

Modification No. 5
TO
CONTRACT NO. VA-180315-GARG
BETWEEN THE
COMMONWEALTH OF VIRGINIA
AND
Gartner Inc.

This Modification No.5 ("**Modification**") is an agreement between the Virginia Information Technologies Agency ("**VITA**"), pursuant to § 2.2-2012 of the *Code of Virginia* and on behalf of the Commonwealth of Virginia ("**State**" or "**Commonwealth**"), and Gartner Inc. ("**Supplier**"). This Modification is hereby incorporated into and made an integral part of Contract No. VA-180315-GARG ("**Contract**").

The purpose of this Modification is to document the mutual agreement between the Supplier and VITA to modify the Contract as follows:

Exhibit B is deleted in its entirety.

Exhibit B is replaced by the Attachment A to this Modification #5.

The foregoing is the complete and final expression of the agreement between Supplier and VITA to modify the Contract and cannot be modified, except by a writing signed by a duly authorized representative of each of Supplier and VITA.

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

Gartner Inc.

VITA, on behalf of the
COMMONWEALTH OF VIRGINIA

BY: Phillip A. Cummings

BY: John Tackley

NAME: Phillip A. Cummings

NAME: John Tackley

TITLE: Contracts Counsel

TITLE: Strategic Sourcing Consultant, SCM

DATE: 03 February 2021

DATE: 02/03/2021

ATTACHMENT A

COMMONWEALTH OF VIRGINIA

VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA)

VA-180315-GARG EXHIBIT B Schedule of Fees

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
IT TEAM PLUS SOLUTIONS	ANNUAL FEE
Global CIO Team Plus¹ - Invitation Only	
Global CIO	186,340
Divisional CIO	139,231
Global IT Leader	139,231
Global IT Leadership Team Plus¹ - Invitation Only	
Global Team Leader	127,297
Global Partner Member	116,079
Advisor Member	44,177
Executive Programs Leadership Team Plus for Global Enterprises¹	
Leader	138,289
IT Executive (may purchase IT Leadership Team Plus Members)	138,289
Global Partner (may purchase Enterprise IT Leadership Team Plus Members)	119,478
Delegate Leader - Renewal Only⁶ (may purchase IT Leadership Team Plus Members)	51,376
Advisor Leader (may purchase IT Leadership Team Plus Members)	37,373
Cross Function Member	26,085
Executive Programs Leadership Team Plus¹	
Leader	95,961
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Plus Members)	95,961
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	81,831
Partner Member or Partner Leader - Renewing Subscriber⁶ – For license purchase before Feb-01-2020 with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	78,112
Delegate Member or Delegate Leader - Renewal Only⁶ (Delegate Leader must purchase IT Leadership Team Plus Members)	51,376
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Plus Members)	37,373
Cross Function Member	26,085

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Enterprise IT Leaders Initiative Team ¹	
Leader	84,557
Advisor Member	44,200
Enterprise IT Leadership Team Plus for Global Enterprise ¹	
Global Team Leader	98,662
Global Advisor Team Leader (may purchase Enterprise IT Leadership Team Plus Members)	33,902
Advisor Member	33,902
Cross Function Member	20,026
Enterprise IT Leadership Team Plus ¹	
Leader	75,593
Leader - Renewing Subscriber ⁶ – For license purchase Feb-01-2020 to Jan-01-2021 with continuous renewal.	73,097
Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal.	68,313
Advisor Member	33,902
Cross Function Member	20,026
IT Leadership Team Plus ¹	
Leader	33,902
Advisor Member	33,902
Cross Function Member	20,026
IT TEAM SOLUTIONS	ANNUAL FEE
Executive Programs Leadership Team ¹	
Leader	88,185
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Members)	88,185
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Members)	75,066
Partner Member or Partner Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team Members)	71,654
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase IT Leadership Team Members)	47,248
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Members)	34,288
Cross Function Member	23,907
Role Member	16,657

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Executive Programs Leadership Team Essentials ¹ - Limited Availability ³	
Leader	88,185
Essentials Member - Limited Availability ³	9,309
Enterprise IT Leadership Team ¹	
Leader	69,590
Leader - Renewing Subscriber ⁶ – For license purchase Feb-01-2020 to Jan-01-2021 with continuous renewal.	67,292
Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal.	62,765
Advisor Member	31,260
Cross Function Member	18,386
Role Member	11,563
Essentials Member	9,309
IT Leadership Team ¹	
Leader	31,260
Advisor Member	31,260
Cross Function Member	18,386
Role Member	11,563
Essentials Member	9,309
IT INDIVIDUAL ACCESS SOLUTIONS	ANNUAL FEE
Research Board for Global Executives - Invitation Only	
Global CIO	194,640
Executive Programs	
Member (Single User)	97,375
Member (Multi User)	86,404
Two Additional Meetings Add-on - Limited Availability ³	17,909
IT Leaders	
Individual Access Advisor (Single User)	41,385
Individual Access Advisor (Multi User)	31,260
Reference (Single User)	27,798
Reference (Multi User)	17,646
Core Connect	
Advisor (Single User)	34,145
Advisor (Multi User)	24,915
Reference (Single User)	21,920
Reference (Multi User)	12,626

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
IT MULTI-USER SOLUTIONS	ANNUAL FEE
Technical Professionals ⁴ (per agency)	
Advisor Department	120,972
Reference Department	81,494
Advisor Team	57,682
Technical Professionals Small & Midsize Business (SMB) ^{4, 5} (per agency)	
Advisor SMB	64,124
Reference SMB	42,578
IT Associates 100 Research Notes - Limited Availability ^{3, 4}	28,042
IT TEAM PLUS WITH INDUSTRY SOLUTIONS	ANNUAL FEE
Global CIO Team Plus with Industry ² (one industry) - Invitation Only	
Global CIO	202,887
Divisional CIO	158,866
Global IT Leader	158,866
Global IT Leadership Team Plus with Industry ² (one industry) - Invitation Only	
Global Team Leader	146,392
Global Partner Member	133,403
Global Advisor Member	50,825
Executive Programs Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Leader	158,970
IT Executive (may purchase Industry Advisory Services Leadership Team Plus Members)	158,970
Global Partner (may purchase Enterprise IT Leadership Team Plus with Industry Members)	137,423
Delegate Leader - Renewal Only ⁶ (may purchase Industry Advisory Services Leadership Team Plus Members)	60,722
Advisor Leader (may purchase Industry Advisory Services Leadership Team Plus Members)	47,114
Cross Function Member	31,444
Executive Programs Leadership Team Plus with Industry ² (one industry)	
Leader	108,866
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Plus Members)	108,866
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	101,444

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Partner Member or Partner Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	95,155
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase Industry Advisory Services Leadership Team Plus Members)	60,722
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Plus Members)	47,114
Cross Function Member	31,444
Enterprise IT Leaders Initiative Team with Industry ² (one industry)	
Leader	98,763
Advisor Member	55,052
Enterprise IT Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Global Team Leader	123,918
Global Team Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal.	113,403
Global Advisor Team Leader (may purchase Enterprise IT Leadership Team Plus with Industry Team Members)	42,681
Advisor Member	42,681
Cross Function Member	26,083
Enterprise IT Leadership Team Plus with Industry ² (one industry)	
Leader	94,537
Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal.	81,135
Advisor Member	42,681
Cross Function Member	26,083
Industry Advisory Services Leadership Team Plus ² (one industry)	
Leader	42,681
Advisor Member	42,681
Cross Function Member	26,083
IT TEAM WITH INDUSTRY SOLUTIONS	ANNUAL FEE
Executive Programs Leadership Team with Industry ² (one industry)	
Leader	99,897
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Members)	99,897
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	92,887

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Partner Member or Partner Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	87,114
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase Industry Advisory Services Leadership Team Members)	55,774
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Members)	43,299
Cross Function Member	28,866
Role Member	20,516
Enterprise IT Leadership Team with Industry ² (one industry)	
Leader	86,598
Leader - Renewing Subscriber ⁶ – For license purchase before Feb-01-2020 with continuous renewal.	74,433
Advisor Member	39,176
Cross Function Member	24,021
Role Member	13,712
Essentials Member	9,588
Industry Advisory Services Leadership Team ² (one industry)	
Leader	39,176
Advisor Member	39,176
Cross Function Member	24,021
Role Member	13,712
Essentials Member	9,588
IT INDIVIDUAL ACCESS WITH INDUSTRY SOLUTIONS	ANNUAL FEE
Executive Programs with Industry (one industry)	
Member (Single User)	108,970
Member (Multi User)	97,836
Industry Advisory Services (one industry)	
Individual Access Advisor (Single User)	50,619
Individual Access Advisor (Multi User)	39,176
Reference (Single User)	34,124
Reference (Multi User)	23,299
GARTNER BUSINESS SERVICES	ANNUAL FEE
Customer Service & Support Leaders Team ⁷	
Leader	31,496
Advisor Member	31,496
Reference Member	13,149

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Customer Service & Support Leaders Individual Access	
Advisor (Single User)	41,709
Advisor (Multi User)	31,496
Chief Financial Officers Team ⁷	
Leader	79,165
Advisor Member or Advisor Leader (Advisor Leader must purchase Finance Leaders Team Members)	31,496
Reference Member	13,625
Chief Financial Officers Individual Access	
Individual Access (Single User)	87,209
Individual Access (Multi User)	79,165
Finance Leaders Team ⁷	
Leader	31,496
Advisor Member	31,496
Reference Member	13,625
Finance Leaders Individual Access	
Advisor (Single User)	41,709
Advisor (Multi User)	31,496
Chief Human Resources Officers Team ⁷	
Leader	79,165
Advisor Member or Advisor Leader (Advisor Leader must purchase Human Resources Leaders Team Members)	31,496
Reference Member	16,015
Chief Human Resources Officers Individual Access	
Individual Access (Single User)	87,209
Individual Access (Multi User)	79,165
Human Resources Leaders Team ⁷	
Leader	31,496
Advisor Member	31,496
Reference Member	16,015
Human Resources Leaders Individual Access	
Advisor (Single User)	41,709
Advisor (Multi User)	31,496

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Human Resources Professionals ⁷	
Reference - Up to 20 HR Professionals	38,911
Reference - Up to 5 HR Professionals	24,188
TalentNeuron™	
Single Country	30,882
Single Country Reference	23,554
Additional 5 Users	4,450
Additional Workbench	10,469
Legal & Compliance Leaders Team ⁷	
Leader	27,031
Advisor Member	27,031
Reference Member	10,741
Legal & Compliance Leaders Individual Access	
Advisor (Single User)	35,758
Advisor (Multi User)	27,031
Marketing Leaders Team ⁷	
Leader	41,753
Advisor Member	41,753
Reference Member	16,392
Marketing Leaders Individual Access	
Advisor (Single User)	50,207
Advisor (Multi User)	41,753
OTHER SERVICES	UNIT PRICE
News and Insights	702
Strategic Advisory Services ⁴ - for clients with research services	
Internal Advisory Session	17,114
Remote Advisory Services	8,454
Conferences - North America ⁸ (price per ticket) - <i>2021 ticket pricing expires December 31, 2021</i>	
2021 IT Symposium/Xpo	5,046
2021 Summit (BI, Data Center, Security, or Apps)	3,435
2021 Summit (excludes BI, Data Center, Security, and Apps)	2,907
2021 Catalyst Conference	3,435
2022 Conferences - North America Ticket	TBD

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
RENEWAL ONLY LEGACY SERVICES	ANNUAL FEE
Executive Programs Member Basic - Renewal Only ⁶	
Member Basic (Single User)	66,997
Member Basic (Multi User)	59,939
Executive Programs Member Basic with Industry (one industry) - Renewal Only ⁶	
Member Basic (Single User)	77,629
Member Basic (Multi User)	70,516
IT Executives - Renewal Only ⁶	
CIO Signature	111,018
CIO (Single User)	100,391
CIO (Multi User)	89,043
CIO Essentials (Single User)	66,997
CIO Essentials (Multi User)	59,939
Delegate Add-on to CIO Signature - Limited Availability ³	47,586
Enterprise IT Leaders - Renewal Only ⁶	
Individual Access (Single User) – For license purchase after Feb-01-2020 with continuous renew.	80,899
Individual Access (Multi User) – For license purchase after Feb-01-2020 with continuous renew.	67,292
Individual Access (Single User) – For license purchase before Feb-01-2020 with continuous renew.	74,942
Individual Access (Multi User) – For license purchase before Feb-01-2020 with continuous renew.	62,705
Two Onsite Meetings Add-on - Limited Availability ³	17,909
Industry Add-on (one industry) ⁴	11,547
PUBLIC AND NON-PROFIT HIGHER EDUCATION IT STUDENTS INSTITUTIONS ONLY	ANNUAL FEE
Core IT Research Reference for Higher Education ⁹ (per student campus)	
Core Reference for a community college	30,722
Core Reference for a college or university with 1 to 4,999 Student FTE	30,722
Core Reference for a college or university with 5,000 to 9,999 Student FTE	61,444
Core Reference for a college or university with 10,000 to 24,999 Student FTE	92,165
Core Reference for a college or university with 25,000+ Student FTE	122,887
Technical Professionals for Higher Education ⁹ (per student campus)	
Technical Professional Advisor for IT Staff only of a college or university	64,124
Technical Professional Reference for IT Staff only of a college or university	42,578

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
IT PROFESSIONAL SERVICES	HOURLY RATES
Vice President	477
Senior Director	439
Director	408
Associate Director	343
Senior Consultant	274
Consultant	210
Associate Consultant	152

Purchasing guidelines:

“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 named client. 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 Enterprise IT Leadership Leader and per 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 per Partner license. 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 Enterprise IT Leadership Leader and per 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 per Partner license. 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.

⁶ **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 above or below and continuously purchase the service thereafter. Please check with Sales Representative for availability and eligibility before ordering.

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

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

IT Executives: purchased before September 1, 2015 *

* Industry Advisory Services Add-on IT Executives 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 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.

⁸ Ticket prices apply to orders received in the event year indicated. For example, 2021 Symposium ticket price applies to orders received on or before December 31, 2021. 2022 ticket prices have not been released; please check with account representatives for pricing.

⁹ 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.