

## STATE OF FLORIDA

ACS# 81141902-18-ACS

### EXHIBIT C - SCHEDULE OF PRICES

Rates are effective February 1, 2021 and apply to purchase orders received on or before January 31, 2022 with a service delivery start date no later than February 1, 2022.

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
<b>SECTION 1: PRIMARY RESEARCH SERVICES</b>	
<b>Table 1. Global CIO Team Plus <sup>1</sup> - Invitation Only</b>	
Global CIO	182,024
Divisional CIO	136,007
Global IT Leader	136,007
<b>Table 2. Global IT Leadership Team Plus <sup>1</sup> - Invitation Only</b>	
Global Team Leader	124,349
Global Partner Member	113,390
Advisor Member	43,154
<b>Table 3. Executive Programs Leadership Team Plus <sup>1</sup></b>	
Leader	93,739
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Plus Members)	93,739
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	79,936
Partner Member or Partner Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team Plus Members)	76,303
Delegate Member or Delegate Leader - <b>Renewal Only <sup>6</sup></b> (Delegate Leader must purchase IT Leadership Team Plus Members)	50,186
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Plus Members)	36,507
Cross Function Member	25,481
<b>Table 4. Executive Programs Leadership Team Plus for Global Enterprises <sup>1</sup></b>	
Leader	135,086
IT Executive (may purchase IT Leadership Team Plus Members)	135,086
Global Partner (may purchase Enterprise IT Leadership Team Plus Members)	116,710
Delegate Leader - <b>Renewal Only <sup>6</sup></b> (may purchase IT Leadership Team Plus Members)	50,186
Advisor Leader (may purchase IT Leadership Team Plus Members)	36,507
Cross Function Member	25,481

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
<b>Table 5. Executive Programs Leadership Team <sup>1</sup></b>	
Leader	86,142
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase IT Leadership Team Members)	86,142
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Members)	73,328
Partner Member or Partner Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team Members)	69,994
Delegate Member or Delegate Leader - <b>Renewal Only <sup>6</sup></b> (Delegate Leader must purchase IT Leadership Team Members)	46,154
Advisor Member or Advisor Leader (Advisor Leader must purchase IT Leadership Team Members)	33,494
Cross Function Member	23,353
Role Member	16,271
<b>Table 5. Executive Programs Leadership Team Essentials <sup>1</sup> - Limited Availability <sup>3</sup></b>	
Leader	86,142
Essentials Member - <b>Limited Availability <sup>3</sup></b>	9,093
<b>Table 6. Executive Programs Individual Solution</b>	
Member (Single User)	95,119
Member (Multi User)	84,402
Member Basic (Single User) - <b>Renewal Only <sup>6</sup></b>	65,446
Member Basic (Multi User) - <b>Renewal Only <sup>6</sup></b>	58,550
<b>Table 7. IT Executives: CIO Signature - Renewal Only <sup>6</sup></b>	
CIO Signature	108,447
<b>Table 8. IT Executives: CIO - Renewal Only <sup>6</sup></b>	
CIO (Single User)	98,066
CIO (Multi User)	86,980
<b>Table 9. IT Executives: CIO Essentials - Renewal Only <sup>6</sup></b>	
CIO Essentials (Single User)	65,446
CIO Essentials (Multi User)	58,550
<b>Table 10. Gartner Add-ons</b>	
Delegate Add-on to CIO Signature - <b>Limited Availability <sup>3</sup></b>	46,484
Two Additional Meetings Add-on - <b>Limited Availability <sup>3</sup></b>	17,494

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
<b>Table 11: Enterprise IT Leadership Team Plus for Global Enterprise <sup>1</sup></b>	
Global Team Leader	96,377
Global Advisor Team Leader (may purchase Enterprise IT Leadership Team Plus Members)	33,116
Advisor Member	33,116
Cross Function Member	19,562
<b>Table 12. Enterprise IT Leadership Team Plus <sup>1</sup></b>	
Leader	73,842
Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>Feb-01-2020 to Jan-01-2021</b> with continuous renewal.	71,404
Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal.	66,731
Advisor Member	33,116
Cross Function Member	19,562
<b>Table 13. Enterprise IT Leadership Team <sup>1</sup></b>	
Leader	67,978
Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>Feb-01-2020 to Jan-01-2021</b> with continuous renewal.	65,734
Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal.	61,312
Advisor Member	30,536
Cross Function Member	17,960
Role Member	11,296
Essentials Member	9,093
<b>Table 14. Enterprise IT Leaders Initiative Team <sup>1</sup></b>	
Leader	82,599
Advisor Member	43,177
<b>Table 15. Enterprise IT Leaders - <b>Renewal Only <sup>6</sup></b></b>	
Individual Access (Single User) – For license purchase <b>after Feb-01-2020</b> with continuous renew.	79,026
Individual Access (Multi User) – For license purchase <b>after Feb-01-2020</b> with continuous renew.	65,734
Individual Access (Single User) – For license purchase <b>before Feb-01-2020</b> with continuous renew.	73,206
Individual Access (Multi User) – For license purchase <b>before Feb-01-2020</b> with continuous renew.	61,252

RESEARCH AND ADVISORY SERVICES		Feb-01-2021 to Jan-31-2022
<b>Table 16. IT Leadership Team Plus <sup>1</sup></b>		
Leader		33,116
Advisor Member		33,116
Cross Function Member		19,562
<b>Table 17. IT Leadership Team <sup>1</sup></b>		
Leader		30,536
Advisor Member		30,536
Cross Function Member		17,960
Role Member		11,296
Essentials Member		9,093
<b>Table 18. IT Leaders</b>		
Individual Access Advisor (Single User)		40,426
Individual Access Advisor (Multi User)		30,536
Reference (Single User)		27,155
Reference (Multi User)		17,237
<b>Table 19. Technical Professionals <sup>4</sup> (per agency)</b>		
Advisor Department		118,170
Reference Department		79,607
Advisor Team		56,346
<b>Table 20. &lt;omitted, not applicable&gt;</b>		
<b>Table 21. Core Connect Research</b>		
Advisor (Single User)		33,354
Advisor (Multi User)		24,338
Reference (Single User)		21,412
Reference (Multi User)		12,334
<b>Table 22. and Table 23. &lt;omitted, not applicable&gt;</b>		
<b>Table 24. Gartner for Customer Service &amp; Support Leaders</b>		
<b>Customer Service &amp; Support Leaders Team <sup>7</sup></b>		
Leader		30,767
Advisor Member		30,767
Reference Member		12,844
<b>Customer Service &amp; Support Leaders Individual Access</b>		
Advisor (Single User)		40,743
Advisor (Multi User)		30,767

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
<b>Table TBD. Gartner for Chief Finance Officers</b>	
<b>Chief Financial Officers Team <sup>7</sup></b>	
Leader	77,332
Advisor Member or Advisor Leader (Advisor Leader must purchase Finance Leaders Team Members)	30,767
Reference Member	13,310
<b>Chief Financial Officers Individual Access</b>	
Individual Access (Single User)	85,189
Individual Access (Multi User)	77,332
<b>Table 25. Gartner for Finance Leaders</b>	
<b>Finance Leaders Team <sup>7</sup></b>	
Leader	30,767
Advisor Member	30,767
Reference Member	13,310
<b>Finance Leaders Individual Access</b>	
Advisor (Single User)	40,743
Advisor (Multi User)	30,767
<b>Table 26. Gartner for Chief Human Resources Officers</b>	
<b>Chief Human Resources Officers Team <sup>7</sup></b>	
Leader	77,332
Advisor Member or Advisor Leader (Advisor Leader must purchase Human Resources Leaders Team Members)	30,767
Reference Member	15,644
<b>Chief Human Resources Officers Individual Access</b>	
Individual Access (Single User)	85,189
Individual Access (Multi User)	77,332
<b>Table 27. Gartner for Human Resources Leaders</b>	
<b>Human Resources Leaders Team <sup>7</sup></b>	
Leader	30,767
Advisor Member	30,767
Reference Member	15,644
<b>Human Resources Leaders Individual Access</b>	
Advisor (Single User)	40,743
Advisor (Multi User)	30,767

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
<b>Table 28. Gartner for Human Resources Professionals <sup>7</sup></b>	
Reference - Up to 20 HR Professionals	38,010
Reference - Up to 5 HR Professionals	23,628
<b>Table 29. TalentNeuron™</b>	
Single Country	30,167
Single Country Reference	23,009
Additional 5 Users	4,350
Additional Workbench	10,226
<b>Table 30. Gartner for Legal and Compliance Leaders</b>	
<b>Legal &amp; Compliance Leaders Team <sup>7</sup></b>	
Leader	26,405
Advisor Member	26,405
Reference Member	10,492
<b>Legal &amp; Compliance Leaders Individual Access</b>	
Advisor (Single User)	34,930
Advisor (Multi User)	26,405
<b>Table 31 and 32. &lt;omitted, not applicable&gt;</b>	
<b>SECTION 2: OTHER RESEARCH SERVICES</b>	
<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	198,188
Divisional CIO	155,187
Global IT Leader	155,187
<b>Global IT Leadership Team Plus with Industry <sup>2</sup> (one industry) - Invitation Only</b>	
Global Team Leader	143,002
Global Partner Member	130,313
Global Advisor Member	49,648
<b>Executive Programs Leadership Team Plus with Industry for Global Enterprises <sup>2</sup> (one industry)</b>	
Leader	155,288
IT Executive (may purchase Industry Advisory Services Leadership Team Plus Members)	155,288
Global Partner (may purchase Enterprise IT Leadership Team Plus with Industry Members)	134,240
Delegate Leader - <b>Renewal Only <sup>6</sup></b> (may purchase Industry Advisory Services Leadership Team Plus Members)	59,316

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Advisor Leader (may purchase Industry Advisory Services Leadership Team Plus Members)	46,023
Cross Function Member	30,716
<b>Executive Programs Leadership Team Plus with Industry <sup>2</sup> (one industry)</b>	
Leader	106,345
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Plus Members)	106,345
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	99,094
Partner Member or Partner Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team Plus with Industry Members)	92,951
Delegate Member or Delegate Leader - <b>Renewal Only <sup>6</sup></b> (Delegate Leader must purchase Industry Advisory Services Leadership Team Plus Members)	59,316
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Plus Members)	46,023
Cross Function Member	30,716
<b>Enterprise IT Leaders Initiative Team with Industry <sup>2</sup> (one industry)</b>	
Leader	96,476
Advisor Member	53,777
<b>Enterprise IT Leadership Team Plus with Industry for Global Enterprises <sup>2</sup> (one industry)</b>	
Global Team Leader	121,048
Global Team Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal.	110,776
Global Advisor Team Leader (may purchase Enterprise IT Leadership Team Plus with Industry Team Members)	41,692
Advisor Member	41,692
Cross Function Member	25,479
<b>Enterprise IT Leadership Team Plus with Industry <sup>2</sup> (one industry)</b>	
Leader	92,347
Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal.	79,255
Advisor Member	41,692
Cross Function Member	25,479
<b>Industry Advisory Services Leadership Team Plus <sup>2</sup> (one industry)</b>	
Leader	41,692
Advisor Member	41,692
Cross Function Member	25,479

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
<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	97,584
IT Executive Member or IT Executive Leader (IT Executive Leader must purchase Industry Advisory Services Leadership Team Members)	97,584
Partner Member or Partner Leader (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	90,736
Partner Member or Partner Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal. (Partner Leader must purchase Enterprise IT Leadership Team with Industry Members)	85,096
Delegate Member or Delegate Leader - <b>Renewal Only <sup>6</sup></b> (Delegate Leader must purchase Industry Advisory Services Leadership Team Members)	54,482
Advisor Member or Advisor Leader (Advisor Leader must purchase Industry Advisory Services Leadership Team Members)	42,297
Cross Function Member	28,198
Role Member	20,041
<b>Enterprise IT Leadership Team with Industry <sup>2</sup> (one industry)</b>	
Leader	84,593
Leader - <b>Renewing Subscriber <sup>6</sup></b> – For license purchase <b>before Feb-01-2020</b> with continuous renewal.	72,709
Advisor Member	38,268
Cross Function Member	23,465
Role Member	13,394
Essentials Member	9,366
<b>Industry Advisory Services Leadership Team <sup>2</sup> (one industry)</b>	
Leader	38,268
Advisor Member	38,268
Cross Function Member	23,465
Role Member	13,394
Essentials Member	9,366
<b>IT INDIVIDUAL ACCESS</b>	<b>ANNUAL FEE</b>
<b>Research Board for Global Executives - <a href="#">Invitation Only</a></b>	
Global CIO	190,131
<b>IT INDIVIDUAL ACCESS WITH INDUSTRY SOLUTIONS</b>	<b>ANNUAL FEE</b>
<b>Executive Programs with Industry (one industry)</b>	
Member (Single User)	106,446
Member (Multi User)	95,569

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
Two Additional Meetings Add-on - <b>Limited Availability</b> <sup>3</sup>	17,494
<b>Industry Advisory Services (one industry)</b>	
Individual Access Advisor (Single User)	49,447
Individual Access Advisor (Multi User)	38,268
Reference (Single User)	33,334
Reference (Multi User)	22,760
<b>IT MULTI-USER SOLUTIONS</b>	<b>ANNUAL FEE</b>
<b>Technical Professionals Small &amp; Midsize Business (SMB)</b> <sup>4, 5</sup> (per agency)	
Advisor SMB	62,639
Reference SMB	41,592
<b>IT Associates 100 Research Notes</b> - <b>Limited Availability</b> <sup>3, 4</sup>	27,392
<b>GARTNER BUSINESS SERVICES</b>	<b>ANNUAL FEE</b>
<b>Marketing Leaders Team</b> <sup>7</sup>	
Leader	40,786
Advisor Member	40,786
Reference Member	16,013
<b>Marketing Leaders Individual Access</b>	
Advisor (Single User)	49,044
Advisor (Multi User)	40,786
<b>OTHER SERVICES</b>	<b>UNIT PRICE</b>
<b>News and Insights</b>	685
<b>Strategic Advisory Services</b> <sup>4</sup> - for clients with research services	
Internal Advisory Session	16,718
Remote Advisory Services	8,258
<b>Conferences - North America</b> <sup>8</sup> (price per ticket) - <i>2021 ticket pricing expires 12/31/2021</i>	
2021 IT Symposium/Xpo	4,929
2021 Summit (BI, Data Center, Security, or Apps)	3,355
2021 Summit (excludes BI, Data Center, Security, and Apps)	2,839
2021 Catalyst Conference	3,355
2022 Conferences - North America Ticket	TBD

RESEARCH AND ADVISORY SERVICES	Feb-01-2021 to Jan-31-2022
RENEWAL ONLY LEGACY SERVICES	ANNUAL FEE
<b>Executive Programs Member Basic with Industry (one industry) - Renewal Only <sup>6</sup></b>	
Member Basic (Single User)	75,831
Member Basic (Multi User)	68,883
<b>Enterprise IT Leaders - Renewal Only <sup>6</sup></b>	
Two Onsite Meetings Add-on - Limited Availability <sup>3</sup>	17,494
Industry Add-on (one industry) <sup>4</sup>	11,279
PUBLIC AND NON-PROFIT HIGHER EDUCATION IT STUDENTS INSTITUTIONS ONLY	ANNUAL FEE
<b>Core IT Research Reference for Higher Education <sup>9</sup> (per student campus)</b>	
Core Reference for a community college	30,011
Core Reference for a college or university with 1 to 4,999 Student FTE	30,011
Core Reference for a college or university with 5,000 to 9,999 Student FTE	60,021
Core Reference for a college or university with 10,000 to 24,999 Student FTE	90,031
Core Reference for a college or university with 25,000+ Student FTE	120,041
<b>Technical Professionals for Higher Education <sup>9</sup> (per student campus)</b>	
Technical Professional Advisor for IT Staff only of a college or university	62,639
Technical Professional Reference for IT Staff only of a college or university	41,592

### 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.

<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 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.

<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 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.

<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.

<sup>6</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 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).

<sup>7</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>8</sup> 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.

<sup>9</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.