



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
Master Agreement

Order Date: 03-29-2021

CORRECT ORDER NUMBER MUST
 APPEAR ON ALL PACKAGES, INVOICES,
 AND SHIPPING PAPERS. QUESTIONS
 CONCERNING THIS ORDER SHOULD BE
 DIRECTED TO THE DEPARTMENT
 CONTACT.

Order Number:	CMA 0212 0212 ITCONSULT20 2	Procurement Folder:	618926
Document Name:	CO1: ITCONSULT20: Information Technology & Advisory Services	Reason for Modification:	Change Order No. 01 Is issued to incorporate Amendment #8 updated pricing pages to mirror the current Kansas Cooperative Agreement. Effective Date: 08/01/2020 thru 07/31/2021. No Other Changes
Document Description:	Statewide Contract for Gartner Services		
Procurement Type:	Statewide MA (Open End)		
Buyer Name:			
Telephone:			
Email:			
Shipping Method:	Best Way	Effective Start Date:	2019-08-01
Free on Board:	FOB Dest, Freight Prepaid	Effective End Date:	2021-07-31

VENDOR				DEPARTMENT CONTACT	
Vendor Customer Code:	000000100841	Requestor Name:	Andrew C Lore		
GARTNER INC PO BOX 60179		Requestor Phone:	(304) 957-8267		
FT MYERS US	FL 33906	Requestor Email:	andrew.c.lore@wv.gov		
Vendor Contact Phone:	7175033286	Extension:			
Discount Details:					
	Discount Allowed	Discount Percentage	Discount Days		
#1	No	0.0000	0		
#2	No				
#3	No				
#4	No				

INVOICE TO	SHIP TO
VARIOUS AGENCY LOCATIONS AS INDICATED BY ORDER	STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER
No City WV 99999	No City WV 99999
US	US

AGENCY COPY

Total Order Amount: Open End

MA 03/29/2021

PURCHASING DIVISION AUTHORIZATION
 DATE: *Tara Hyle*
 ELECTRONIC SIGNATURE ON FILE

MAR 30 2021

ATTORNEY GENERAL APPROVAL AS TO FORM
 DATE: *John S. Gray*
 ELECTRONIC SIGNATURE ON FILE

4/2/2021

ENCUMBRANCE CERTIFICATION
 DATE: *Beverly Tolson*
 ELECTRONIC SIGNATURE ON FILE

APR - 6 2021

Extended Description:

Change Order #1

Change Order No. 01 is issued to incorporate Amendment #8 to the Contract for the purpose of updating the contract pricing pages to mirror the current Kansas Cooperative Agreement (Kansas Contract No. 00*35945), per the attached documents.

Effective Date: 08/01/2020 thru 07/31/2021.

No other changes.

All provisions of the Original Contract and subsequent Change Orders not modified herein shall remain in full force and effect.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	81141902			EA	0.000000
	Service From	Service To			

Commodity Line Description: Information Technology & Advisory Services

Extended Description:

Gartner Inc. Services for Information Technology & Advisory Services:

See attached Pricing Pages for Contract Pricing.

STATE OF KANSAS

Price List for Contract SW 895

Prices are effective August 1, 2020 to July 31, 2021.

The rates herein apply to service delivery start date and purchase orders received during the effective dates. Supplier may offer to a Client rates consistent with the then current Gartner Public Sector pricing for the service(s) ordered or the rates listed herein in effective at the time of purchase.

Prices do not include administrative fee(s). Purchasing client is liable for administrative fees, if any, resulting from the use of this contract.

RESEARCH AND ADVISORY SERVICES	
IT TEAM PLUS SOLUTIONS	Unit Price
Executive Programs Leadership Team Plus for Global Enterprises ¹	
Global Enterprises Team Leader	136,700
Global Enterprises IT Executive (may purchase IT Leadership Team Plus Members)	136,700
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus Members)	118,100
Advisor Leader (may purchase IT Leadership Team Plus Members)	37,100
Cross Function Member	26,700
Executive Programs Leadership Team Plus ¹	
Leader	94,700
IT Executive Member or IT Executive Leader	94,700
Partner Member or Partner Leader	86,600
Partner Member or Partner Leader - Renewing Subscriber ⁶	81,200
Delegate Member or Delegate Leader - Renewal Only ⁶	50,300
Advisor Member or Advisor Leader	37,100
Cross Function Member	26,700
Enterprise IT Leaders Initiative Team ¹	
Leader	83,600
Advisor Member	43,700
Enterprise IT Leadership Team Plus for Global Enterprise ¹	
Global Enterprises Leader	97,500
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus Members)	33,800
Advisor Member	33,800
Cross Function Member	20,500
Enterprise IT Leadership Team Plus ¹	
Leader	73,100
Leader - Renewing Subscriber ⁶	68,600
Advisor Member	33,800
Cross Function Member	20,500

IT Leadership Team Plus ¹	
Leader	33,800
Advisor Member	33,800
Cross Function Member	20,500
IT TEAM SOLUTIONS	Unit Price
Executive Programs Leadership Team ¹	
Leader	86,900
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Members)	86,900
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Members)	79,400
Partner Member or Partner Leader - Renewing Subscriber ⁶ (Partner Leader must purchase Enterprise IT Leadership Team Members)	74,400
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase IT Leadership Team Members)	46,200
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Members)	33,900
Cross Function Member	24,600
Role Member	17,400
Enterprise IT Leadership Team ¹	
Leader	67,300
Leader - Renewing Subscriber ⁶	63,100
Advisor Member	31,300
Cross Function Member	18,900
Role Member	11,600
Essentials Member	9,100
IT Leadership Team ¹	
Leader	31,300
Advisor Member	31,300
Cross Function Member	18,900
Role Member	11,600
Essentials Member	9,100
IT TEAM PLUS WITH INDUSTRY SOLUTIONS	Unit Price
Executive Programs Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Global Enterprises Team Leader	150,400
Global Enterprises IT Executive (may purchase Industry Advisory Services Leadership Team Plus Members)	150,400
Global Enterprises Partner (may purchase Enterprise IT Leadership Team Plus with Industry Members)	130,000
Advisor Leader (may purchase Industry Advisory Services Leadership Team Plus Members)	44,600
Cross Function Member	29,800

Executive Programs Leadership Team Plus with Industry ² (one industry)	
Leader	103,000
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Plus Members)	103,000
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	96,000
Partner Member or Partner Leader - Renewing Subscriber ⁶ (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	90,000
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase Industry Advisory Services Leadership Team Plus Members)	57,200
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Plus Members)	44,600
Cross Function Member	29,800
Enterprise IT Leaders Initiative Team with Industry ² (one industry)	
Leader	93,500
Advisor Member	52,100
Enterprise IT Leadership Team Plus with Industry for Global Enterprises ² (one industry)	
Global Enterprises Leader	107,300
Global Enterprises Advisor Leader (may purchase Enterprise IT Leadership Team Plus with Industry Team Members)	40,400
Advisor Member	40,400
Cross Function Member	24,700
Enterprise IT Leadership Team Plus with Industry ² (one industry)	
Leader	81,900
Leader - Renewing Subscriber ⁶	76,800
Advisor Member	40,400
Cross Function Member	24,700
Industry Advisory Services Leadership Team Plus ² (one industry)	
Leader	40,400
Advisor Member	40,400
Cross Function Member	24,700
IT TEAM WITH INDUSTRY SOLUTIONS	
	Unit Price
Executive Programs Leadership Team with Industry ² (one industry)	
Leader	94,500
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Members)	94,500
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	87,900
Partner Member or Partner Leader - Renewing Subscriber ⁶ (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	82,400
Delegate Member or Delegate Leader - Renewal Only ⁶ (Delegate Leader must purchase Industry Advisory Services Leadership Team Members)	52,500
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Members)	41,000
Cross Function Member	27,300
Role Member	19,400

Enterprise IT Leadership Team with Industry ² (one industry)	
Leader	75,000
Leader - Renewing Subscriber ⁶	70,400
Advisor Member	37,100
Cross Function Member	22,700
Role Member	13,000
Essentials Member	9,100
Industry Advisory Services Leadership Team ² (one industry)	
Leader	37,100
Advisor Member	37,100
Cross Function Member	22,700
Role Member	13,000
Essentials Member	9,100
INDIVIDUAL ACCESS SOLUTIONS	Unit Price
Executive Programs	
Member (Single User)	95,900
Member (Multi User)	85,200
Two Additional Meetings Add-on - Limited Availability ³	18,100
Executive Programs with Industry (one industry)	
Member (Single User)	103,100
Member (Multi User)	92,600
IT Leaders	
Individual Access Advisor (Single User)	42,200
Individual Access Advisor (Multi User)	31,300
Reference (Single User)	29,500
Reference (Multi User)	18,300
Industry Advisory Services (one industry)	
Individual Access Advisor (Single User)	47,900
Individual Access Advisor (Multi User)	37,100
Reference (Single User)	32,300
Reference (Multi User)	22,000
Core Connect	
Advisor (Single User)	38,100
Advisor (Multi User)	27,200
Reference (Single User)	25,400
Reference (Multi User)	14,300
IT News and Insights	660
IT MULTI-USER SOLUTIONS	Unit Price
Technical Professionals ⁴ (per agency)	
Advisor Department	120,000
Reference Department	80,700
Advisor Team	57,000

Technical Professionals Small & Midsize Business (SMB) ^{4, 5} (per agency)	
Advisor SMB	60,700
Reference SMB	40,300
IT Associates 100 Research Notes - Limited Availability ^{3, 4}	25,900
GARTNER BUSINESS SERVICES	Unit Price
Customer Service & Support Leaders Team ⁷	
Leader	31,300
Advisor Member	31,300
Reference Member	14,000
Customer Service & Support Leaders Individual Access	
Advisor (Single User)	41,900
Advisor (Multi User)	31,300
Chief Finance Officers Team ⁷	
Leader	86,100
Advisor Member or Advisor Leader (Advisor Leader must purchase Finance Leaders Team Members)	31,300
Reference Member	14,500
Chief Finance Officers Individual Access	
Individual Access (Single User)	94,900
Individual Access (Multi User)	86,100
Finance Leaders Team ⁷	
Leader	31,300
Advisor Member	31,300
Reference Member	14,500
Finance Leaders Individual Access	
Advisor (Single User)	41,900
Advisor (Multi User)	31,300
Chief Human Resources Officers Team ⁷	
Leader	86,100
Advisor Member or Advisor Leader (Advisor Leader must purchase Human Resources Leaders Team Members)	31,300
Reference Member	17,300
Chief Human Resources Officers Individual Access	
Individual Access (Single User)	94,900
Individual Access (Multi User)	86,100
Human Resources Leaders Team ⁷	
Leader	31,300
Advisor Member	31,300
Reference Member	17,300
Human Resources Leaders Individual Access	
Advisor (Single User)	41,900
Advisor (Multi User)	31,300

Human Resources Professionals ⁷	
Reference - Up to 5 HR Professionals	23,800
Reference - Up to 20 HR Professionals	38,300
TalentNeuron™	
Single Country	30,500
Single Country Reference	23,300
Additional 5 Users	4,400
Additional Workbench	10,400
Legal & Compliance Leaders Team ⁷	
Leader	27,000
Advisor Member	27,000
Reference Member	10,800
Legal & Compliance Leaders Individual Access	
Advisor (Single User)	35,800
Advisor (Multi User)	27,000
Marketing Leaders Team ⁷	
Leader	39,500
Advisor Member	39,500
Reference Member	15,500
Marketing Leaders Individual Access	
Advisor (Single User)	47,500
Advisor (Multi User)	39,500
OTHER SERVICES	Unit Price
Strategic Advisory Services ⁴ - for clients with research services	
Internal Advisory Session	16,200
Remote Advisory Services	8,000
Conferences - North America ⁸ (price per ticket) <i>2020 ticket prices valid for purchase on or before 12/31/2020.</i>	
2020 IT Symposium/Xpo	4,775
2020 Summit (BI, Data Center, Security, or Apps)	3,250
2020 Summit (excludes BI, Data Center, Security, and Apps)	2,750
2020 Catalyst Conference	3,250
PUBLIC AND NON-PROFIT HIGHER EDUCATION IT STUDENTS INSTITUTIONS ONLY	Unit Price
Core IT Research Reference for Higher Education ⁹ (per student campus)	
Core Reference for a community college	27,600
Core Reference for a college or university with 1 to 4,999 Student FTE	27,600
Core Reference for a college or university with 5,000 to 9,999 Student FTE	55,200
Core Reference for a college or university with 10,000 to 24,999 Student FTE	82,800
Core Reference for a college or university with 25,000+ Student FTE	110,400
Technical Professionals for Higher Education ⁹ (per student campus)	
Technical Professional Advisor for IT Staff only of a college or university	60,700
Technical Professional Reference for IT Staff only of a college or university	40,300

RENEWAL ONLY LEGACY SERVICES	Unit Price
Executive Programs Member Basic - Renewal Only ⁶	
Member Basic (Single User)	65,700
Member Basic (Multi User)	58,800
Executive Programs Member Basic with Industry (one industry) - Renewal Only ⁶	
Member Basic (Single User)	73,100
Member Basic (Multi User)	66,400
Enterprise IT Leaders - Renewal Only ⁶	
Individual Access (Single User)	80,200
Individual Access (Multi User)	67,300
Individual Access (Single User) – For renewing subscribers who purchased the services before March 1, 2020.	75,200
Individual Access (Multi User) – For renewing subscribers who purchased the services before March 1, 2020.	63,100
Industry Add-on (one industry) ⁴	10,900
Two Onsite Meetings Add-on - Limited Availability ³	18,100
IT Executives - Renewal Only ⁶	
CIO Signature	107,200
CONSULTING SERVICES	
Gartner Consulting helps our clients deliver high business-impact IT projects. Our experienced practitioners tailor our proven solutions to our clients' specific issues to help them achieve their top priorities and drive business value. General rates for Consulting Services range from \$160.00/hour to \$590.00/hour. Actual rates assess will be dependent upon Scope of Work and resources deemed necessary for completion. Projects are deliverables-based and tied to a fixed price agreed upon in advance.	

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.

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 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 March 1, 2020

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

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

Enterprise IT Leaders Individual Access licenses: purchased on or before March 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

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, 2020 Symposium ticket price applies to orders received on or before December 31, 2020. 2021 ticket prices have not been released; please check with account representatives for pricing at the time of purchase for 2020 ticket 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.

Gartner reserves the right to refresh its pricing and product offerings on a quarterly 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 upon the Agreement's annual renewal date.