



## Exhibit B Enrollment Form

<p><b>Complete this form and send it with your purchase order to:</b>                  Attention: Sandra Nnalis (County of Ventura)                  Fax: (805) 654-3394, E-mail: <a href="mailto:Sandra.Nnalis@ventura.org">Sandra.Nnalis@ventura.org</a>  <i>And</i>                  Attention: David Kennison (Gartner – So. California)                  Fax (866) 519-4740, E-mail: <a href="mailto:david.kennison@gartner.com">david.kennison@gartner.com</a>                  Attention: Winston Blackwell (Gartner – No. California)                  E-mail: <a href="mailto:winston.blackwell@gartner.com">winston.blackwell@gartner.com</a></p>	<p><b>Payment should be made to:</b>                  County of Ventura                  Information Technology Services Department                  800 South Victoria Ave. L#1100                  Ventura, CA 93009                  County of Ventura TIN #: 95-6000944</p>
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Name: Michael Gross Title: IT Manager  
 Organization: Monterey County Information Technology  
 Address: 1590 Moffett St  
 City: Salinas Zip Code: 93905  
 Fax#: (831) 759-6910 Email: Grossm1@co.monterey.ca.us Telephone #: (831) 759-6941

The County of Ventura is the contract host, but the service is provided by Gartner, therefore, all questions regarding the service should be directed to Gartner.

Service usage entitlements are governed by Gartner’s usage guidelines which can be found at the following URL:  
[Gartner Policies: Usage Guidelines](#) .

By signing below, I am agreeing to procure the above-referenced services from Gartner, Inc., via the County of Ventura Research & Advisory Services contract 4667, and agree to the terms and conditions of that agreement.

By signing below, I also agree that services to be provided by Gartner to my agency shall be delivered only after the County of Ventura has confirmed receipt of payment or purchase order from my agency.

**This form should be used as your authorization for payment to County of Ventura. Payment and PO should be made out to “County of Ventura Information Technology Services Department” and sent to the address shown above. If your organization requires a separate invoice from County of Ventura, please check here:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

2013 GARTNER SERVICES ORDER SCHEDULE

Gartner Service	Service Level	Qty	Annual Fee	Total	
<b>RENEWAL SERVICES</b>					
Gartner Core Research	Advisor	1	\$7,560	\$7,560	
	Reference		\$3,900		
Core Connect Upgrade <sup>1</sup> for Core Research	Advisor		\$3,610		
	Reference		\$2,580		
Gartner for IT Leaders	Advisor	1	\$32,020 (S), \$24,060 (M)	\$24,060	
	Reference		\$22,480 (S), \$13,850 (M)		
Gartner for IT Executives	Signature		\$84,620		
	Essentials		\$51,180 (S), \$45,780 (M)		
<b>NEW SERVICES</b>					
Gartner Core Connect	Advisor		\$30,400 (S), \$21,700 (M)		
	Reference		\$20,300 (S), \$11,500 (M)		
Gartner for IT Leaders <sup>2</sup>	Advisor		\$33,800 (S), \$24,900 (M)		
	Reference		\$23,600 (S), \$14,600 (M)		
	Workgroup Cross Function		\$70,200		
	Cross Function Member Add-on		\$15,100		
	Workgroup Role		\$52,500		
	Role Member Add-on		\$9,200		
	Workgroup Essentials		\$46,500		
Enterprise IT Leaders <sup>2</sup>	Essentials Member Add-on		\$7,200		
	Advisor		\$57,300 (S), \$48,000 (M)		
	Workgroup Cross Function		\$93,300		
	Cross Function Member Add-on		\$15,100		
	Workgroup Role		\$75,600		
	Role Member Add-on		\$9,200		
	Workgroup Essentials		\$69,600		
Gartner for IT Executives	Essentials Member Add-on		\$7,200		
	CIO Signature		\$85,200		
	CIO		\$78,200 (S), \$69,500 (M)		
	CIO Essentials		\$52,300 (S), \$46,800 (M)		
	CFO <sup>4</sup>		\$21,200		
	Delegate add-on <sup>4</sup>		\$36,400		
Industry Advisory Services <sup>2</sup> (One Industry)	Leadership in Development		\$19,800		
	Advisor		\$42,100 (S), \$33,700 (M)		
	Reference		\$28,400 (S), \$20,000 (M)		
	Workgroup Cross Function		\$90,400		
	Cross Function Member Add-on		\$18,900		
	Workgroup Role		\$68,200		
	Role Member Add-on		\$11,500		
Gartner for Technical Professionals <sup>3</sup> (Per Agency)	Workgroup Essentials		\$54,700		
	Essentials Member Add-on		\$7,000		
	IAS Advisor for IT Executives		\$9,900		
	< 4,000 Employees (SMB)	Advisor		\$48,400	
		Reference		\$32,200	
	Up to 12,000 Employees	Advisor		\$95,700	
		Reference		\$64,500	
>12,000 Employees Dept.	Advisor		\$95,700		
	Reference		\$64,500		
Events	Symposium		\$2,995		
	Theme (Summit)		\$1,975		
	CIO Forum		\$2,275		
	Catalyst		\$1,975		
Strategic Advisory Services	Internal		\$12,900		
	Remote		\$6,500		
<b>Contract Dates</b>			Subtotal:	\$31,620	
(please fill in the box starting with month):			Ventura Fee (2.5% of subtotal)	\$791	
05/01/2013 – 4/30/2014			TOTAL:	\$32,411	

**CONDITIONS:**

1. The determination of "current users" for the purpose of the receipt of "Renewal Only" pricing shall be those actual users of the applicable service as of February 29, 2012.
2. This is the upgrade to Garner Core Research (renewal only) to get the features of Gartner Core Connect. The upgrade fee for Core Reference to Core Connect Reference is \$2,580 and \$3,610 for Core Advisor to Core Connect Advisor. For example, a renewal only Core Advisor upgraded to Core Connect would be  $\$7,560 + \$3,610 = \$11,170$ . The upgrade fee cannot be pro-rated.
3. Workgroup is a Gartner for IT leaders Advisor, Enterprise for IT Leaders, or Industry Advisor Service with anywhere from 3 to 10 workgroup members. For example the minimum workgroup configuration would have 4 users, the advisor level user and 3 workgroup members. Price shown is for the minimum Workgroup and the price to add each additional member up to a total of 10 members per workgroup. All Workgroup members must be of the same type.
4. Core Research to Gartner for IT Leader or Industry Advisory Services promotional migration options may be available. Please check with your Gartner Account Executive for details.
5. Gartner for Technical Professionals services require a minimum spend on Gartner licenses. For agencies of 4,000 employees or less the minimum spend in Gartner licenses is \$30,400, for agencies over 4,000 employees it is \$60,800.
6. These products have limited availability. Please check with your Gartner Account Executive before ordering.