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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, DC 20549

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**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)**

**March 11, 2010**

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**GARTNER, INC.**

(Exact name of registrant as specified in its charter)

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**DELAWARE**

(State or Other Jurisdiction of  
Incorporation)

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**1-14443**

(Commission File Number)

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**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))
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**ITEM 7.01. REGULATION FD DISCLOSURE.**

On March 11, 2010, 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](http://www.gartner.com).

During this presentation, the Company will reiterate its financial outlook for 2010, which was first announced in the Company’s earnings release dated February 9, 2010, contained in Exhibit 99.1 to the Company’s Form 8-K filed on February 9, 2010, which is available on the Company’s website at [www.gartner.com](http://www.gartner.com).

Additionally, on March 11, 2010, the Company issued a press release relating to the investor presentations. A copy of this press release is furnished as Exhibit 99.2.

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**

<u>EXHIBIT NO.</u>	<u>DESCRIPTION</u>
99.1	Gartner, Inc. Investor Presentation dated March 11, 2010.
99.2	Gartner, Inc. Press Release issued March 11, 2010.

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**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: March 11, 2010

By: /s/ Christopher J. Lafond  
Christopher J. Lafond  
Executive Vice President,  
Chief Financial Officer

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## EXHIBIT INDEX

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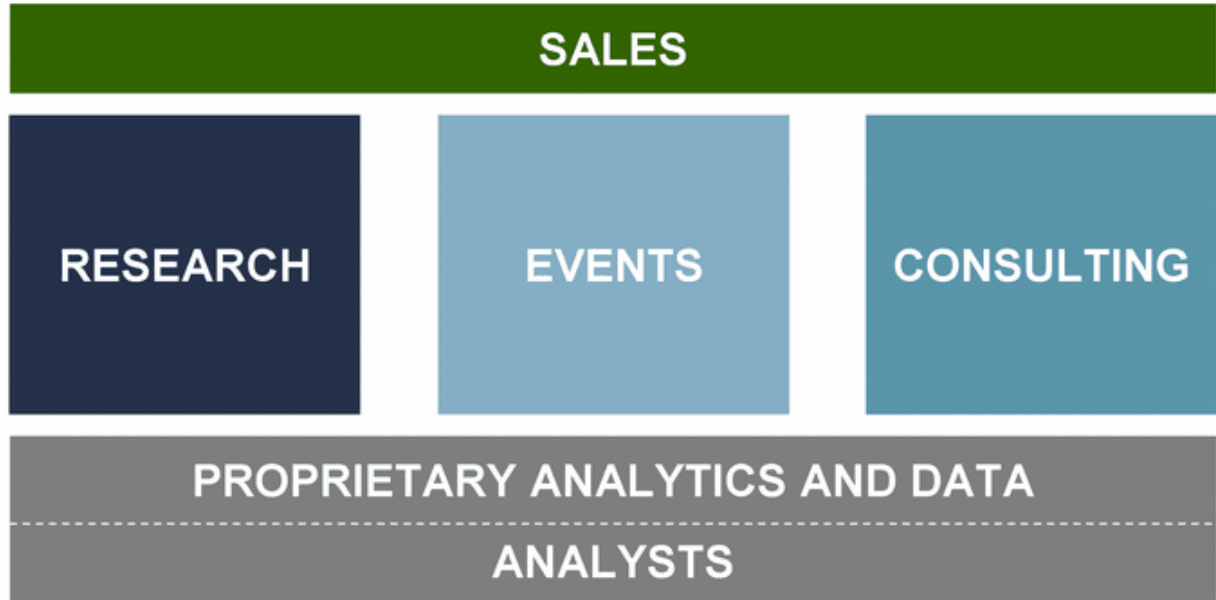
■ ■ ■ ■ **Chris Lafond**  
**Chief Financial Officer**

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**Gartner.**

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# Our Business



## Attractive Business Model Gartner's Financial Strength

- Vast, untapped market opportunity
- High incremental gross contribution margins
- Recurring, predictable Research revenue with annual subscription model and high retention rates
- Strong cash flow and balance sheet
- Diverse, global customer base with 47% of revenues outside of U.S.
- Track record of success
- Target double-digit revenue and EPS growth over the long-term

# Business Model

<b>Gross Contribution Margin</b>	<b>2009</b>	<b>2004</b>	<b>Incremental Margin</b>
<b>Research</b>	<b>65%</b>	<b>60%</b>	<b>70%</b>
<b>Events</b>	<b>41%</b>	<b>52%</b>	<b>50%</b>
<b>Consulting</b>	<b>39%</b>	<b>35%</b>	<b>40%</b>

## % of Revenue

<b>SG&amp;A</b>	<b>42%</b>	<b>40%</b>
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<b>Normalized EBITDA</b>	<b>17%</b>	<b>10%</b>
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Notes: \* 2004 figures re-stated to reflect impact of Equity Compensation expense – impact as follows: Research 1 pt, Events 0 pt, Consulting 1 pt, Sales & Marketing 0 pt, G&A 1 pt, EBITDA 2 pt

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# Strong Cash Flow Profile and Balance Sheet

- Up-front billing for majority of research contracts
- Improved cash collection efficiency
- Non-capital intensive business
- Cash used for share repurchase and acquisitions
- Low debt level

# Consistent Growth Strategy

## The Goals We Set in 2005

- Focus on growing the Research business
- Effectively manage the Events portfolio
- Improve the productivity and profitability of the Consulting business while investing for future growth
- Leverage G&A infrastructure
- Drive shareholder value through the evolution of our capital structure

# Consistent Growth Strategy

**Extraordinary  
Research  
Insight**

**Strong Sales  
Capability**

**High Value  
Differentiated  
Offerings**

**World-Class  
Service**

**Continuous Improvement and Innovation**

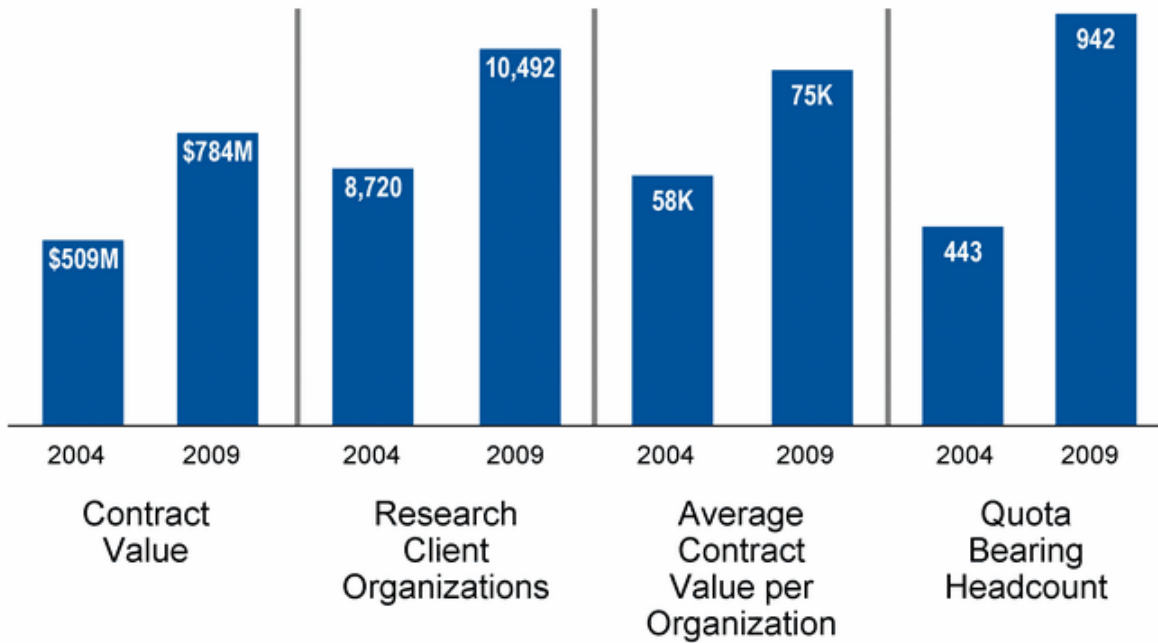
**Performance-driven Leadership Team**

# Consistent Growth Strategy

## The Goals We Set in 2005

- Focus on growing the Research business
- Effectively manage the Events portfolio
- Improve the productivity and profitability of the Consulting business while investing for future growth
- Leverage G&A infrastructure
- Drive shareholder value through the evolution of our capital structure

# Proven Sales Strategy Delivering Results



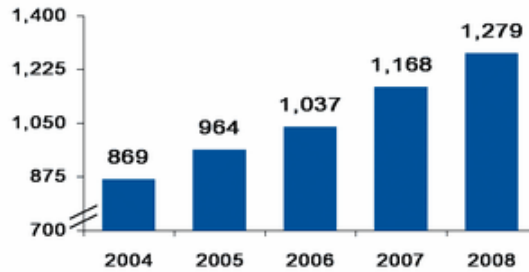
Note: 2009 data does not include AMR Research and Burton Group

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# Consistent Growth Strategy

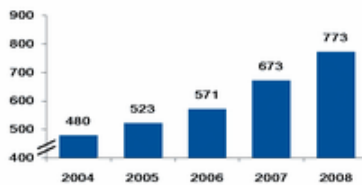
## The Results We Delivered: Revenue Growth

**Total Revenue (a)**  
\$ in millions



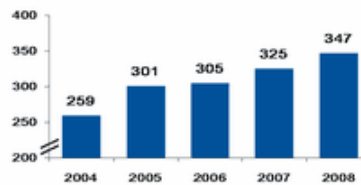
**CAGR = 10%**

**Research Revenue**  
\$ millions



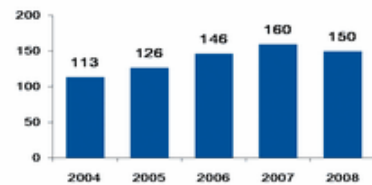
**CAGR = 13%**

**Consulting Revenue**  
\$ millions



**CAGR = 8%**

**Events Revenue (a)**  
\$ millions



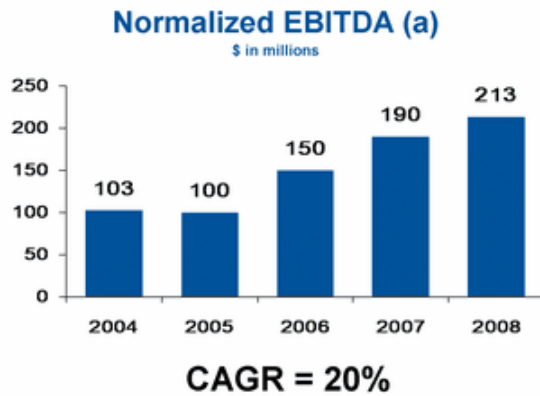
**CAGR = 7%**

(a) Restated to exclude results of Vision Events

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# Consistent Growth Strategy

## The Results We Delivered: Earnings Growth



(a) Restated to exclude results of Vision Events. See the attached Glossary for the definition of Normalized EBITDA, and cautionary statement regarding this non-GAAP financial measure

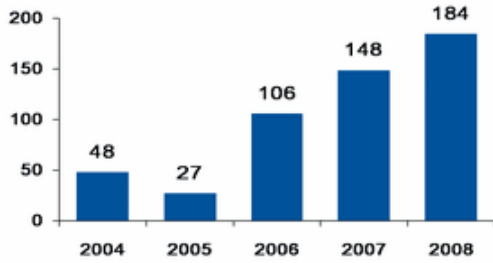
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# Consistent Growth Strategy

## The Results We Delivered: Cash Flow Growth

### Cash From Operations

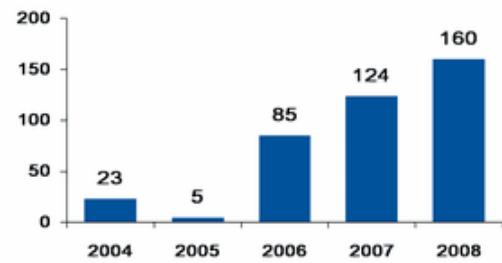
\$ in millions



CAGR = 40%

### Free Cash Flow

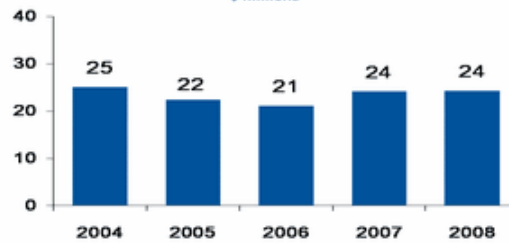
\$ in millions



CAGR = 62%

### Capital Expenditures

\$ millions



CAGR = -1%

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

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# Consistent Growth Strategy

## The Results We Delivered: Shares Reduced



**Shares Outstanding reduced by 28%**



**Equity Plan shares reduced by 65%**

# 2009: Successfully Managed Business Through Challenging Macro Environment

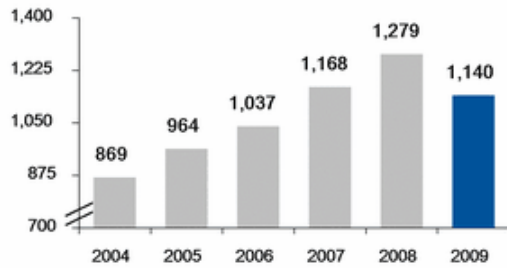
- Quickly executed cost reduction actions
  - Reduced costs and expenses by over \$70 million (FX neutral)
  - Discontinued 18 less profitable and non-strategic events
  - Reduced capital spending
- Continued focused investment for long-term growth
  - Selectively invested in sales force growth
  - Maintained analyst headcount
  - Continued product development efforts
  - Acquired AMR Research and Burton Group in December

## 2009: Successfully Managed Business Through Challenging Macro Environment

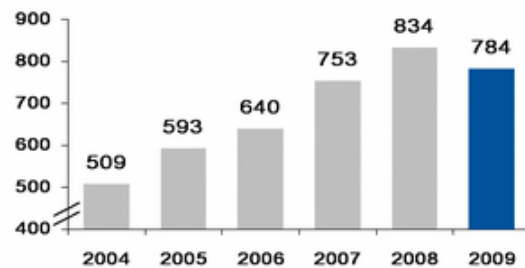
- Business trends improved in second half
- Fourth quarter trends accelerated
  - Research new business up 53% sequentially and 23% YoY
  - New enterprises up 61% sequentially and 36% YoY
  - Client and wallet retention improved significantly
  - Total contract value grew 6% sequentially
  - Attendance at ongoing events increased YoY
  - Consulting backlog grew 7% sequentially

# Financial Results Demonstrate Success

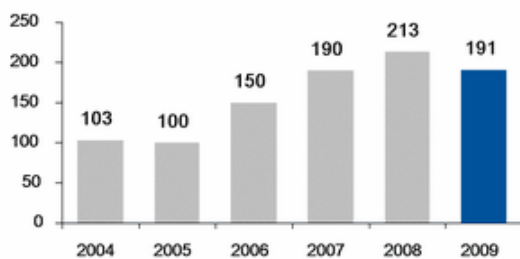
**Total Revenue (1)**  
\$ in millions



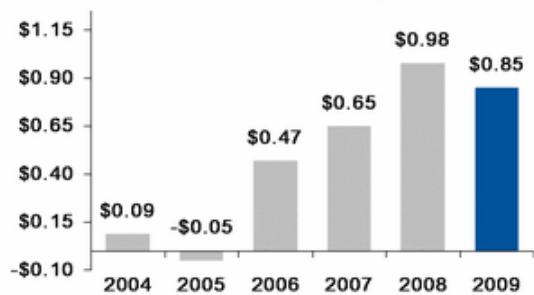
**Contract Value**  
\$ in millions



**Normalized EBITDA (1)(2)**  
\$ in millions



**EPS from Continuing Operations(1)**

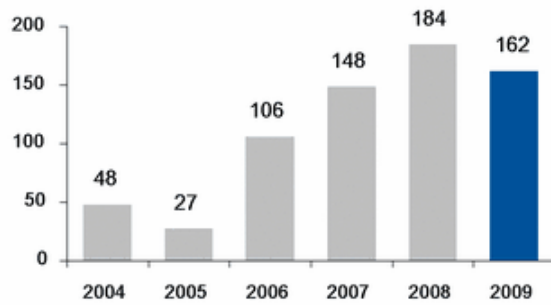


(1) 2005 – 2008 data is restated to exclude results of Vision Events  
 (2) See the attached Glossary for a discussion of Normalized EBITDA  
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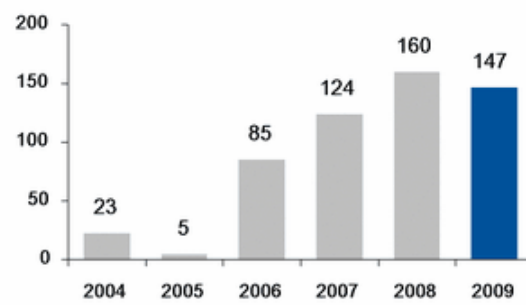
# Financial Results Demonstrate Success

## Cash Flow Growth

**Cash From Operations**  
\$ in millions



**Free Cash Flow**  
\$ in millions



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

# 2010: Return to Growth

(\$ in millions)	<u>2010 Projection</u>	<u>Reported</u>	<u>FX Neutral</u>
Research	\$ 845 - 865	12% - 15%	10% - 13%
Consulting	300 - 315	5% - 10%	3% - 8%
Events	104 - 109	4% - 9%	2% - 7%
<b>Total Revenue <sup>(1)</sup></b>	<b>\$1,249 - 1,289</b>	<b>10% - 13%</b>	<b>8% - 11%</b>

(1) Includes \$58 – 62 million in projected revenue from the acquisitions of AMR Research and Burton Group, net of fair value adjustments on pre-acquisition deferred revenue totaling \$4 million.

# 2010: Return to Growth

(\$ in millions, except per share amounts)	2010 Projection	Reported	Adjusted (2)
<b>Normalized EBITDA (3)(4)</b>	<b>\$208 - 223</b>	<b>9% - 17%</b>	
Income Per Share (1)	\$0.74 - \$0.87	(13%) - 2%	(8%) - 9%
Acquisition & Integration Charges (3)	\$0.17 - \$0.16		
<b>Income Per Share, Excluding Acquisition &amp; Integration Charges (1)(3)</b>	<b>\$0.91 - \$1.03</b>	<b>5% - 18%</b>	<b>11% - 26%</b>
Cash provided by operating activities	\$162 - 182	0% - 12%	
Cash Acquisition & Integration Charges (3)	8 - 8		
Capital Expenditures	(15) - (20)		
<b>Free Cash Flow (3)</b>	<b>\$155 - 170</b>	<b>6% - 16%</b>	

- (1) Includes \$0.00 - \$0.02 per share in projected income from the acquisitions of AMR Research and Burton Group.  
(2) Reflects year-over-year comparisons excluding the impact of the \$0.05 per share non-recurring tax benefit recorded in 2009.  
(3) See the attached Glossary for a discussion of Normalized EBITDA, Acquisition and Integration Charges, Income Per Share, Excluding Acquisition and Integration Charges, Cash Acquisition and Integration Charges, and Free Cash Flow.  
(4) Includes \$2 - 4 million in projected Normalized EBITDA from the acquisitions of AMR Research and Burton Group and excludes a projected \$29 - 30 million in pre-tax stock based compensation expense.

# AMR and Burton: Financial Impact

We expect the acquisitions of AMR and Burton to be highly accretive over time

	<u>2010 Projected</u>	<u>2011 Projected</u> <sup>(1)</sup>
Impact on Income Per Share	(\$0.17) – (\$0.14)	\$0.01 – \$0.07
Acquisition and Integration Charges	\$0.17 – \$0.16	\$0.07 – \$0.05
Impact on Income Per Share, Excluding Acquisition and Integration Charges	\$0.00 – \$0.02	\$0.08 – \$0.12

(1) 2011 projections are as of December 31, 2009.

Note: See the attached Glossary for a discussion of Acquisition and Integration Charges and Income Per Share, Excluding Acquisition and Integration Charges



## 2010 Quarterly Phasing – Revenue

- Research revenue driven by retention rates and timing of new business
  - Balanced renewals with 26% in Q1
  - Fourth quarter is historically the largest for new business
- Events revenue recognized when conferences delivered
  - Symposium Series in Q4 drives phasing
  - 9 events in Q1 2010 vs. 12 in Q1 2009
- Consulting revenue is seasonal
  - Q2 and Q4 slightly higher volume quarters
  - Q1 expected to be 22% of full year revenue

## 2010 Quarterly Phasing – Revenue

- Approximate revenue phasing in 2010:

	Q1	Q2	Q3	Q4
<b>Research</b>	<b>23%</b>	<b>25%</b>	<b>25%</b>	<b>27%</b>
<b>Consulting</b>	<b>22%</b>	<b>25%</b>	<b>24%</b>	<b>29%</b>
<b>Events</b>	<b>12%</b>	<b>24%</b>	<b>14%</b>	<b>50%</b>

- Above based on midpoint of revenue guidance

## 2010 Quarterly Phasing – Expense

- Quarterly fluctuations in cost of services driven primarily by the conference schedule in our Events business
- Higher Research and Sales expenses in Q4 related to Symposia and year-end sales support activities
- G&A is less seasonal

## Sales, G&A and Other Expenses

- Depreciation driven by capital spending of \$15 million in '09 and \$24 million in '08
- Interest expense reduced with lower debt levels
- Other income/expense is primarily transaction FX gains/losses
- Tax rates expected to remain between 32 and 33%

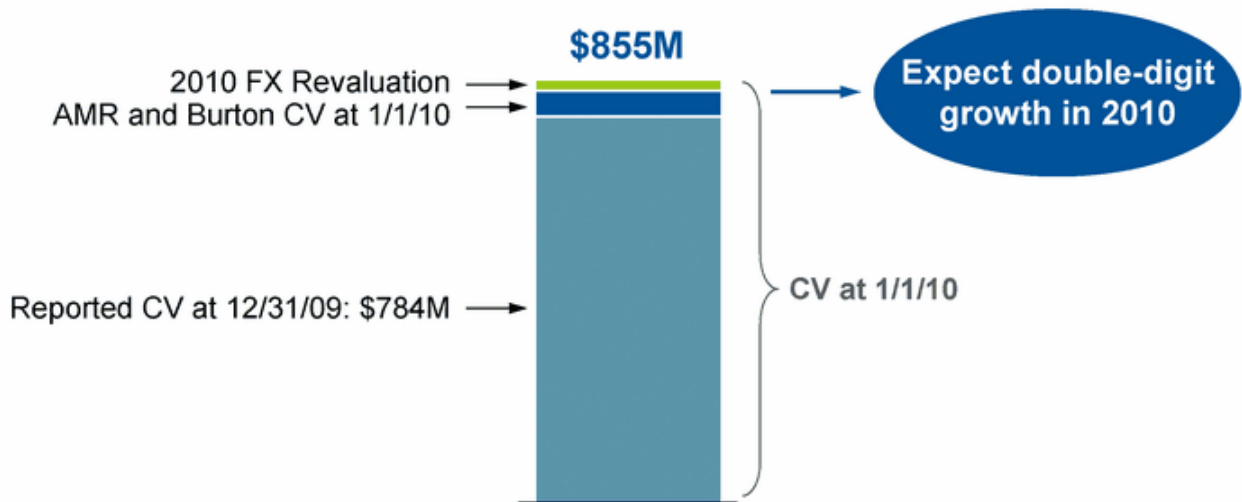
## 2010 Quarterly Phasing – Earnings

- Approximate income per share excluding acquisition and integration charges:

Q1	Q2	Q3	Q4
20%	20%	20%	40%

- Above based on the midpoint of guidance
- Based upon business conditions the Company may accelerate or postpone expenses throughout the year which could shift earnings between quarters

# 2010: Return to Growth



# Long-Term Financial Objectives

<b>Total Revenue Growth</b>	<b>Annual</b> <b>11 - 16%</b>
Research	15 - 20%
Consulting	3 - 8%
Events	5 - 10%
<b>Normalized EBITDA* margin improvement</b>	<b>0 – 100 bps per year</b>
<b>Tax Rate</b>	<b>32 - 33%</b>
<b>Capital Spending</b>	<b>\$30 - 35</b>

\* Excludes equity compensation expense

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

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# Gartner's Financial Strength

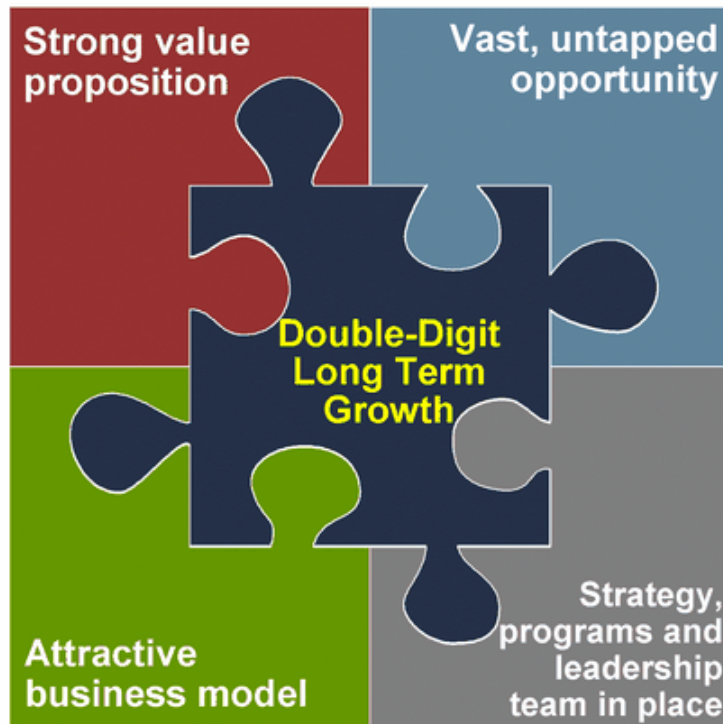
- Vast, untapped market opportunity
- High incremental contribution margins
- Recurring, predictable Research revenue with annual subscription model and high retention rates
- Strong cash flow and balance sheet
- Diverse, global customer base with 47% of revenues outside of U.S.
- Track record of success
- Target double-digit revenue and EPS growth over the long-term





# Q&A

# Why Invest in Gartner?



The image features the Gartner logo in white text on a light blue horizontal band. The background is a dark blue gradient with faint, glowing fractal-like patterns. A thin horizontal line is positioned below the logo area.

**Gartner**<sup>®</sup>

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# Glossary

## Non-GAAP Financial Measures

Investors are cautioned that Income Per Share Excluding Acquisition and Integration Charges, 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.

**Income Per Share Excluding Acquisition and Integration Charges:** Represents diluted income per share excluding charges related to the acquisitions of AMR Research and Burton Group, which primarily consist of amortization for identifiable intangibles, fair value adjustments on pre-acquisition deferred revenue and certain non-recurring costs such as severance and other exit costs ("Acquisition and Integration Charges"). We believe Income Per Share Excluding Acquisition and Integration Charges is an important measure of our recurring operations as it excludes items that may not be indicative of our core operating results.

**Normalized EBITDA:** Represents operating income excluding depreciation, accretion on obligations related to excess facilities, amortization, stock based compensation expense, Acquisition and Integration Charges, 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
<b>Net income (loss)</b>	<b>\$17</b>	<b>(\$2)</b>	<b>\$58</b>	<b>\$74</b>	<b>\$104</b>	<b>\$83</b>
Interest expense, net	1	11	17	22	19	16
Other (income) expense, net	7	9	1	(3)	1	3
Discontinued operations <sup>(1)</sup>	(5)	(4)	(4)	(3)	(7)	-
Tax provision	16	7	26	40	48	33
<b>Operating income <sup>(1)</sup></b>	<b>\$36</b>	<b>\$20</b>	<b>\$ 98</b>	<b>\$129</b>	<b>\$164</b>	<b>\$134</b>
Normalizing adjustments:						
Depreciation, accretion and amortization	31	36	34	28	28	28
META integration charges	-	15	1	-	-	-
Other charges	36	29	-	9	-	-
SFAS No. 123(R) stock compensation expense	-	-	17	24	21	26
Acquisition and Integration Charges						3
<b>Normalized EBITDA <sup>(1)</sup></b>	<b>\$103</b>	<b>\$100</b>	<b>\$150</b>	<b>\$190</b>	<b>\$213</b>	<b>\$191</b>

(1) Data reflects the reclassification of the Company's former Vision Events business as a discontinued operation.

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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 non-recurring 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
<b>Cash provided by operating activities</b>	<b>\$48</b>	<b>\$27</b>	<b>\$106</b>	<b>\$148</b>	<b>\$184</b>	<b>\$162</b>
Acquisition and Integration Costs	-	-	-	-	-	-
Additions to property, equipment and leasehold improvements	(25)	(22)	(21)	(24)	(24)	(15)
<b>Free Cash Flow</b>	<b>\$23</b>	<b>\$5</b>	<b>\$85</b>	<b>\$124</b>	<b>\$160</b>	<b>\$147</b>



CONTACT:  
Henry A. Diamond  
Group Vice President  
Investor Relations and Corporate Finance  
+1 203 316 3399  
henry.diamond@gartner.com

### **Gartner Holds Annual Investor Day**

#### ***Reiterates Financial Outlook for 2010***

STAMFORD, Conn., March 11, 2010 — Gartner, Inc. (NYSE: IT), the leading provider of research and analysis on the global information technology industry, is hosting its annual Investor Day for institutional investors and sell-side analysts in Greenwich, Connecticut, at 9:00 a.m. eastern time today. At the Investor Day, members of the Company's senior leadership team will review Gartner's business portfolio, strategy for growth and financial performance. The Investor Day will be webcast live via the Internet and a replay will be available on the Company's web site at <http://investor.gartner.com>.

In addition, the Company reiterated its financial outlook for 2010, which was previously announced in its fourth quarter and full year 2009 earnings press release dated February 9, 2010.

#### **About Gartner**

Gartner, Inc. (NYSE: IT) is the world's leading information technology research and advisory company. We deliver the technology-related insight necessary for our clients to make the right decisions, every day. From CIOs and senior IT leaders in corporations and government agencies, to business leaders in high-tech and telecom enterprises and professional services firms, to technology investors, we are the valuable partner to approximately 60,000 clients in 10,000 distinct organizations. Through the resources of Gartner Research, Gartner Executive Programs, Gartner Consulting and Gartner Events, we work with every client to research, analyze and interpret the business of IT within the context of their individual role. Founded in 1979, Gartner is headquartered in Stamford, Connecticut, U.S.A., and has approximately 4,300 associates, including approximately 1,200 research analysts and consultants, and clients in 80 countries. For more information, visit [www.gartner.com](http://www.gartner.com).

#### **Safe Harbor Statement**

Statements contained in this press release regarding the growth and prospects of the business, the Company's projected 2010 financial results and all other statements in this release 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 include risks and uncertainties; 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 expand or retain Gartner's customer base; the ability to grow or sustain revenue from individual customers; the ability to retain the professional staff of research analysts and consultants upon whom Gartner is dependent; the ability to achieve and effectively manage growth; 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;

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the ability to carry out Gartner's strategic initiatives and manage associated costs; the ability to effectively integrate the businesses of AMR Research and Burton Group; substantial competition from existing competitors and potential new competitors; 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; 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 Report on Form 10-Q. These filings can be found on Gartner's Web site at [www.gartner.com/investors](http://www.gartner.com/investors) and the SEC's Web site at [www.sec.gov](http://www.sec.gov). Forward-looking statements included herein speak only as of the date hereof and Gartner disclaims any obligation to revise or update such statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events or circumstances.

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