
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 16, 2011

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 16, 2011, Gartner, Inc. (the "Company") will make investor presentations that will include the slides filed 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. The information in this Current Report on Form 8-K shall be considered "filed" under the Securities Exchange Act of 1934, as amended (the "Exchange Act") and incorporated by reference into filings made by the Company under the Securities Act of 1933, as amended, or the Exchange Act.

ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

(d) Exhibits

<u>EXHIBIT NO.</u>	<u>DESCRIPTION</u>
99.1	Gartner, Inc. Investor Presentation dated February 16, 2011

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 16, 2011

By: /s/ Christopher J. Lafond

Christopher J. Lafond
Executive Vice President,
Chief Financial Officer

EXHIBIT INDEX

EXHIBIT NO.	DESCRIPTION
99.1	Gartner, Inc. Investor Presentation dated February 16, 2011.



Forward Looking Statements

Statements contained in this presentation regarding the growth and prospects of the business, the Company's projected 2011 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 16, 2011 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.

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

Gartner.



Gene Hall

**Chief Executive Officer
Gartner**

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**Gartner is the best source for
clients to determine where and
how to use IT to accomplish
their objectives**

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Why Invest in Gartner



Long term, double-digit revenue growth



Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

Gartner.

**Gartner is the best source for
clients to determine where and
how to use IT and Supply Chain
Management to accomplish
their objectives**

Gartner.

Why Invest in Gartner



Long term, double-digit revenue growth

- Strong value proposition
- Vast untapped market opportunity
- Strategy and operational excellence to drive growth



Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

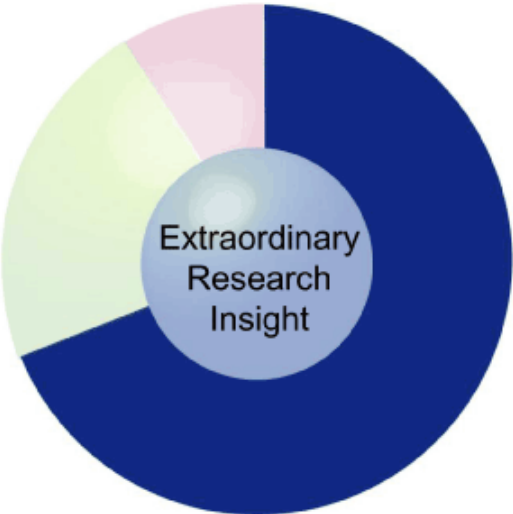
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Note: Percentages based on mid-point of 2011 revenue guidance.
See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these projected results.

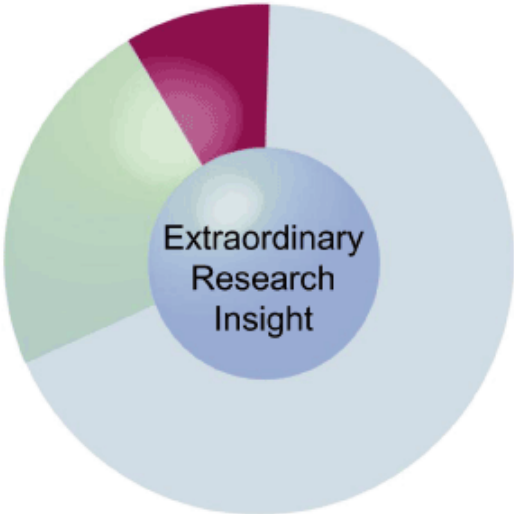
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Gartner Research Business

Highly differentiated
insight delivered
primarily through digital
media subscriptions

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**Gartner
Events
Business**

Differentiated live
events leveraging
research content

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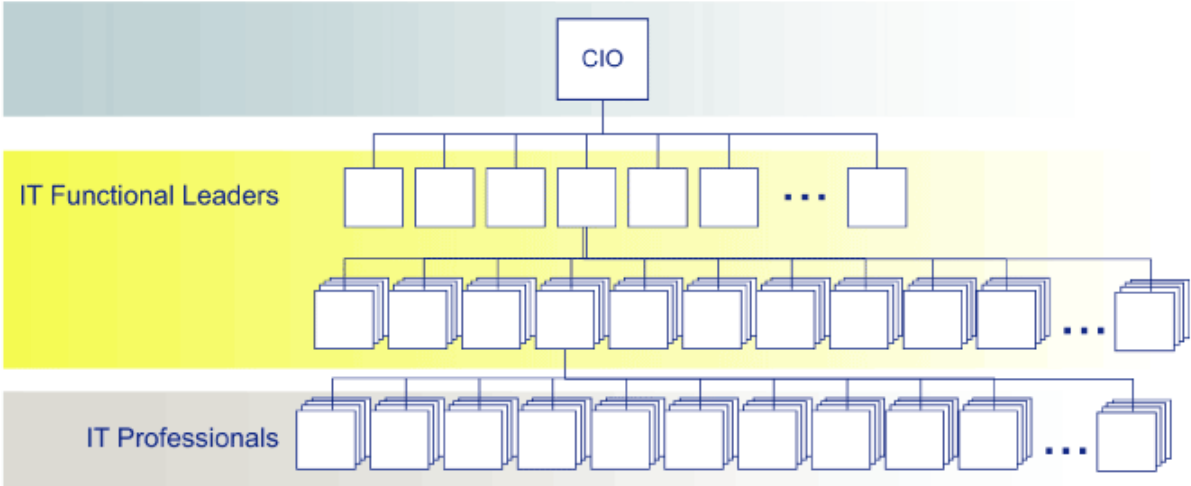
Gartner Consulting Business

Longer-term differentiated engagements leveraging Gartner research

Gartner.

Research sold as subscriptions to individuals

- Role-based
- Recurring revenue



Gartner.

Research Insight



The best source for addressing any IT issue

Gartner.

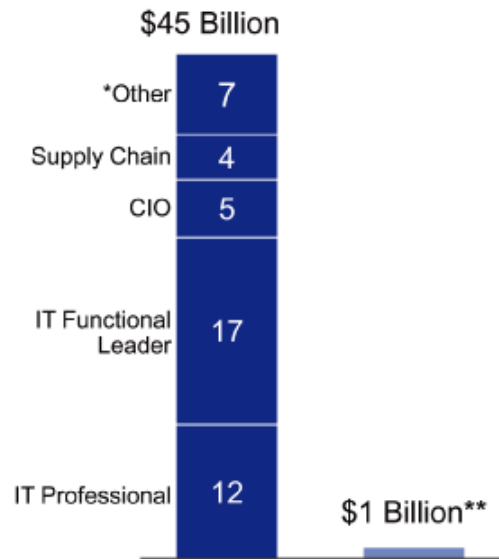
Research Pricing Strategy

New Clients	List Price	List Price
Existing Clients	Legacy Pricing/ Annual Price Increases	List Price
	Legacy Products	New Products

Gartner.

Research

Vast Untapped Market Opportunity



* technology, professional services, telecommunications and investors
** 2010 ending Contract Value.
Source: Gartner internal estimates.

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Winning Growth Strategy



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Performance Driven Leadership Team

Tenured

Avg Tenure at Gartner

11 years



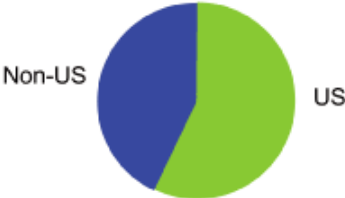
Avg Tenure in Role

5 years



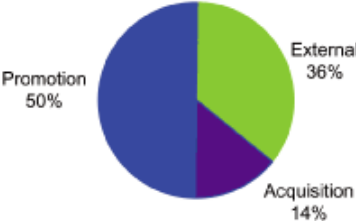
Global

Nationality



World-Class Talent

Source of Leadership



Why Invest in Gartner



Long term, double-digit revenue growth

- Strong value proposition
- Vast untapped market opportunity
- Strategy and operational excellence to drive growth



Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

Gartner.

Why Invest in Gartner



Long term, double-digit revenue growth



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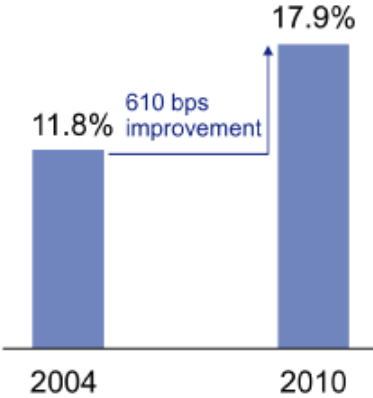


Proven track record

Gartner.

Revenue Growth Leveraged to Drive Higher Growth in EBITDA and Margin Expansion

Normalized EBITDA Margin ⁽¹⁾



⁽¹⁾ See attached Glossary for a discussion of Normalized EBITDA.



Why Invest in Gartner



Long term, double-digit revenue growth



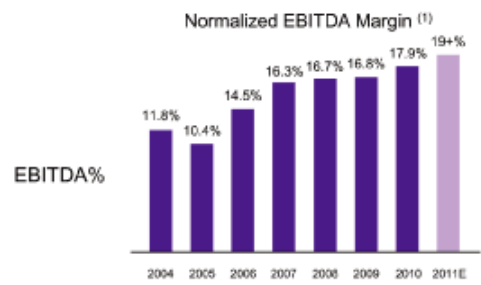
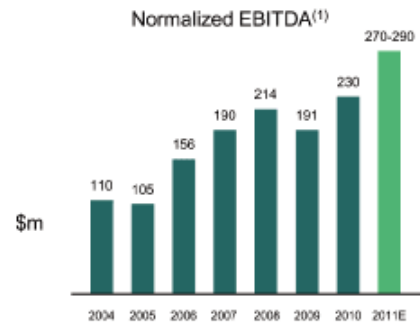
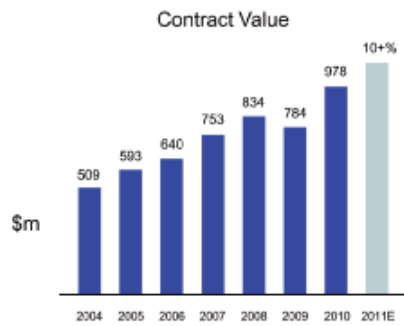
Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

Gartner.

Proven Track Record



(1) See attached Glossary for a discussion of normalized EBITDA.
 Note: See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these projected results.



Why Invest in Gartner



Long term, double-digit revenue growth



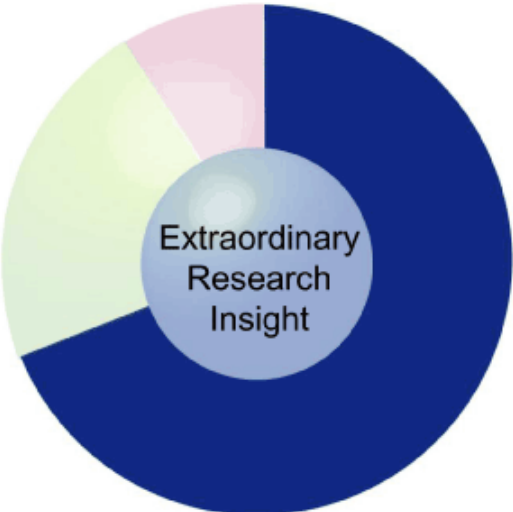
Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

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Gartner Research Business

Highly differentiated
insight delivered
primarily through digital
media subscriptions

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Peter Sondergaard

**Senior Vice President
Research**

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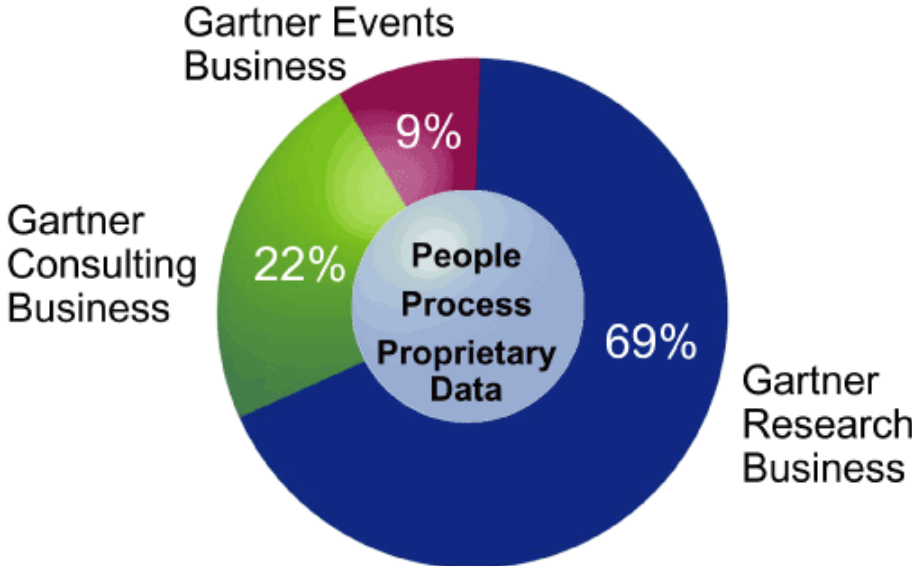


Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

Gartner.



Note: percentages based on mid-point of 2011 revenue guidance.
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Gartner Research Model

The People — Analysts

Subject Matter Experts

- Over 760 analysts in 26 countries
- Over 120 based in APAC, over 160 based in Europe
- Minimum 12 years of experience at time of hire
- 50% have 20+ years of industry experience

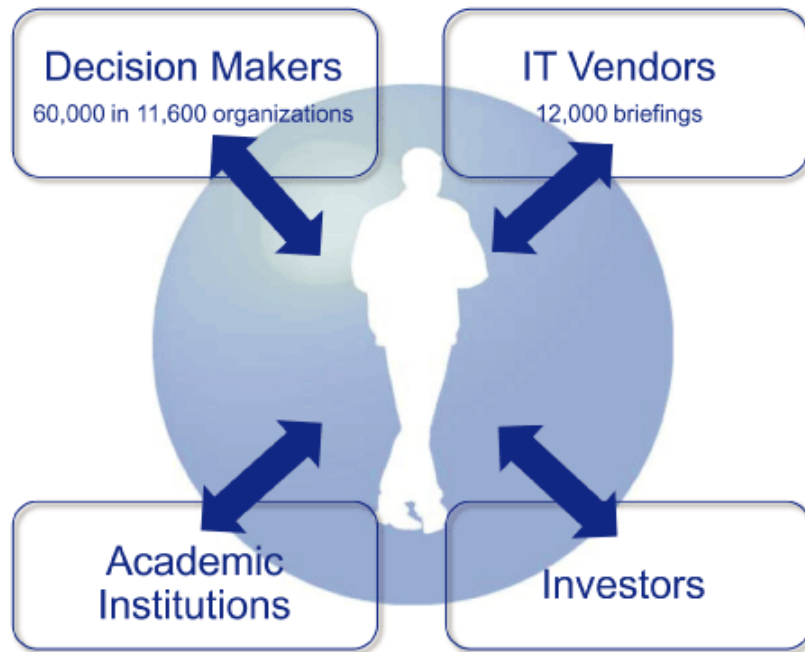


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Gartner Research Model

The Research Process

Process

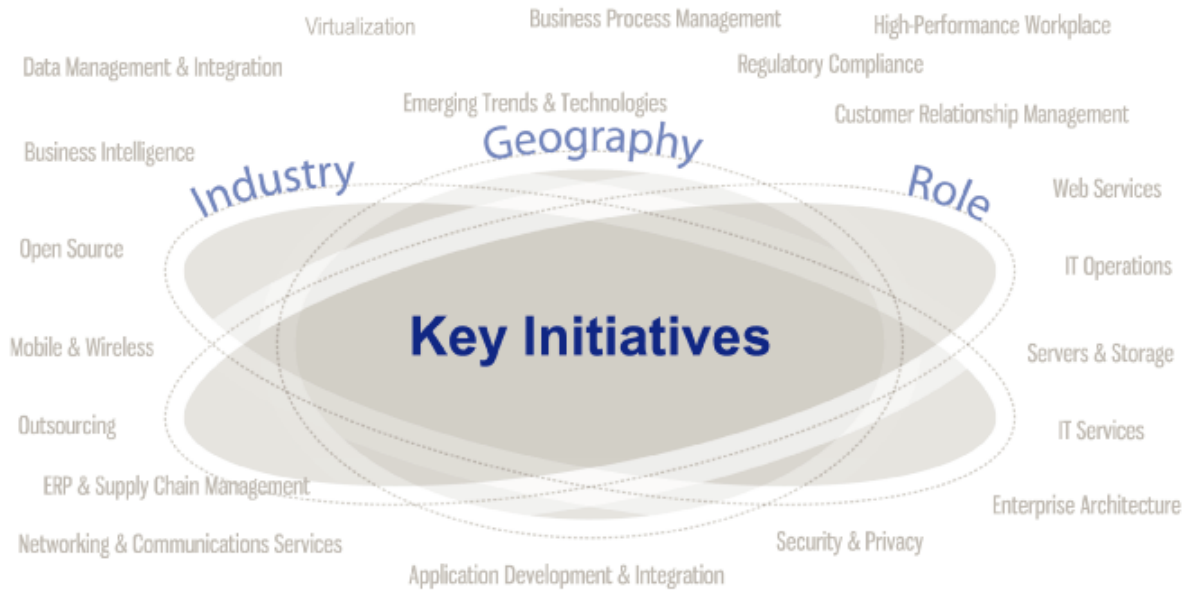


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Gartner Research Model

The Research Process

Process



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Proprietary Data and Analytics

- **2.9 million end-user searches per year**
 - **3.2 million document page views**
 - **220,000 recorded interactions**
- **5,500 IT Cost and Price benchmarks**
 - **Over 2,500 contract reviews and almost 8,000 strategy reviews**
- **A terabyte of continually updated market data**

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Gartner Research



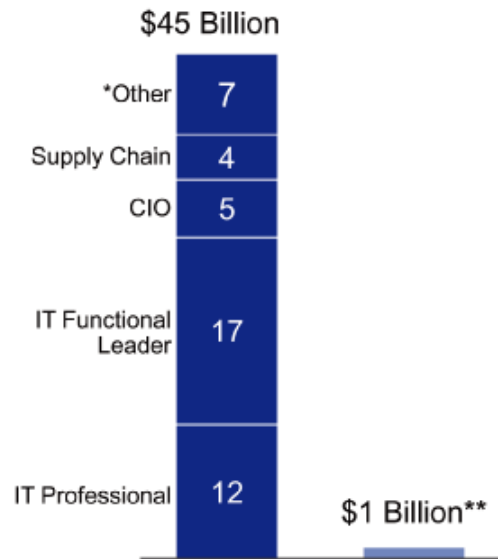
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Gartner Research

Vast Untapped Market Opportunity



* technology, professional services, telecommunications and investors

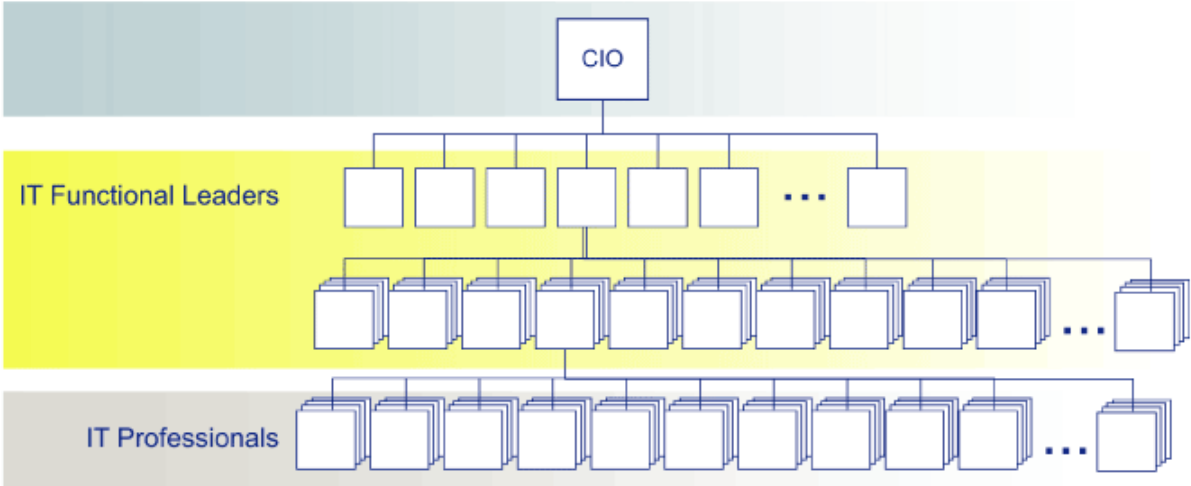
** 2010 ending Contract Value.

Source: Gartner internal estimates.

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Research sold as subscriptions to individuals

- Role-based
- Recurring revenue



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Written Actionable Advice

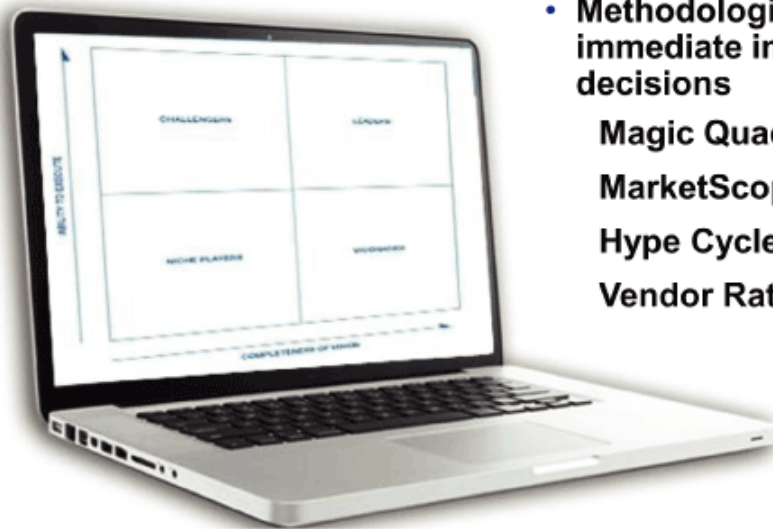
- 70,000 structured documents, 7,000 of which were created in the past year
- Methodologies enabling immediate insight in complex decisions

Magic Quadrants

MarketScopes

Hype Cycles

Vendor Ratings



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Interactions



- Scalable structure and process to handle and rapidly respond to 250,000 one-on-one interactions
- Phone access to analysts giving personal, immediate and specific advice on key decisions
- Face-to-face interactions and advice with key client decision makers

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Research Case Study – Virtualization

Client Problem	Gartner Solution	Benefits Achieved
<ul style="list-style-type: none">• Major Petrochemical company with \$2.4 billion IT budget• Eight critical IT initiatives, most focused on cutting IT spending• Sharp focus on getting the best pricing and terms to hit their 2009 budget• Virtualized their infrastructure to bring IT costs down	<ul style="list-style-type: none">• 22 Gartner users with access to research and analysts• Used over 360 documents to identify strategy, select vendors and negotiate price, terms and conditions• More than 20 inquiries with leading analysts to guide technology decisions and gain insight on the best pricing	<ul style="list-style-type: none">• Helped client parse the quote line by line• Provided benchmarks on where the quote was relative to the market• Validated the design and confirmed that bundled solution was not right for client's needs• Structured negotiation strategy achieved \$2 million in savings

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Research Case Study – E-commerce

Client Problem	Gartner Solution	Benefits Achieved
<ul style="list-style-type: none">• \$6-7B North American distributor• Upgrade to e-commerce solution, and include social and mobile• Enterprise priority for 2010 was a comprehensive strategy and roadmap for e-commerce	<ul style="list-style-type: none">• Research staged a series of interactions to advise them across phases of the initiative• Onsite meetings and inquiries to deliver insight• Helped them understand trends and advised on design and validation of their strategy• Used a Gartner Toolkit for e-commerce RFP template, and analysts helped them with vendor selection• Advised on contract negotiation	<ul style="list-style-type: none">• A highly integrated strategy for social and mobile e-commerce• Considered wider range of vendors and opportunities

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Why Invest in Gartner



Long term, double-digit revenue growth

- Strong value proposition
- Vast untapped market opportunity
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Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

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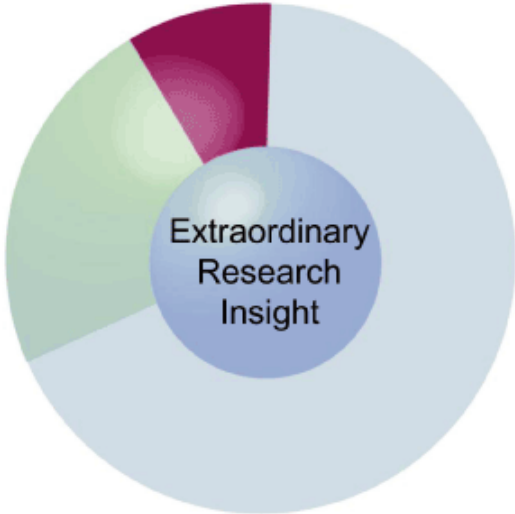
Alwyn Dawkins

**Senior Vice President
Gartner Events**

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Gartner Events Business

Differentiated live
events leveraging
research content

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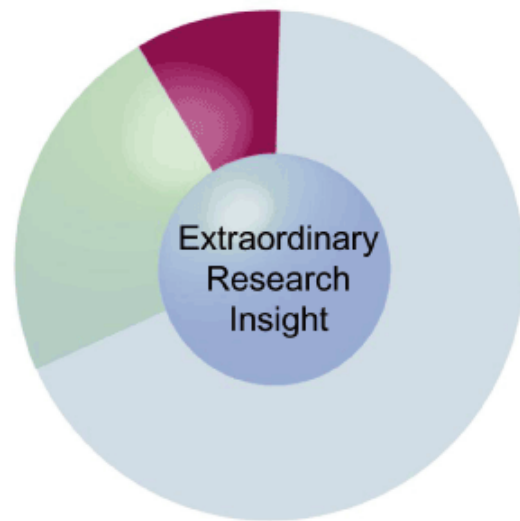
Our mission:

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

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Gartner Events

- 56 Events
- 37,200 attendees
- 1,200 exhibitors



World's Leading IT Conference Producer

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Gartner Events



Current
Relevant
Actionable

For 7 of 10 attendees, Gartner is the only conference they attend each year

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Attendee Value Proposition

- **Face-to-face Analyst interaction**
- **Industry leaders**
- **Unparalleled peer networking**
- **Access to leading solution providers**
- **Actionable advice**



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Exhibitor Value Proposition

- **Face to face interaction with high level attendees**
 - Maintain existing relationships
 - Build new relationships
- **Cost effective means to generate leads**
 - Concentrated, time efficient format



For 7 of 10 attendees, Gartner is the only conference they attend each year

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2010 Gartner Event Portfolio



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

A world map with orange dots marking the locations of Gartner Symposium ITXPO events. Each dot is accompanied by a small image and a text box containing the location and dates.

Location	Dates
Orlando, Florida	18-21 October
Cannes, France	8-11 November
Tokyo, Japan	25-27 October
São Paulo, Brazil	14-16 September
Cape Town, South Africa	31 Aug-2 Sept
Sydney, Australia	16-18 November

4,300 CIOs and over 16,000 Total Attendees
The highest number in 20 year history

2011 Gartner Event Portfolio



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Per Anders Waern

**Senior Vice President
Gartner Consulting**

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Gartner Consulting



Gartner Consulting Business

Longer-term differentiated engagements leveraging Gartner research

Gartner.

Our mission:

Provide Gartner clients with on-site support, helping them to operationalize research insights and realize benefits in their organizations

Gartner.

A Strong and Unique Value Proposition



Gartner Consulting

Core Consulting

Benchmarking Services

Contract Optimization

Independent & Objective

Powered by Research

Benchmark Enabled

Gartner.

Experienced Senior Practitioners



- 473 billable Consultants
- \$424K average annual revenue per head
- Powerful value proposition for attracting top talent

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Sourcing Advisory Services Case Study

Client Problem	Gartner Solution	Benefits Achieved
<ul style="list-style-type: none">• Major manufacturing client at end of large outsourcing deal• Desire to improve service and flexibility, and to reduce costs	<ul style="list-style-type: none">• Sharpened the overall Sourcing strategy• Assessed contract and uncovered cost savings• Developed Sourcing Program Scorecard to guide negotiations	<ul style="list-style-type: none">• New best practices contract which accelerated negotiations and led to a 15% reduction in costs• Added performance management and shared risk model

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Benchmarking Analytics Case Study

Client Problem	Gartner Solution	Benefits Achieved
<ul style="list-style-type: none">A US state government IT function was seeking to reduce costs	<ul style="list-style-type: none">Analyzed its IT spending in order to find immediate cost saving potentialsOur findings showed 15% overspending vs. average performance and 55% vs. best in class organizations	<ul style="list-style-type: none">Currently realizing identified cost savings

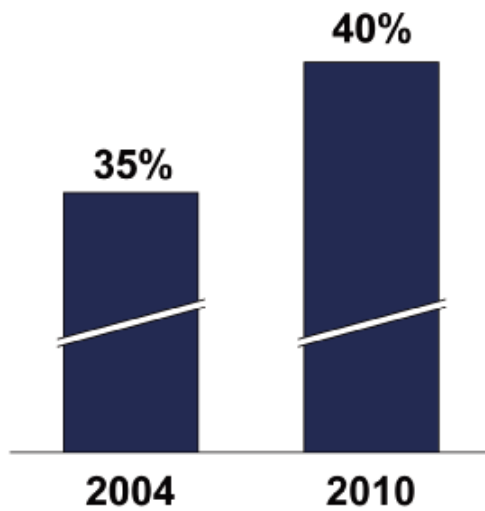
Gartner.

>\$1B

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Gross Contribution Margin



- Continuous productivity improvements
- Margin expansion
- \$101M in starting backlog 2011

Note: 2004 Gross Contribution Margin re-stated to reflect the impact of equity compensation expense – impact is 1 pt.

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Gartner Consulting Business

Longer-term differentiated engagements leveraging Gartner research

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David Godfrey

**Senior Vice President
Worldwide Sales**

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Gartner Sales

People



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Gartner Sales

People



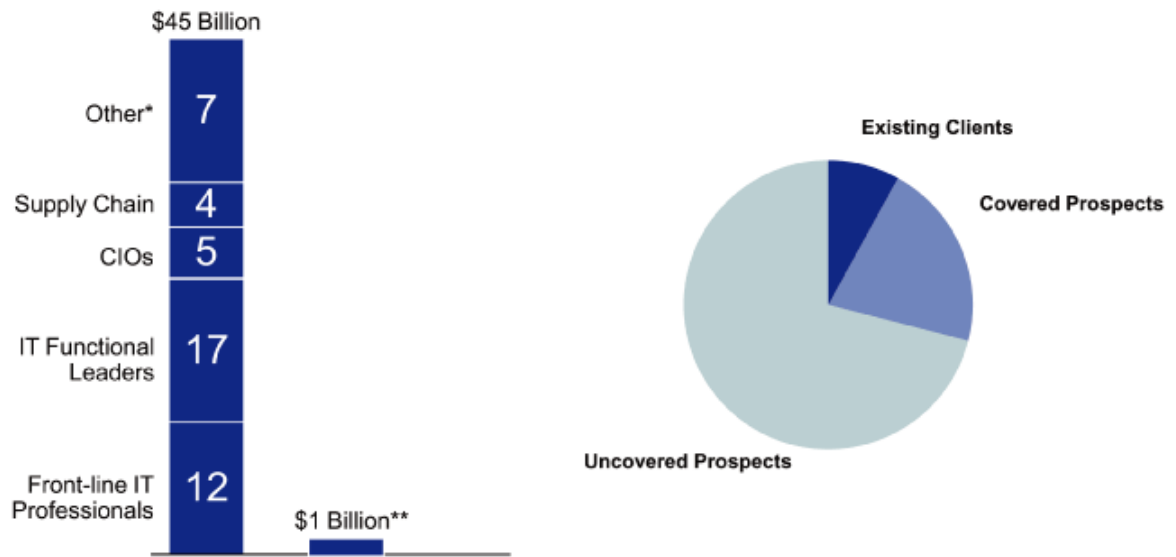
1,049 quota-bearing sales associates

Profile of a Gartner Account Executive

- 137% growth since 2004
- 52% outside of United States
- In-depth knowledge
- Sales Experience
- Passionate
- Goal oriented
- 25% > 5 years at Gartner
- 11% > 10 years

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Vast Market Opportunity For Research



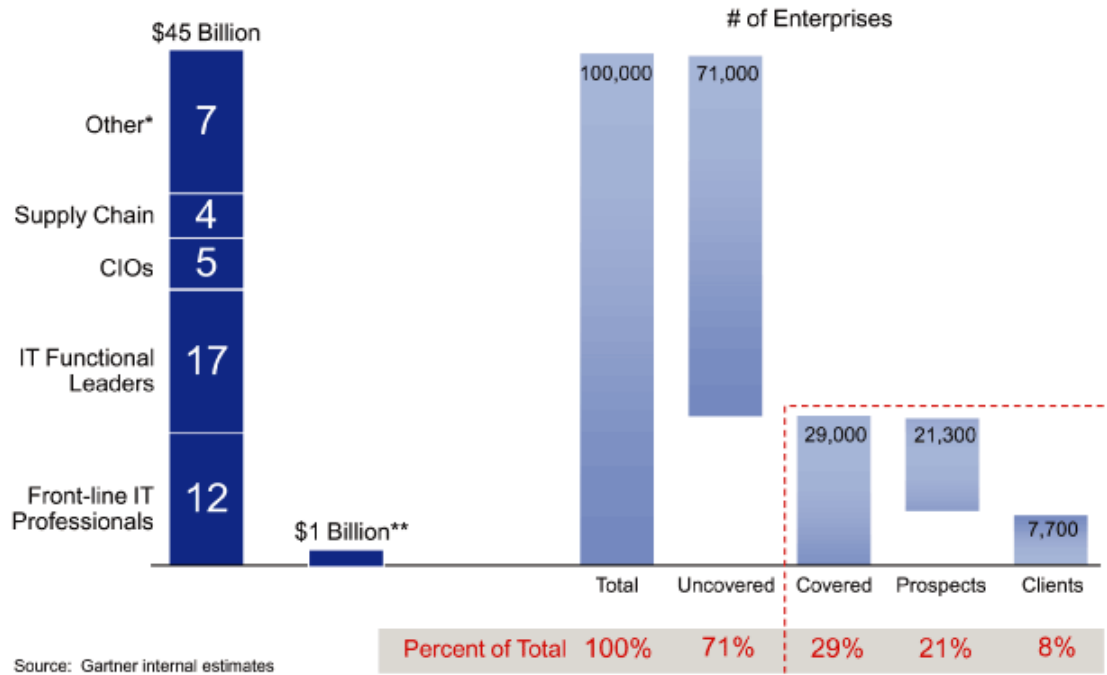
Source: Gartner internal estimates

* technology, professional services, telecommunications and investors

** 2010 ending contract value

Gartner.

Vast Market Opportunity For Research



Source: Gartner internal estimates

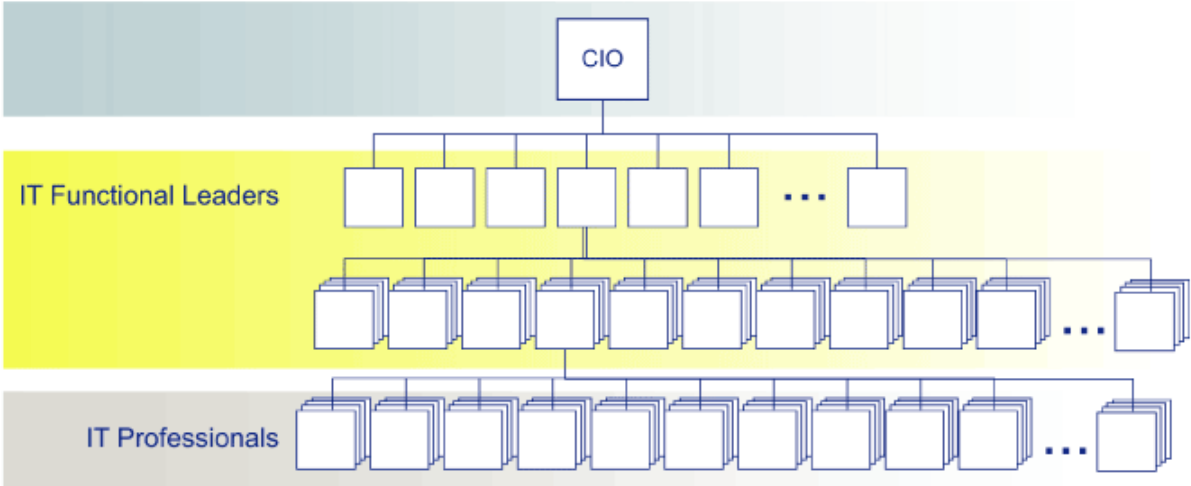
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Proven track record

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Sales Strategy to Capture Market Opportunity

Capacity

Coverage

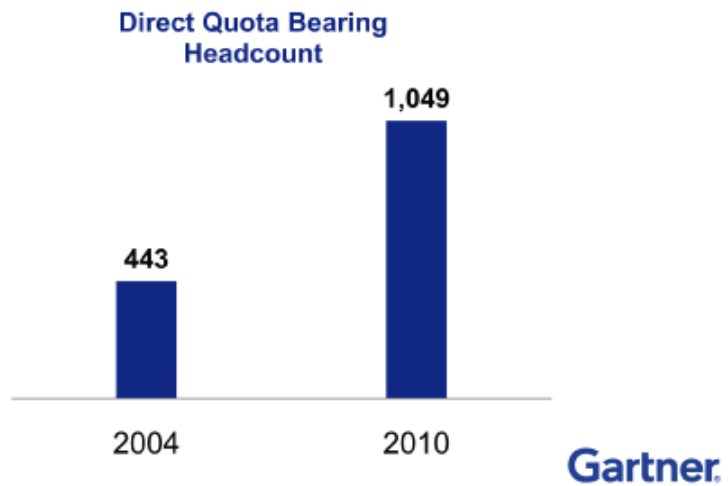
Sales
Effectiveness

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Sales Strategy to Capture Market Opportunity

Capacity

- 15 - 20% increased annual sales headcount objective
- Architected recruitment and training plan



Gartner Sales: A great place to work

- Being part of a growth company allows:
 - Career opportunity
 - Professional development
 - Great earnings potential
 - Product innovation
- Access to senior levels
- High-performance culture



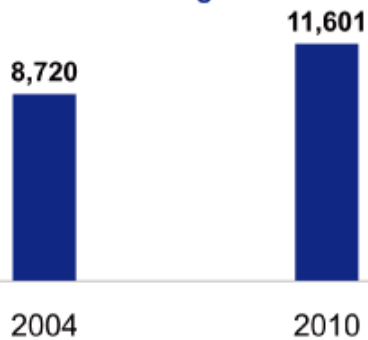
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Sales Strategy to Capture Market Opportunity

Coverage

- Focused channel approach
- Matched to global opportunity
- Emphasizing Client intimacy

of Client Organizations



of Enterprises



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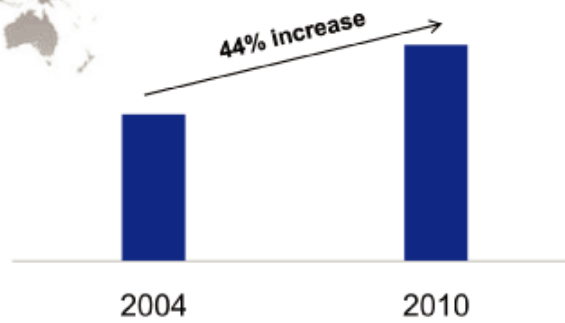
Sales Strategy to Capture Market Opportunity

Sales Effectiveness

- Enhanced use of proprietary tools and best practices
- Increased revenue per client



Average CV per Client Organization



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Why Invest in Gartner



Long term, double-digit revenue growth

- Strong value proposition
- Vast untapped market opportunity
- Strategy and operational excellence to drive growth



Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

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Chris Lafond

Gartner Chief Financial Officer

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Winning Growth Strategy



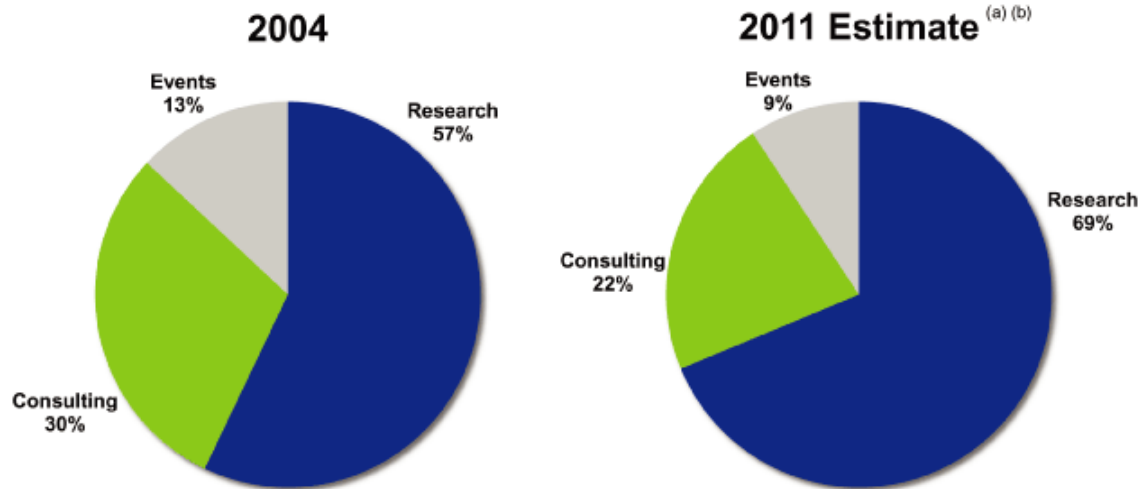
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Consistent Growth Strategy The Financial Plan We Set in 2005

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

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Strategy for growing research has resulted in a meaningful shift in mix of the business



(a) Based on mid-point of 2011 revenue guidance

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

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Long term, double-digit revenue growth



Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



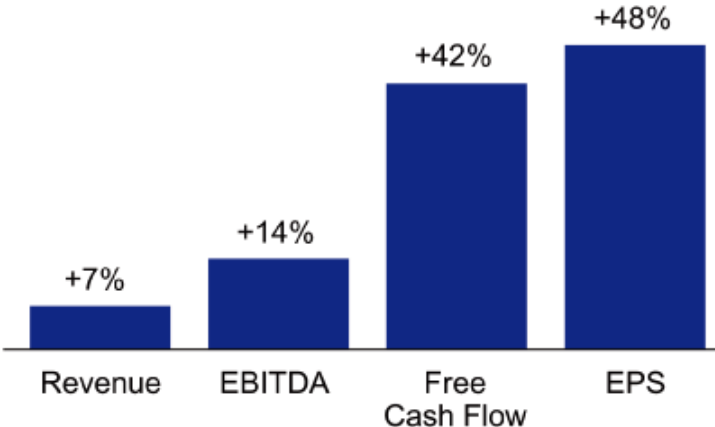
Proven track record

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Our Unique Business Model

Gartner's Financial Strength

Compound Annual Growth Rate
2004 – 2010



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Why Invest in Gartner



Long term, double-digit revenue growth

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- Vast untapped market opportunity
- Strategy and operational excellence to drive growth



Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

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Proven Sales Strategy Delivering Results

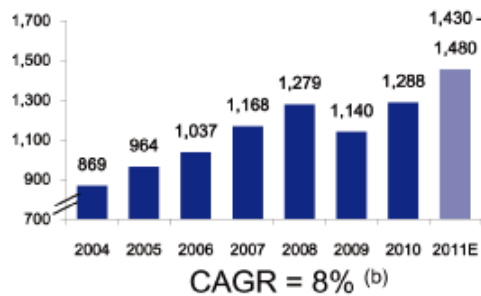


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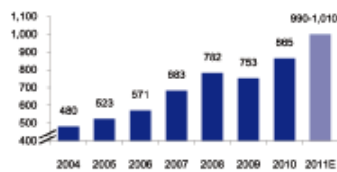
Consistent Growth Strategy

Proven Track Record: Revenue Growth

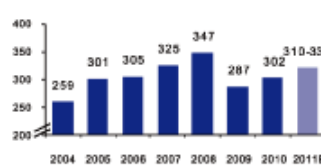
Total Revenue (a)
\$ in millions



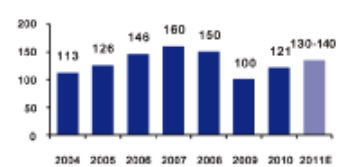
Research Revenue
\$ millions



Consulting Revenue
\$ millions



Events Revenue (a)
\$ millions



(a) Restated to exclude results of Vision Events

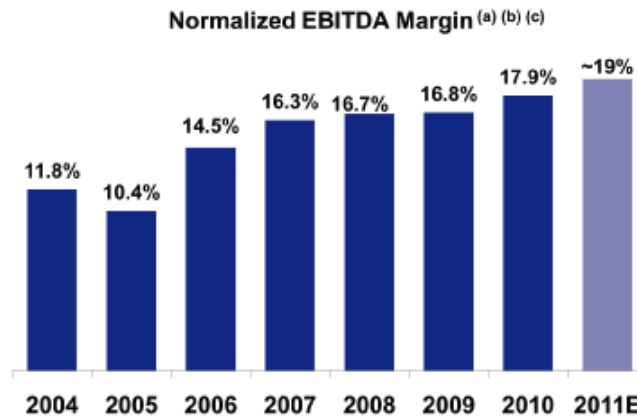
(b) CAGR calculations use mid-point of 2011 guidance

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

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Margin Expansion

- High incremental gross contribution margins
- Scalable global infrastructure
- G&A leverage



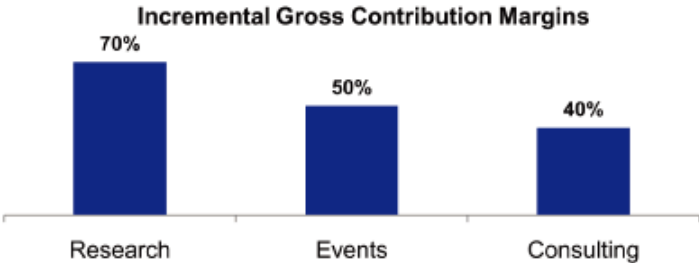
(a) See the attached Glossary for the definition of Normalized EBITDA, and cautionary statement regarding this non-GAAP financial measure

(b) 2011 Normalized EBITDA margin based upon mid-point of 2011 guidance

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

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Business Model



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Business Model

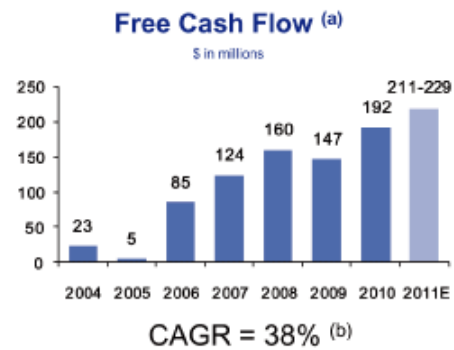
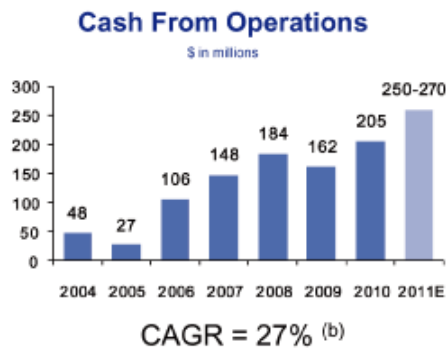
Gross Contribution Margin	<u>2004</u>	<u>2010</u>
Research	60%	65%
Events	52%	46%
Consulting	35%	40%
% of Revenue		
SG&A	40%	42%
Normalized EBITDA	12%	18%

Notes: * 2004 figures re-stated to reflect impact of Equity Compensation expense – Impact as follows: Research 1 pt, Events 0 pt, Consulting 1 pt, SG&A 1 pt.

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Cash Flow Leverage

- Up-front billing for majority of Research contracts
- 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

(b) CAGR calculations use mid-point of 2011 guidance

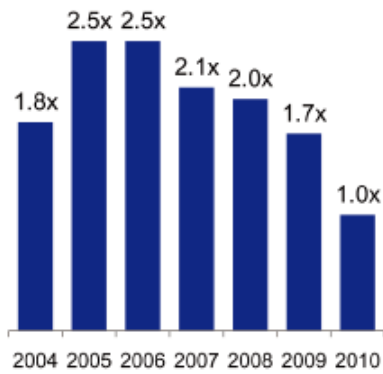
(c) See Forward Looking Statement disclaimer on page 1 for factors that may affect our ability to achieve these results.

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Focus on Capital Structure and Strategic Use of Cash

- Low levels of debt with ample and favorable available credit
- Cash deployed for selective strategic acquisitions
- Cash deployed for share re-purchases

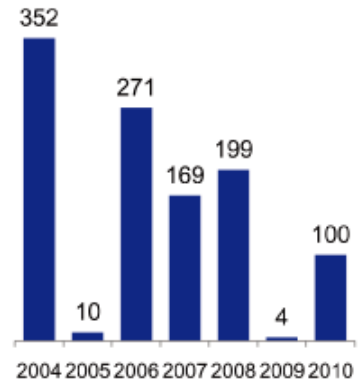
Debt / Normalized EBITDA Ratio



Strategic Acquisitions

2005: META
2009: AMR Research
2009: Burton Group

Share Repurchases - \$M



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Long-Term Financial Objectives

	<u>Annual⁽¹⁾</u>
Total Revenue Growth	11 - 16%
Research	15 - 20%
Consulting	3 - 8%
Events	5 - 10%

Normalized EBITDA⁽²⁾ margin improvement 50 – 150 bps per year

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

Offering	Secondary offering of common stock
Company	Gartner, Inc.
Offered	8,000,000 shares to the public (ValueAct selling 8.5mm shares in total, Company will repurchase 0.5mm shares concurrently in a privately negotiated transaction)
Over-allotment Option	15% (100% secondary)
Selling Shareholder	ValueAct Capital Master Fund, L.P.
Use of Proceeds	Gartner will not receive any proceeds from this offering
Expected Pricing	February 17, 2011
Lock-Up	In connection with the offering, ValueAct has agreed that it will not sell any shares of Gartner Common Stock for a period of 180 days
Bookrunners	Credit Suisse; Goldman, Sachs & Co.

Note: For more information concerning the terms of this secondary offering, please see the Registration Statement on Form S-3 and the Preliminary Prospectus Supplement, each dated February 15, 2011 and available at sec.gov and investor.gartner.com.

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Why Invest in Gartner



Long term, double-digit revenue growth



Revenue growth leveraged to drive higher growth in EBITDA, EPS and cash flow



Proven track record

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Q&A

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Why Invest in Gartner



Long term, double-digit revenue growth



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Proven track record

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Appendix

Projected 2011 Full Year Revenue and EBITDA Outlook

(\$ in millions except per share data)	<u>2011 Projection ⁽¹⁾</u>	<u>% change ⁽¹⁾</u>
Research	\$ 990 - 1,010	14% - 17%
Consulting	310 - 330	3% - 9%
Events	130 - 140	7% - 15%
Total Revenue	\$1,430 - 1,480	11% - 15%
Normalized EBITDA ⁽²⁾	\$270 - 290	17% - 26%

(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 2011 Earnings and Cash Flow Outlook

(\$ in millions except per share data)	<u>2011 Projection</u> ⁽⁴⁾	<u>% change</u> ⁽⁴⁾
Diluted Income per share ⁽¹⁾	\$1.29 - 1.41	34% - 47%
Operating Cash Flow ⁽²⁾	\$250 - 270	22% - 31%
Capital Expenditures ⁽²⁾	<u>(39)</u> - <u>(41)</u>	
Free Cash Flow ⁽³⁾	211 - 229	10% - 19%

(1) Includes a projected \$(0.04) per share impact from AMR Research and Burton Group Acquisition Adjustments. In 2010, these charges were \$(0.14) per share.

(2) Includes approximately \$15.0 million of estimated payments for the renovation of our Stamford headquarters facility. The accounting impact of these renovation payments increases both cash flow from operations and capital expenditures (investing activities) by the same amount and as a result has no net impact on Free Cash Flow. These expenditures are contractually reimbursable from the landlord.

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

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

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Projected 2011 Quarterly Phasing – Revenue

- Research revenue driven by retention rates and timing of new business
 - Balanced renewals with 26% expected in Q1
 - Fourth quarter historically the largest for new business
- Events revenue recognized when conferences delivered
 - Symposium Series in Q4 drives phasing
 - 10 events in Q1, 21 events in Q2, 16-18 events in Q3, and 13 events in Q4
- Consulting revenue is seasonal
 - Q2 and Q4 slightly higher volume quarters
 - Q1 expected to be 23% of full year revenue

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

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Projected 2011 Quarterly Phasing – Revenue

- Approximate estimated revenue phasing in 2011:

	Q1	Q2	Q3	Q4
Research	24%	25%	25%	26%
Consulting	23%	26%	23%	28%
Events	10%	25%	14%	51%

- Above based on midpoint of revenue guidance

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

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Projected 2011 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

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

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Projected 2011 Sales, G&A and Other Expenses

- Depreciation and amortization of \$33 - 34 million
- Interest expense of \$11 – 13 million
- Other income/expense of \$2 – 3 million (primarily transaction FX gains/losses)
- Tax rate projected to be between 31 and 32%

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

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Projected 2011 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

Note: 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
Net income (loss)	\$17	(\$2)	\$58	\$74	\$104	\$83	\$96
Interest expense, net	1	11	17	22	19	16	16
Other (income) expense, net	7	9	1	(3)	1	3	-
Discontinued operations ⁽¹⁾	(5)	(4)	(4)	(3)	(7)	-	-
Tax provision	<u>16</u>	<u>7</u>	<u>26</u>	<u>40</u>	<u>48</u>	<u>33</u>	<u>38</u>
Operating income ⁽¹⁾	\$36	\$20	\$98	\$129	\$164	\$134	\$149
Normalizing adjustments:							
Depreciation, accretion and amortization	31	36	34	28	28	28	36
META integration charges	-	15	1	-	-	-	-
Other charges	36	29	-	9	-	-	-
SFAS No. 123(R) stock compensation expense	-	-	17	24	21	26	33
Pre-acquisition deferred revenue fair value adjustments	-	-	-	-	-	-	4
Acquisition and Integration Charges ⁽²⁾	-	-	-	-	-	3	8
Normalized EBITDA ⁽¹⁾	<u>\$103</u>	<u>\$100</u>	<u>\$150</u>	<u>\$190</u>	<u>\$213</u>	<u>\$191</u>	<u>\$230</u>

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

(2) Includes non-recurring cash charges incurred to acquire and integrate the acquisitions of AMR Research and Burton Group, such as legal, consulting, severance, and other costs.

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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	2010
Cash provided by operating activities	\$48	\$27	\$106	\$148	\$184	\$162	\$205
Cash Acquisition and Integration Charges	-	-	-	-	-	-	8
Capital Expenditures	(25)	(22)	(21)	(24)	(24)	(15)	(21)
Free Cash Flow	<u>\$23</u>	<u>\$5</u>	<u>\$85</u>	<u>124</u>	<u>\$160</u>	<u>\$147</u>	<u>\$192</u>

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The issuer has filed a registration statement (including a preliminary prospectus supplement dated February 15, 2011 and an accompanying prospectus dated February 15, 2011) with the Securities and Exchange Commission (the "SEC") for the offering to which this communication relates. Before you invest, you should read the preliminary prospectus supplement, the accompanying prospectus and the other documents the issuer has filed with the SEC for more complete information about the issuer and the offering. You may get these documents for free by visiting EDGAR on the SEC website at www.sec.gov. Alternatively, the issuer, the underwriter or any dealer participating in the offering will arrange to send you the prospectus and the prospectus supplement if you request them by calling Credit Suisse Securities (USA) LLC toll free at (800) 221-1037 or Goldman, Sachs & Co. at (866) 471-2526.

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