

City of Aurora

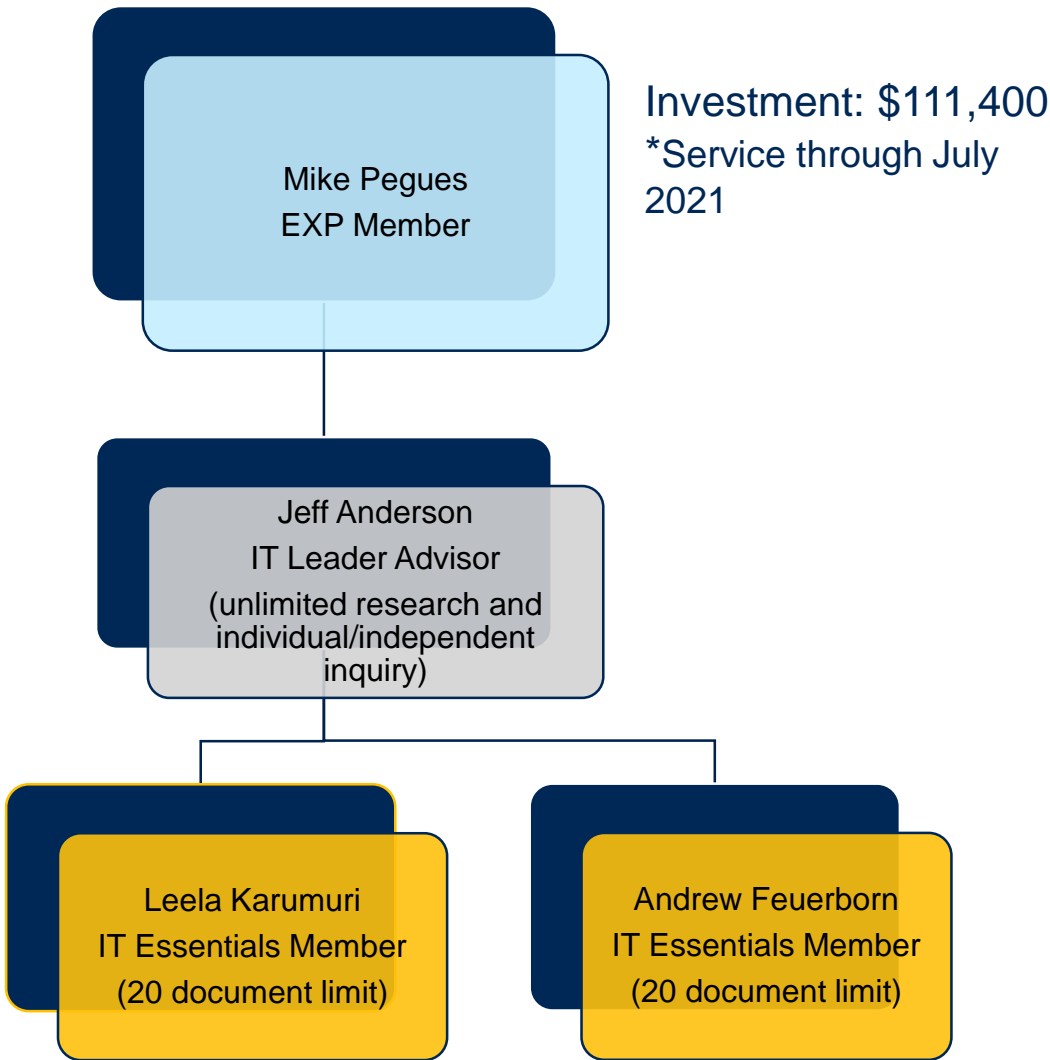
Mike Pegues, CIO

Oct 7th, 2021



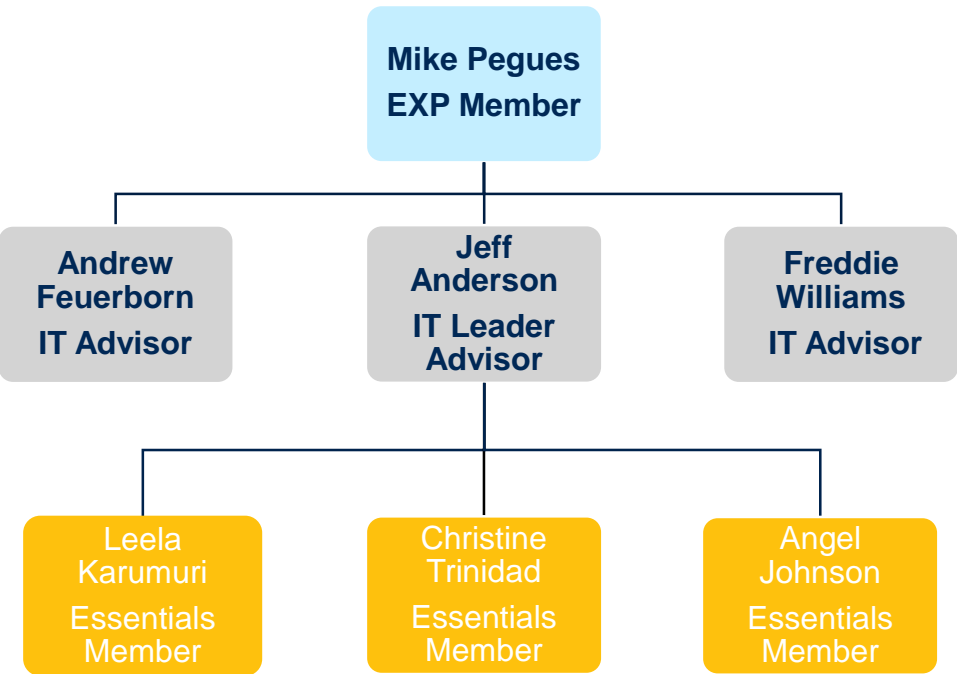
Proposed Solution for the City of Aurora

Previous Gartner Support Model



Team Member	Gartner Deliverables
EXP Member Basic	<ul style="list-style-type: none">• Dedicated Service Delivery Team – Client Manager and Executive Partner• Gartner for CIO & IT Leaders Research• Gartner Symposium ticket
IT Leader Advisor Unmetered Research and Individual Analyst Inquiries	<ul style="list-style-type: none">• Gartner for IT Leaders Research (includes Core IT Research and Role-Specific IT Research)• Webinars• Peer Networking• IT Key Metrics Data• Talking Technology Series• Diagnostic Tools, Templates, and Case Studies• Individual Inquiry and Team Inquiry• Selected Vendor Reports• Weekly Picks and News Analysis• Summit Event Ticket• Key Insights Document Share• Event Highlights
Essentials Member Metered Research and Team Inquiry	<ul style="list-style-type: none">• Limited Core IT Research and Role-Specific IT Research• Webinars• Peer Networking• IT Key Metrics Data• Talking Technology Series• Diagnostic Tools, Templates, and Case Studies• Team Inquiry• Selected Vendor Reports• Weekly Picks and News Analysis• Key Insights Document Share

Gartner Support Going Forward



Investment: \$184,848**
*3 Year Deal (Multi-year commitment, locks in minimal annual uplift from up to 6% to ~2% YOY)
**Net increased investment of \$73.5K from current renewal of services, by adding three additional licensed seat holders

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EXP Member Basic	<ul style="list-style-type: none">Dedicated Service Delivery Team – Client Manager and Executive PartnerGartner for CIO & IT Leaders ResearchGartner Symposium ticket
IT Leader / Advisor Member Unmetered Research and Individual Analyst Inquiries	<ul style="list-style-type: none">Gartner for IT Leaders Research (includes Core IT Research and Role-Specific IT Research)WebinarsPeer NetworkingIT Key Metrics DataTalking Technology SeriesDiagnostic Tools, Templates, and Case StudiesIndividual Inquiry and Team InquirySelected Vendor Reports
Essentials Member Metered Research and Team Inquiry	<ul style="list-style-type: none">Limited Core IT Research and Role-Specific IT ResearchWebinarsPeer NetworkingIT Key Metrics DataTalking Technology SeriesDiagnostic Tools, Templates, and Case StudiesTeam InquirySelected Vendor ReportsWeekly Picks and News AnalysisKey Insights Document Share

Gartner BuySmart™ Helps You Craft a Fair Deal

Reduce costs and avoid common pitfalls using the most recent insights on technology spend management, contracting practices, and long-term risk mitigation



Determine What You Really Need To Meet Business Outcomes:

Assess your strategic, financial and technical requirements



Pick the Right Provider:

Understand the market; evaluate and select the right partners



Align Deal Structures With Business Needs:

Pick the optimal delivery model, contracting vehicles and pricing models



Optimize Spend:

Avoid unnecessary charges, rightsize support & service levels, benchmark pricing (where available)



Reduce Complexity & Risks:

Review T&C's to protect against future cost increases, unanticipated costs and provide risk mitigation

16,000+

Clients rely on us
for Investments in
Technology

11,000+

proposals reviewed
by our experts
annually

96%

would use the
service again

Gartner's IT Cost Optimization Framework

Four paths that can be taken individually or together for compounding effect

