
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, DC 20549

FORM 8-K/A

**CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported)

February 12, 2015

GARTNER, INC.

(Exact name of registrant as specified in its charter)

DELAWARE

(State or Other Jurisdiction of Incorporation)

1-14443

(Commission File Number)

04-3099750

(IRS Employer
Identification No.)

**P.O. Box 10212
56 Top Gallant Road
Stamford, CT 06902-7747**

(Address of Principal Executive Offices, including Zip Code)

(203) 316-1111

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
-
-

ITEM 7.01. REGULATION FD DISCLOSURE.

On February 12, 2015, Gartner, Inc. (the “Company”) made investor presentations that included the slides furnished as Exhibit 99.1 to a Current Report on Form 8-K dated and filed on February 12, 2015. On February 13, 2015, we are filing on Form 8-K/A revised slides (the “Revised Slides”) that correct two numerical errors in the slides furnished on February 12, 2015. The Revised Slides are contained in Exhibit 99.1 to this Form 8-K/A and are also posted on the Company’s website at www.gartner.com.

In accordance with General Instruction B.2 of Form 8-K, the information in this Item 7.01 and in Exhibit 99.1 of this Current Report on Form 8-K/A shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.**(d) Exhibits**

<u>EXHIBIT NO.</u>	<u>DESCRIPTION</u>
99.1	Gartner, Inc. Investor Presentation dated February 12, 2015

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Gartner, Inc.

Date: February 13, 2015

By: /s/ Craig W. Safian
Craig W. Safian
Senior Vice President,
Chief Financial Officer

EXHIBIT INDEX

EXHIBIT NO.

DESCRIPTION

99.1 Gartner, Inc. Investor Presentation dated February 12, 2015.

Gartner

Brian Shipman

Group Vice President, Investor Relations

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Gartner

Forward Looking Statements

Statements contained in this presentation regarding the growth and prospects of the business, the Company's projected 2015 financial results, long-term objectives and all other statements in this presentation other than recitation of historical facts are forward looking statements (as defined in the Private Securities Litigation Reform Act of 1995). Such forward looking statements involve known and unknown risks, uncertainties and other factors; consequently, actual results may differ materially from those expressed or implied thereby.

Factors that could cause actual results to differ materially include, but are not limited to, the ability to maintain and expand Gartner's products and services; the ability to expand or retain Gartner's customer base; the ability to grow or sustain revenue from individual customers; the ability to attract and retain a professional staff of research analysts and consultants upon whom Gartner is dependent; the ability to achieve and effectively manage growth, including the ability to integrate acquisitions and consummate acquisitions in the future; the ability to pay Gartner's debt obligations; the ability to achieve continued customer renewals and achieve new contract value, backlog and deferred revenue growth in light of competitive pressures; the ability to carry out Gartner's strategic initiatives and manage associated costs; the ability to successfully compete with existing competitors and potential new competitors; the ability to enforce our intellectual property rights; additional risks associated with international operations including foreign currency fluctuations; the impact of restructuring and other charges on Gartner's businesses and operations; general economic conditions; risks associated with the credit worthiness and budget cuts of governments and agencies; and other risks listed from time to time in Gartner's reports filed with the Securities and Exchange Commission, including Gartner's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

The Company's SEC filings can be found on Gartner's website at investor.gartner.com and on the SEC's website at www.sec.gov. Forward looking statements included herein speak only as of February 12, 2015 and the Company disclaims any obligation to revise or update such statements to reflect events or circumstances after this date or to reflect the occurrence of unanticipated events or circumstances.

Gartner

Agenda

Introduction

Business Overview

Research

Events

Consulting

Break

Sales

Financial Overview

Summary/Q&A

Brian Shipman

Gene Hall

Peter Sondergaard

Alwyn Dawkins

Per Anders Waern

David Godfrey

Craig Safian

Gene Hall and Craig Safian

Gartner

Gene Hall

CEO

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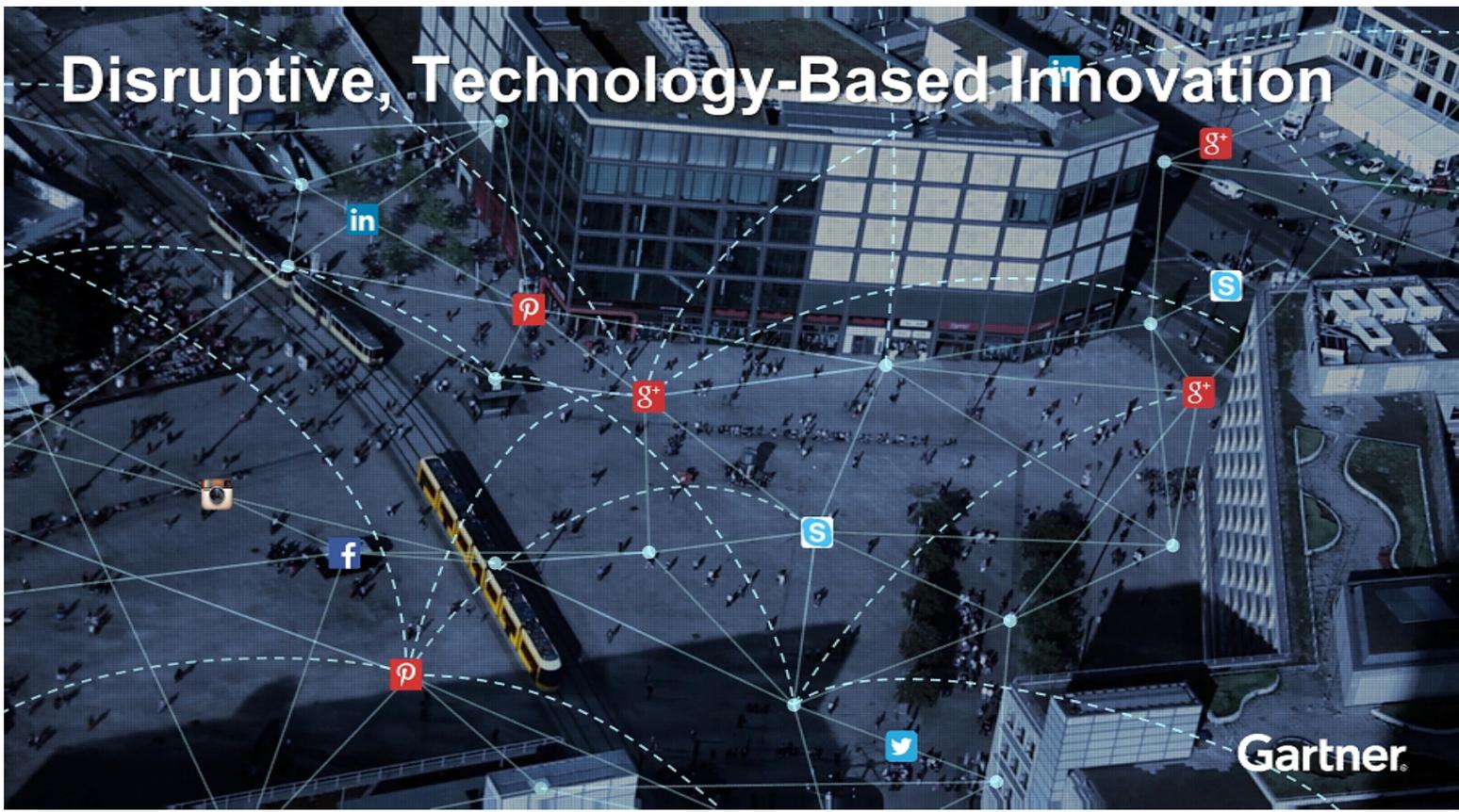
Gartner[®]

Ongoing Performance Improvement



Gartner

Disruptive, Technology-Based Innovation



Gartner®

Security Threats

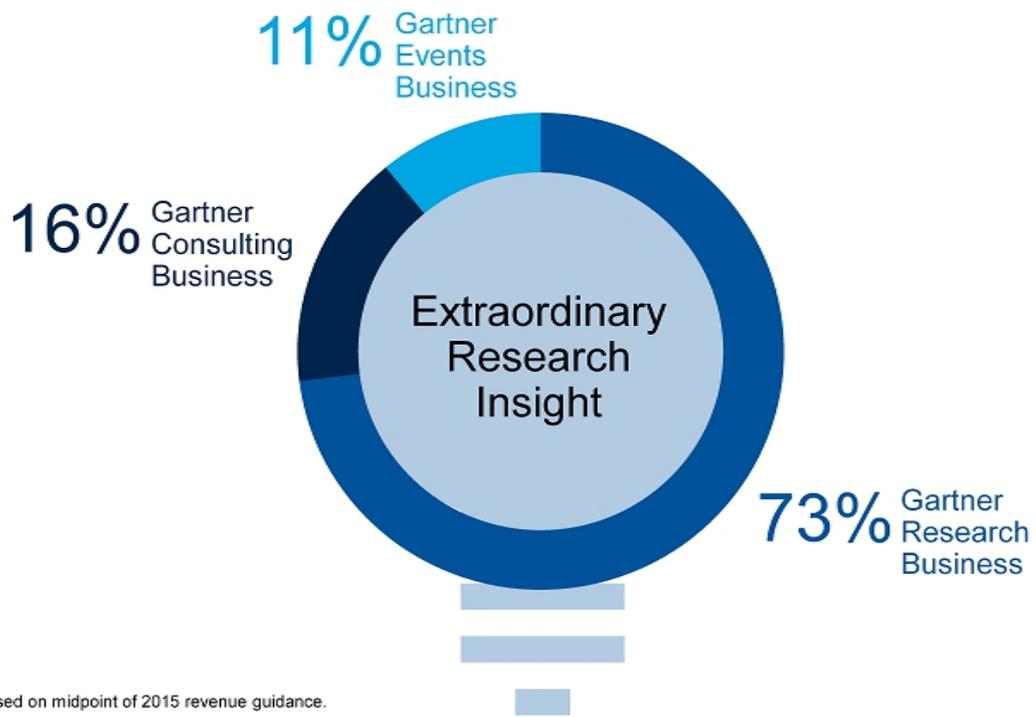


Gartner

Gartner

Why Gartner





Note: Percentages based on midpoint of 2015 revenue guidance.

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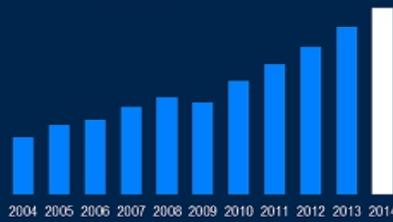
Gartner

Impressive Sustained Track Record of Performance

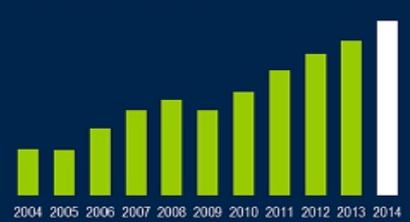
Consistent, Double-Digit Growth:

Contract Value
EBITDA
EPS
Cash Flow

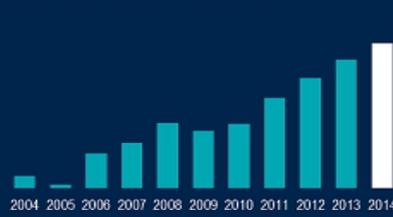
Contract Value



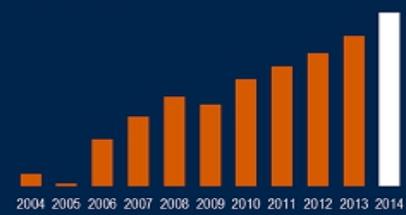
Normalized EBITDA



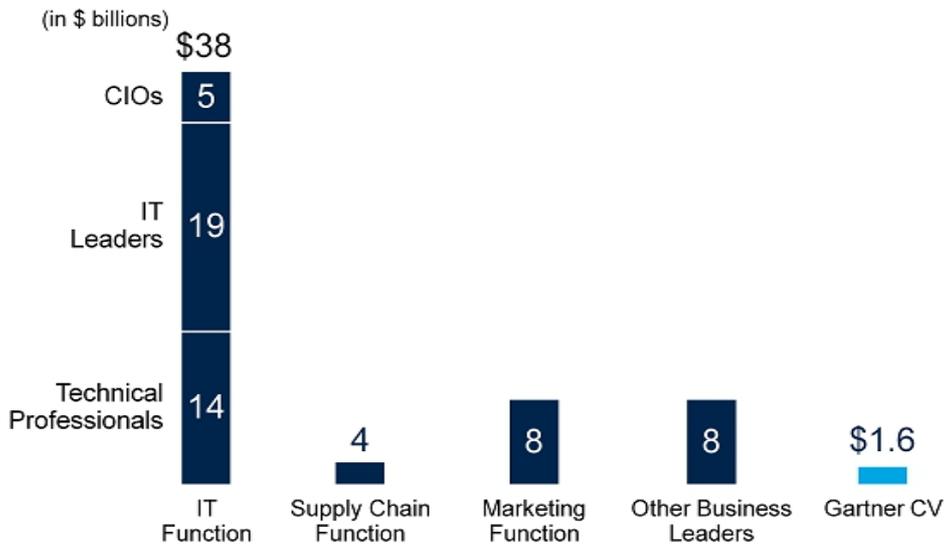
EPS from Continuing Operations



Free Cash Flow



A Vast, Untapped Market Opportunity



Gartner Estimated
Current Market
\$58B

Winning Growth Strategy



**Extraordinary
Research Insight**



**Strong Sales
Capability**



**High-Value
Differentiated
Offerings**



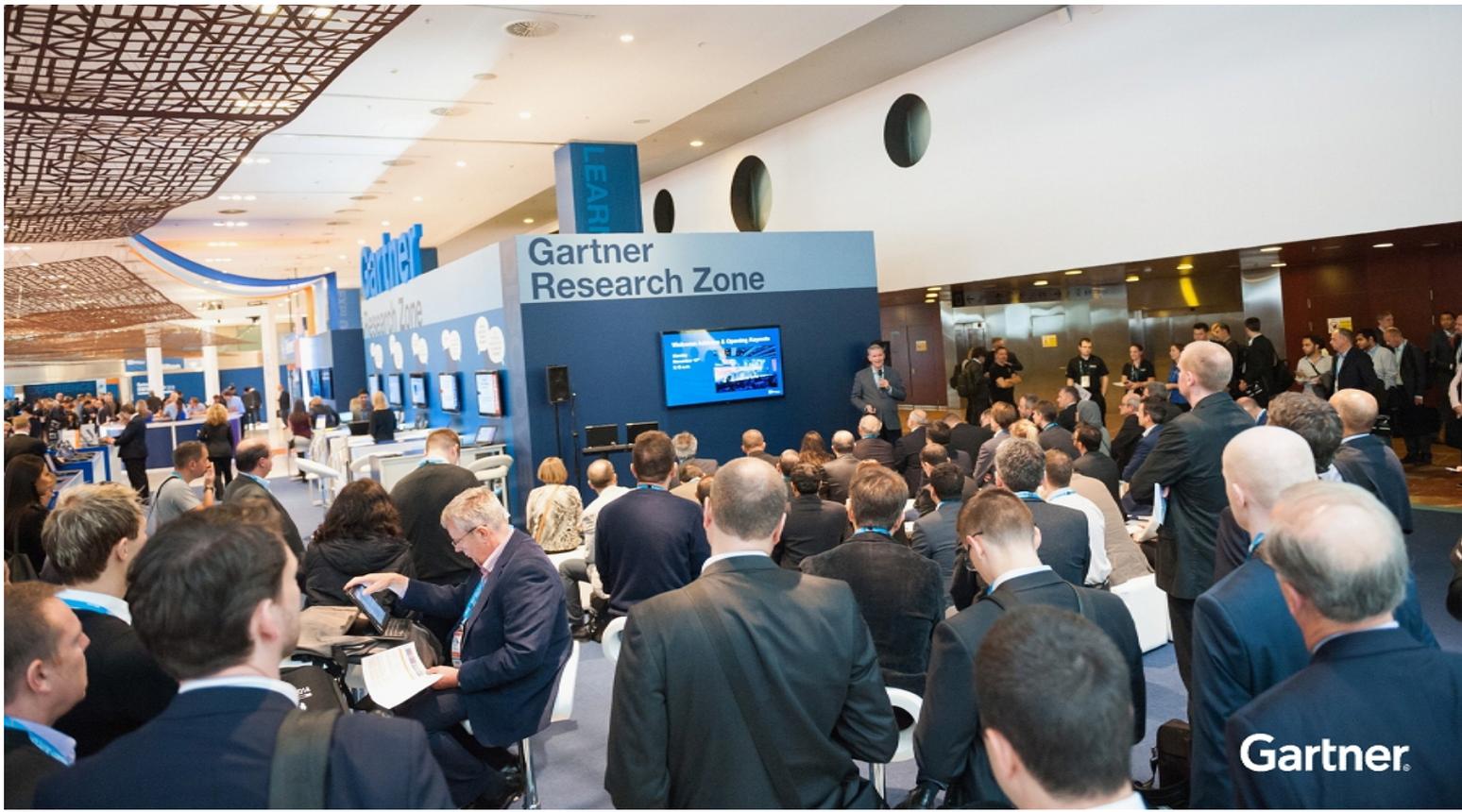
**World-Class
Service**

Continuous Improvement and Innovation

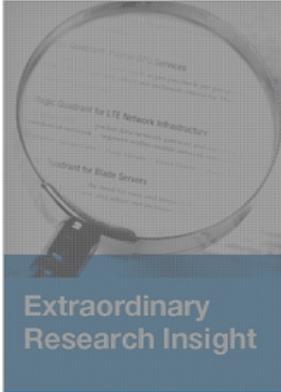
Performance-Driven Leadership Team

Winning Growth Strategy





Winning Growth Strategy

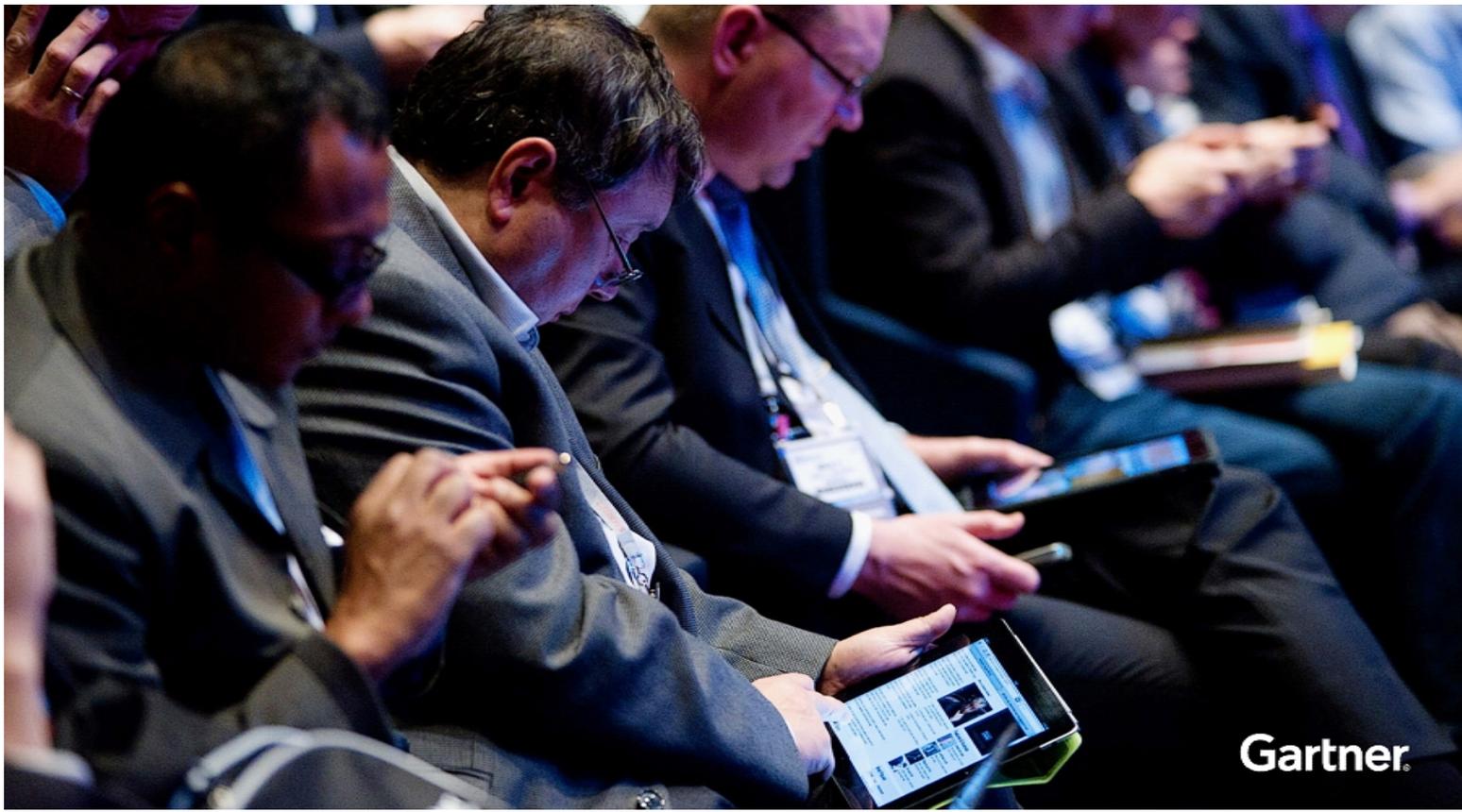




Gartner®

Winning Growth Strategy





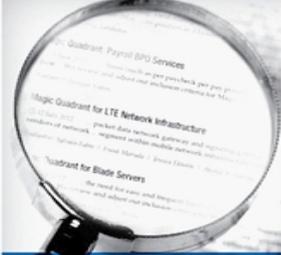
Gartner®

Winning Growth Strategy





Winning Growth Strategy



**Extraordinary
Research Insight**



**Strong Sales
Capability**



**High-Value
Differentiated
Offerings**



**World-Class
Service**

Continuous Improvement and Innovation

Performance-Driven Leadership Team

Performance Driven Leadership Team

Tenure

Avg Tenure at Gartner

14 years

Avg Tenure in Role

8 years

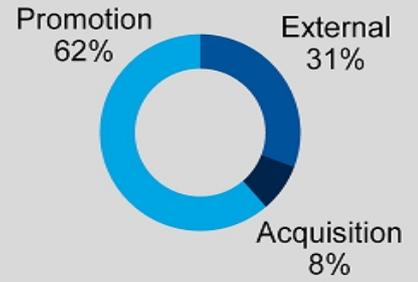
Global

Nationality



World-Class Talent

Source of Leadership



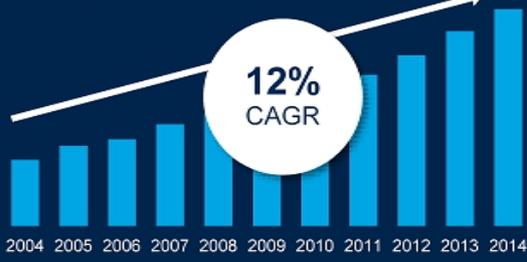


2007

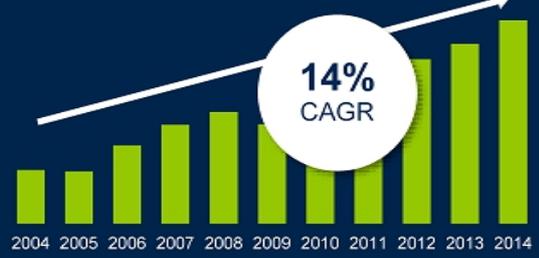


2014

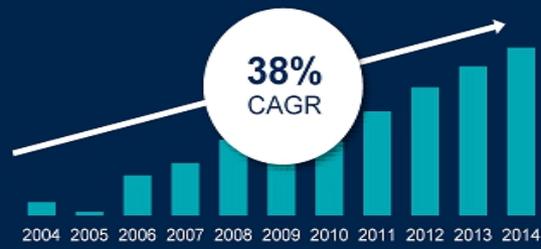
Contract Value



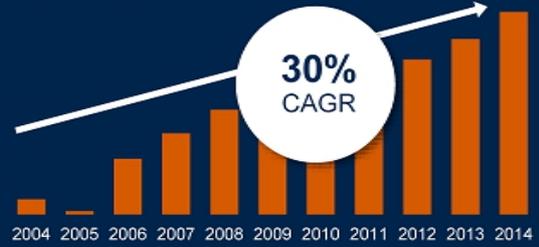
Normalized EBITDA



EPS from Continuing Operations



Free Cash Flow





Gartner

Gartner

Peter Sondergaard

Senior Vice President, Research

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Gartner[®]

Today's Roadmap

Accelerating Impact of Technology

Unparalleled Value of Gartner Research

Innovative Products



DIGITAL BUSINESS

NEW BUSINESS DESIGNS
MERGING THE VIRTUAL AND
PHYSICAL WORLDS



THE INTERNET OF THINGS

THE NETWORK OF PHYSICAL
OBJECTS THAT CONTAIN EMBEDDED
TECHNOLOGY TO SENSE OR
INTERACT WITH THEIR INTERNAL
STATE OR EXTERNAL ENVIRONMENT



DIGITAL BUSINESS

NEW BUSINESS DESIGNS
MERGING THE VIRTUAL AND
PHYSICAL WORLDS

POWER INVESTMENTS PEOPLE

Gartner
SYMPOSIUM ITXPO 2014

POWER INVESTMENTS PEOPLE

Gartner
SYMPOSIUM ITXPO 2014

Every business unit is a

**TECHNOLOGY
START-UP**

Business Technology Spending

38% Outside of IT

2017: **50%+** Outside of IT

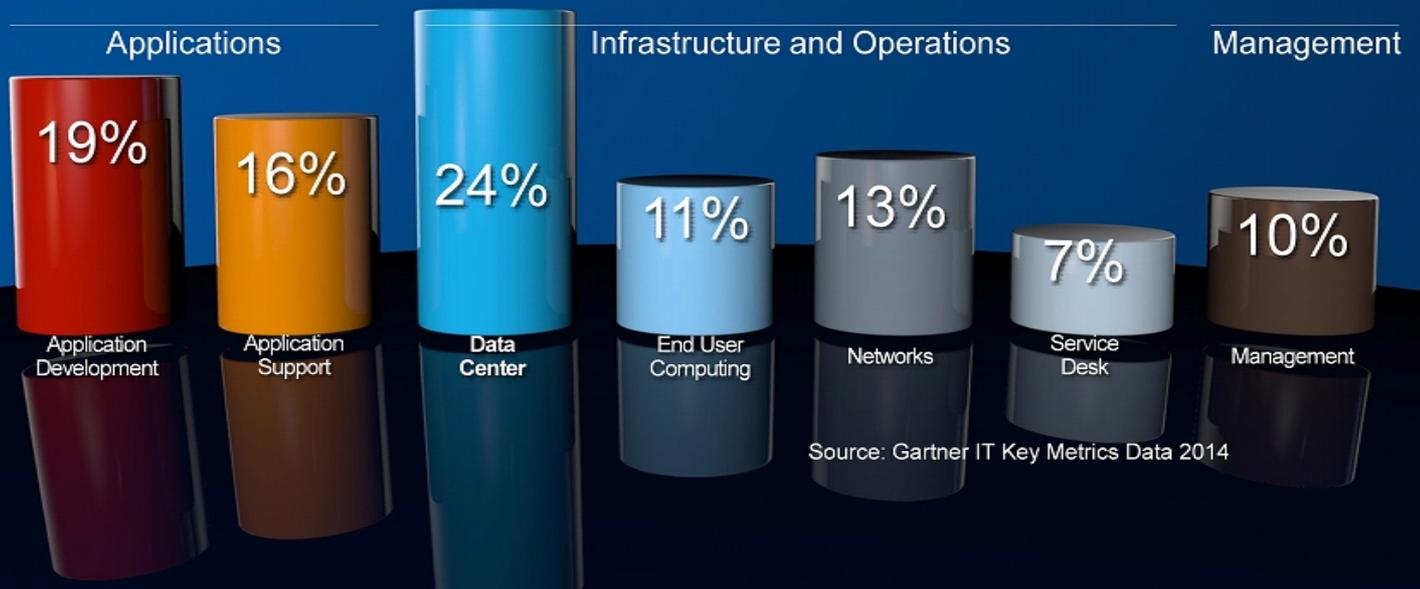
Source: Gartner IT Key Metrics Data 2014

Gartner
SYMPOSIUM ITXPO 2014

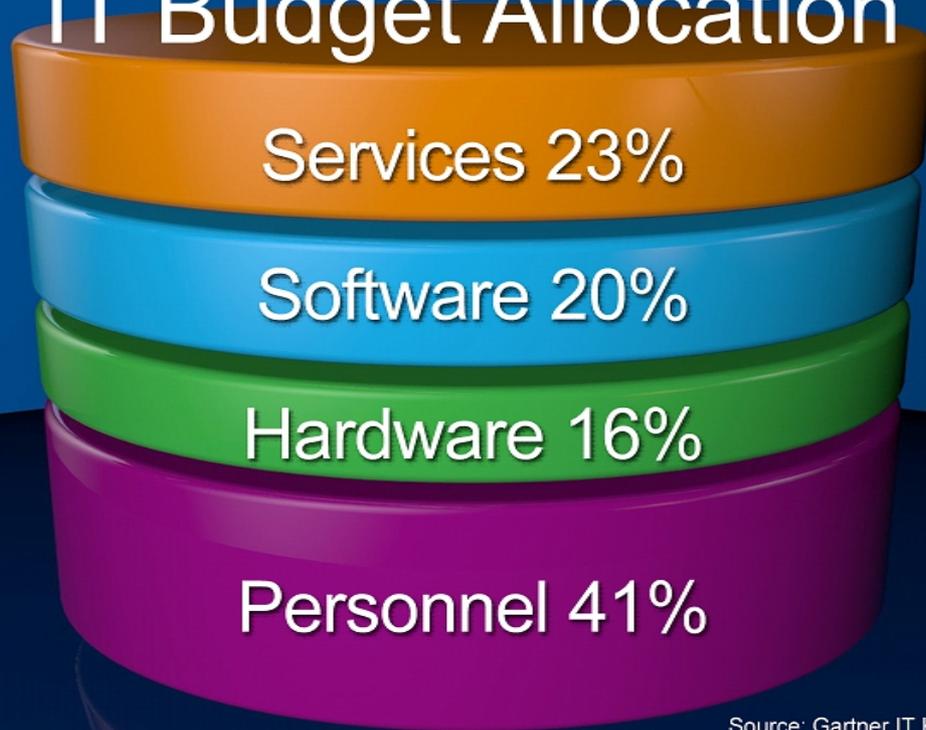
POWER
INVESTMENTS
PEOPLE

Gartner
SYMPOSIUM ITXPO 2014

IT Budget Allocation



IT Budget Allocation



Source: Gartner IT Key Metrics Data 2014

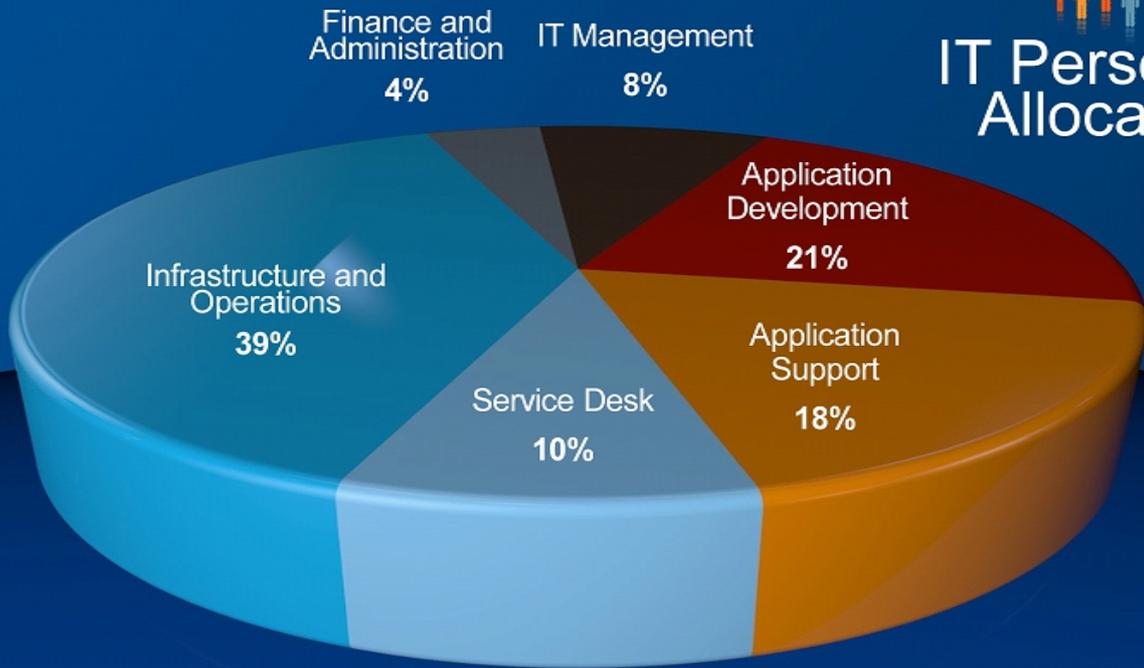
IT Budget Allocation

Personnel 41%

Source: Gartner IT Key Metrics Data 2014



IT Personnel Allocation



Source: Gartner IT Key Metrics Data 2014

IT Budget Allocation



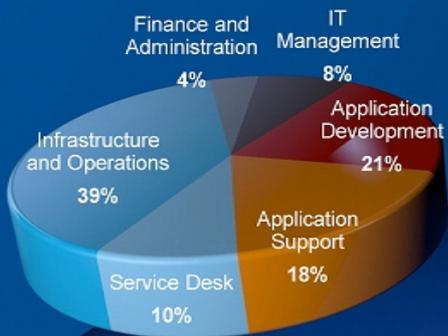
Digital Budget Allocation



Source: Gartner IT Key Metrics Data 2014

POWER INVESTMENTS PEOPLE

Gartner
SYMPOSIUM ITXPO 2014



IT Personnel Allocation



Digital Personnel Allocation

Source: Gartner IT Key Metrics Data 2014

Now

- Mobile
- User Experience
- Data Sciences

2017

- Smart Machines
- Internet of Things
- Robotics
- Automated Judgment

2020

- System Integration
 - Digital Architects
 - Regulatory
 - Risk
-

Gartner
Predicts

By 2017, 75% of IT
organizations will
have a bimodal
capability

Gartner
SYMPOSIUM ITXPO 2014

Gartner
Predicts

By 2018, digital
businesses will require
50% fewer business
process workers

Gartner
SYMPOSIUM ITXPO 2014

TOP 5

CEO PRIORITIES, 2014

1. Information Technology
2. Staffing and Talent
3. Innovation / Research & Development
4. Marketing
5. Partnership, Alliances and Value Networks

Accelerating Impact of Technology

Unparalleled Value of Gartner Research

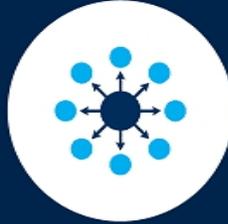
Innovative Products

Gartner Research

**Research
Expertise**



**Research
Processes**



**Research
Deliverables**



Gartner Research Research Expertise



Subject Matter Experts



Over **1,020** analysts in **32** countries

Over **170** based in APAC, over **250** based in Europe

Minimum **15 years** of experience at time of hire

60% have 20+ years of industry experience

Single digit attrition rates

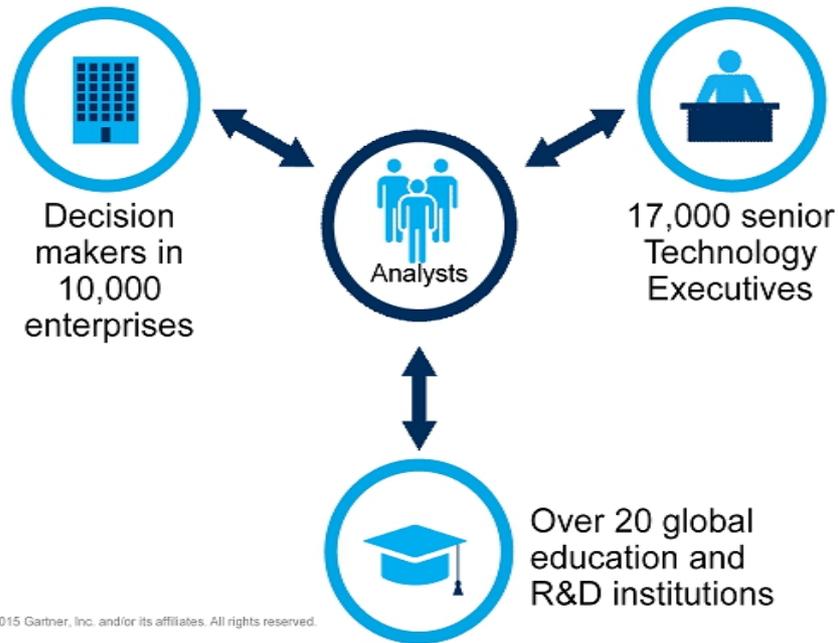


Transparency

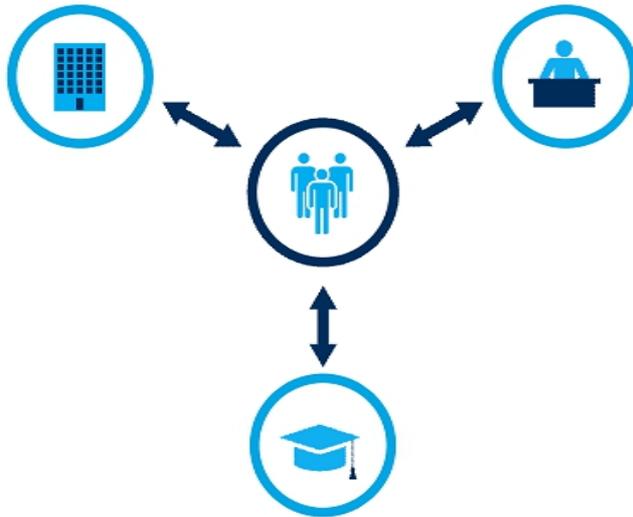
Objectivity

Quality

Gartner Research Research Process



Gartner Research Research Process



5,000 Documents
215,000 One-on-one
Interactions
2.9 Million End-user
Searches
17,000 Strategy Reviews
4,900 Contract Reviews



1 Written Research

2 Access to Experts

3 Coaching and Peer Interactions

Mission Critical Priorities:





1 Written Research

2 Access to Experts

3 Coaching and Peer Interactions

Mission Critical Priorities:

Digital Business Strategy

Security Strategy &
Implementation

Analytics & Big Data
Technology

IT Cost Management

Cloud Technology
Implementation

Gartner Research Research Deliverables



1 Written Research

2 Access to Experts

3 Coaching and Peer Interactions

> 5,000 New Documents



100+ New
Market Guides



30+ New Magic
Quadrants



115+ New Critical
Capabilities

Gartner Research Research Deliverables



1 Written Research

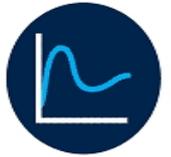
2 Access to Experts

3 Coaching and Peer Interactions



215,000 One-on-one Interactions
4.5 Quality Rating

Gartner Research Research Deliverables



1 Written Research

2 Access to Experts

3 Coaching and Peer Interactions

5,000
CIOs with
coaches

26,000
in Gartner
Peer Social
Network

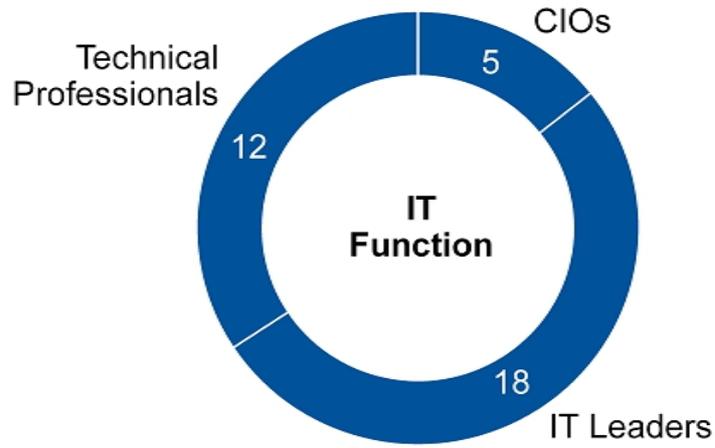
Accelerating Impact of Technology

Unparalleled Value of Gartner Research

Innovative Products

Gartner Research – Market Opportunity

IT Function



(in \$ billions)

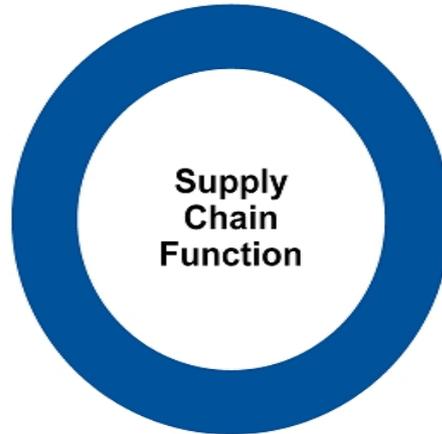
Gartner Research – Market Opportunity

IT Function



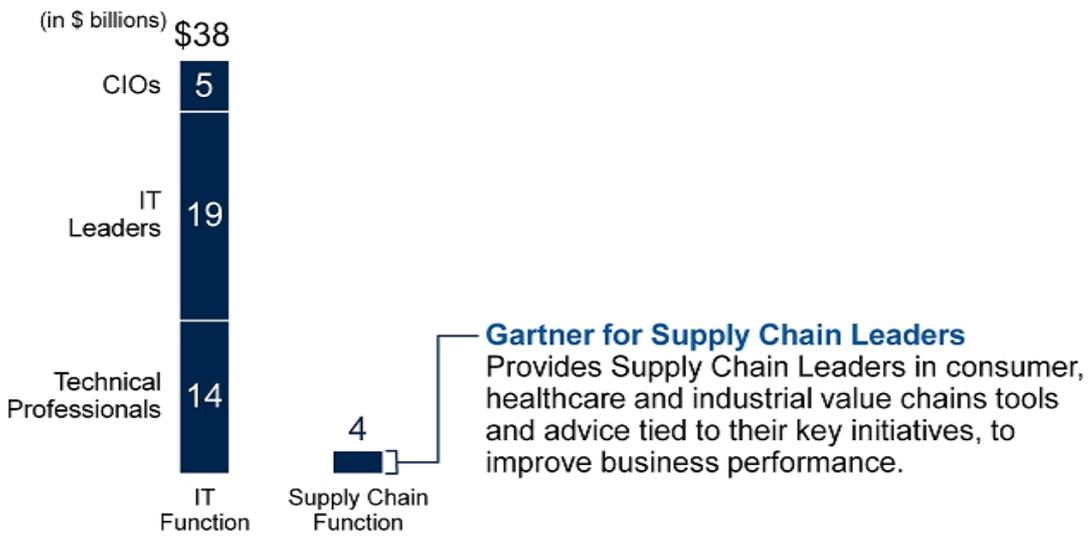
Gartner Research – Market Opportunity

Supply Chain Function



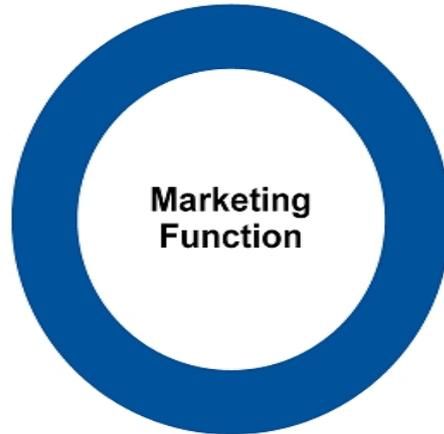
Gartner Research – Market Opportunity

Supply Chain Function



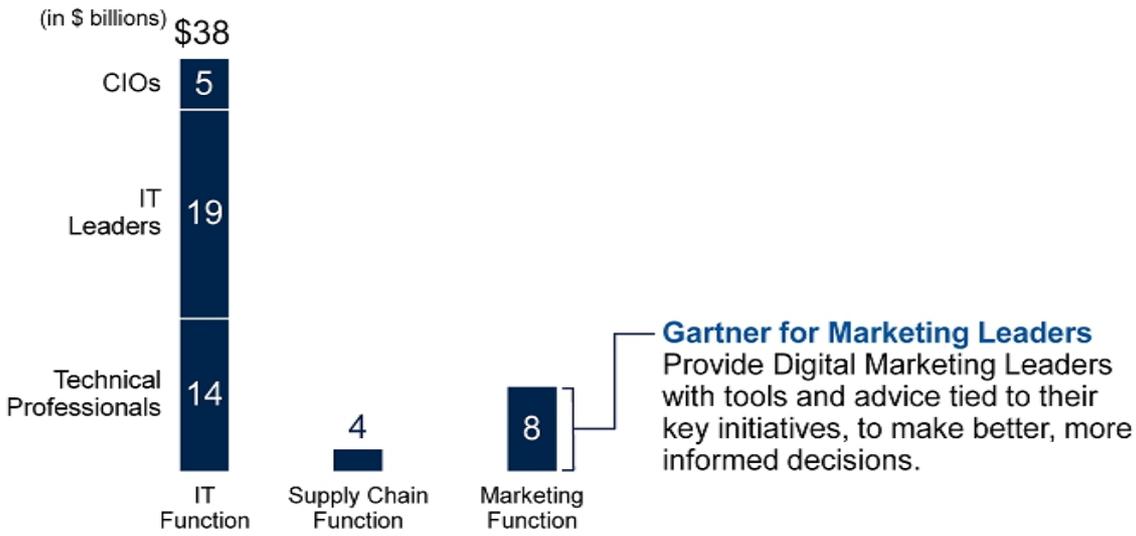
Gartner Research – Market Opportunity

Marketing Function



Gartner Research – Market Opportunity

Marketing Function



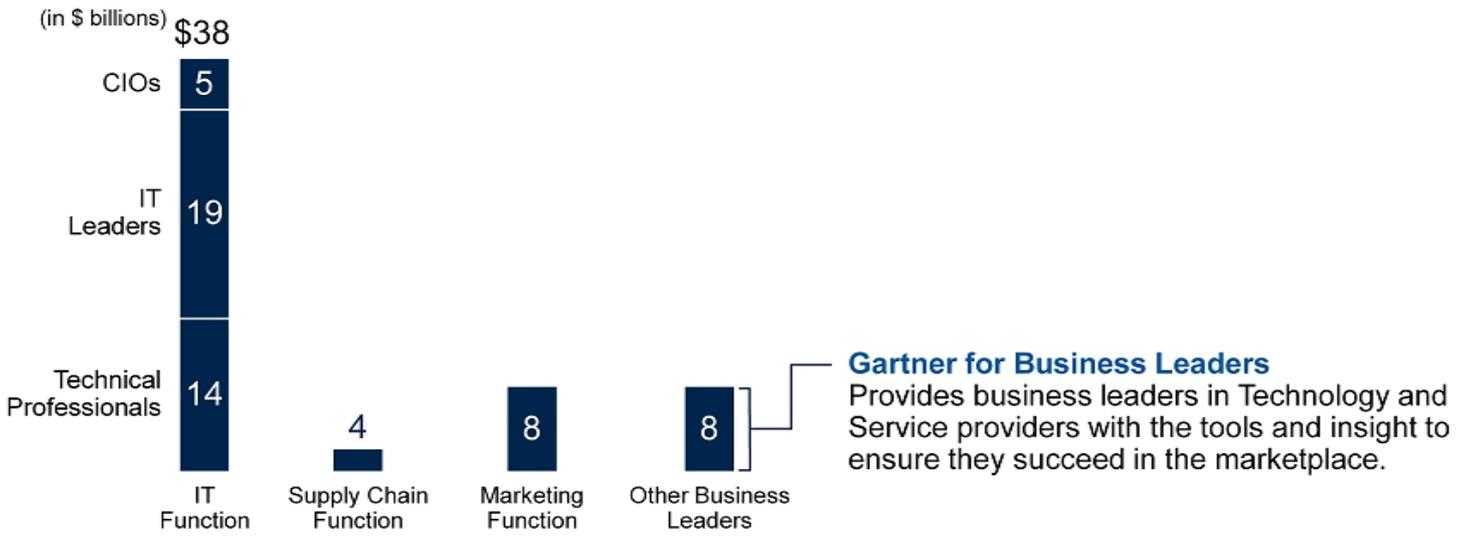
Gartner Research – Market Opportunity

Other Business Leaders



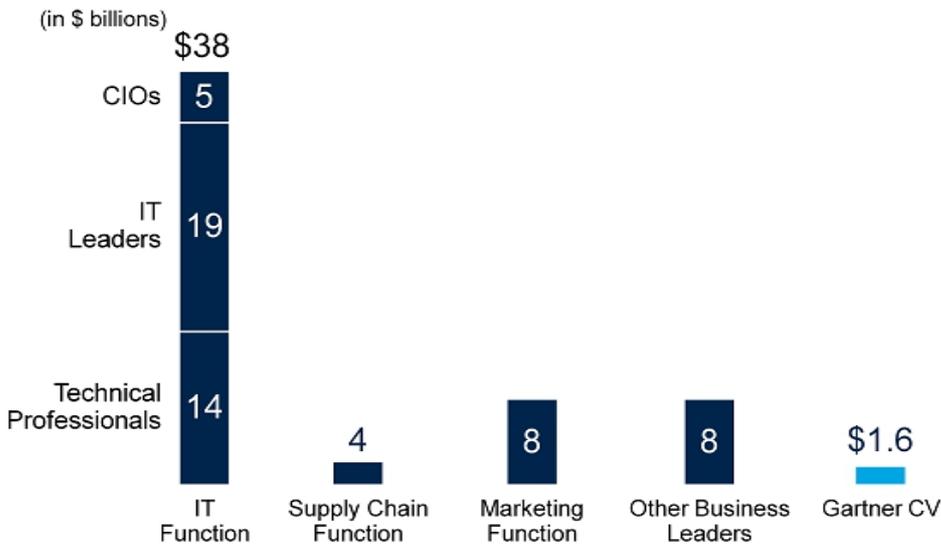
Gartner Research – Market Opportunity

Other Business Leaders



Gartner Research

Vast Untapped Market Opportunity



Gartner Estimated
Current Market
\$58B

Strong Value Proposition

Save Time



Save Money



Gain Resources



Gain Confidence



Why Gartner



Gartner

Alwyn Dawkins

Senior Vice President, Gartner Events

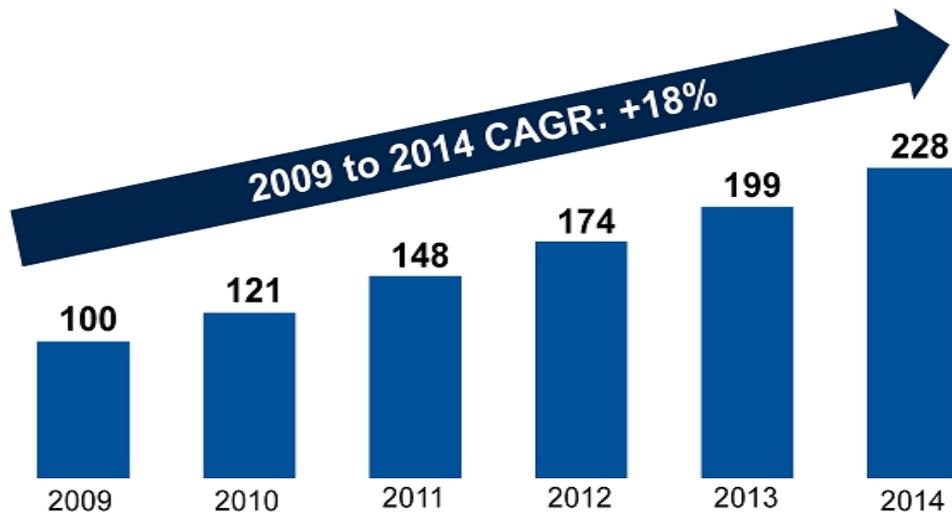
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Why Gartner



Gartner Events Segment Revenue: 2009 – 2014



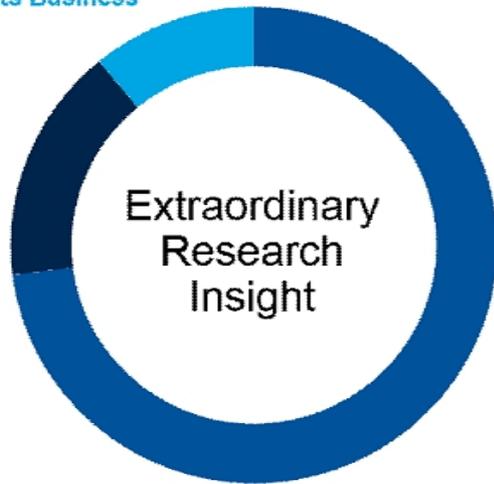
Note: All figures are as reported in USD in millions reported exchange rates

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Gartner Events

Gartner
Events Business



Differentiated live
events leveraging
research content

Gartner®

Gartner

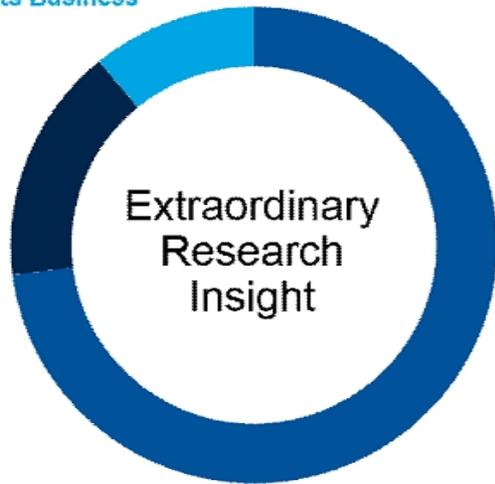
Gartner

Our mission:

**Make every conference we
produce the *MUST ATTEND* event
for the communities we serve**

Gartner Events

Gartner
Events Business



62 Events
49,000+ Attendees
6 Continents
2,250 Exhibitors

World's Leading IT Conference Producer

Gartner®

Gartner Events Business

Gartner
Events Business

Current
Relevant
Actionable

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Gartner

Attendee Value Proposition

Face-to-face Analyst interaction

Industry leaders

Unparalleled peer networking

Access to leading solution providers

Actionable advice



Attendee Value Proposition

Face-to-face Analyst interaction

Industry leaders

Unparalleled peer networking

Access to leading solution providers

Actionable advice



Attendee Value Proposition

Face-to-face Analyst interaction

Industry leaders

Unparalleled peer networking

Access to leading solution providers

Actionable advice



Attendee Value Proposition

Face-to-face Analyst interaction

Industry leaders

Unparalleled peer networking

Access to leading solution providers

Actionable advice



Attendee Value Proposition

Face-to-face Analyst interaction

Industry leaders

Unparalleled peer networking

Access to leading solution providers

Actionable advice



Exhibitor Value Proposition



**Cost effective
lead generation**

**Face-to-face interaction
with high level attendees**

Gartner®

Gartner

2014 Gartner Event Portfolio

62 strategic conferences covering all major geographies, attracting more than 49,000 technology and business professionals

Gartner®
SYMPOSIUM ITXPO® 2014



Gartner
Summits



Gartner
Supply Chain
Executive Conference



Gartner
Catalyst Conference

5 – 9 October | Orlando, Florida
gartner.com/us/symposium

Gartner® SYMPOSIUM ITXPO® 2014

THE WORLD'S MOST IMPORTANT GATHERING OF CIOs AND SENIOR IT EXECUTIVES

Driving Digital Business



Satya Nadella
Chief Executive Officer,
Microsoft



Steve Wozniak
Co-Founder of Apple Inc., and
Chief Scientist, Fusion-io



Peter Thiel
Technology Entrepreneur
and Investor

Gartner

The World's Most Important Gathering of CIOs and Senior IT Executives



UNITED STATES
October 5 – 9



SPAIN
November 9 – 13



UNITED ARAB
EMIRATES
April 14 – 16



JAPAN
October 28 – 30

Over 20,000 Participants including 6,200 CIOs



BRAZIL
October 28 – 30



SOUTH AFRICA
September 10 – 12



INDIA
October 14 – 17



AUSTRALIA
November 17 – 20



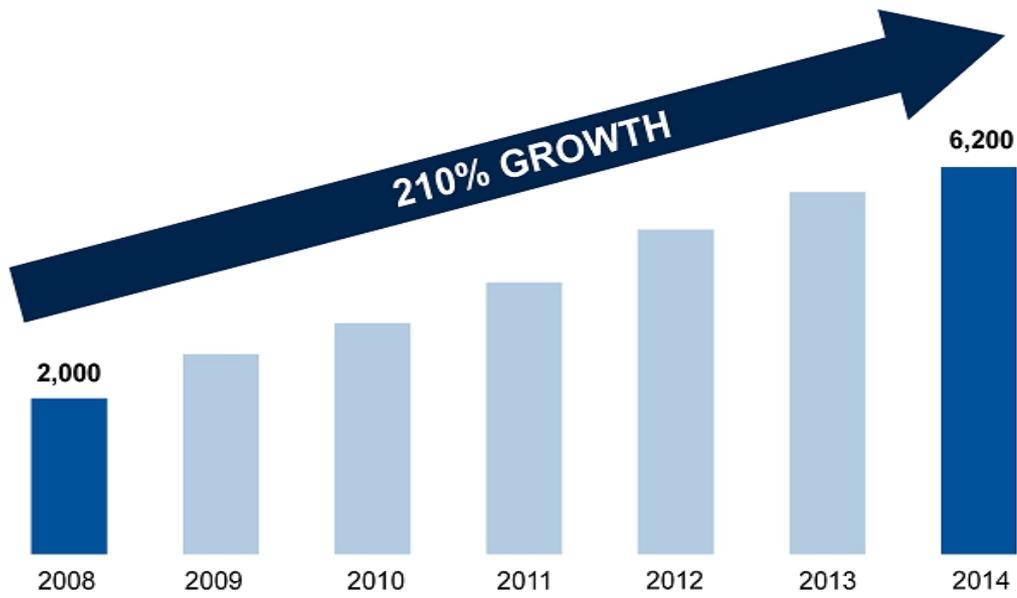
THE WALL STREET JOURNAL.

WSJ



CNBC's Tech Market
Strong in 2015.
value
at this
year's
Peter
Research
for
future
today
show strength in 2015.

Global Symposium Strategy Driving Increased CIO Attendance



2015 Gartner Event Portfolio

65 Strategic Conferences

Gartner[®]
SYMPOSIUM ITXPO[®] 2015



 **Gartner**[®]
Summits

 **Gartner**[®]
Supply Chain
Executive Conference

 **Gartner**[®]
Catalyst Conference

Why Gartner



Gartner

Gartner

Per Anders Waern

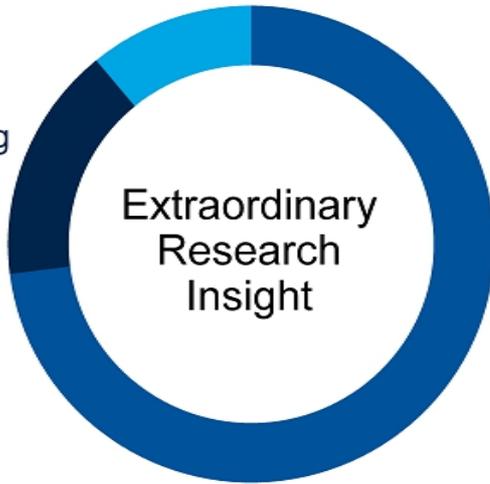
Senior Vice President, Gartner Consulting

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Gartner Consulting

Gartner
Consulting
Business



Gartner Consulting Business

Longer-term differentiated
engagements leveraging
Gartner research

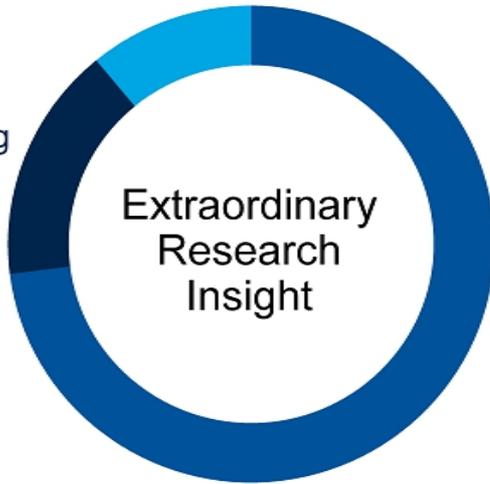
Gartner

Why Gartner



Gartner Consulting

Gartner
Consulting
Business



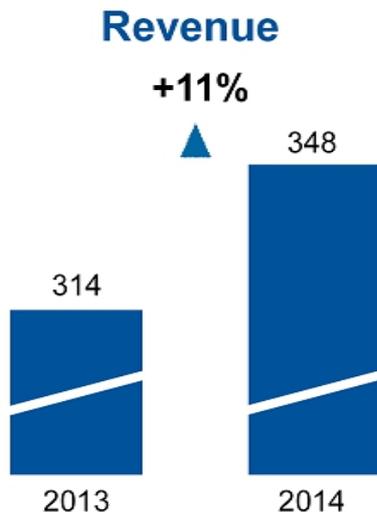
Independent and Objective

Powered by Gartner Research

Proprietary Benchmark Enabled

Gartner

Gartner Consulting



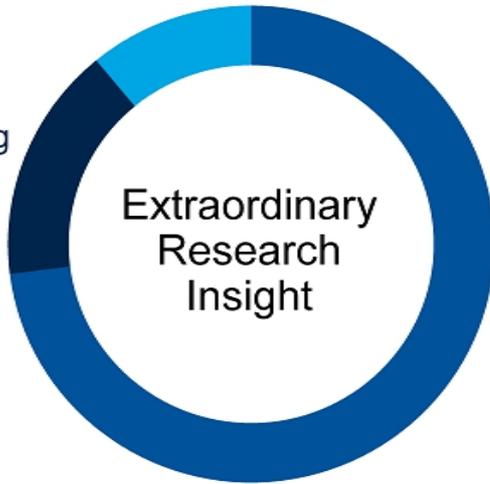
**Increased number of
Managing Partners**

Highly relevant offerings

Gartner

Gartner Consulting

Gartner
Consulting
Business



Benchmarking

Best Practices

Products and Pricing

Gartner

Benchmark Analytics



>5K IT environments annually

Roadmap of priorities

Become digital ready

Gartner.

Best Practices For Key IT Initiatives



Research driven

Benchmark informed

From good to great

Gartner

Best Practices For Key IT Initiatives



Embrace disruption

Leverage the
Nexus of Forces

Mitigate risks

Gartner.

Right Products, Right Terms, Right Pricing



Needs assessment

Negotiation of money saving terms and conditions

Focus on bottom line impact

Gartner

Right Products, Right Terms, Right Pricing



Needs assessment

Negotiation of money saving terms and conditions

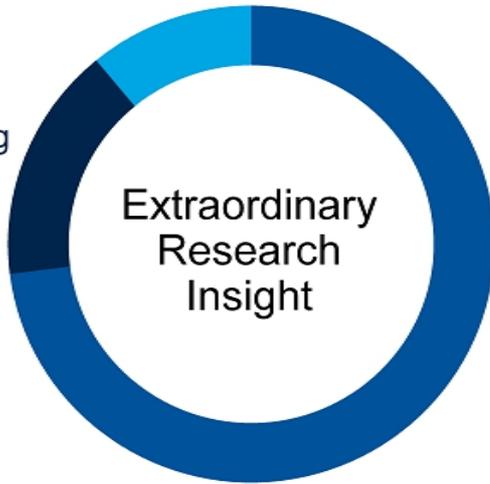
Focus on bottom line impact

\$500M

Gartner

Gartner Consulting

Gartner
Consulting
Business



Gartner Consulting Business

Powered by Gartner Research
Proprietary Benchmark Enabled
Independent and Objective

Gartner

Experienced Senior Practitioners



535 billable Consultants

Over \$400K average annual revenue per head

Powerful value proposition for attracting top talent

Gartner

Managing Partners



Long term, trust based relationships

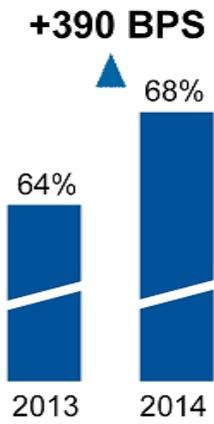
Repeat business

92 Managing Partners

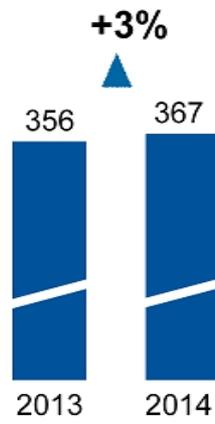
Gartner

Improved Efficiency Through Managing Partner Model

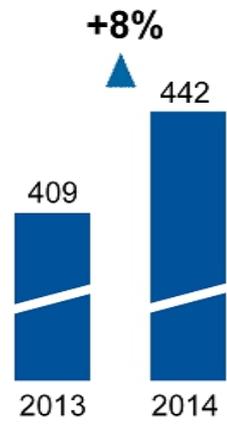
Utilization



Bill Rate



Revenue per Consultant



\$100M Backlog

Why Gartner



Gartner

David Godfrey

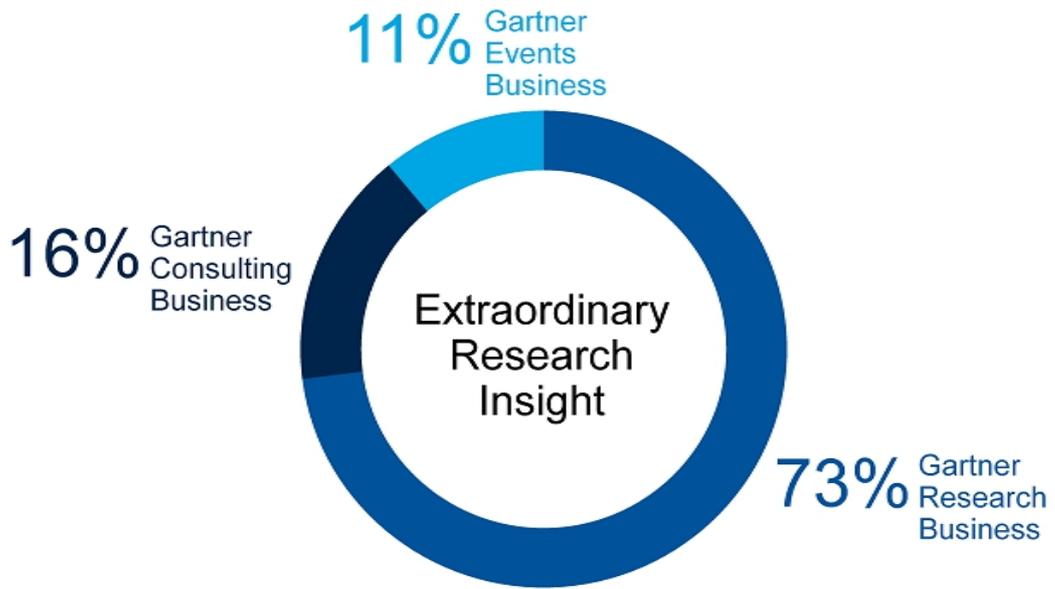
Senior Vice President, Worldwide Sales

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14%
Headcount
Growth

14%
Productivity
Improvement



Note: Percentages based on midpoint of 2015 revenue guidance.

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Gartner Sales



Gartner Sales



1,881 quota-bearing sales associates

Profile of a Gartner Account Executive

- 325% growth since 2004
- Roughly split between NA and ROW
- Highly motivated
- Great sales DNA
- Passionate
- Goal oriented

Gartner Estimated
Current Market **\$58B**



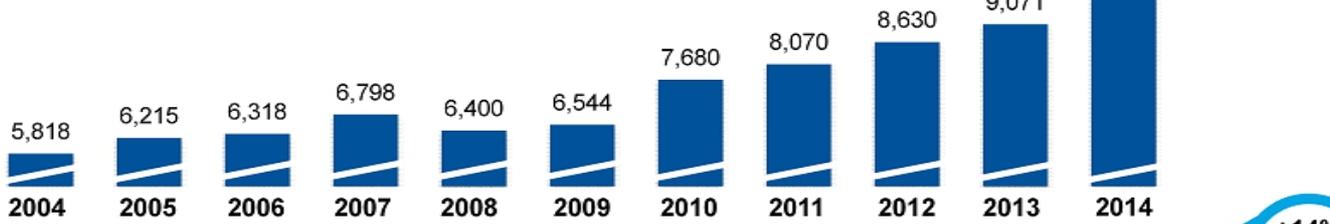
110,000
Enterprises
in our Database



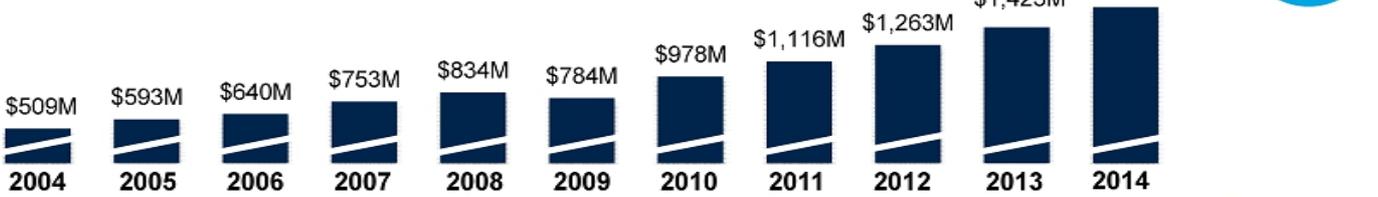
10,000
Current
Enterprise
Penetration

Client Enterprise and Contract Value Growth

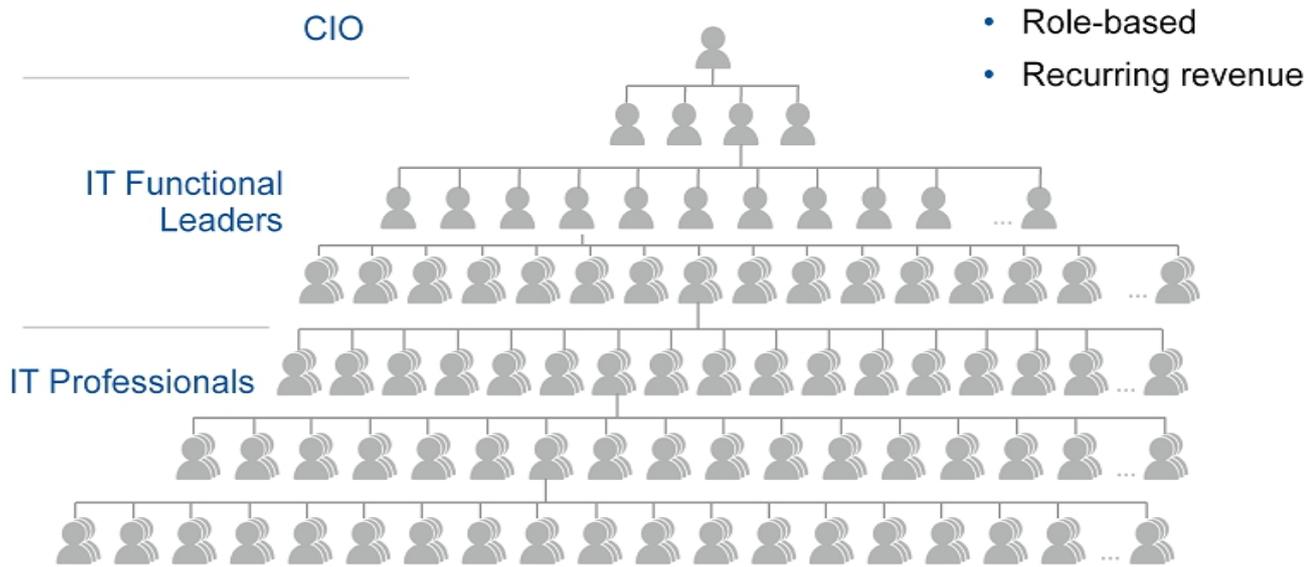
Of Client Enterprises



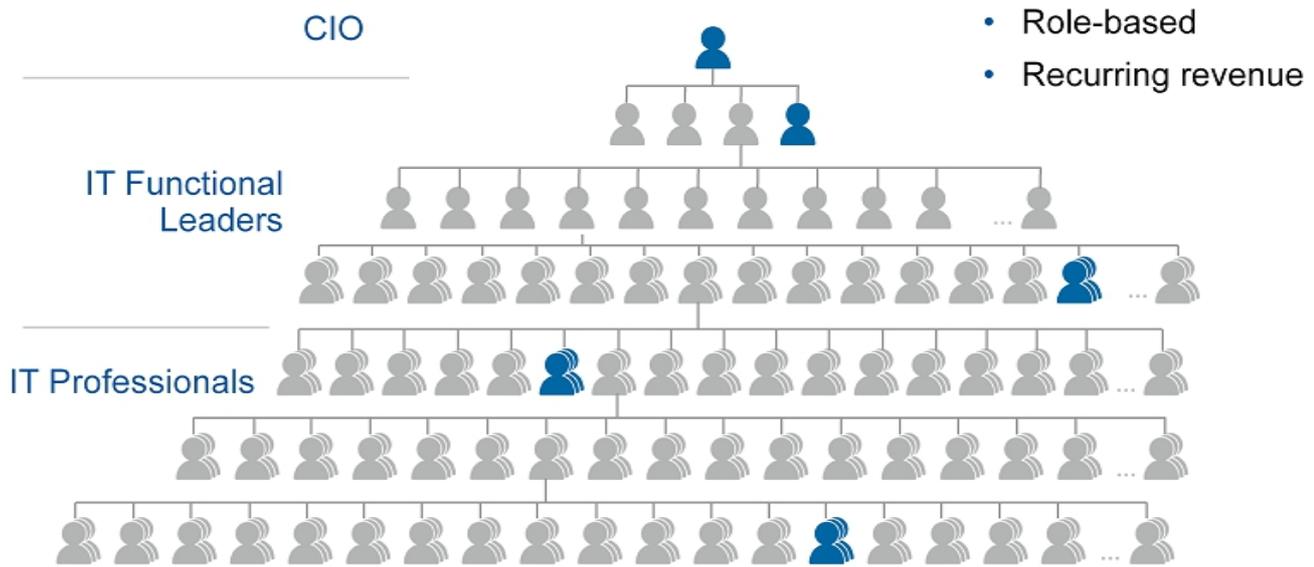
Research Contract Value



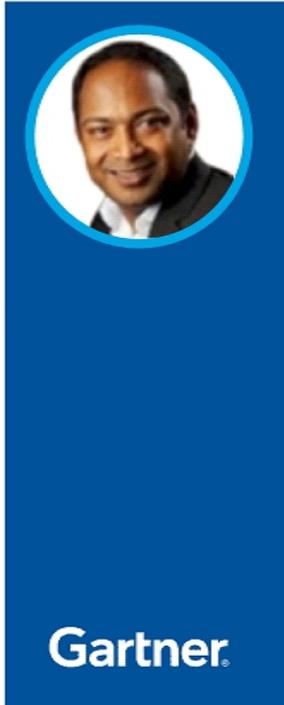
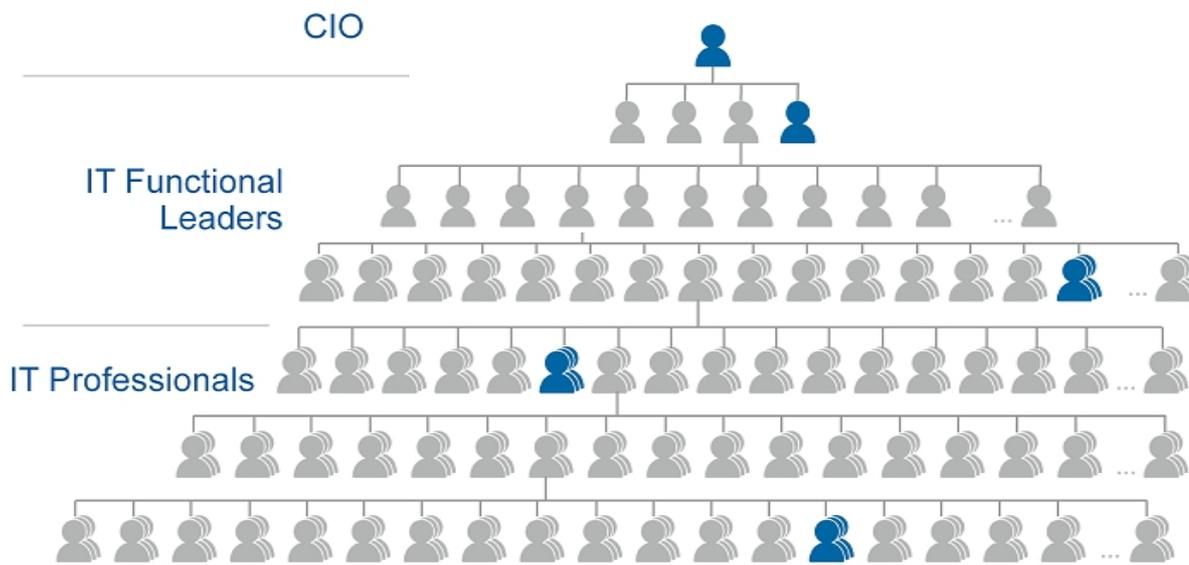
Research Sold as Subscriptions to Individuals



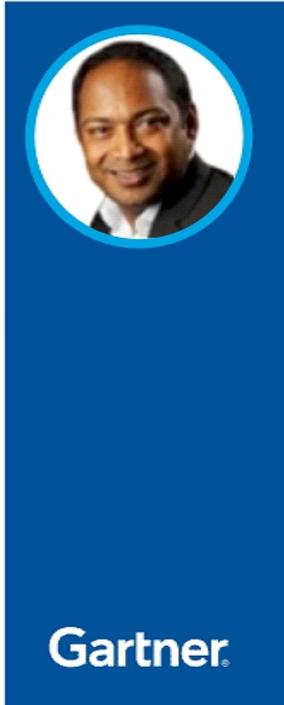
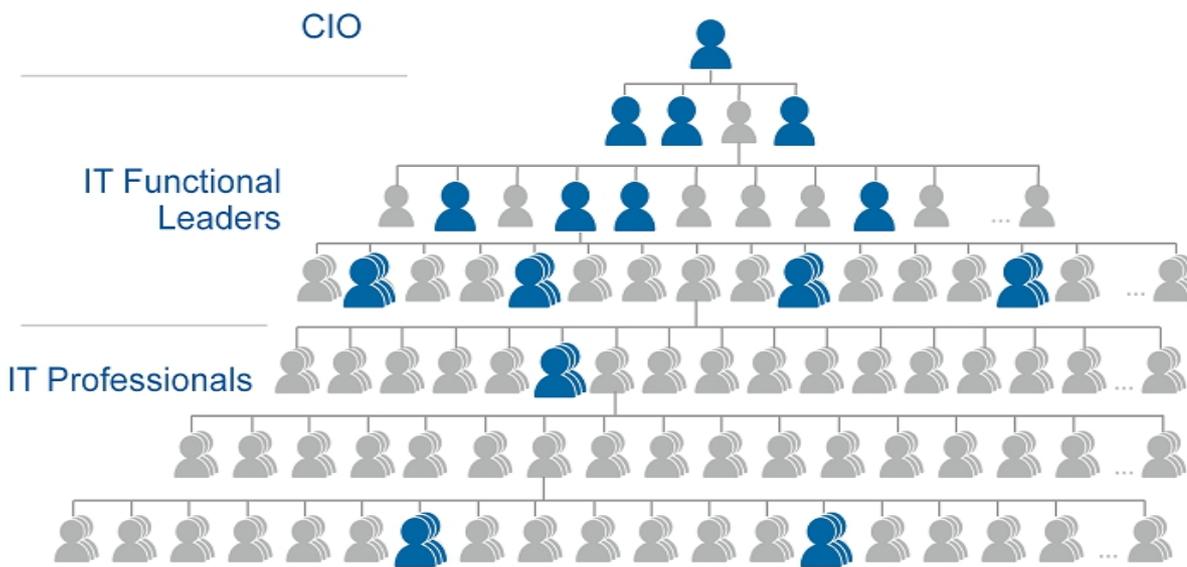
Research Sold as Subscriptions to Individuals



Research Sold as Subscriptions to Individuals



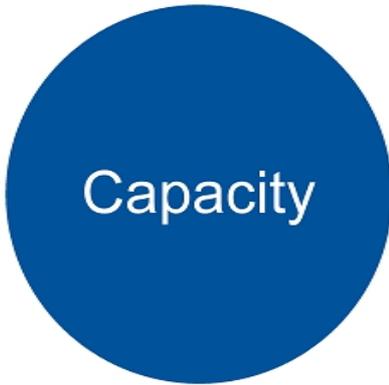
Research Sold as Subscriptions to Individuals



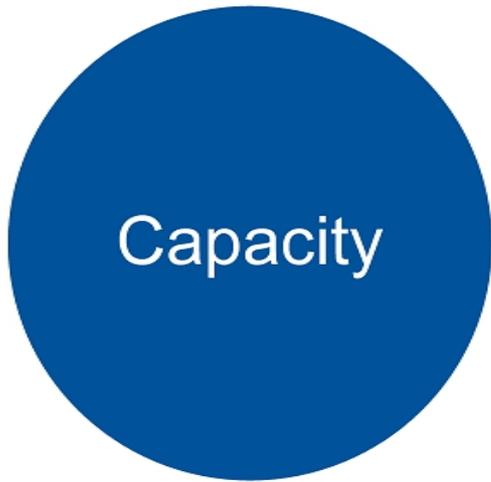
Why Gartner



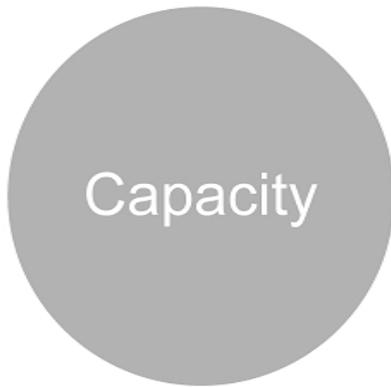
Sales Strategy to Capture Market Opportunity



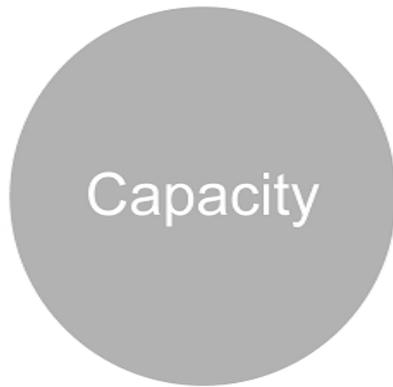
Sales Strategy to Capture Market Opportunity



Sales Strategy to Capture Market Opportunity



Sales Strategy to Capture Market Opportunity



Sales Strategy to Capture Market Opportunity

Capacity

- Grow sales headcount 15 – 20% annually
- Architected recruitment and training plan

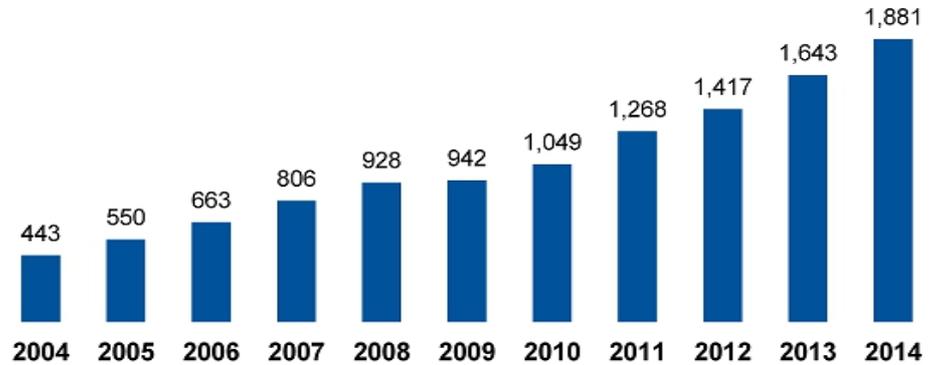


Sales Strategy to Capture Market Opportunity

Capacity

- Grow sales headcount 15 – 20% annually
- Architected recruitment and training plan

Direct Quota Bearing Headcount



Sales Strategy to Capture Market Opportunity

Coverage

- Matched to global opportunity
- Emphasizing client intimacy



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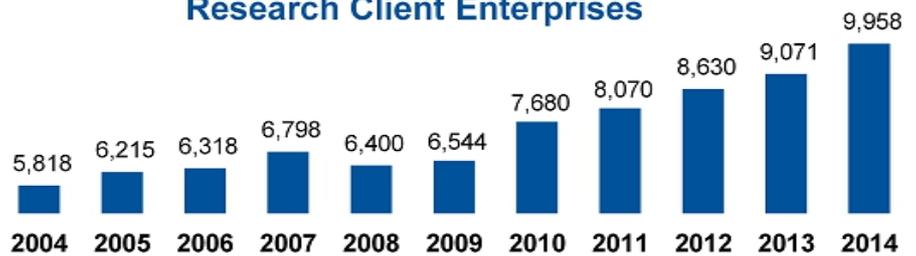
Gartner®

Sales Strategy to Capture Market Opportunity

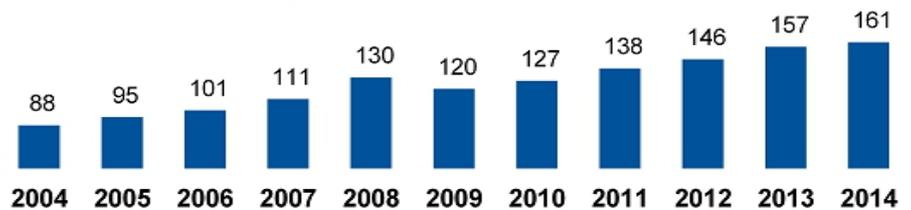
Coverage

- Matched to global opportunity
- Emphasizing client intimacy

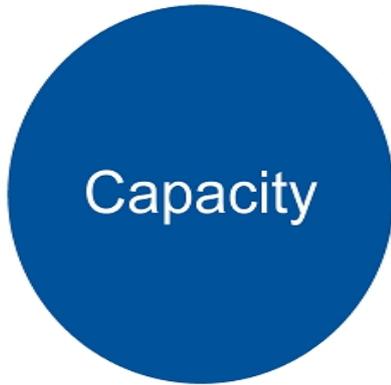
Research Client Enterprises



Average Contract Value per Enterprise (\$K)



Sales Strategy to Capture Market Opportunity



Gartner

Sales Strategy to Capture Market Opportunity

Effectiveness

- Great Talent
- World Class Training
- Proprietary Tools and Best Practices



Gartner Sales: A Great Place to Work

Gartner reputation



Best Place To Work, Employees' Choice Winner 2012, 2013 and 2014



One of Americas Best Companies to Work for in 2014

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Gartner Sales: A Great Place to Work

Gartner culture

- Strategic relationships
- Collaboration
- Leading tools and best practices
- Innovative products



Why Gartner



Gartner

Craig Safian

Chief Financial Officer

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Why Gartner



Today's Roadmap

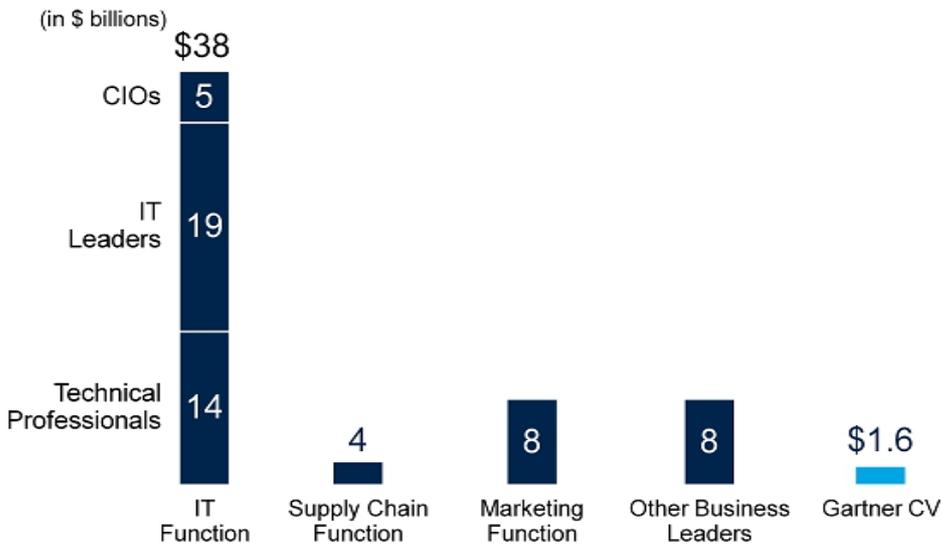
Strong Fundamentals

2015 Outlook

Margins and Sales Productivity

Cash/Capital Deployment

Strong Fundamentals: Market opportunity



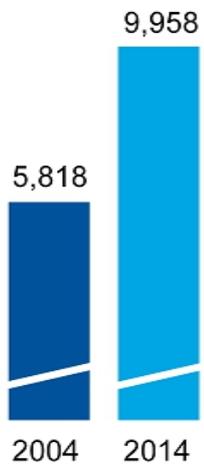
Gartner Estimated
Current Market
\$58B

Strong fundamentals: Attractive and predictable business model

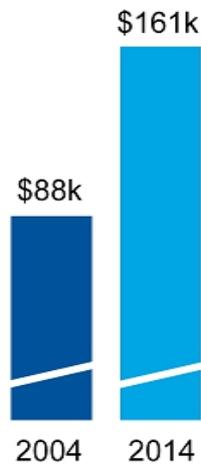


Strong Fundamentals: Track record of success

of Enterprises

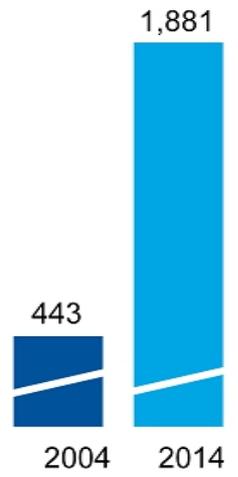


CV per Enterprise



Quota Bearing Headcount

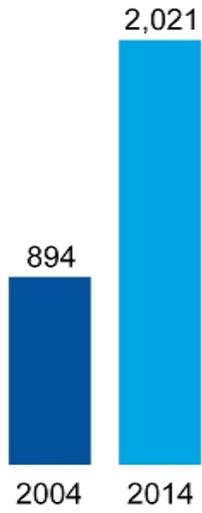
\$ millions



Strong Fundamentals: Track record of success

Revenue

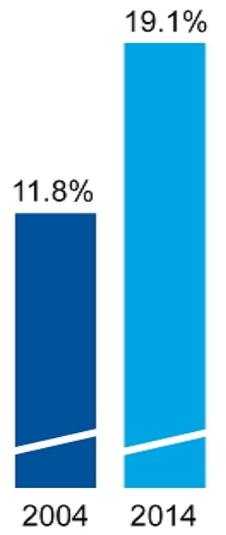
\$ millions



Gross Margin%



EBITDA Margin%



Strong Fundamentals: Track record of success

CV

\$ millions



Normalized EBITDA

\$ millions



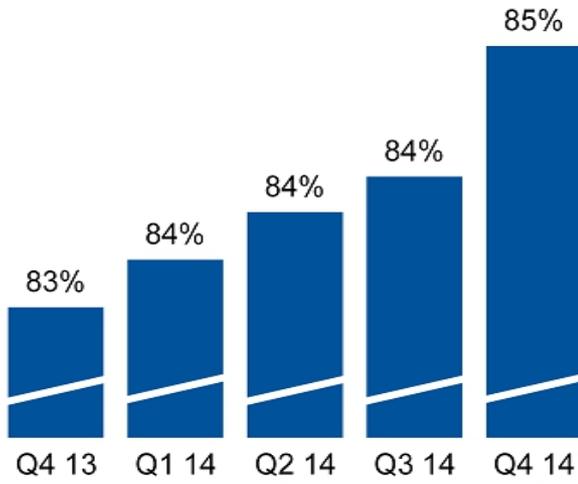
Free Cash Flow

\$ millions

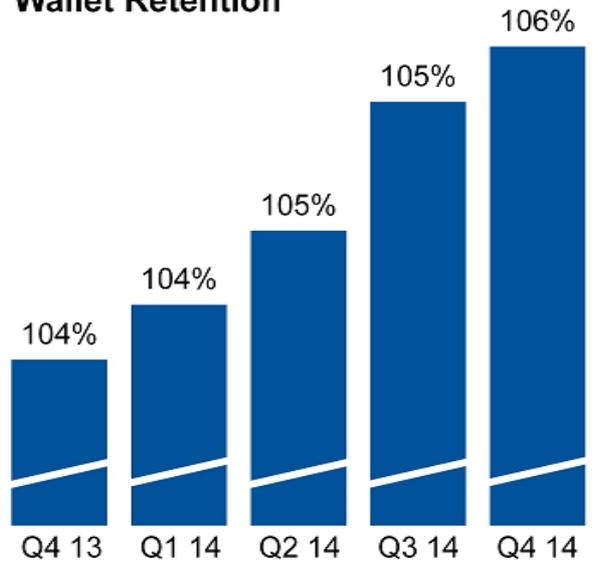


Strong Fundamentals: 2014 Acceleration

Client Retention

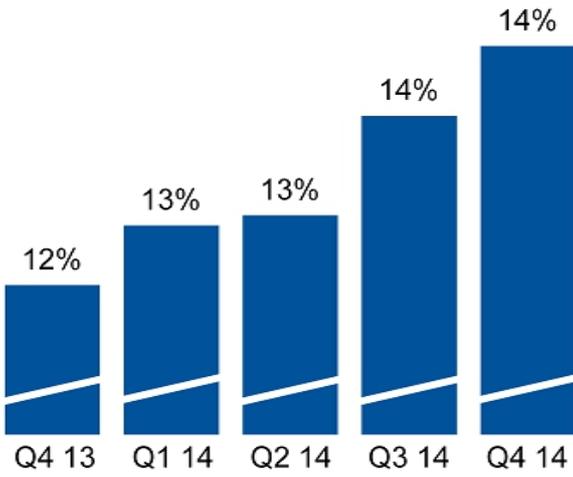


Wallet Retention

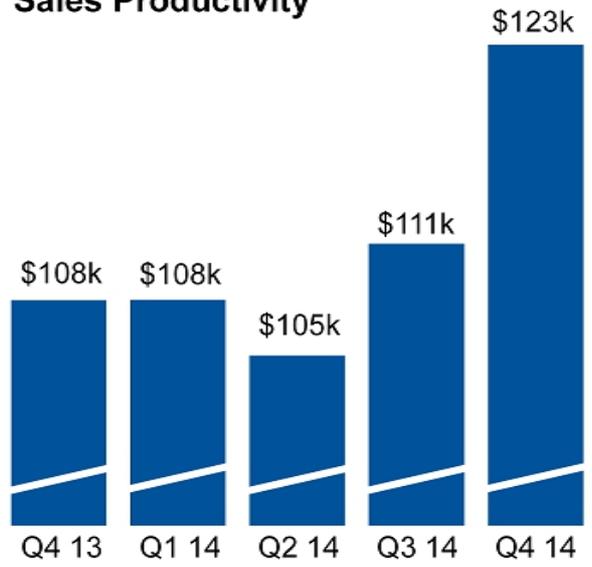


Strong Fundamentals: 2014 Acceleration

Contract Value Growth



Sales Productivity



Strong Fundamentals

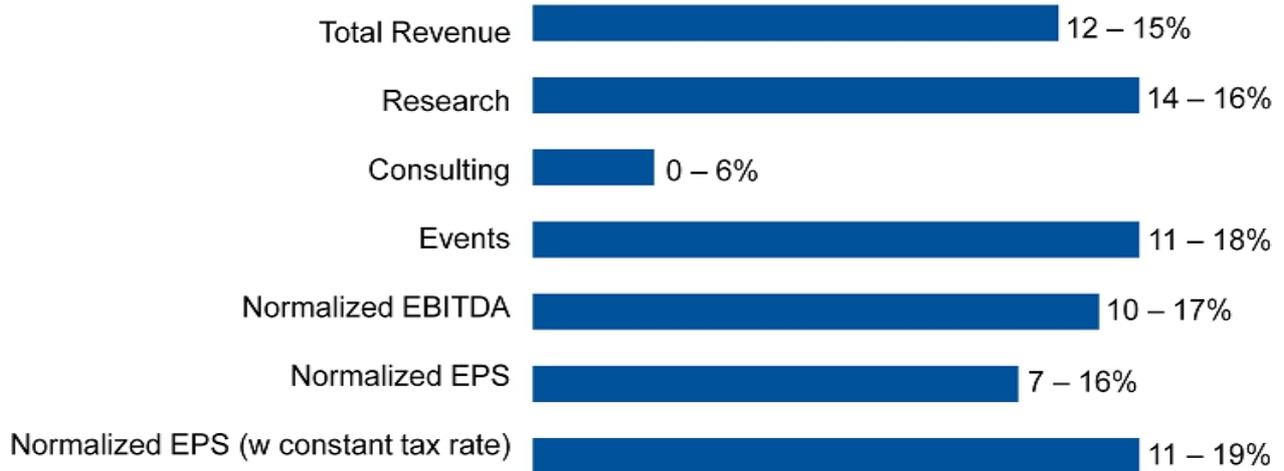
2015 Outlook

Margins and Sales Productivity

Cash/Capital Deployment

2015 Outlook: Core business fundamentals are strong

Constant currency 2015 Outlook



Note: Estimated 2015 growth rates in FX neutral terms

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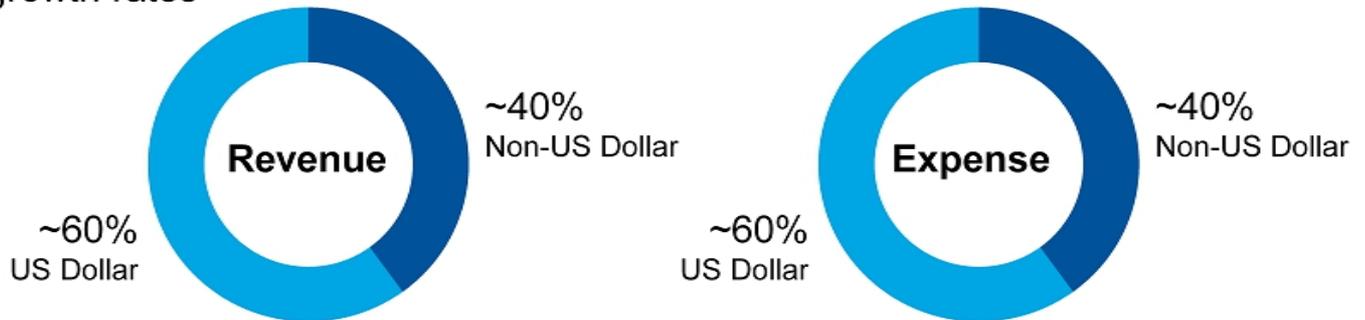
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2015 Outlook: Long-term Growth Objectives

	Annual
Total Revenue Growth	12 – 17%
Research	15 – 20%
Consulting	3 – 8%
Events	5 – 10%

2015 Outlook: Impact of strengthening US dollar

- Gartner is a global company with businesses in 90+ countries
- Matching of revenues and expenses in non-US Dollar currencies creates a natural hedge
- Outlook reflects roughly 5 point impact on revenue, expense, and earnings growth rates



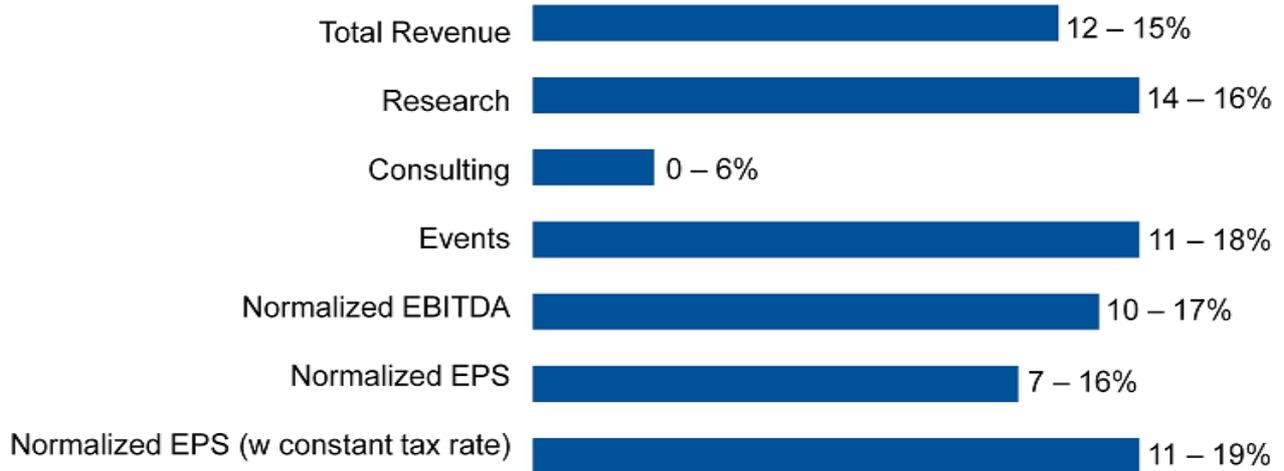
2015 Outlook: Impact of strengthening US dollar on tax rate

- Tax rate sensitive to geographic mix of earnings
- Certain jurisdictions outside of the US have lower tax rates than the US



2015 Outlook: Core business fundamentals remain strong

Constant currency 2015 Outlook



Note: Estimated 2015 growth rates in FX neutral terms

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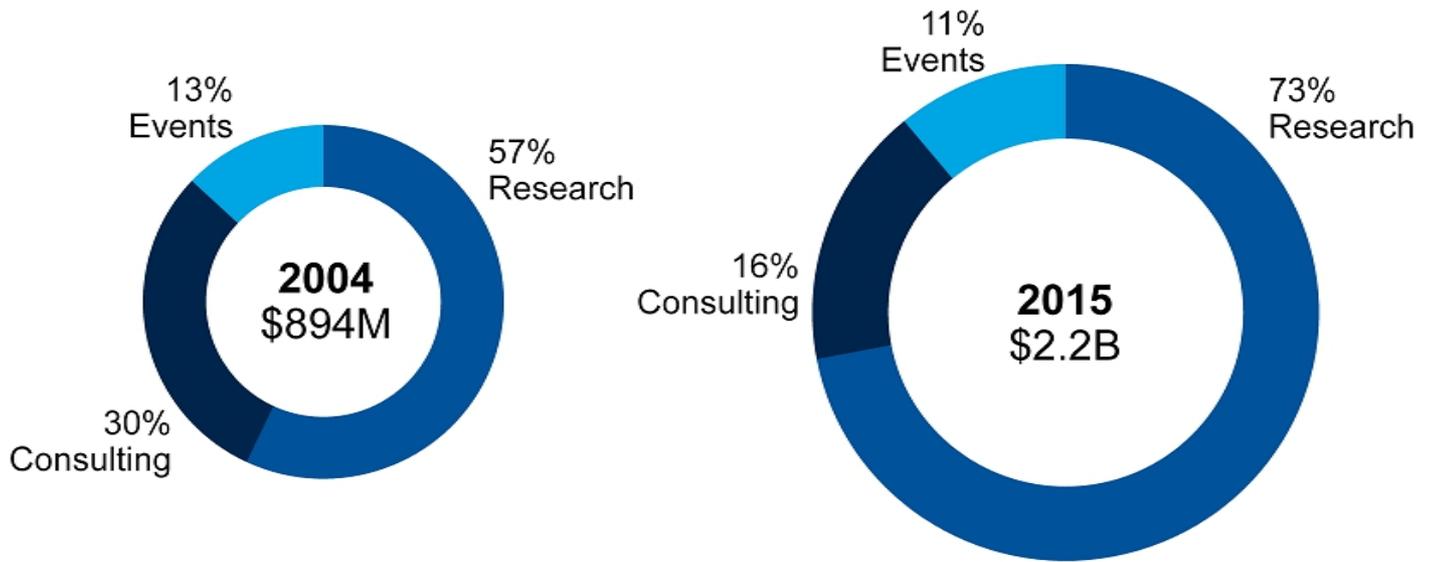
Incredibly Strong Fundamentals

2015 Outlook

Margins and Sales Productivity

Cash/Capital Deployment

Margins & Sales Productivity: Mix



Note: 2015 based upon midpoint of current outlook.

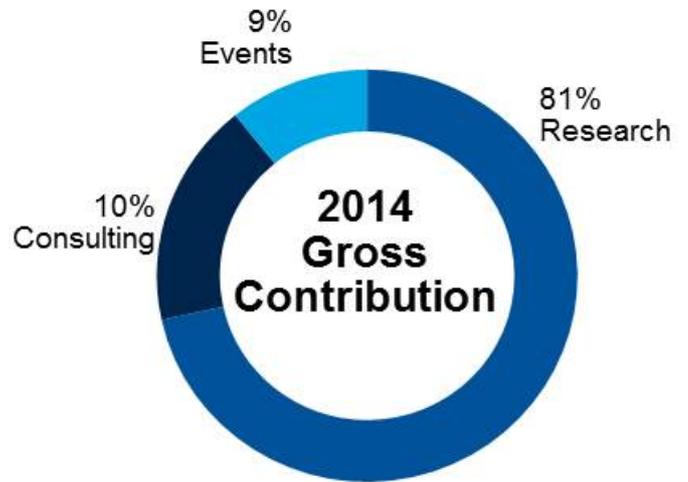
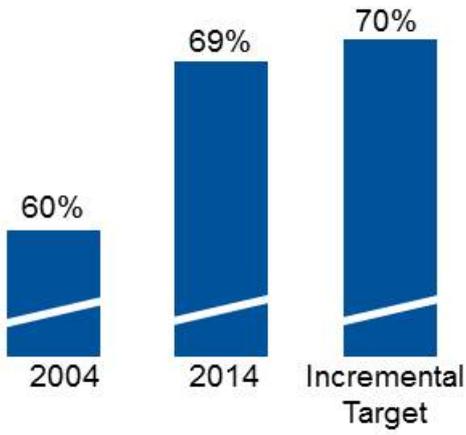
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Margins & Sales Productivity: Gross Margin

Gross Contribution Margins

Research



Note: Percentage of Gross Contribution based upon 2014 total segment contribution
2004 Segment contribution adjusted for inclusion of equity compensation expense.

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Margins & Sales Productivity: Gross Margin

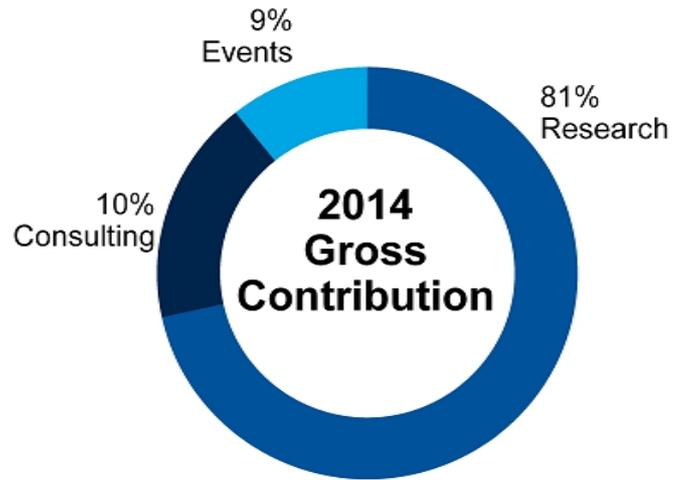
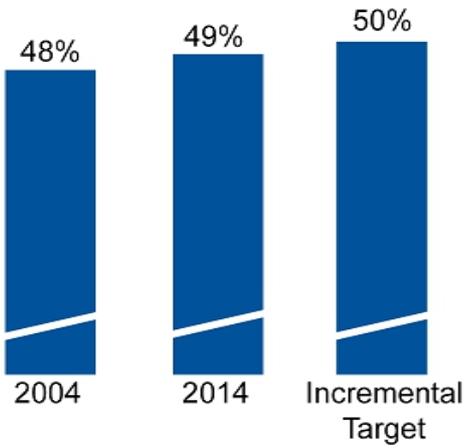
Research Incremental Margins

- Highly leveraged intellectual property and research assets
- 70% margin target ensures we:
 - Have the right analysts to create mission critical insight
 - Deliver exceptional research
 - Deliver world-class service

Margins & Sales Productivity: Gross Margin

Gross Contribution Margins

Events



Note: Percentage of Gross Contribution based upon 2014 total segment contribution. 2004 Segment contribution adjusted for inclusion of equity compensation expense.

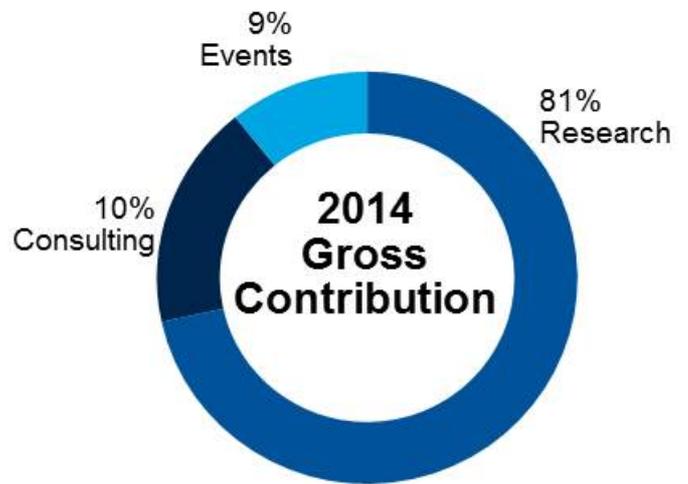
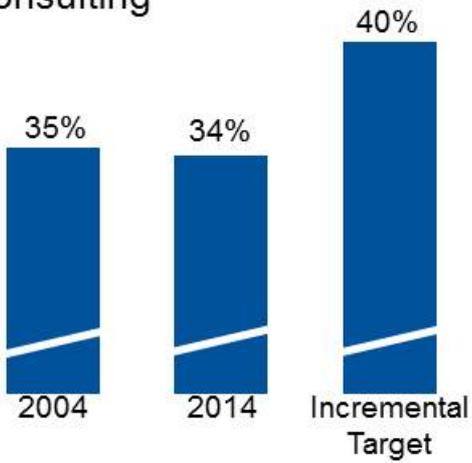
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Margins & Sales Productivity: Gross Margin

Gross Contribution Margins

Consulting

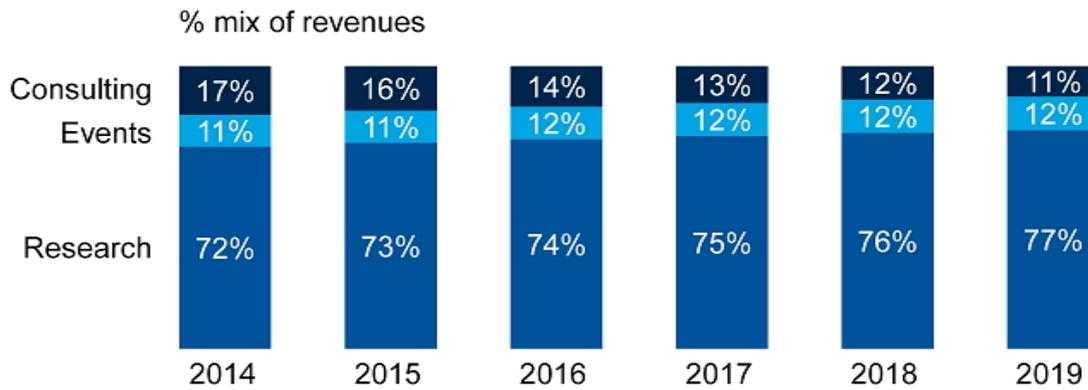


Note: Percentage of Gross Contribution based upon 2014 total segment contribution. 2004 Segment contribution adjusted for inclusion of equity compensation expense.

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Margin & Sales Productivity: Mix shift drives gross margin leverage



Mix improves by approximately 1 point per year,
delivering gross margin expansion of 50 bps per year into the future

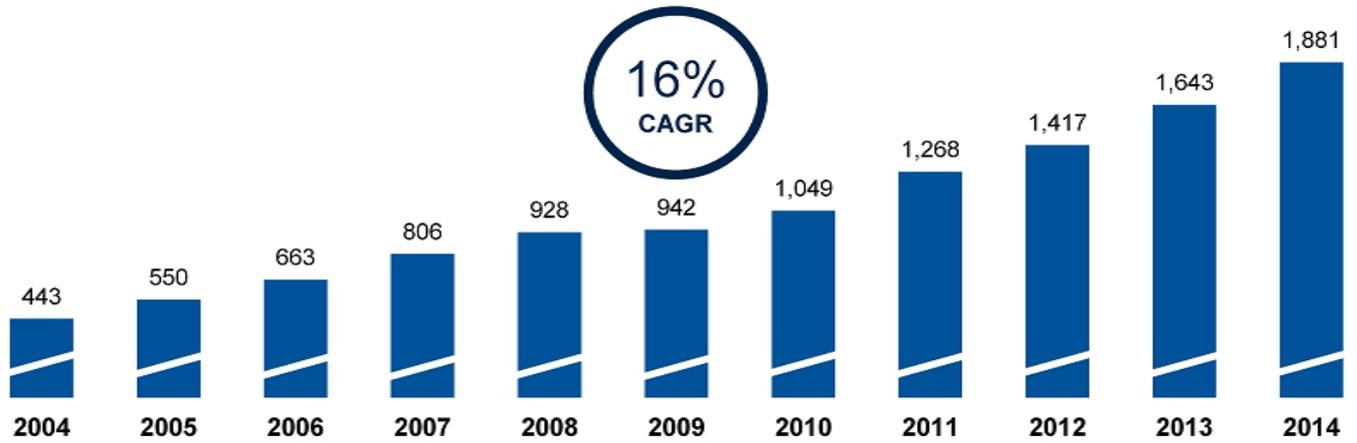
Note: Growth rate assumes mid-point of 2015 FX neutral outlook

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Margin & Sales Productivity: Sales force expansion

Direct Quota Bearing Headcount



Margin & Sales Productivity: Measuring sales productivity

Net contract value increase (NCVI or growth) per Account Executive (AE)

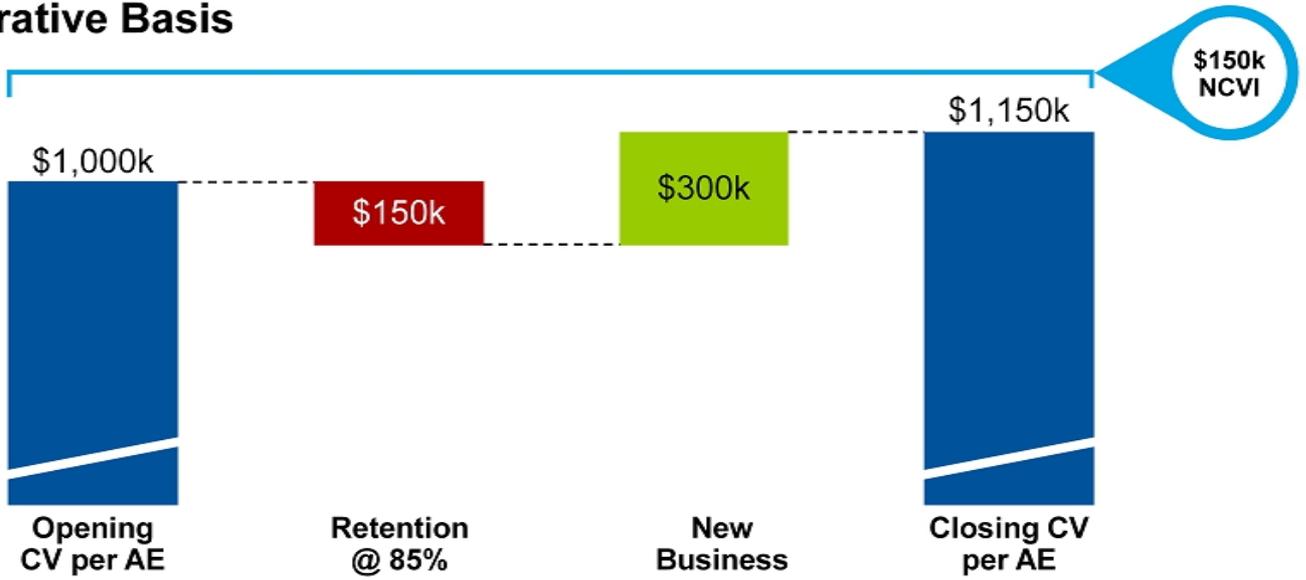
- Focus on growth per AE as much of our business is renewable

Measure on a rolling four quarter basis or for stand-alone periods

- Rolling 4 quarter best way to measure as it eliminates seasonality

Margin & Sales Productivity: Calculating NCVI per sales person (AE)

Illustrative Basis



Note: For illustrative purposes

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Margin & Sales Productivity: Calculating sales productivity

How to calculate sales productivity:

Rolling Four-
Quarter FX Neutral
CV Growth

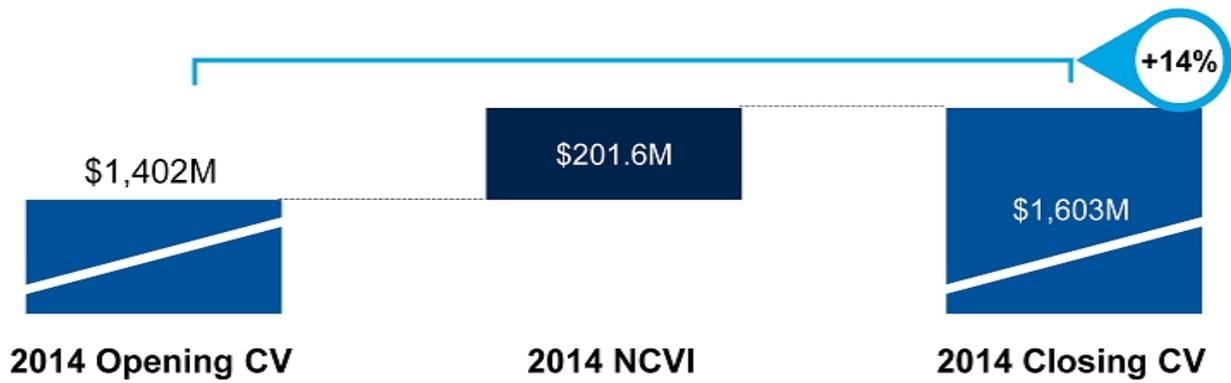


Opening period sales
headcount



Average
Productivity (NCVI)
per AE

Margin & Sales Productivity: 2014 Productivity



2014 FX
Neutral NCVI
\$202M



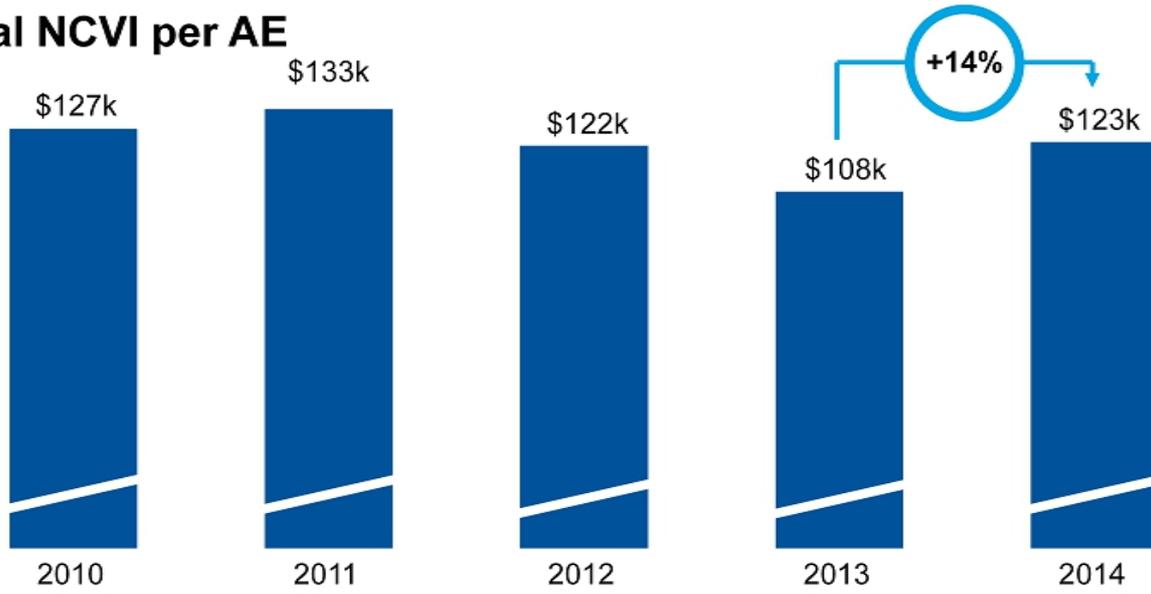
Opening 2014 direct
quota bearing
headcount
1,643



Average
Productivity (NCVI)
per AE
\$123k

Margin & Sales Productivity: Sales Productivity

Annual NCVI per AE



Margin & Sales Productivity: Improving productivity accelerates growth

15% per year sales headcount growth and:

Contract value growth

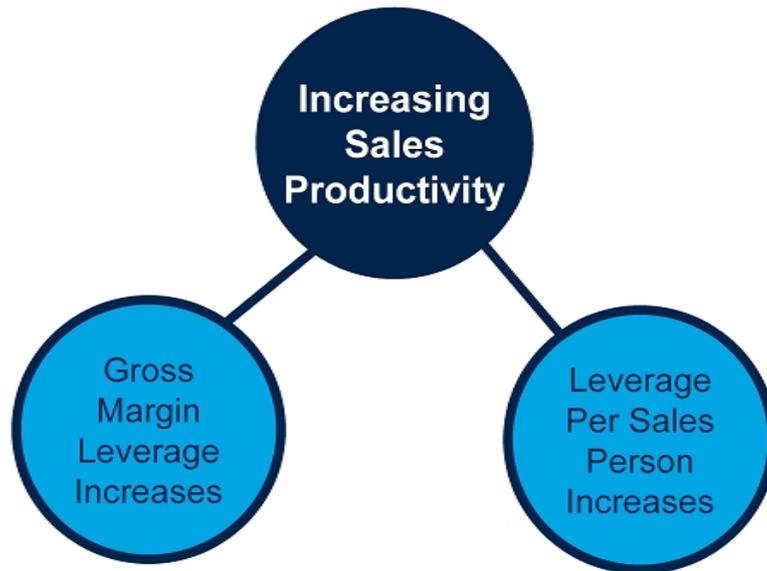
	Year 1	Year 2	Year 3	Year 4	Year 5
Flat Productivity (FX Neutral)	14.4%	14.5%	14.6%	14.6%	14.7%
\$5k improvement per year (FX Neutral)	15.0%	15.6%	16.2%	16.6%	17.0%
\$10k improvement per year (FX Neutral)	15.6%	16.8%	17.7%	18.5%	19.0%

Notes:
1) Sales force grows 15% per year
2) 2014 productivity put in 2015 FX terms is \$119k

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Margin & Sales Productivity: Impact on margins



Margin & Sales Productivity: Impact on margins

Cumulative productivity impact: 5 year period

	Flat Productivity	\$5k / Year	\$10k / Year
Gross Margin Impact	~ 50 bps	~ 50+ bps	~ 60 bps
SG&A Impact	~ (50) bps	~(25) – 0 bps	~ 0 – 40 bps
EBITDA Margin Impact	~ 0 bps	25 – 50 bps	60 – 100 bps

Margins & Sales Productivity: Takeaways

- 70% incremental margin for Research is the right target
- Gross margin leverage achieved through powerful business model and incremental Research economics
- EBITDA margin leverage through continued improvements to sales productivity

Strong Fundamentals

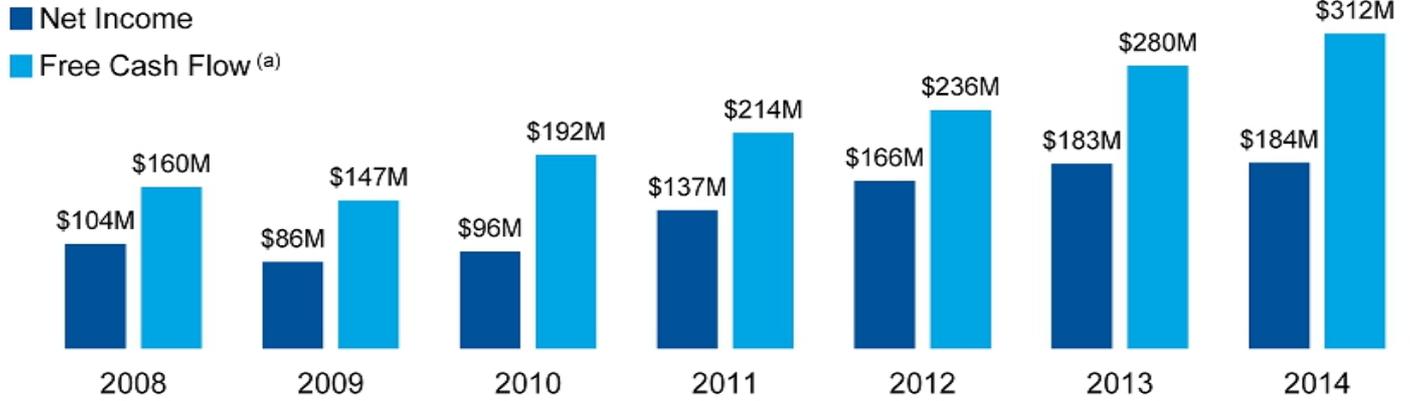
2015 Outlook

Margins and Sales Productivity

Cash/Capital Deployment

Cash & Capital Deployment: Cash Flow Generation

- Upfront billing for Research
- Effectively manage working capital
- Non-capital intensive business



See the attached Glossary for the definition of Free Cash Flow, and cautionary statement regarding this non-GAAP financial measure.

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Cash & Capital Deployment: Priorities



**Strategic
Acquisitions**

**Share
Re-purchases**

Cash & Capital Deployment: Strategic Acquisitions

Strategic Acquisitions

~\$439M on seven deals

2005

 **META Group**
(\$160M)

2009

 **AMR Research**
(\$63M)


burton
GROUP
(\$56M)

2012

 **IDEAS**
INTERNATIONAL
(\$18M)

2014

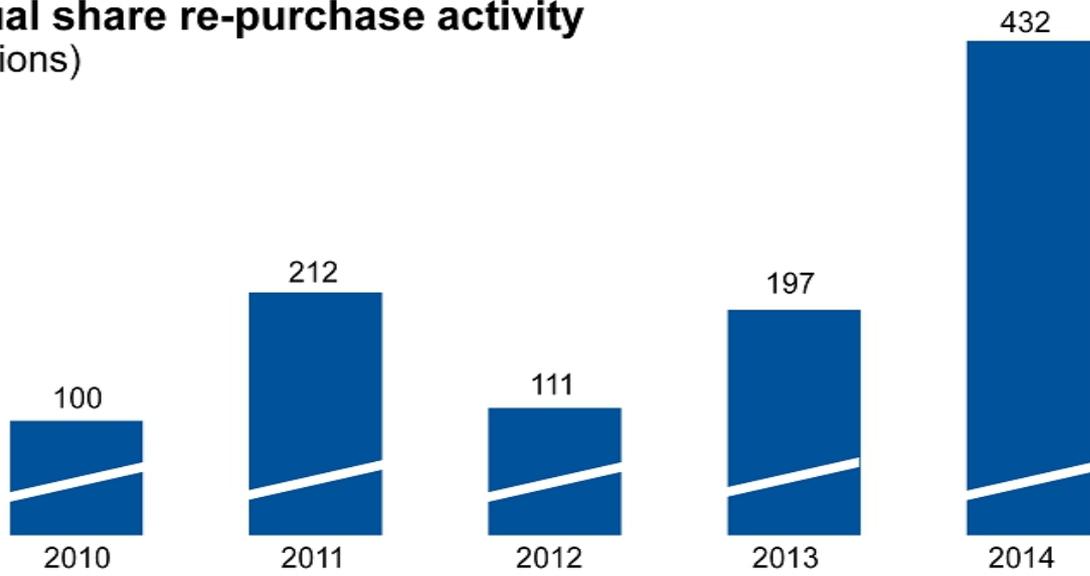
Software Advice
(\$135M)

 **Marketvisio**
(\$1M Net)

SENEXX
(\$6M)

Cash & Capital Deployment: Share re-purchases

Annual share re-purchase activity (\$ millions)



Note: Company has \$413 million remaining on its share re-purchase authorization.

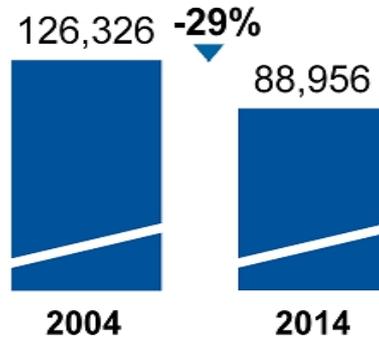
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Cash & Capital Deployment: Share re-purchases

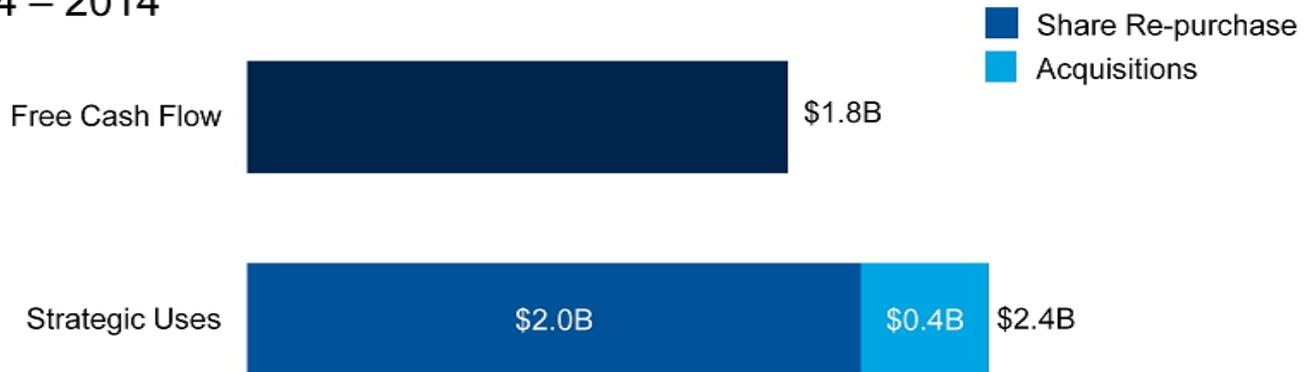
Repurchased over \$2B of stock since 2004

Q4 Fully Diluted Shares Outstanding (in thousands)



Cash & Capital Deployment: Cumulative sources and uses

Cumulative Sources/Strategic Uses of Cash 2004 – 2014



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Why Gartner



Proven Track Record of Success

Increasing Sales Productivity Drives Margin Expansion

Continued Capital Deployment to Enhance Shareholder Value

Long term Sustainable Double-digit growth

Gartner

Appendix

Select Sales Productivity Data

	2013				2014			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Rolling 12-Month NCVI	\$151M	\$145M	\$145M	\$153M	\$158M	\$162M	\$179M	\$202M
Opening Period Head Count	1,288	1,358	1,397	1,417	1,461	1,549	1,605	1,643
Average NCVI Per AE	\$118K	\$107K	\$104K	\$108K	\$108K	\$105K	\$111K	\$123K