158
Individual Access Advisor (Multi User)	31,081
<b>Chief Human Resources Officers Team <sup>9</sup></b>	
Leader	78,120
Advisor Member	31,081
Reference Member	15,803
<b>Chief Human Resources Officers</b>	
Individual Access Advisor (Single User)	86,057
Individual Access Advisor (Multi User)	78,120
<b>Human Resources Leaders Team <sup>9</sup></b>	
Leader	31,081
Advisor Member	31,081
Reference Member	15,803
<b>Human Resources Leaders</b>	
Individual Access Advisor (Single User)	41,158
Individual Access Advisor (Multi User)	31,081
<b>Human Resources Professionals <sup>9</sup></b>	
Up to 20 HR Professionals	38,398
Up to 5 HR Professionals	23,868

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**RESEARCH AND ADVISORY SERVICES**

<b>TalentNeuron™</b>	
Single Country	30,475
Single Country Reference	23,243
Additional 5 Users	4,390
Additional Workbench	10,330
<b>Legal &amp; Compliance Leaders Team <sup>9</sup></b>	
Leader	26,674
Advisor Member	26,674
Reference Member	10,599
<b>Legal &amp; Compliance Leaders</b>	
Individual Access Advisor (Single User)	35,286
Individual Access Advisor (Multi User)	26,674
<b>Marketing Leaders Team Plus <sup>10</sup></b>	
Leader	108,030
Advisor Member	41,189
Reference Member	16,163
<b>Marketing Leaders Team <sup>9</sup></b>	
Leader	41,189
Advisor Member	41,189
Reference Member	16,163
<b>Marketing Leaders</b>	
Individual Access Advisor (Single User)	49,531
Individual Access Advisor (Multi User)	41,189
<b>OTHER SERVICES</b>	<b>UNIT PRICE</b>
<b>Strategic Advisory Services</b>	
Client - Remote Advisory Engagement	8,343
Client - Internal Advisory Engagement	16,893
<b>Conferences <sup>6</sup> (price per ticket) - 2020 ticket pricing expires December 31, 2020</b>	
2020 IT Symposium/Xpo	4,980
2020 Summit (BI, Data Center, Security, Apps)	3,389
2020 Summit (excludes BI, Data Center, Security, and Apps)	2,868
2021 IT Symposium/Xpo	TBD
2021 Summit (BI, Data Center, Security, or Apps)	TBD
2021 Summit (excludes BI, Data Center, Security, and Apps)	TBD

**COMMONWEALTH OF VIRGINIA**  
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**RESEARCH AND ADVISORY SERVICES**

<b>LEGACY AND RENEWAL ONLY RESEARCH SERVICES <sup>7</sup></b>	<b>ANNUAL FEE</b>
<b>Executive Programs - Renewal Only <sup>7</sup></b>	
Member Basic (Single User)	65,792
Member Basic (Multi User)	58,861
<b>Executive Programs with Industry (one industry) - Renewal Only <sup>7</sup></b>	
Member Basic (Single User)	76,226
Member Basic (Multi User)	69,239
<b>IT Executives - Renewal Only <sup>7</sup></b>	
CIO Signature	109,020
CIO Member (Single User)	98,585
CIO Member (Multi User)	87,442
CIO Essentials Member (Single User)	65,792
CIO Essentials Member (Multi User)	58,861
CIO Signature Delegate Add-on	46,730
Two Additional Meetings Add-on - Limited Availability <sup>3</sup>	17,334
<b>Enterprise IT Leaders - Renewal Only <sup>7</sup></b>	
Individual Access (Single User)	79,832
Individual Access (Multi User)	66,404
Individual Access (Single User) - For renewing subscribers who purchased the services before February 1, 2020.	73,953
Individual Access (Multi User) - For renewing subscribers who purchased the services before February 1, 2020.	61,876
Two Onsite Meetings Add-on - Limited Availability <sup>3</sup>	17,334
Industry Add-on (one industry)	11,367
<b>RESEARCH SERVICES FOR PUBLIC AND NON-PROFIT HIGHER EDUCATION UNIVERSITY OR COLLEGE ONLY <sup>8</sup></b>	<b>ANNUAL FEE</b>
<b>Core IT Research for Higher Education (per student campus)</b>	
Campus Reference for a community college	28,780
Campus Reference for a college or university with 1 to 4,999 Student FTE	28,780
Campus Reference for a college or university with 5,000 to 9,999 Student FTE	57,560
Campus Reference for a college or university with 10,000 to 24,999 Student FTE	86,340
Campus Reference for a college or university with 25,000+ Student FTE	115,120
<b>Technical Professionals for Higher Education (per student campus) <sup>4</sup></b>	
Advisor for IT Staff only of a college or university	63,296
Reference for IT Staff only of a college or university	42,023

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**RESEARCH AND ADVISORY SERVICES**

IT PROFESSIONAL SERVICES	HOURLY RATES
<b>Vice President</b>	506
Senior Director	467
Director	435
Associate Director	369
Sr. Consultant	297
Consultant	215
Associate Consultant	154

**Purchasing terms and conditions:**

“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, Conferences, and Add-on services do not contribute towards Multi User pricing qualification.

<sup>1</sup> **Team** licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. Certain team solutions are invitation only services as indicated in the pricing table. A maximum of one Leader per team. Each Leader type license must have three (3) to ten (10) team member licenses. A minimum of three (3) Advisor and/or Cross Function team member licenses required per Team with an Enterprise IT Leadership Leader or Partner license. Executive Programs Leadership team solutions with one Leader and less than three (3) team member licenses is permissible so long as one of the team member licenses is an IT Executive or a Partner Leader with at least three (3) Advisor and/or Cross Function team member licenses. Global CIO team solutions with one Leader and less than three (3) team member licenses is permissible. All licenses in a Team must be coterminous and of the same team type. For example, a Team Plus configuration may only contain Team Plus licenses and cannot include other types of team licenses such as Team Plus with Industry, Team (non-Plus), Global CIO Team etc.

<sup>2</sup> **Team with Industry** licenses require the purchase of a team configuration and are not available for purchase as standalone licenses. Certain team solutions are invitation only services as indicated in the pricing table. A maximum of one Leader per team. Each Leader type license must have three (3) to ten (10) team member licenses. A minimum of three (3) Advisor and/or Cross Function team member licenses required per Team with an Enterprise IT Leadership Leader or Partner license. Executive Programs Leadership team solutions with one Leader and less than three (3) team member licenses is permissible so long as one of the team member licenses is an IT Executive or a Partner Leader with at least three (3) Advisor and/or Cross Function team member licenses. Global CIO team solutions with one Leader and less than three (3) team member licenses is permissible. All licenses in a Team must be coterminous and of the same team type. For example, a Team Plus with Industry configuration may only contain Team Plus with Industry licenses for the same industry and cannot include other types of team licenses such as Team with Industry (non-Plus), Team Plus, Team (no industry, non-Plus), Global CIO Team etc. Team solutions with Industry Advisory Services is for one industry and all licenses in the team must purchase access to the same industry.

<sup>3</sup> Availability is limited. Please check with your Gartner Sales representative before ordering.

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

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

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**RESEARCH AND ADVISORY SERVICES**

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<sup>6</sup> Conferences ticket prices apply to orders received by December 31st of the year indicated. For example, 2020 Symposium ticket price applies to orders received on or before December 31, 2020. Future ticket prices have not been released; please check with account representatives for future pricing at the time of purchase.

<sup>7</sup> Renewal Only and Renewing Subscriber services and pricing are available to eligible license holders who purchased the service listed on or before the date specified below and continuously purchase the service thereafter. Please check with Sales Representative for availability and eligibility before ordering.

Team Partner Member and Partner Leader licenses: purchased on or before February 1, 2020

Team Delegate Member and Delegate Leader licenses: purchased on or before February 1, 2020

Enterprise IT Leadership Team Leader: purchased on or before February 1, 2020

Enterprise IT Leaders Individual Access licenses: purchased on or before February 1, 2020

Executive Programs Member Basic and Member Basic with Industry: purchased on or before April 1, 2019

IT Executives: purchased on or before September 1, 2015

<sup>8</sup> Higher Education products are only available to eligible public and 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.

<sup>9</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 or Human Resources Team.

<sup>10</sup> Marketing 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 license must have three (3) to six (6) coterminous Team Plus Member licenses. All licenses in a Team Plus solution, including subteam members, must be "Team Plus" type licenses.

**Gartner reserves the right to refresh its pricing and product offerings on a quarterly basis consistent with the prices listed in the Gartner GSA Group 70 IT schedule price list to be supplemented as required by any mandatory VITA fees. In cases where Gartner GSA Group 70 IT pricing is not available, the pricing will be based upon and consistent with Gartner's next best pricing level (i.e. Gartner's State & Local Government pricing structure).**