
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, DC 20549

FORM 8-K

**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 14, 2013

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 14, 2013, Gartner, Inc. (the “Company”) will make investor presentations that will include the slides furnished as Exhibit 99.1 to this Current Report on Form 8-K. The slides contained in Exhibit 99.1 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 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

EXHIBIT NO.	DESCRIPTION
99.1	Gartner, Inc. Investor Presentation dated February 14, 2013

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 14, 2013

By: /s/ Christopher J. Lafond

Christopher J. Lafond
Executive Vice President,
Chief Financial Officer

EXHIBIT INDEX

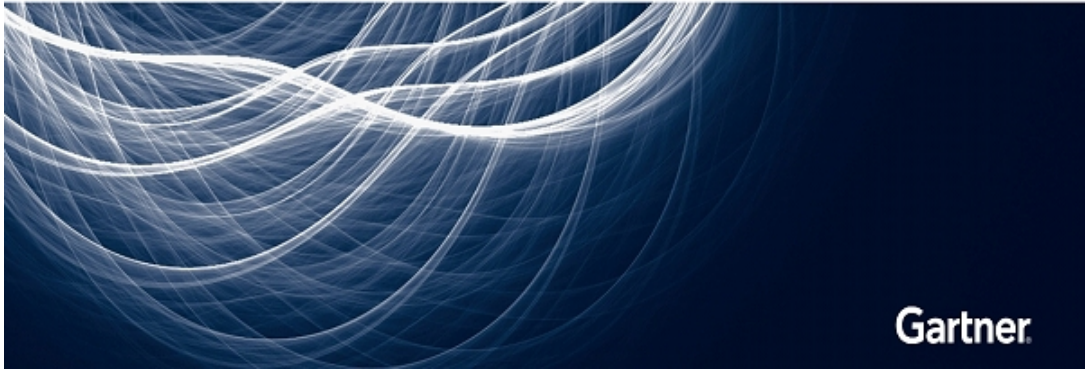
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99.1	Gartner, Inc. Investor Presentation dated February 14, 2013.



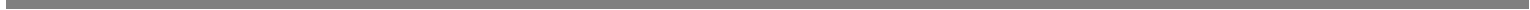


Brian Shipman

Group Vice President, Investor Relations



Gartner



Forward Looking Statements

Statements contained in this presentation regarding the growth and prospects of the business, the Company's projected 2013 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 14, 2013 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

Business Overview	Gene Hall
Research	Peter Sondergaard
Events	Alwyn Dawkins
Consulting	Per Anders Waern
Break	
Sales	David Godfrey
Financial Overview	Chris Lafond
Summary / Q&A	Gene Hall and Chris Lafond

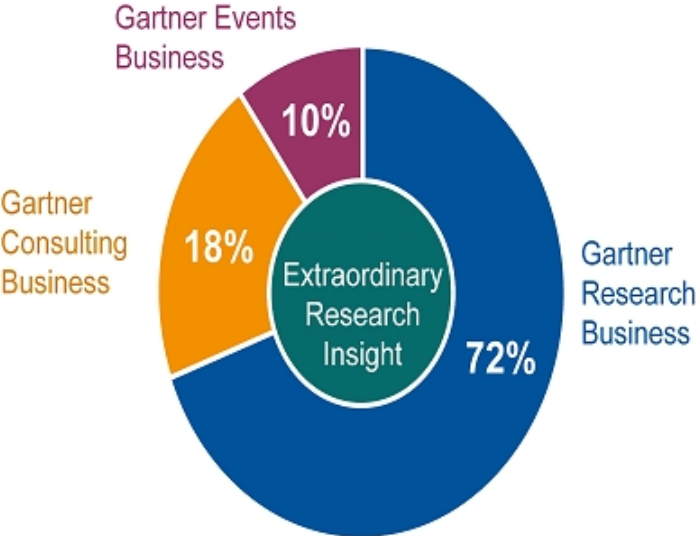


Why Gartner



Gartner.

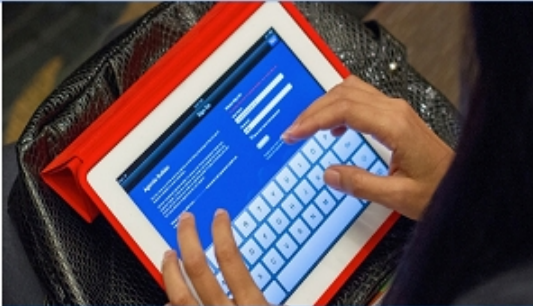
Gartner



Note: Percentages based on midpoint of 2013 revenue guidance.

Gartner

Gartner Research

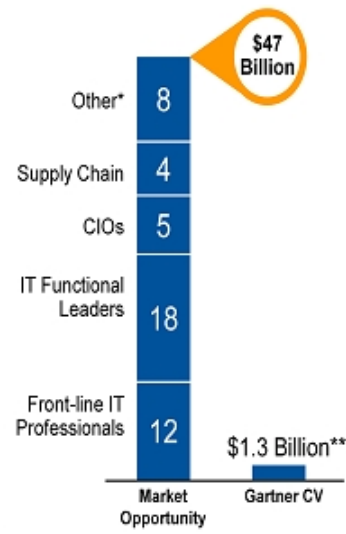


Consistent, double-digit growth

- Contract Value
- Revenue
- Earnings
- EBITDA
- Cash Flow

Gartner.

A Vast, Untapped Market Opportunity



Source: Gartner internal estimates

* technology, professional services, telecommunications and investors

** 2012 ending contract value

Gartner

Winning Growth Strategy



Extraordinary
Research Insight



Strong Sales
Capability



High-Value
Differentiated
Offerings



World-Class
Service

Continuous Improvement and Innovation

Performance-Driven Leadership Team

Gartner

Turning Our Strategy into Action

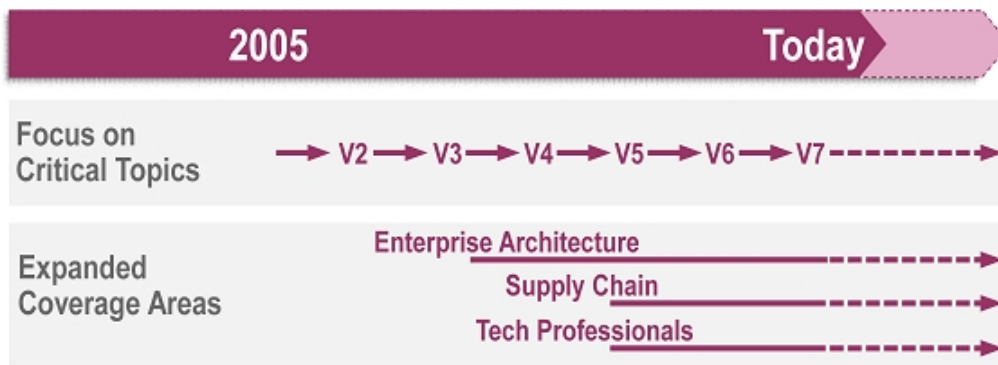
Key Initiative → V2 → V3 → V4 → V5 → V6 → V7 → ----- →

New Initiative → V2 → V3 → V4 → V5 → ----- →

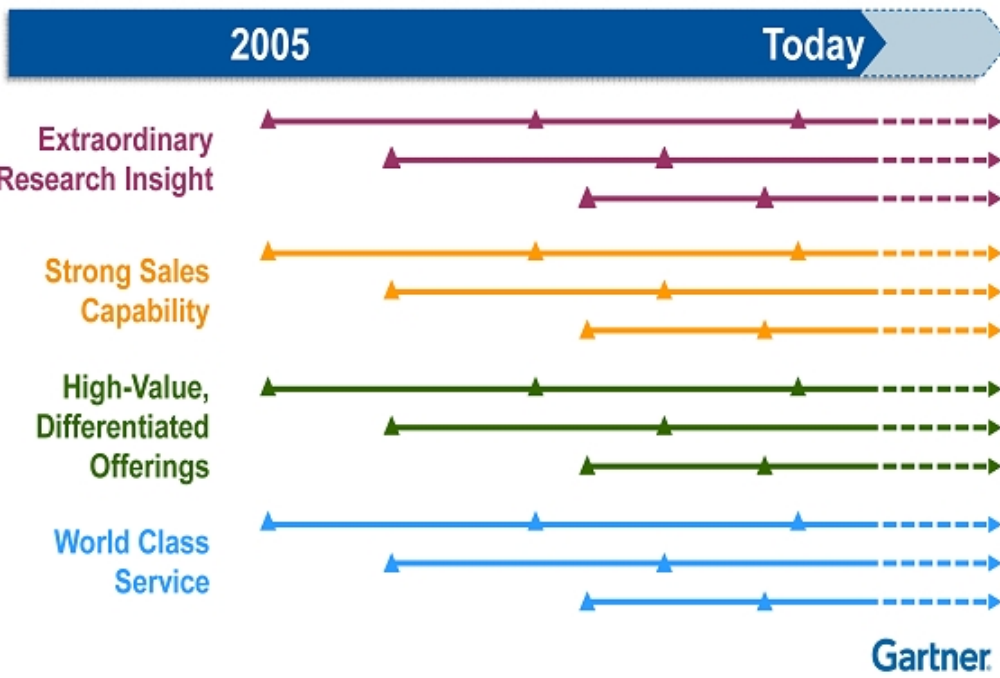
New Initiative → V2 → V3 → V4 → ----- →

Gartner

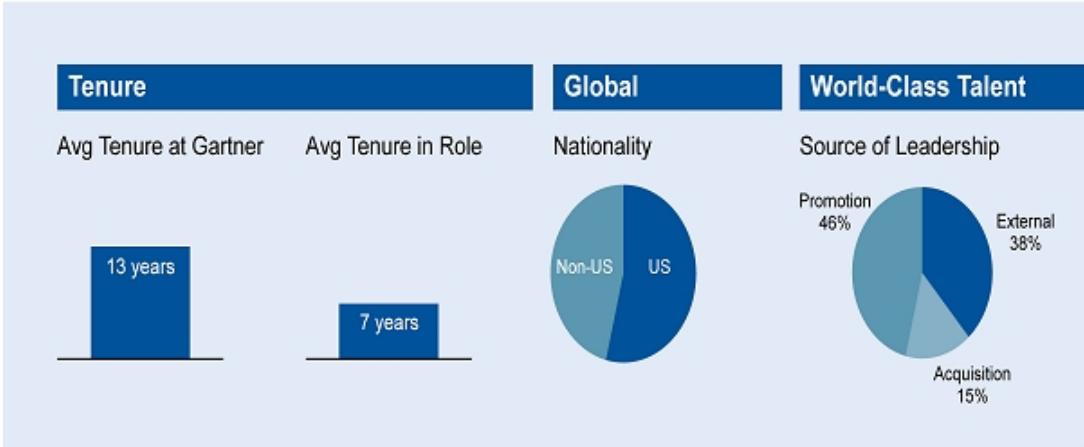
Extraordinary Research Insight



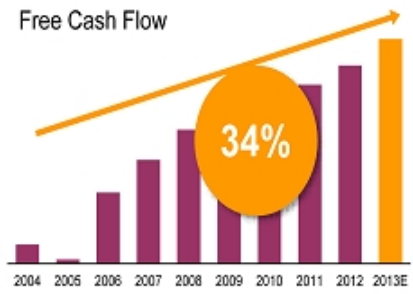
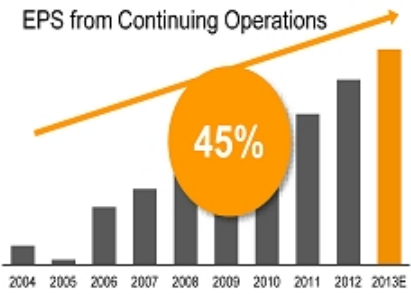
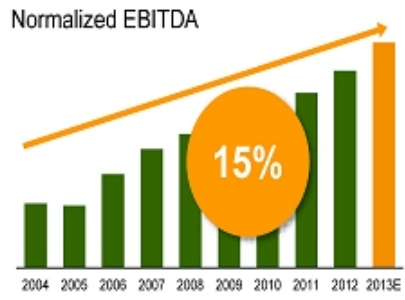
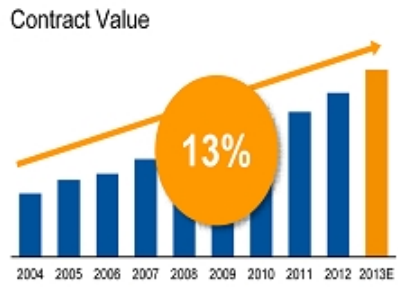
Gartner



Performance Driven Leadership Team



Gartner



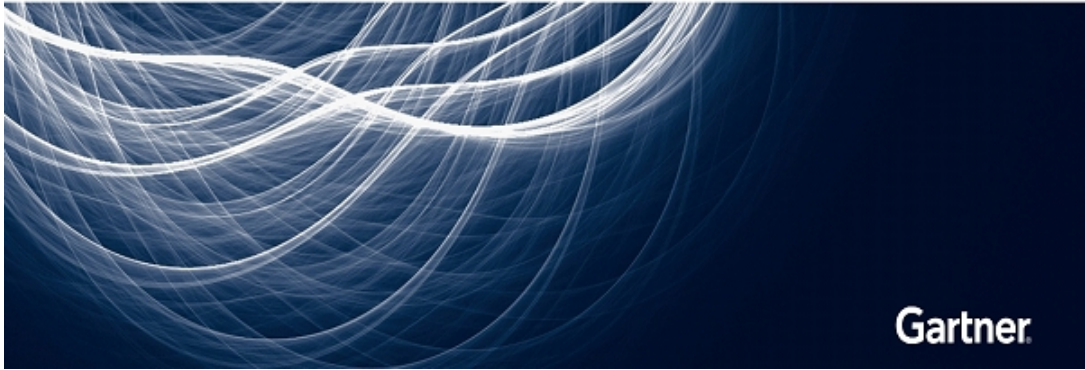
Gartner





Peter Sondergaard

Senior Vice President, Research



Gartner



Why Gartner



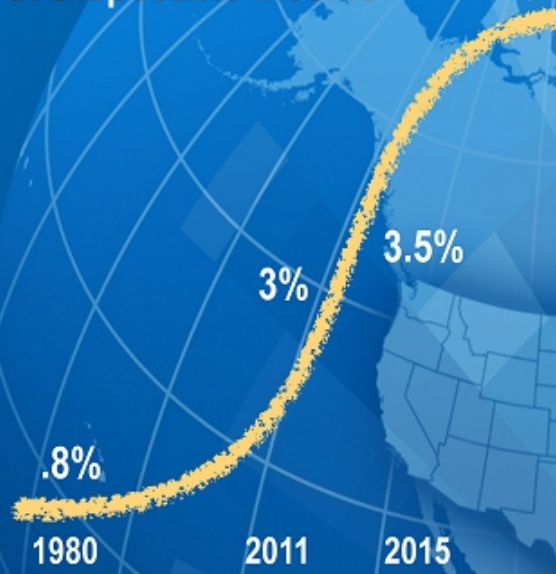
Gartner.

Nexus of Forces

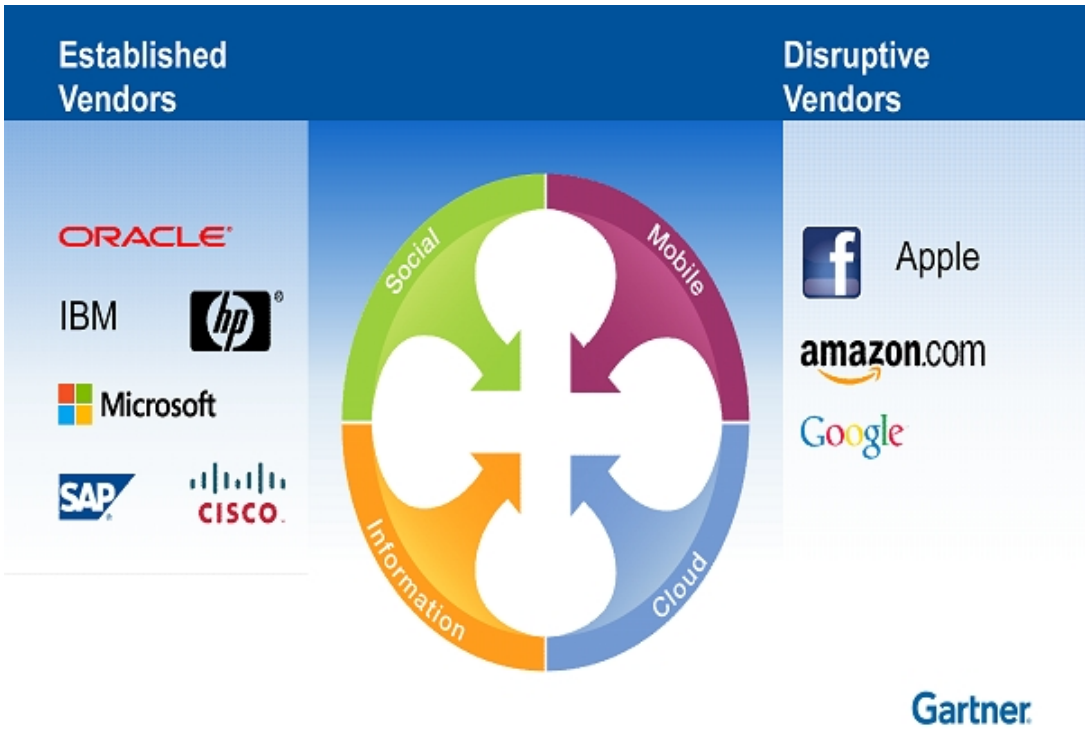


Gartner

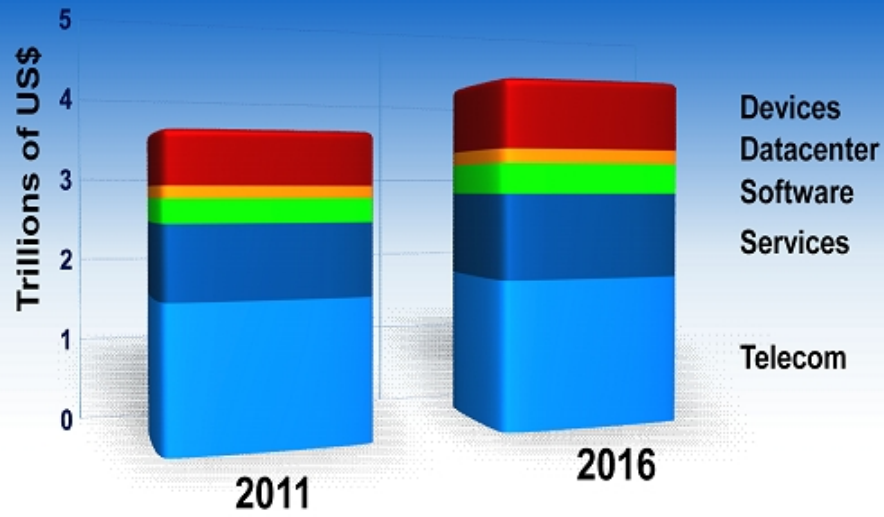
Technology Spending as Percentage of Disposable Income



Gartner



Overall IT Market



Gartner Worldwide IT Spending Forecast, 4Q12

Gartner





Mass Digitization

Client Retention

New Revenues

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Every Budget is
an IT Budget

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Gartner Predicts

By 2015, 25% of
Organizations Will Have
a Chief Digital Officer

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Information Management Officer	IBig Data Engineer	Fraud Scientist
Data Scientist	Hpc Engineer	Infoeconomist
Data Steward	Analytic Scientist	Information Product Architect
Advanced Analytics Analyst	Algorithms Scientist	Data Harvester
Data Security Architect	NoSQL DBA	Financial Analyst
Data Scientist	Business Analyst	Data Appliance Operator
Ontologist	Chief Innovation Officer	Dark Data Lord
Infomaniac	VP Of Algorithms	Intelligence Analyst
Chief Algorithms Officer	Customer Sentiment Analyst	Digital Marketing Officer
Web Application Manager	Fraud Scientist	

Millions of New Jobs

Information Valuation Specialist	Financial Analyst	Chief Data Officer
Taxonomist	Data Appliance Operator	Statistical Scientist
Big Data Engineer	Dark Data Lord	Data Czar
Hpc Engineer	Intelligence Analyst	Data Investigator
Analytic Scientist	Digital Marketing Officer	Chief Statistician
Algorithms Scientist	Statistician	Chief Analytic Officer
NoSQL DBA	Data Scientist, Algorithms & Analytics	Digital Marketing Analyst
Business Analyst	Information Architect	Customer Analytics Architect
Chief Innovation Officer	Junior Data Analyst	Chief Data Scientist

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Gartner Predicts

By 2015, Big Data
Demand Will Reach
4.4 Million Jobs Globally

But Only 1/3 of Those Jobs Will Be Filled

Gartner



The New
Information
Economy

Gartner

Information Drives The Next Economic Cycle

**New Jobs.
New Revenue.
New Skills.**

Gartner

2012 Client Key Initiatives



1	Cloud Computing	6	IT Cost Optimization
2	Mobile Enterprise Strategy	7	IT Governance
3	IT Strategic Planning	8	ITIL and Process Improvement
4	Enterprise Architecture Program	9	Application Development
5	Data Center Modernization and Consolidation	10	Program and Portfolio Management

Source: Gartner.com Data, January 2013

Gartner

2006 Client Key Initiatives



1 IT Strategic Planning	6 Mobile & Wireless
2 Security & Privacy	7 Customer Relationship Management
3 Business Intelligence	8 Application Integration and Middleware
4 Application Development	9 Outsourcing
5 ERP & Supply Chain Management	10 Emerging Technologies

Source: Gartner.com Data, January 2007

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Note: Percentages based on midpoint of 2013 revenue guidance.

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Gartner Research Model

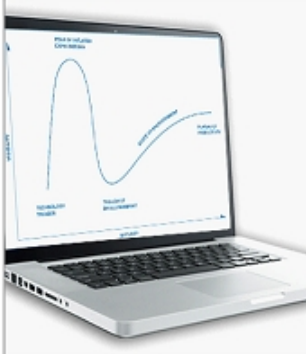
The Research Process

PEOPLE

PROCESSES

PROPRIETARY
DATA AND
ANALYTICS

PACKAGING
AND
PRESENTATION



Gartner

Gartner Research Model

The People — Analysts



Subject Matter Experts

Over **900** analysts in
29 countries

Over **150** based in
APAC, over **210** based
in Europe

Minimum **12 years** of
experience at time of
hire

60% have 20+ years
of industry experience

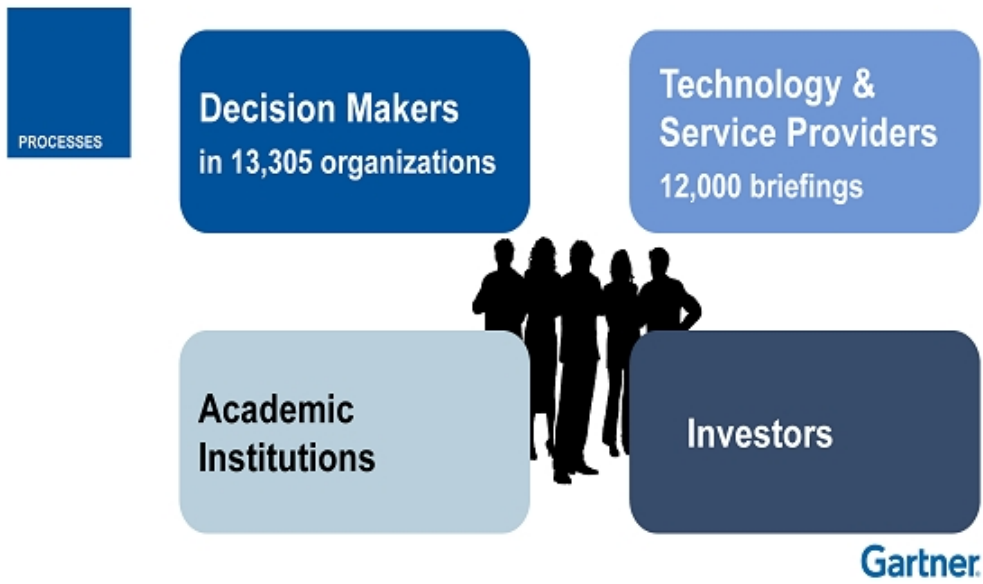


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Gartner Research Model

The Research Process



Gartner Research Model

The Research Process



Transparency
Objectivity
Quality

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Gartner Research Model

The Research Process



Rank Key Initiative

- 1 Cloud Computing
- 2 Mobile Enterprise Strategy
- 3 IT Strategic Planning
- 4 Enterprise Architecture
- 5 Data Center Modernization and Consolidation



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Gartner Research Model

Proprietary Data and Analytics

PROPRIETARY
DATA AND
ANALYTICS



4.9 million
end-user
searches per
year

265,000
interactions

Over **3,900**
contract reviews
and almost
12,000 strategy
reviews

5.2 million
document page
views

5,500 IT Cost
and Price
benchmarks

A terabyte of
continually
updated market
data

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Gartner Research Model

Packaging and Presentation

PACKAGING
AND
PRESENTATION

Written Actionable Advice



Interactions



Gartner Research Model

Packaging and Presentation

PACKAGING
AND
PRESENTATION



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Gartner Research Model

Packaging and Presentation



"2012 Strategic Road Map for Mobility"

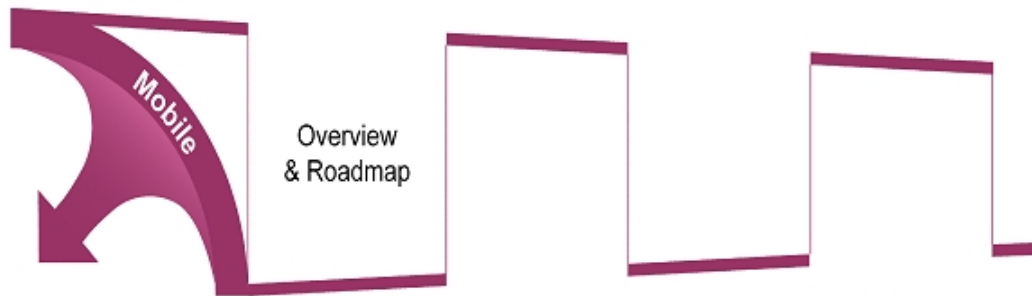
"Agenda for Mobile Infra & Ops"

"Predicts 2012: Mobile & Wireless"

- Hype Cycles:

"Mobile Device Technologies, 2012"

"Consumer Services and Mobile Applications, 2012"



Gartner.

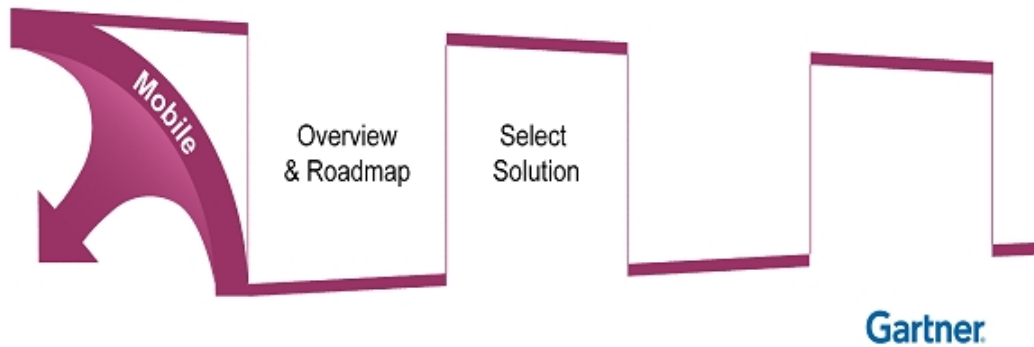
Gartner Research Model

Packaging and Presentation



- Magic Quadrants:
 - “Mobile Device Management Software”
 - “Mobile AD Platforms”
 - “Mobile Data Protection”

“Consumer Mobile Applications”
“IT Market Clock for Enterprise Mobility”

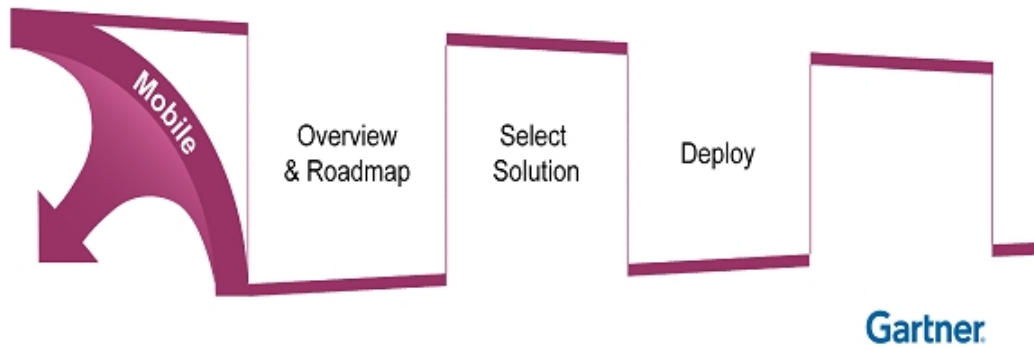


Gartner Research Model

Packaging and Presentation



- How to Maximize the Value of Mobile and Social Commerce
- Mobile Solution Analyzer Manual

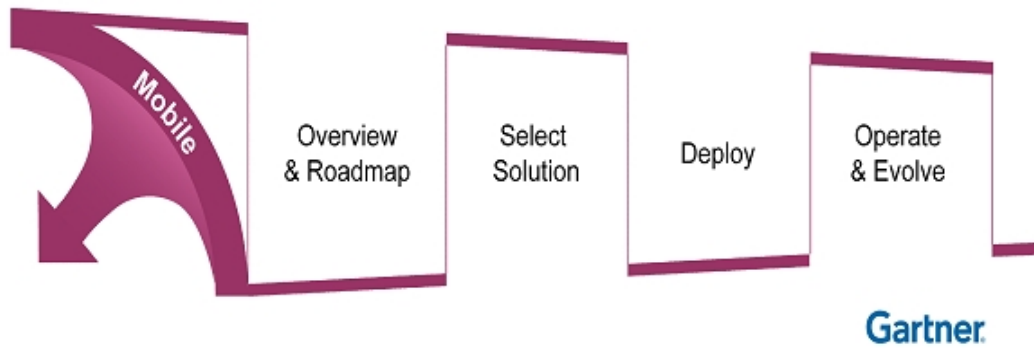


Gartner Research Model

Packaging and Presentation

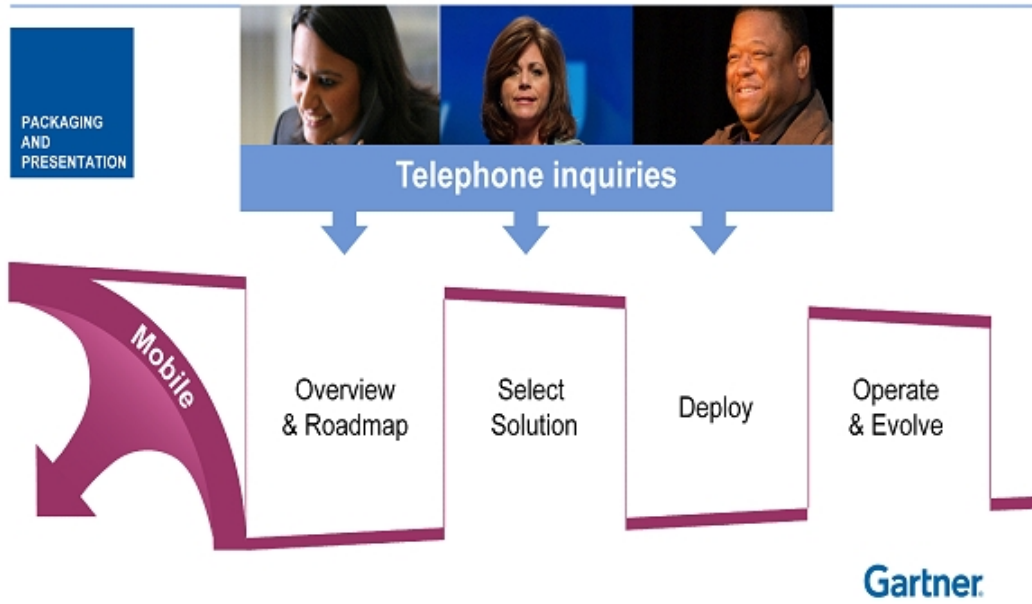


- Toolkit: Bring Your Own Device: Mobile Device Policy Template
- much more research...



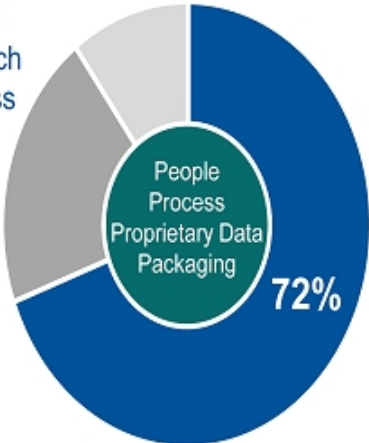
Gartner Research Model

Packaging and Presentation



Gartner Research

Gartner
Research
Business



Note: Percentages based on midpoint of 2013 revenue guidance.



Gartner Research Business

Highly differentiated insight delivered primarily through digital media subscriptions

Gartner.

Gartner Research

Vast Untapped Market Opportunity



Gartner for IT Executives

Equips CIOs with the role-specific tools and knowledge they need to deliver exceptional business results for their organizations

Source: Gartner internal estimates

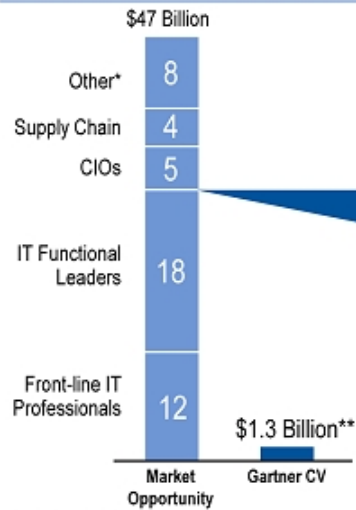
* technology, professional services, telecommunications and investors

** 2012 ending contract value

Gartner.

Gartner Research

Vast Untapped Market Opportunity



Gartner for IT Leaders

Provides IT leaders with just-in-time, role-specific insight and advice from Gartner analysts to drive success on critical initiatives and IT purchases

Source: Gartner internal estimates

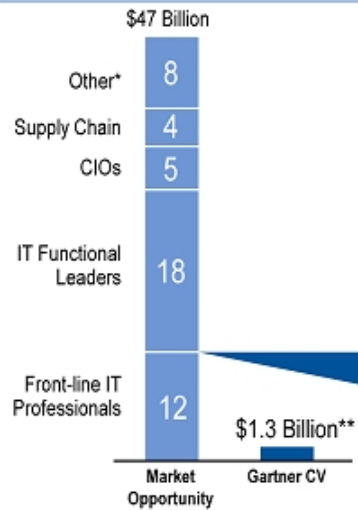
* technology, professional services, telecommunications and investors

** 2012 ending contract value

Gartner.

Gartner Research

Vast Untapped Market Opportunity



Source: Gartner internal estimates

* technology, professional services, telecommunications and investors

** 2012 ending contract value

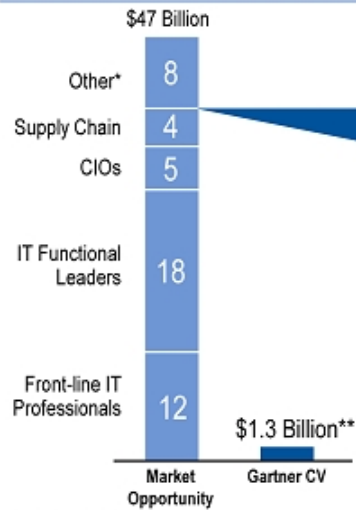
Gartner for Technical Professionals

Provides IT technical professionals with in-depth advice to drive technology architecture decisions and implementation strategy

Gartner.

Gartner Research

Vast Untapped Market Opportunity



Gartner for Supply Chain Leaders

Provides Supply Chain leaders within different industries advice and tools to optimize and drive success on critical initiatives around their specific value chain

Source: Gartner internal estimates

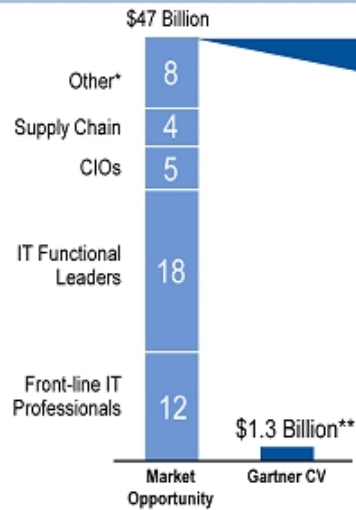
* technology, professional services, telecommunications and investors

** 2012 ending contract value

Gartner.

Gartner Research

Vast Untapped Market Opportunity



Source: Gartner internal estimates

* technology, professional services, telecommunications and investors

** 2012 ending contract value

Gartner for Business Leaders

Provides business leaders in Technology and Service providers with the tools and insight to ensure they succeed in the marketplace

Gartner.

Continuous Product Innovation

Content



Technology Platform



Usability/ interface



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Strong Value Proposition



Why Gartner

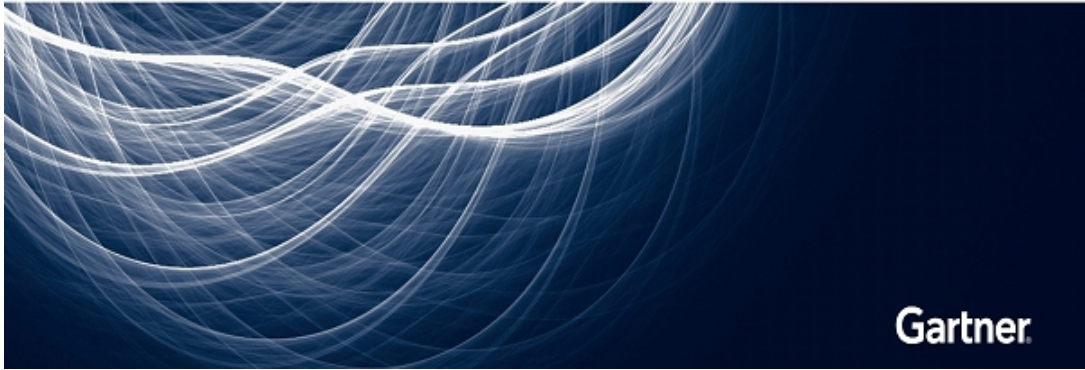


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Alwyn Dawkins

Senior Vice President, Gartner Events



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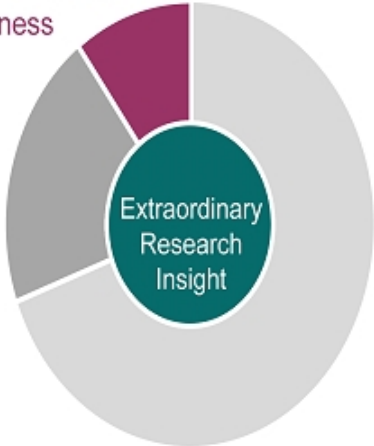
Gartner Events



Gartner.

Gartner Events

Gartner Events
Business



Gartner Events Business
Differentiated live events
leveraging research content

Gartner.

Gartner Events

Gartner Events
Business



Gartner Events Business

Differentiated live events
leveraging research content

Gartner.

Our mission:

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

Gartner.

Gartner Events

Gartner Events
Business



Gartner Events Business

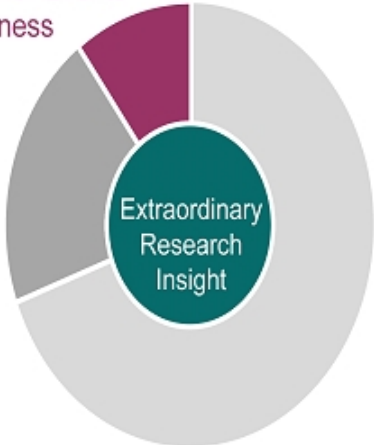
62 Events	46,307 Attendees
6 Continents	1,839 Exhibitors

World's Leading IT Conference Producer

Gartner.

Gartner Events

Gartner Events
Business



Gartner Events Business

Current
Relevant
Actionable

Gartner

Gartner Events

Gartner Events
Business



Gartner Events Business

Current
Relevant
Actionable

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



Gartner

Attendee Value Proposition

Face-to-face Analyst interaction

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Attendee Value Proposition

Face-to-face Analyst interaction

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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



Face to face interaction
with high level attendees

Cost effective lead
generation

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2012 Gartner Event Portfolio

62 strategic conferences
Record breaking global attendance

Gartner.
SYMPOSIUM ITXPO® 2012



Gartner.
Summits



Gartner.
Supply Chain
Executive Conference



Gartner.
Catalyst Conference

Gartner

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



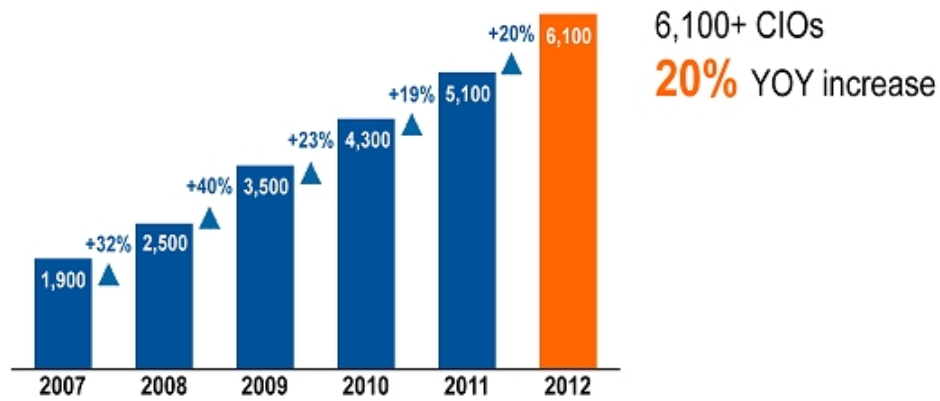
Over 20,000 Participants including 6,100+ CIOs (up 20% YoY)

Country	Dates
BRAZIL	October 29 – 31
SOUTH AFRICA	August 28 – 30
INDIA	October 10 – 12
AUSTRALIA	November 12 – 15

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Symposium strategy driving increased CIO attendance

Global Symposium CIO Attendance



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2013 Gartner Event Portfolio

64 strategic conferences

Gartner.
SYMPOSIUM ITXPO® 2013
The World's Most Important
Gathering of CIOs and Senior
IT Executives

Dubai, U.A.E.	Goa, India
Capetown, South Africa	Gold Coast, Australia
Orlando, FL	São Paulo, Brazil
Tokyo, Japan	Barcelona, Spain

 **Gartner.**
Summits

 **Gartner.**
Supply Chain
Executive Conference

 **Gartner.**
Catalyst Conference



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Gartner Events



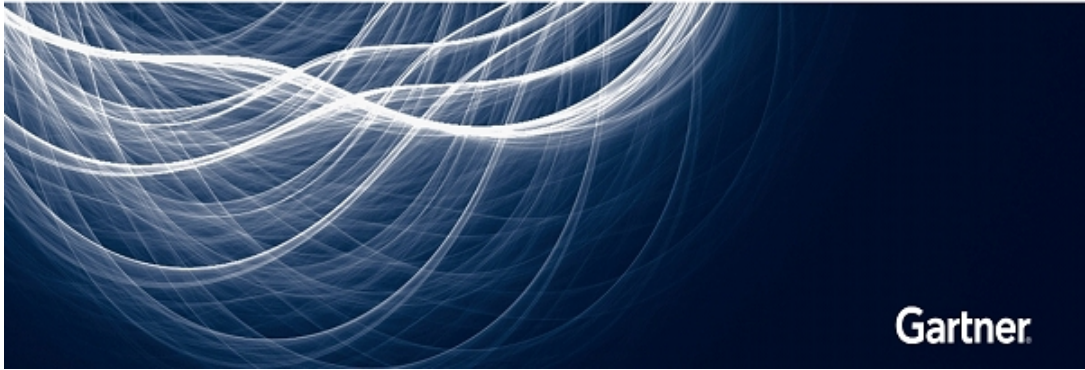
Gartner.





Per Anders Waern

Senior Vice President, Gartner Consulting



Gartner



Gartner Consulting

Gartner
Consulting
Business



Gartner Consulting Business

Longer-term differentiated
engagements leveraging
Gartner research

Gartner.



Gartner Consulting



Core Consulting and Benchmarking
Contract Optimization

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Gartner Consulting

Gartner
Consulting
Business

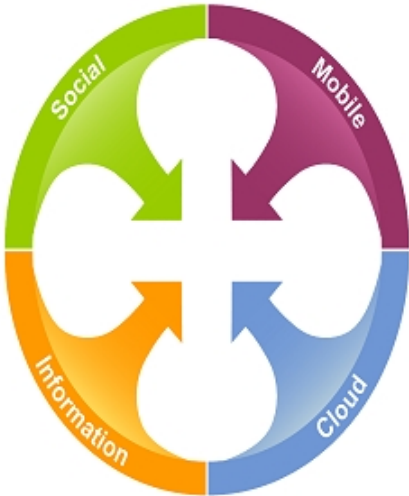


Independent and Objective

Powered by Gartner Research

**Proprietary Benchmark
Enabled**

Gartner.



Gartner





Gartner



Gartner

Gartner Consulting

Gartner
Consulting
Business



Gartner Consulting Business

Independent and Objective
Powered by Gartner Research
Proprietary Benchmark Enabled

Gartner.

Experienced Senior Practitioners



- 503 billable Consultants
- \$430K average annual revenue per head
- Powerful value proposition for attracting top talent

Gartner.

Managing Partners

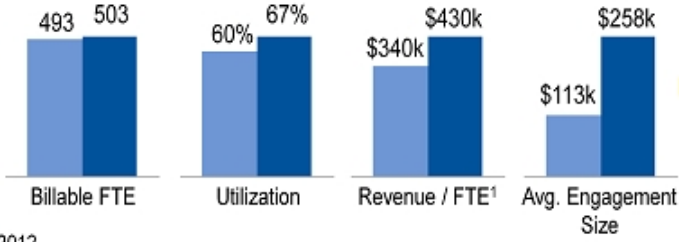


Trust-based relationships

Repeatable services

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Managing Partner Strategy Driving Results



■ 2004 ■ 2012

¹ - Full Time Equivalents





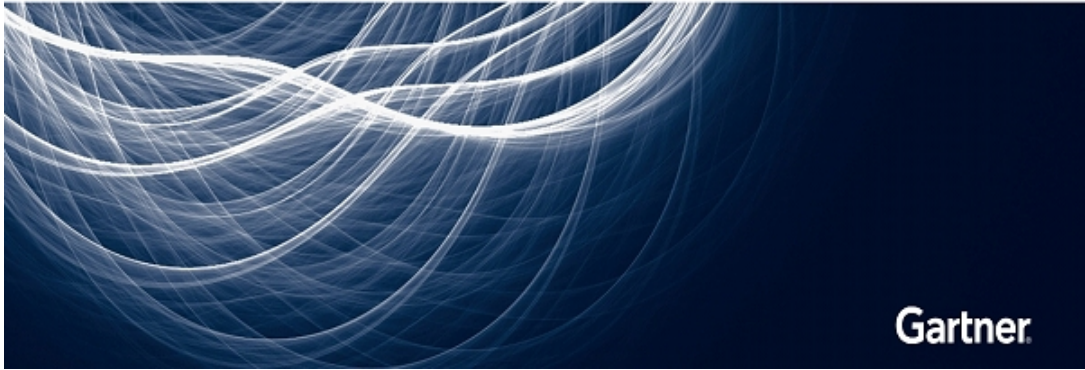


Gartner®

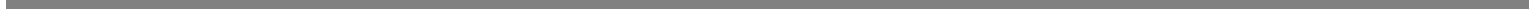


David Godfrey

Senior Vice President, Worldwide Sales



Gartner





Gartner Sales



Gartner Sales



1,417 quota-bearing
sales associates

Profile of a Gartner
Account Executive

220% growth
since 2004

53% outside of
United States

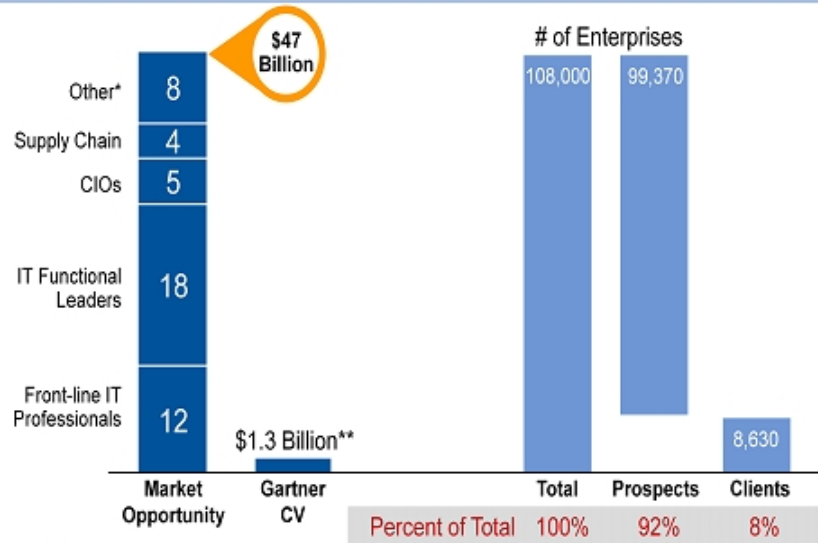
Highly motivated
Great sales DNA

Passionate

Goal oriented

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Vast Market Opportunity for Research



Source: Gartner internal estimates

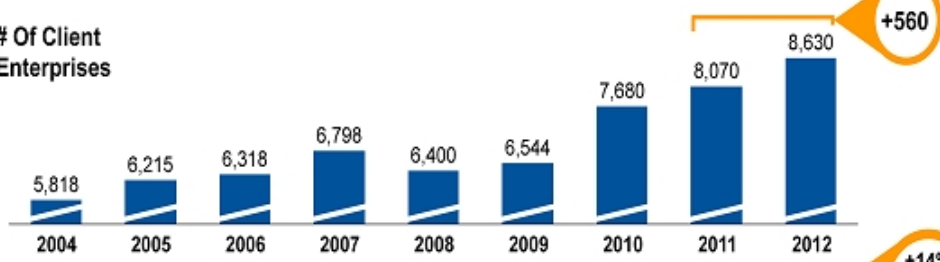
*technology, professional services, telecommunications and investors

** 2012 ending contract value

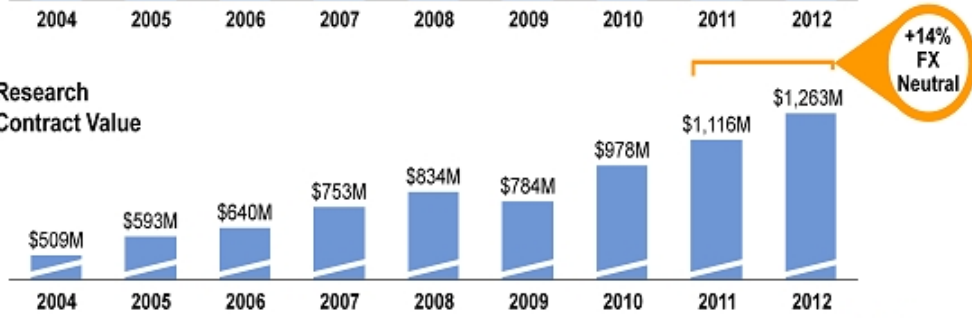
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Client Enterprise and Contract Value Growth

Of Client Enterprises

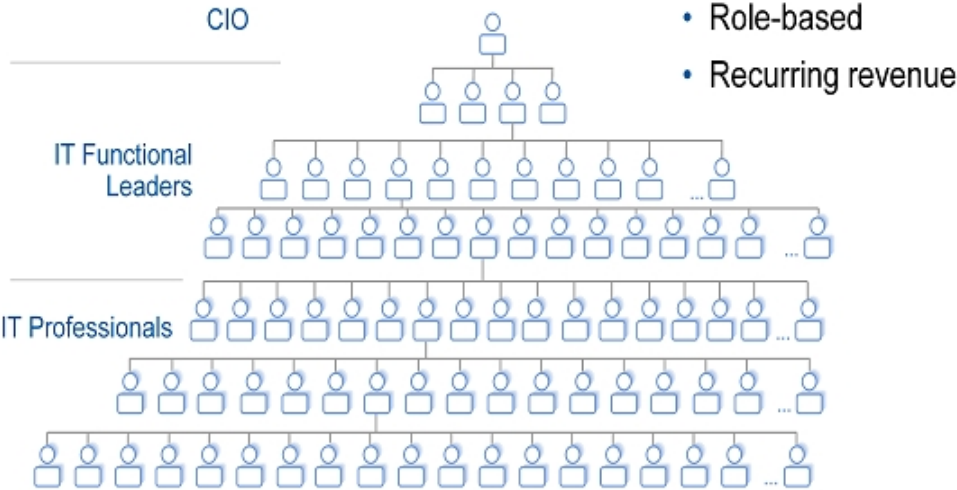


Research Contract Value



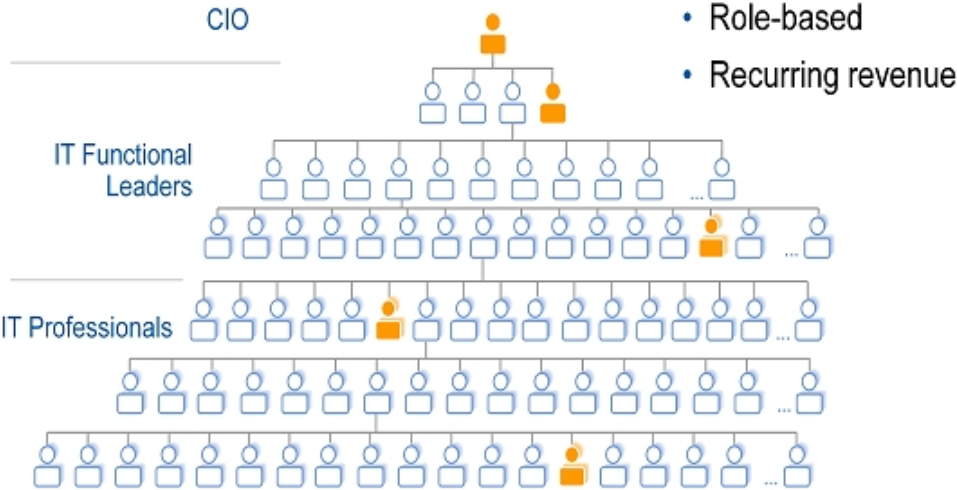
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Research sold as subscriptions to individuals



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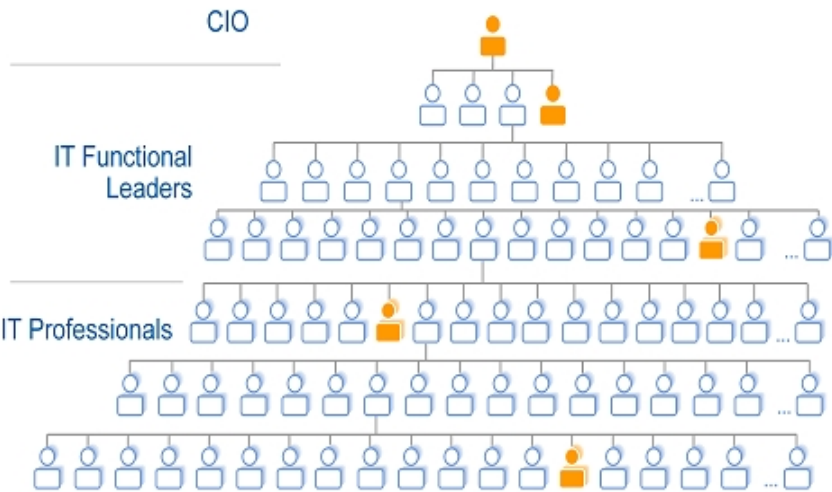
Research sold as subscriptions to individuals



- Role-based
- Recurring revenue

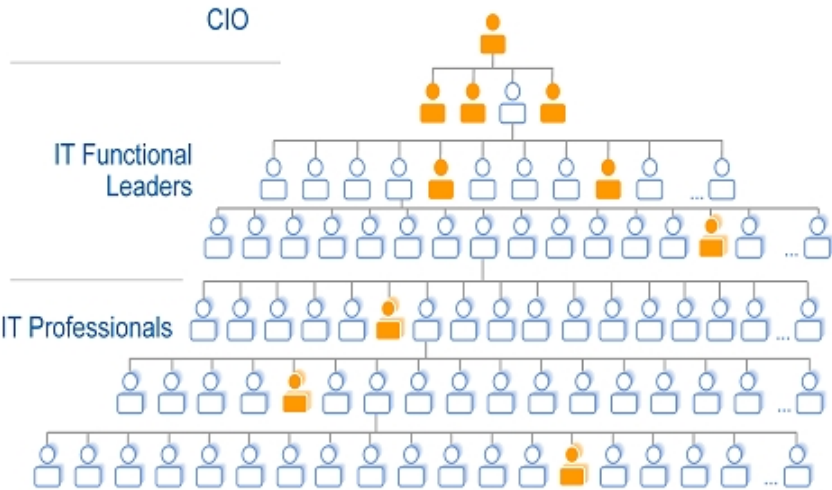
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Case Study: Growing the Account



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Case Study: Growing the Account



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Gartner Sales



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Sales Strategy to Capture Market Opportunity

Capacity

Coverage

Sales Effectiveness

Gartner

Sales Strategy to Capture Market Opportunity

Capacity

Coverage

Sales Effectiveness

Gartner

Sales Strategy to Capture Market Opportunity



Gartner.

Sales Strategy to Capture Market Opportunity

Capacity

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Sales Effectiveness

Gartner

Sales Strategy to Capture Market Opportunity

Capacity

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



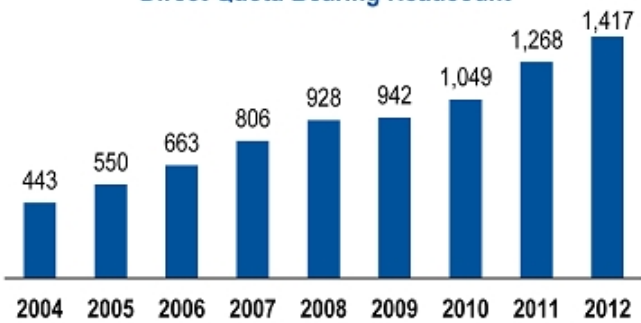
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Sales Strategy to Capture Market Opportunity

Capacity

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

Direct Quota Bearing Headcount



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Sales Strategy to Capture Market Opportunity

Coverage

- Matched to global opportunity
- Emphasizing client intimacy



Sales Strategy to Capture Market Opportunity

Coverage

- Matched to global opportunity
- Emphasizing client intimacy

Research Client Organizations



Average Contract Value per Organization (\$K)



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Sales Strategy to Capture Market Opportunity

Capacity

Coverage

Sales Effectiveness

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Sales Strategy to Capture Market Opportunity

Sales Effectiveness

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



Gartner Sales: A great place to work

Gartner reputation

LinkedIn

glassdoor



Gartner

Gartner Sales: A great place to work

Gartner culture

- Access to the C-Level
- Collaboration
- Leading tools and Best Practices
- Innovative products



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Gartner Sales



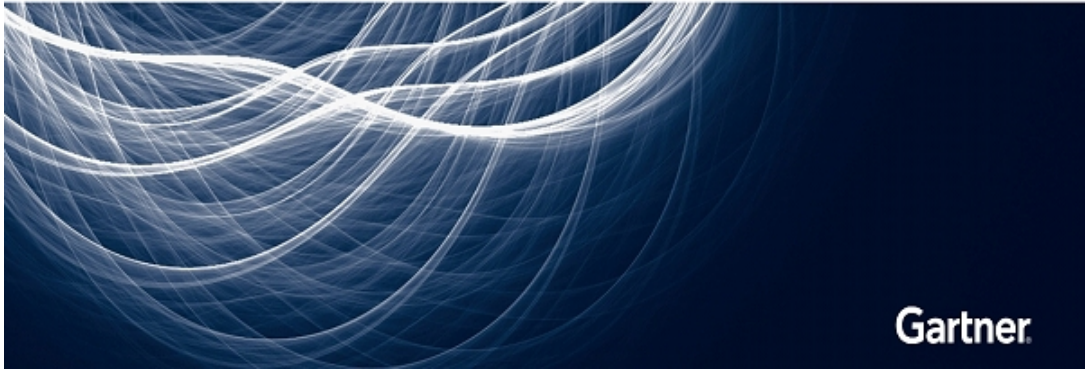
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Chris Lafond

Gartner Chief Financial Officer



Gartner



Consistent, Winning Growth Strategy



Extraordinary
Research Insight



Strong Sales
Capability



High-Value
Differentiated
Offerings



World-Class
Service

Continuous Improvement and Innovation

Performance-Driven Leadership Team

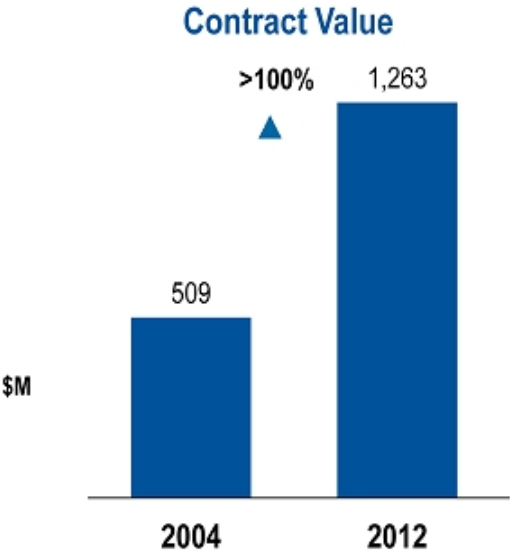
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Consistent, Winning Growth Strategy The Financial Plan We Set in 2005

- Grow the Research business
- Optimize the Events portfolio
- Improve the profitability of the Consulting business
- Leverage our G&A infrastructure
- Drive shareholder value

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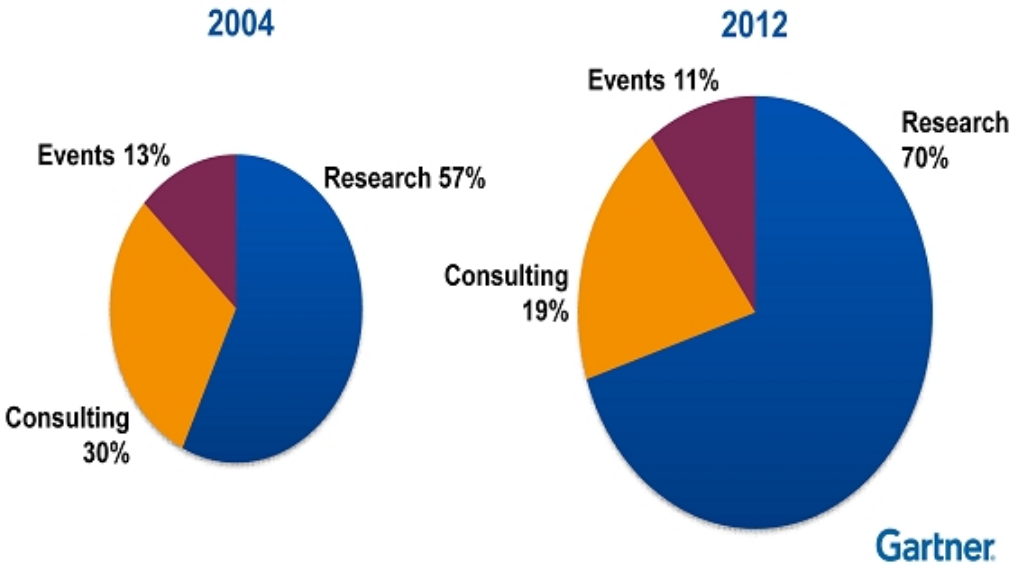
Consistent, Winning Growth Strategy Grow the Research Business



Gartner

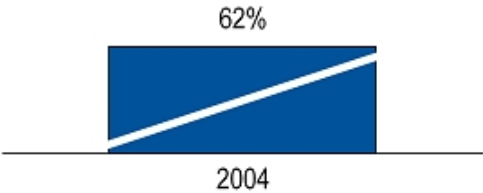
Consistent, Winning Growth Strategy

Grow the Research Business



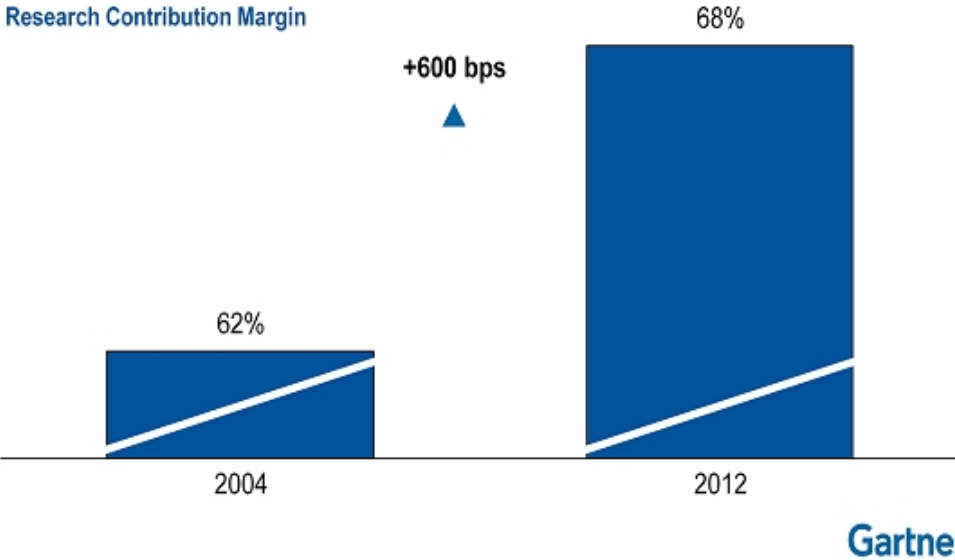
Consistent, Winning Growth Strategy Grow the Research Business

Research Contribution Margin

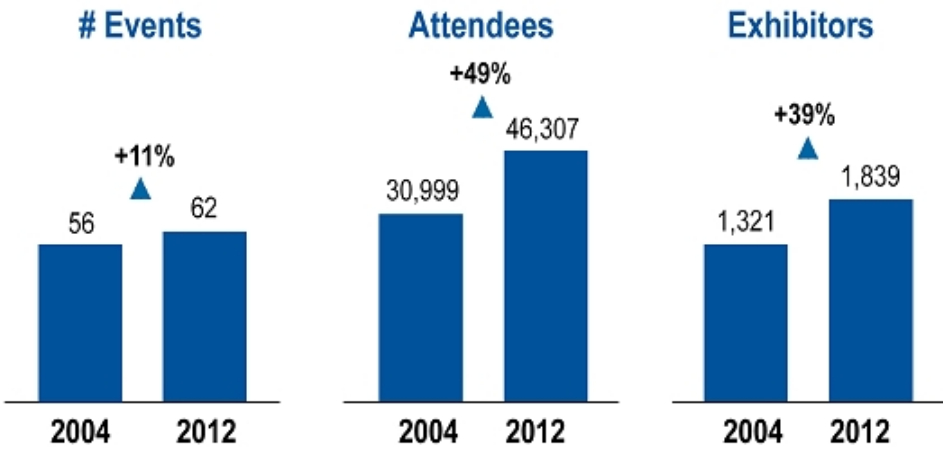


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Consistent, Winning Growth Strategy Grow the Research Business

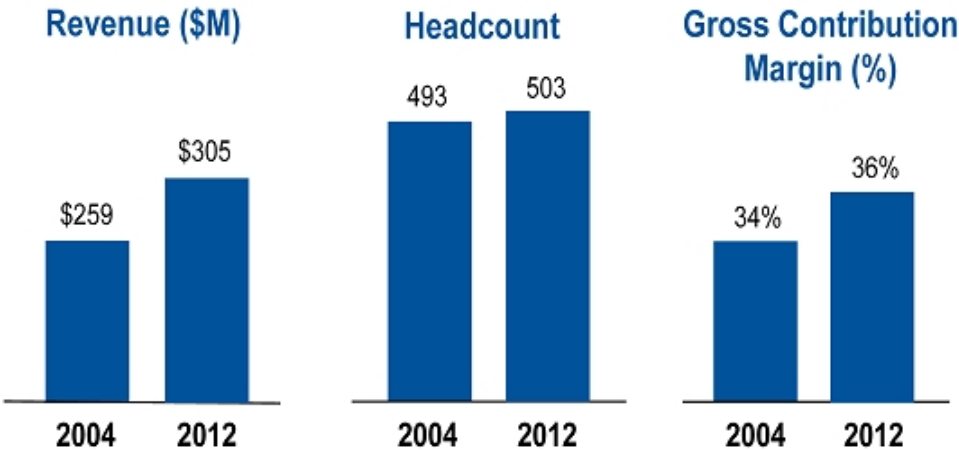


Consistent, Winning Growth Strategy Optimize the Events Portfolio



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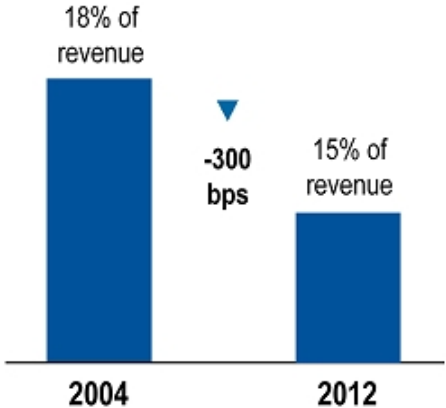
Consistent, Winning Growth Strategy Improve Consulting Profitability



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Consistent, Winning Growth Strategy Leverage our G&A Infrastructure

G&A % of Revenue



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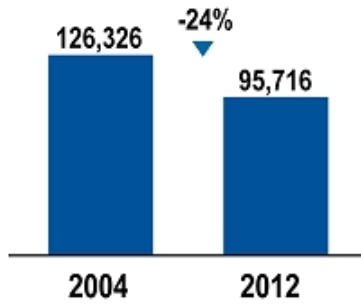
Consistent, Winning Growth Strategy Drive Shareholder Value

Share Repurchases

47 million shares repurchased
Over \$1 billion returned to shareholders

Shares Outstanding

(in thousands)



Strategic Acquisitions

~\$300M on four deals

- 2005: META (\$160M)
- 2009: AMR Research (\$63M)
- 2009: Burton Group (\$56M)
- 2012: IDEAS (\$18M)



Gartner

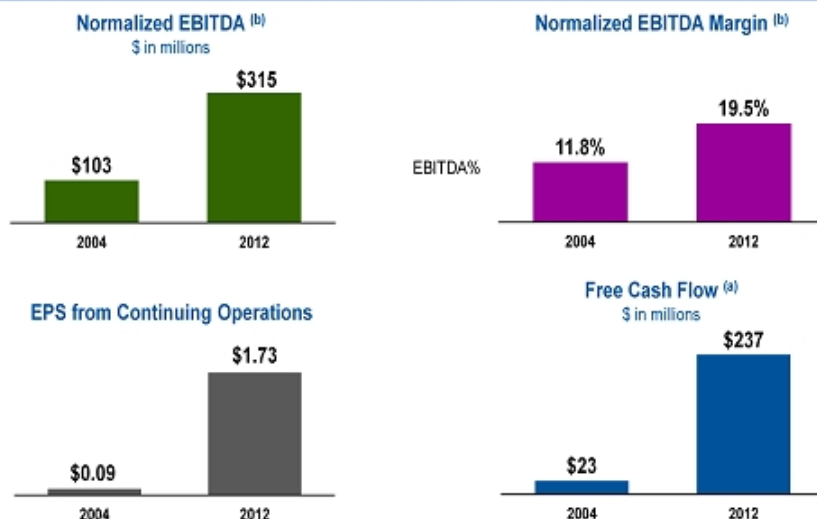
Consistent, Winning Growth Strategy The Financial Plan We Set in 2005

- Grow the Research business
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- Improve the profitability of the Consulting business
- Leverage our G&A infrastructure
- Drive shareholder value

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Consistent, Winning Growth Strategy

Earnings & Cash Flow Track Record



(a) See the attached Glossary for the definition of Free Cash Flow, and cautionary statement regarding this non-GAAP financial measure.
(b) See the attached Glossary for the definition of Normalized EBITDA, and cautionary statement regarding this non-GAAP financial measure

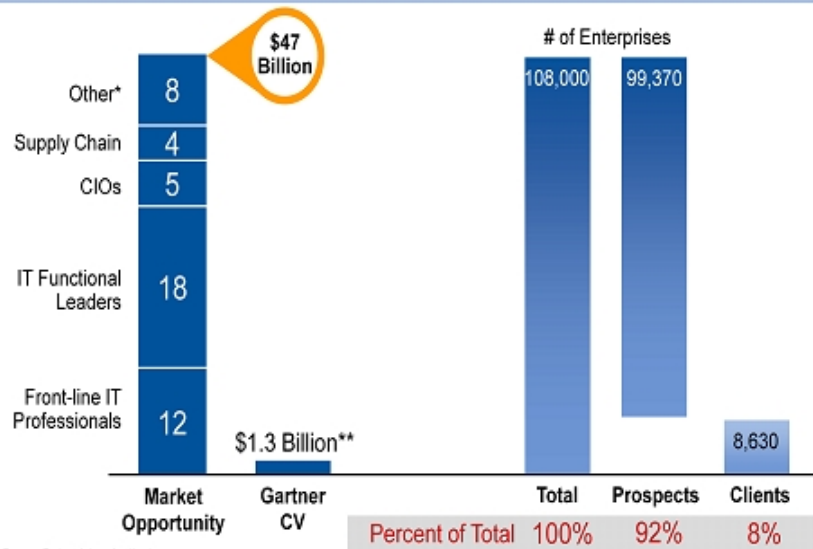
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Consistent, Winning Growth Strategy Areas of Focus

- Double-digit revenue growth
- Margin expansion
- Sales productivity
- Cash flow generation
- Capital deployment

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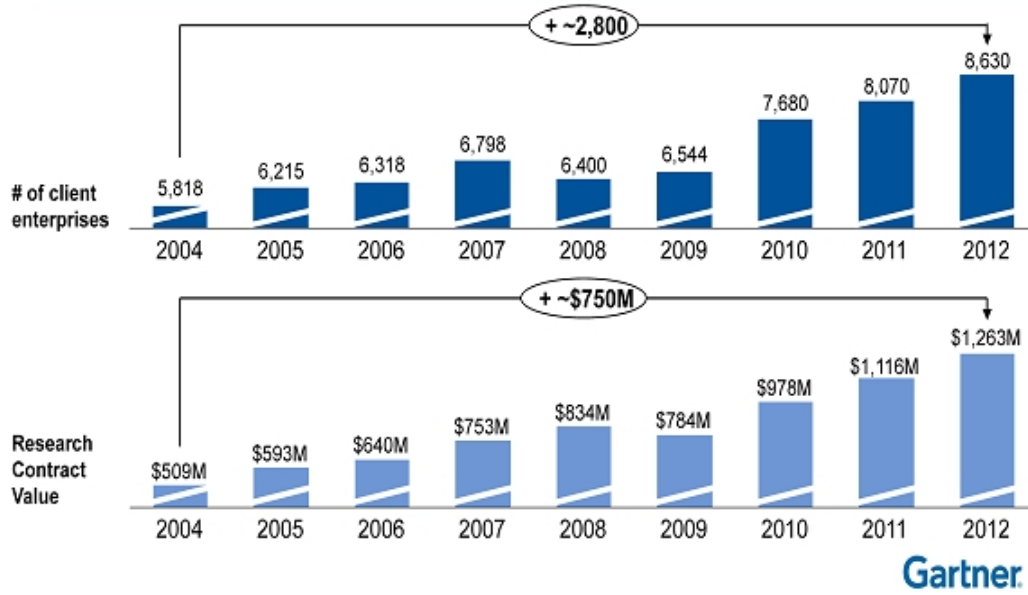
Market opportunity remains large and untapped



Source: Gartner internal estimates
 * technology, professional services, telecommunications and investors
 ** 2012 ending contract value

Gartner

Client enterprise and Contract Value growth



Research Business Characteristics



- Subscription-based model with recurring revenue
- Annual contracts
- High levels of retention
- Negative working capital
- High incremental margins

Note: Based upon mid-point of 2013 Revenue Guidance

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Research Business Economics

Research Incremental Margins

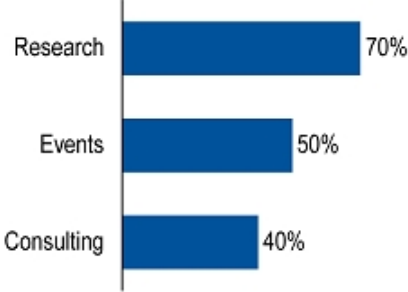


- Highly leveraged intellectual property and research assets
- Leverage fixed cost structure
- High retention rates
- Consistent new business growth

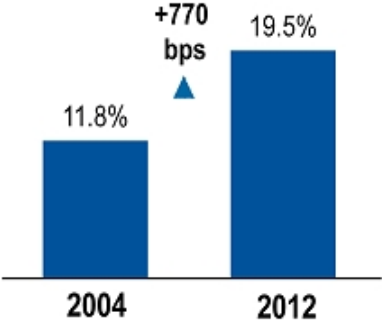
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Margin Expansion

Incremental Margins



Normalized EBITDA Margin^(a)

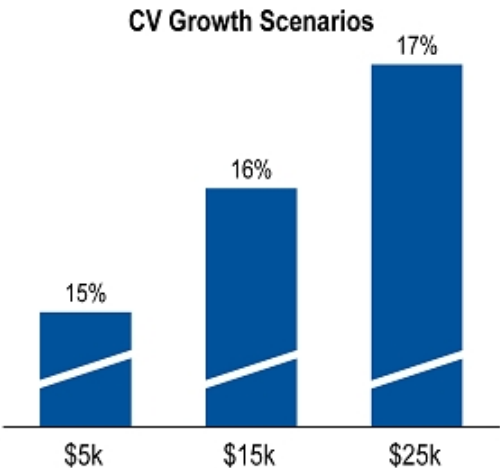


^(a) See the attached Glossary for the definition of Normalized EBITDA, and cautionary statement regarding this non-GAAP financial measure



Improving Sales Productivity

Contract value growth if average productivity improves by...

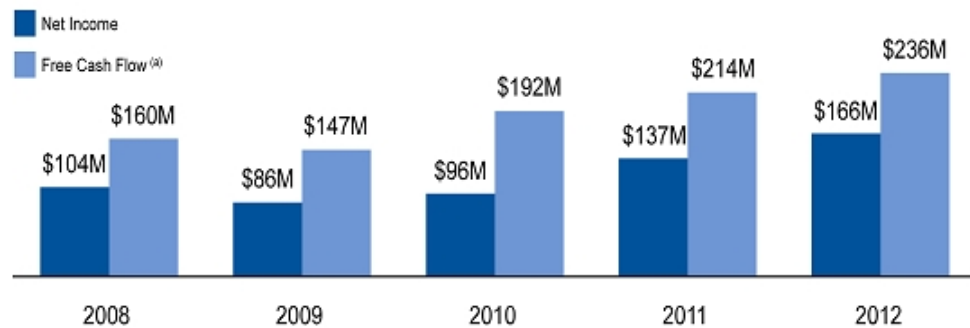


Productivity improvements from 2012 actual performance



Cash Flow Generation

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



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

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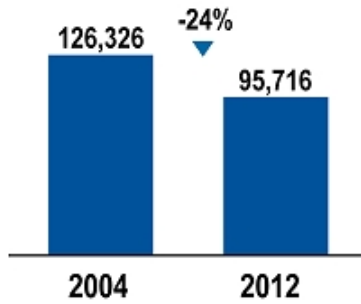
Capital Deployment

Share Repurchases

47 million shares repurchased
Over \$1 billion returned to shareholders

Shares Outstanding

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Strategic Acquisitions

~\$300M on four deals

- 2005: META (\$160M)
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Long-Term Financial Objectives

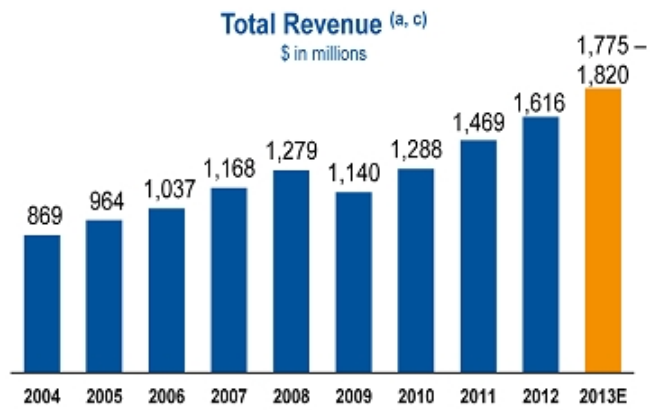
	Annual
Total Revenue Growth	11 – 16%
Research	15 – 20%
Consulting	3 – 8%
Events	5 – 10%

Normalized EBITDA^(a) margin improvement 50 – 150 bps per year

(a) See the attached Glossary for the definition of Normalized EBITDA, and cautionary statement regarding this non-GAAP financial measure

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Consistent, Winning Growth Strategy



(a) Restated to exclude results of Vision Events.

(b) See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these results.

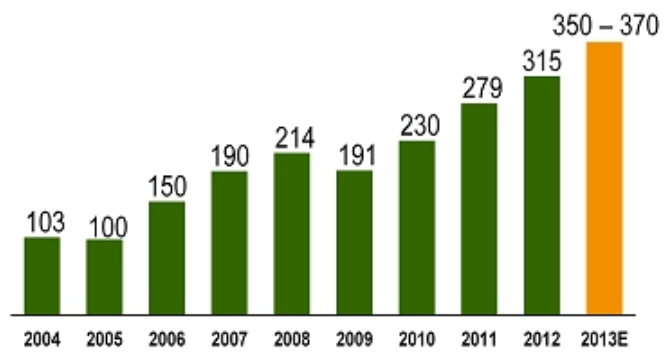
2013 Guidance:

+10 – 13%

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Consistent, Winning Growth Strategy

Normalized EBITDA (a, b, c)



(a) Restated to exclude results of Vision Events.

(b) See the attached Glossary for the definition of Normalized EBITDA, and cautionary statement regarding this non-GAAP financial measure

(c) See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these results.

2013 Guidance:

+11 - 17%

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Consistent, Winning Growth Strategy

EPS from Continuing Operations ^(a)



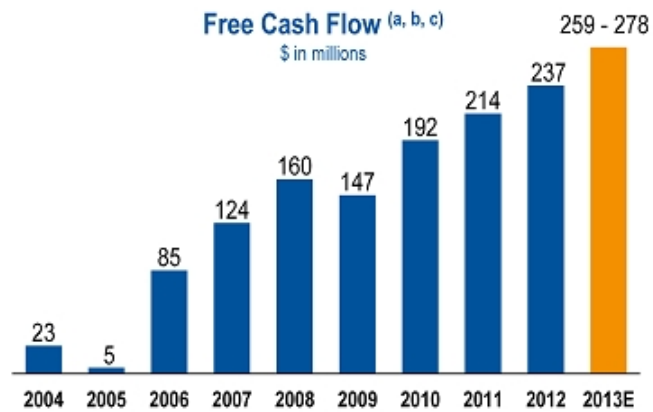
(a) See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these results.

2013 Guidance:

+13 – 21%

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Consistent, Winning Growth Strategy



(a) Restated to exclude results of Vision Events.

(b) See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these results.

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

2013 Guidance:

+10 – 17%

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Why Invest in Gartner



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Appendix

Projected 2013 Full Year Revenue and EBITDA Outlook

(\$ in millions except per share data)	<u>2013 Projection</u> ⁽¹⁾	<u>Reported % change</u> ⁽¹⁾
Research	\$ 1,280 - 1,300	13% - 14%
Consulting	310 - 325	2% - 7%
Events	185 - 195	6% - 12%
Total Revenue	\$1,775 - 1,820	10% - 13%
Normalized EBITDA ⁽²⁾	\$350 - 370	11% - 17%

(1) See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these results.

(2) See the attached Glossary for a discussion of Normalized EBITDA.

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Projected 2013 Earnings and Cash Flow Outlook

(\$ in millions except per share data)	<u>2013 Projection</u> ⁽²⁾	<u>Reported % change</u>
Diluted Earnings per share	\$1.96 - 2.10	13% - 21%
Operating Cash Flow	\$296 - 316	6% - 13%
Capital Expenditures	<u>(37)</u> - <u>(38)</u>	
Free Cash Flow ⁽¹⁾	259 - 278	10% - 17%

(1) See the attached Glossary for a discussion of Free Cash Flow.

(2) See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these results.

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Glossary

Non-GAAP Financial Measures

Investors are cautioned that Normalized EBITDA and Free Cash Flow are not financial measures under generally accepted accounting principles. In addition, they should not be construed as alternatives to any other measures of performance determined in accordance with generally accepted accounting principles. These non-GAAP financial measures are provided to enhance the user's overall understanding of the Company's current financial performance and the Company's prospects for the future.

Normalized EBITDA

Represents operating income excluding depreciation, accretion on obligations related to excess facilities, amortization, stock-based compensation expense, Acquisition Adjustments and Other charges. We believe Normalized EBITDA is an important measure of our recurring operations as it excludes items that may not be indicative of our core operating results.

Reconciliation of Normalized EBITDA to GAAP

(\$ in millions)

	2004	2005	2006	2007	2008	2009	2010	2011	2012
Net income (loss)	\$17	(\$2)	\$58	\$74	\$104	\$83	\$96	\$137	\$166
Interest expense, net	1	11	17	22	19	16	16	10	9
Other (income) expense, net	7	9	1	(3)	1	3	—	2	1
Discontinued operations ⁽¹⁾	(5)	(4)	(4)	(3)	(7)	—	—	—	—
Tax provision	16	7	26	40	48	33	38	65	70
Operating income ⁽¹⁾	\$36	\$20	\$98	\$129	\$164	\$134	\$149	214	\$246
Normalizing adjustments:									
Depreciation, accretion and amortization	31	36	34	28	28	28	36	32	30
META integration charges	—	15	1	—	—	—	—	—	—
Other charges	36	29	—	9	—	—	—	—	—
SFAS No. 123(R) stock compensation expense	—	—	17	24	21	26	33	33	36
Pre-acquisition deferred revenue fair value adjustments	—	—	—	—	—	—	4	—	—
Acquisition and Integration Charges ⁽²⁾	—	—	—	—	—	3	8	—	3
Normalized EBITDA ⁽¹⁾	\$103	\$100	\$150	\$190	\$213	\$191	\$230	\$279	\$315

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Glossary

Non-GAAP Financial Measures

Free Cash Flow. Represents cash provided by operating activities excluding cash charges related to the acquisitions of AMR Research and Burton Group, which primarily consist of certain nonrecurring costs such as severance and other exit costs ("Cash Acquisition and Integration Charges"), less additions to property, equipment and leasehold improvements ("Capital Expenditures"). We believe that Free Cash Flow is an important measure of the recurring cash generated by the Company's core operations that is available to be used to repurchase stock, repay debt obligations and invest in future growth through new business development activities or acquisitions.

Reconciliation of Free Cash Flow to GAAP

(\$ in millions)

	2004	2005	2006	2007	2008	2009	2010	2011	2012
Cash provided by operating activities	\$48	\$27	\$108	\$148	\$184	\$162	\$205	\$258	\$280
Cash Acquisition and Integration Charges	—	—	—	—	—	—	8	—	1
Capital Expenditures	(25)	(22)	(21)	(24)	(24)	(15)	(21)	(42)	(44)
Free Cash Flow	\$23	\$5	\$85	124	\$160	\$147	\$192	\$214	\$237

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