

MODIFICATION #4
TO
VITA CONTRACT NUMBER VA-180315-GARG
BETWEEN
THE VIRGINIA INFORMATION TECHNOLOGIES AGENCY
AND
GARTNER INC.

This MODIFICATION (Amendment) #4 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 #4 is hereby incorporated into and made part of Contract VA-180315-GARG, as revised.

The purpose of this Modification #4 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 #4.

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: *Phillip A. Cummings*

NAME: Phillip A. Cumminngs

TITLE: Contracts Counsel

DATE: 29 May 2020

EMAIL: phillip.cummings@gartner.com

BY: *John J. Tackley*

NAME: John J Tackley

TITLE: Sourcing Consultant, SCM

DATE: 05/29/2020

ATTACHMENT A to MODIFICATION #4

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

Rates are effective from [June 1, 2020](#) to [January 31, 2021](#) except where indicated.

RESEARCH AND ADVISORY SERVICES

IT TEAM PLUS SOLUTIONS	ANNUAL FEE
Global CIO Team Plus¹ - Invitation Only	
Global CIO	181,795
Divisional CIO	135,836
Global IT Leader	135,836
Global IT Leadership Team Plus¹ - Invitation Only	
Global Team Leader	124,192
Global Partner Member	113,248
Advisor Member	43,099
Executive Programs Leadership Team Plus for Global Enterprises¹	
Global Enterprises Team Leader	134,916
Global Enterprises IT Executive (may purchase IT Leadership Team Plus Members)	134,916
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus Members)	116,563
Delegate Leader - Renewal Only⁷ (may purchase IT Leadership Team Plus Members)	49,880
Advisor Leader (may purchase IT Leadership Team Plus Members)	36,461
Cross Function Member	25,449
Executive Programs Leadership Team Plus¹	
Leader	93,621
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Plus Members)	93,621
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	79,836
Partner Member or Partner Leader - Renewing Subscriber⁷ (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	76,207
Delegate Member or Delegate Leader - Renewal Only⁷ (Delegate Leader must purchase IT Leadership Team Plus Members)	49,880
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Plus Members)	36,461
Cross Function Member	25,449
Enterprise IT Leaders Initiative Team¹	
Leader	82,495
Advisor Member	43,122

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RESEARCH AND ADVISORY SERVICES

Enterprise IT Leadership Team Plus for Global Enterprise ¹	
Global Enterprises Leader	96,256
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus Members)	33,075
Advisor Member	33,075
Cross Function Member	19,538
Enterprise IT Leadership Team Plus ¹	
Leader	71,314
Leader - Renewal Subscriber ⁷	66,647
Advisor Member	33,075
Cross Function Member	19,538
IT Leadership Team Plus ¹	
Leader	33,075
Advisor Member	33,075
Cross Function Member	19,538
IT TEAM PLUS WITH INDUSTRY SOLUTIONS	ANNUAL FEE
Global CIO Team Plus with Industry ² (one industry) - Invitation Only	
Global CIO	197,939
Divisional CIO	154,949
Global IT Leader	154,949
Global IT Leadership Team Plus with Industry ² (one industry) - Invitation Only	
Global Leader	142,784
Global Partner Member	130,104
Global Advisor Member	49,588
Executive Programs Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Global Enterprises Team Leader	155,052
Global Enterprises IT Executive (may purchase Industry Advisory Services Leadership Team Plus Members)	155,052
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus with Industry Members)	134,021
Delegate Leader - Renewal Only ⁷ (may purchase Industry Advisory Services Leadership Team Plus Members)	58,970
Advisor Leader (may purchase Industry Advisory Services Leadership Team Plus Members)	45,980
Cross Function Member	30,722

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Executive Programs Leadership Team Plus with Industry ² (one industry)	
Leader	106,186
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Plus Members)	106,186
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	98,970
Partner Member or Partner Leader - Renewing Subscriber ⁷ (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	92,769
Delegate Member or Delegate Leader - Renewal Only ⁷ (Delegate Leader must purchase Industry Advisory Services Leadership Team Plus Members)	58,970
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Plus Members)	45,980
Cross Function Member	30,722
Enterprise IT Leaders Initiative Team with Industry ² (one industry)	
Leader	96,392
Advisor Member	53,712
Enterprise IT Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Global Enterprises Leader	110,619
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus with Industry Team Members)	41,650
Advisor Member	41,650
Cross Function Member	25,464
Enterprise IT Leadership Team Plus with Industry ² (one industry)	
Leader	84,433
Leader - Renewal Subscriber ⁷	79,129
Advisor Member	41,650
Cross Function Member	25,464
Industry Advisory Services Leadership Team Plus ² (one industry)	
Leader	41,650
Advisor Member	41,650
Cross Function Member	25,464

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IT TEAM SOLUTIONS	ANNUAL FEE
Executive Programs Leadership Team ¹	
Leader	86,033
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Members)	86,033
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Members)	73,236
Partner Member or Partner Leader - Renewing Subscriber ⁷ (Partner Leader must purchase Enterprise IT Leadership Team Members)	69,907
Delegate Member or Delegate Leader - Renewal Only ⁷ (Delegate Leader must purchase IT Leadership Team Members)	45,873
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Members)	33,452
Cross Function Member	23,324
Role Member	16,251
Executive Programs Leadership Team Essentials ¹ - Limited Availability ³	
Leader	86,033
Essentials Member - Limited Availability ³	9,082
Enterprise IT Leadership Team ¹	
Leader	65,651
Leader - Renewal Subscriber ⁷	61,235
Advisor Member	30,497
Cross Function Member	17,938
Role Member	11,281
Essentials Member	9,082
IT Leadership Team ¹	
Leader	30,497
Advisor Member	30,497
Cross Function Member	17,938
Role Member	11,281
Essentials Member	9,082

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IT TEAM WITH INDUSTRY SOLUTIONS	ANNUAL FEE
Executive Programs Leadership Team with Industry ² (one industry)	
Leader	97,423
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Members)	97,423
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	90,619
Partner Member or Partner Leader - Renewing Subscriber ⁷ (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	84,975
Delegate Member or Delegate Leader - Renewal Only ⁷ (Delegate Leader must purchase Industry Advisory Services Leadership Team Members)	54,124
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Members)	42,269
Cross Function Member	28,145
Role Member	20,000
Enterprise IT Leadership Team with Industry ² (one industry)	
Leader	77,320
Leader - Renewal Subscriber ⁷	72,526
Advisor Member	38,248
Cross Function Member	23,403
Role Member	13,403
Essentials Member	9,382
Industry Advisory Services Leadership Team ² (one industry)	
Leader	38,248
Advisor Member	38,248
Cross Function Member	23,403
Role Member	13,403
Essentials Member	9,382
IT INDIVIDUAL ACCESS SOLUTIONS	ANNUAL FEE
Research Board for Global Executives - Invitation Only	
Global CIO	189,897
Executive Programs	
Member (Single User)	94,999
Member (Multi User)	84,295
Two Additional Meetings Add-on - Limited Availability ³	17,138

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Executive Programs with Industry (one industry)	
Member (Single User)	106,289
Member (Multi User)	95,464
IT Leaders	
Individual Access Advisor (Single User)	40,376
Individual Access Advisor (Multi User)	30,497
Reference (Single User)	27,121
Reference (Multi User)	17,216
Industry Advisory Services (one industry)	
Individual Access Advisor (Single User)	49,382
Individual Access Advisor (Multi User)	38,248
Reference (Single User)	33,299
Reference (Multi User)	22,681
Core Connect	
Advisor (Single User)	33,312
Advisor (Multi User)	24,308
Reference (Single User)	21,386
Reference (Multi User)	12,318
IT News and Insights - per seat	681
MULTI-USER IT RESEARCH SERVICES	ANNUAL FEE
Technical Professionals ⁴	
Advisor Department	118,021
Reference Department	79,507
Advisor Team	56,275
Technical Professionals Small & Midsize Business (SMB) ^{4, 5} (per agency)	
Advisor SMB	62,578
Reference SMB	41,547
IT Associates 100 Research Notes - Limited Availability ^{3, 4}	26,702

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GARTNER BUSINESS SERVICES	ANNUAL FEE
Customer Service & Support Leaders Team ⁹	
Leader	30,728
Advisor Member	30,728
Reference Member	12,828
Customer Service & Support Leaders	
Individual Access Advisor (Single User)	40,691
Individual Access Advisor (Multi User)	30,728
Finance Leaders Team ⁹	
Leader	30,728
Advisor Member	30,728
Reference Member	13,293
Finance Leaders	
Individual Access Advisor (Single User)	40,691
Individual Access Advisor (Multi User)	30,728
Chief Human Resources Officers Team ⁹	
Leader	77,235
Advisor Member	30,728
Reference Member	15,624
Chief Human Resources Officers	
Individual Access Advisor (Single User)	85,081
Individual Access Advisor (Multi User)	77,235
Human Resources Leaders Team ⁹	
Leader	30,728
Advisor Member	30,728
Reference Member	15,624
Human Resources Leaders	
Individual Access Advisor (Single User)	40,691
Individual Access Advisor (Multi User)	30,728
Human Resources Professionals ⁹	
Up to 20 HR Professionals	37,962
Up to 5 HR Professionals	23,597

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TalentNeuron™	
Single Country	30,129
Single Country Reference	22,980
Additional 5 Users	4,341
Additional Workbench	10,213
Legal & Compliance Leaders Team ⁹	
Leader	26,372
Advisor Member	26,372
Reference Member	10,479
Legal & Compliance Leaders	
Individual Access Advisor (Single User)	34,886
Individual Access Advisor (Multi User)	26,372
Marketing Leaders Team Plus ¹⁰	
Leader	106,805
Advisor Member	40,722
Reference Member	15,980
Marketing Leaders Team ⁹	
Leader	40,722
Advisor Member	40,722
Reference Member	15,980
Marketing Leaders	
Individual Access Advisor (Single User)	48,970
Individual Access Advisor (Multi User)	40,722
OTHER SERVICES	UNIT PRICE
Strategic Advisory Services	
Client - Remote Advisory Engagement	8,248
Client - Internal Advisory Engagement	16,702
Conferences ⁶ (price per ticket) - 2020 ticket pricing expires December 31, 2020	
2020 IT Symposium/Xpo	4,923
2020 Summit (BI, Data Center, Security, Apps)	3,351
2020 Summit (excludes BI, Data Center, Security, and Apps)	2,836
2021 IT Symposium/Xpo	TBD
2021 Summit (BI, Data Center, Security, or Apps)	TBD
2021 Summit (excludes BI, Data Center, Security, and Apps)	TBD

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RESEARCH AND ADVISORY SERVICES

LEGACY AND RENEWAL ONLY RESEARCH SERVICES ⁷	ANNUAL FEE
Executive Programs - Renewal Only ⁷	
Member Basic (Single User)	65,046
Member Basic (Multi User)	58,193
Executive Programs with Industry (one industry) - Renewal Only ⁷	
Member Basic (Single User)	75,361
Member Basic (Multi User)	68,454
IT Executives - Renewal Only ⁷	
CIO Signature	107,784
CIO Member (Single User)	97,468
CIO Member (Multi User)	86,450
CIO Essentials Member (Single User)	65,046
CIO Essentials Member (Multi User)	58,193
CIO Signature Delegate Add-on	46,200
Two Additional Meetings Add-on - Limited Availability ³	17,138
Enterprise IT Leaders - Renewal Only ⁷	
Individual Access (Single User)	78,926
Individual Access (Multi User)	65,651
Individual Access (Single User) - For renewing subscribers who purchased the services before February 1, 2020.	73,114
Individual Access (Multi User) - For renewing subscribers who purchased the services before February 1, 2020.	61,175
Two Onsite Meetings Add-on - Limited Availability ³	17,138
Industry Add-on (one industry)	11,238
RESEARCH SERVICES FOR PUBLIC AND NON-PROFIT HIGHER EDUCATION UNIVERSITY OR COLLEGE ONLY ⁸	ANNUAL FEE
Core IT Research for Higher Education (per student campus)	
Campus Reference for a community college	28,454
Campus Reference for a college or university with 1 to 4,999 Student FTE	28,454
Campus Reference for a college or university with 5,000 to 9,999 Student FTE	56,908
Campus Reference for a college or university with 10,000 to 24,999 Student FTE	85,362
Campus Reference for a college or university with 25,000+ Student FTE	113,816
Technical Professionals for Higher Education (per student campus) ⁴	
Advisor for IT Staff only of a college or university	62,578
Reference for IT Staff only of a college or university	41,547

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RESEARCH AND ADVISORY SERVICES

IT PROFESSIONAL SERVICES	HOURLY RATES
Vice President	500
Senior Director	461
Director	430
Associate Director	364
Sr. Consultant	293
Consultant	213
Associate Consultant	152

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.

¹ **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.

² **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.

³ Availability is limited. Please check with your Gartner Sales representative before ordering.

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

⁵ 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

⁶ 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.

⁷ 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

⁸ 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.

⁹ 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.

¹⁰ 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).