

Gartner for Sales Leaders: Product Package & Pricing

Created for the National Collegiate Sales
Competition (NCSC)

Gartner for Sales Leaders Product Deliverables



Learn from Business & Technology Insights (BTI)

Actionable, objective insights move your business forward with a clear picture of growth opportunities.

Unmetered access to Gartner insights covering **customer, competitor, market and technology** via MyGartner web portal.

Leverage a combination of research notes, podcasts, webinars, and quarterly newsletters to ensure the **right decisions are made at the right time.**



Enhance Through Data Driven Tools and Benchmarking

Leverage **data driven tools** to assess your organizations' progress against key benchmarks and internal KPIs.

Gain a clear picture of your current state and **develop and validate your strategic plans** through assessing your salesforce's productivity, maturity, effectiveness, time management, and more.



Gain Actionable Next Steps Through Expert Guidance

Our global team of **2,500+ BTI experts** helps you to advance **your mission-critical priorities** through industry-leading insights and guidance.

Ask questions through analyst inquiry, review important documents such as board presentations and proposals, or to **diagnose your business challenges.**

Speak with Gartner experts to **receive personalized advice** tailored to your specific goals and initiatives.

Business & Technology Insights (BTI)

Gartner Business & Technology Insights are:



Comprehensive

Research documents provide broad, deep coverage tailored to roles and driven by common client needs



Actionable

Insight is organized around key sales leadership roles, helping clients deliver on the specific business outcomes they expect



Independent and Objective

Gartner insights is developed without control or influence from others, is based on observable phenomena uninfluenced by emotion or personal investment

Tools & Diagnostics for Sales Leaders



**Salesforce
Effectiveness**



**Seller
Productivity**



**Key Skill
Development**



**Business
Performance
Management**



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Expert Guidance through Analyst Inquiry

- Clients may use Inquiry Sessions to discuss:
 - Key questions or decisions you are facing
 - Interpretation of Gartner Insights
 - Document reviews of business-related documents (up to twenty (20) pages max including its attachments)
- Only the licensed seat holder may attend analyst inquiries



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Master the Contract & Pricing

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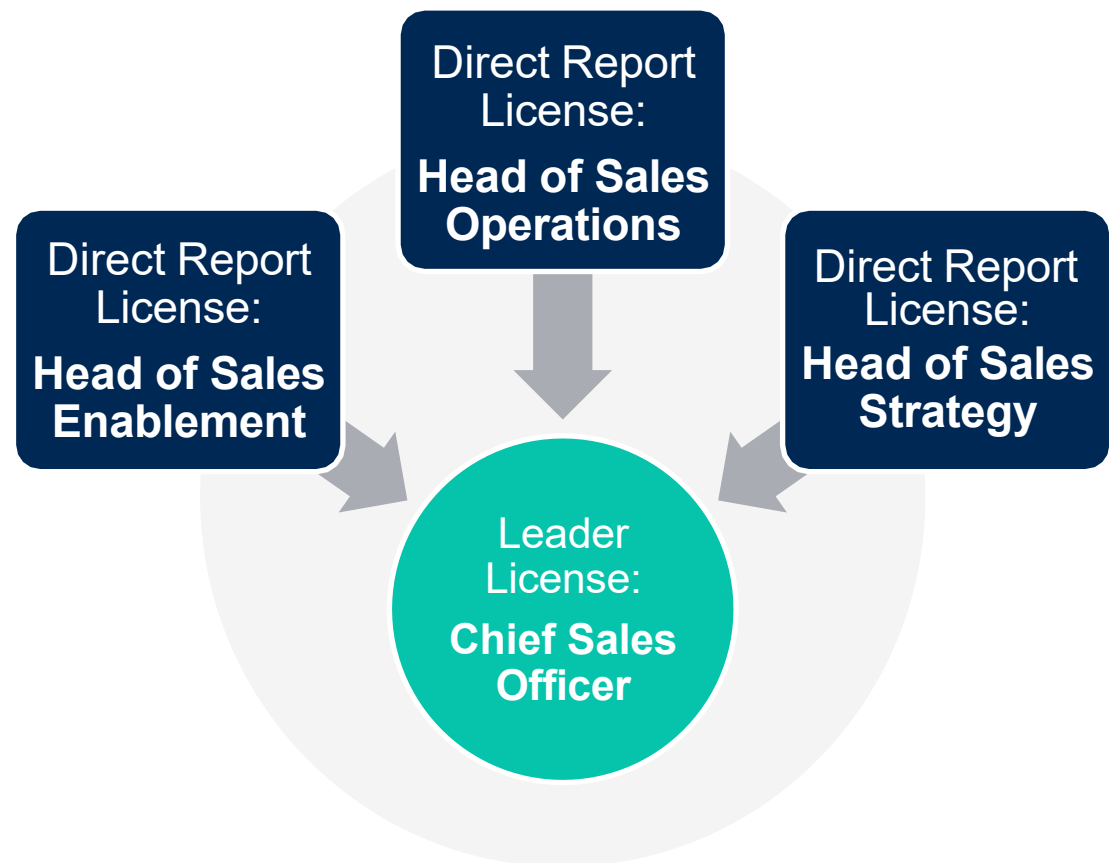
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Gartner for Sales Leaders

Contract Structure and Pricing



Note: This pricing was created for NCSC use only and does not reflect actual Gartner offerings or pricing

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Leader License

- Gartner Business & Technology Insights (BTI)
- BTI and Tools Access
- BTI, Tools, and Expert Guidance

	Year 1	Year 2	Year 3
Tier 1: Business & Technology Insights (BTI)	45k	50k	55k
Tier 2: BTI + Tools	65k	70k	75k
Tier 3 <u>Full Package</u> : BTI + Tools + Expert Guidance	105k	110k	115k

Direct Report License

- Only available if Leader License is purchased

	Year 1	Year 2	Year 3
Tier 1: Business & Technology Insights (BTI)	20k	25k	30k
Tier 2: BTI + Tools	30k	35k	40k
Tier 3 <u>Full Package</u> : BTI + Tools + Expert Guidance	45k	50k	55k

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