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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 6, 2008**

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

On March 6, 2008, Gartner, Inc. (the "Company") made investor presentations that included the slides filed as Exhibit 99.1 to this Current Report on Form 8-K, which are incorporated by reference herein. At the presentations, the Company updated previously issued guidance for 2008 to reflect the sale of its Vision Events business, which was completed on February 29, 2008.

The slides contained in Exhibit 99.1 are posted on the Company's website at [www.gartner.com](http://www.gartner.com).

Additionally, on March 6, 2008, the Company issued a press release relating to the investor presentations and updated guidance. 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 Exhibits 99.1 and 99.2 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 6, 2008.
99.2	Press Release issued March 6, 2008.

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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 6, 2008

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

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## EXHIBIT INDEX

<u>EXHIBIT NO.</u>	<u>DESCRIPTION</u>
99.1	Gartner, Inc. Investor Presentation dated March 6, 2008.
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INVESTOR PRESENTATION DATED MARCH 6, 2008

# Forward-Looking Statements

Statements contained in this presentation regarding the growth and prospects of the business, the Company's projected 2008 financial results, Roadmap 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 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 ability to expand or even retain the Company's customer base; ability to grow or even sustain revenue from individual customers; ability to attract and retain professional staff of research analysts and consultants upon whom the Company is dependent; ability to achieve and effectively manage growth; ability to pay the Company's debt obligations; ability to achieve continued customer renewals and achieve new contract value, backlog and deferred revenue growth in light of competitive pressures; ability to carry out the Company's strategic initiatives and manage associated costs; 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 the Company's businesses and operations; and other risks listed from time to time in the Company's reports filed with the Securities and Exchange Commission.

The Company's SEC filings can be found on Gartner's Web site at [www.gartner.com](http://www.gartner.com) and on the SEC's Web site at [www.sec.gov](http://www.sec.gov). Forward-looking statements included herein speak only as of March 6, 2008 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.

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**Gartner**



■ ■ ■ ■ **Gene Hall**  
**Chief Executive Officer**

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**Gartner**

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## RESEARCH

CIO

IT FUNCTIONAL  
LEADERS

TECHNOLOGY  
COMPANIES +

## EVENTS

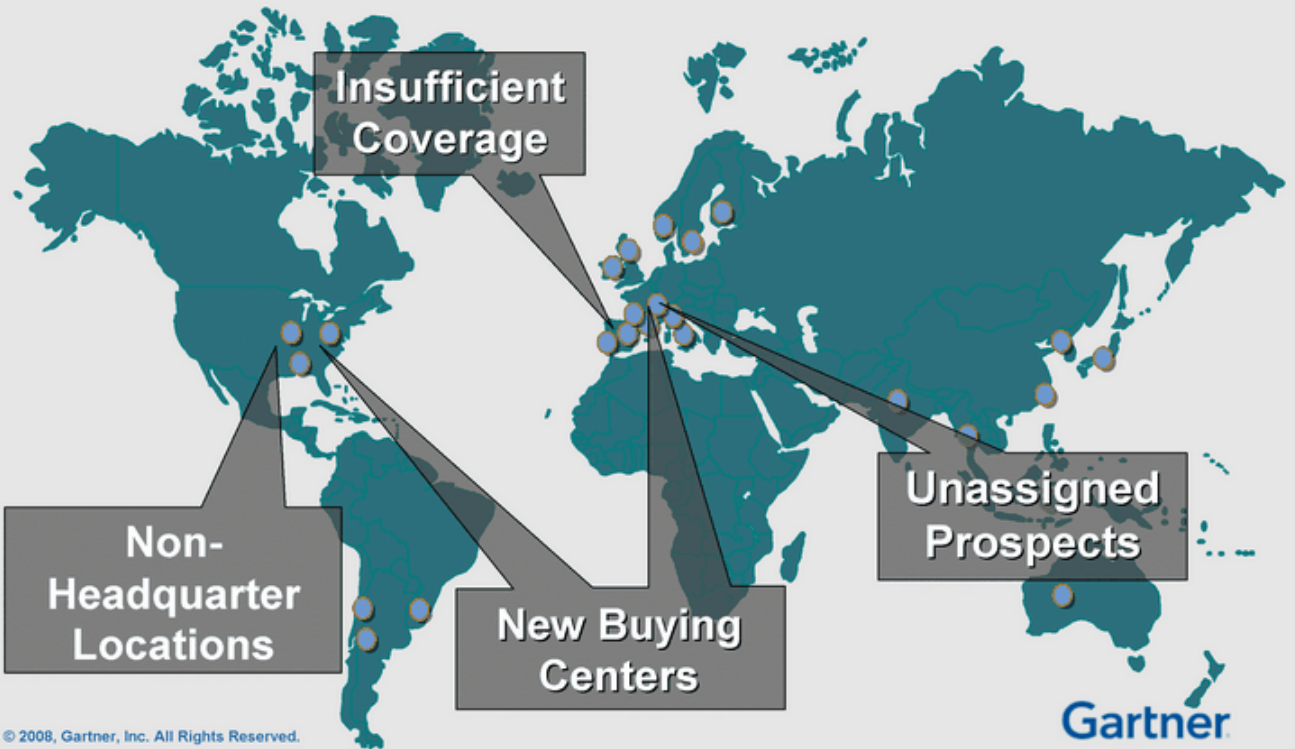
## CONSULTING

## ANALYSTS

## SALES



# Untapped Market Opportunity



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# Market Opportunity



# Strategy and Programs

**Extraordinary  
Research**

**Increase Sales  
Capability**

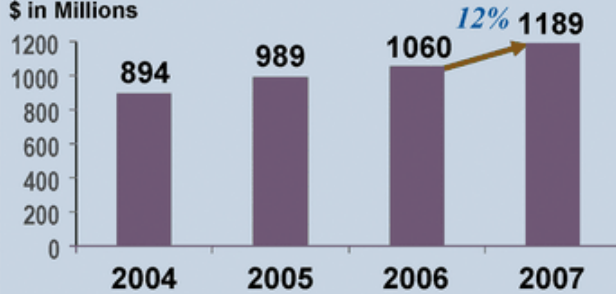
**Innovative,  
Highly  
Differentiated  
Offerings**

**World Class  
Service**

# Recent Performance Demonstrates Success

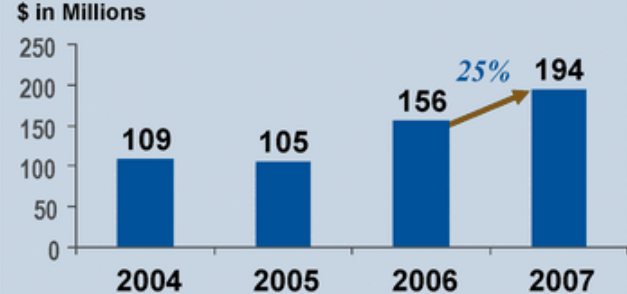
## Revenue

\$ in Millions



## Normalized EBITDA <sup>(1)</sup>

\$ in Millions



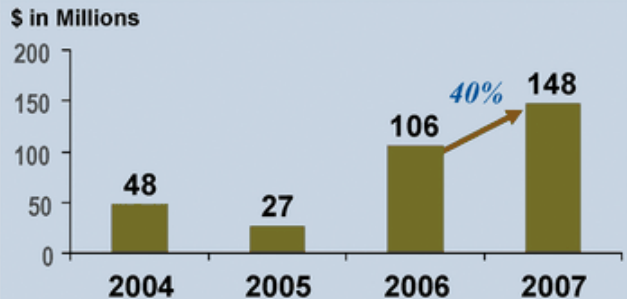
## GAAP EPS

\$



## Operating Cash Flow

\$ in Millions



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(1) See the attached Glossary for the definition of Normalized EBITDA, a reconciliation to Net Income and cautionary statement regarding this non-GAAP financial measure."

Gartner

## Why Invest in Gartner?

- **Strong value proposition**
- **Vast, untapped opportunity**
- **Attractive business model**
- **Strategy, programs and leadership team in place to deliver sustained profitable growth**
- **Track record of sustained growth**



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

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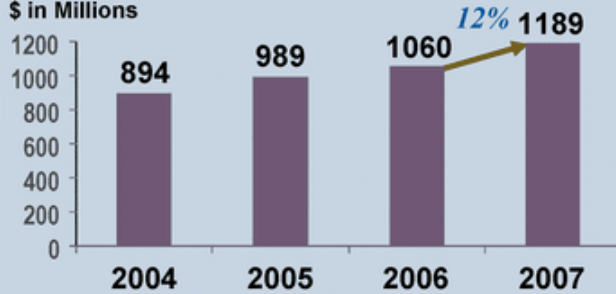
**Gartner**

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# Recent Performance Demonstrates Success

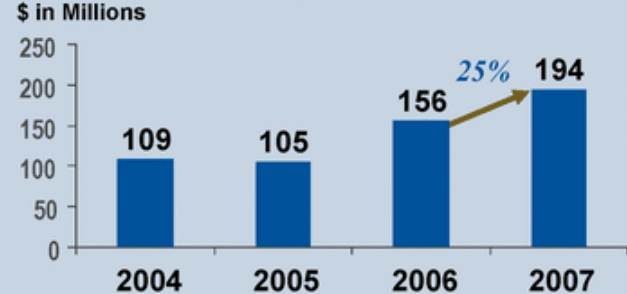
## Revenue

\$ in Millions



## Normalized EBITDA <sup>(1)</sup>

\$ in Millions



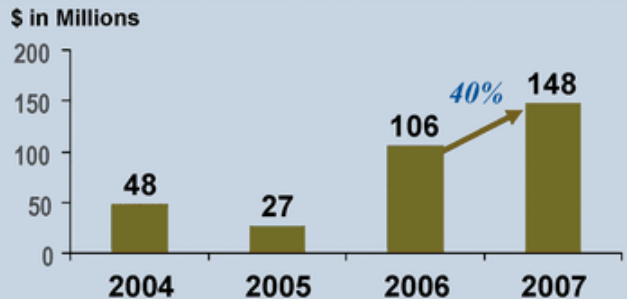
## GAAP EPS

\$



## Operating Cash Flow

\$ in Millions



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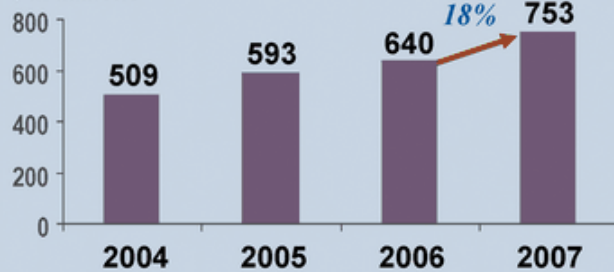
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Gartner

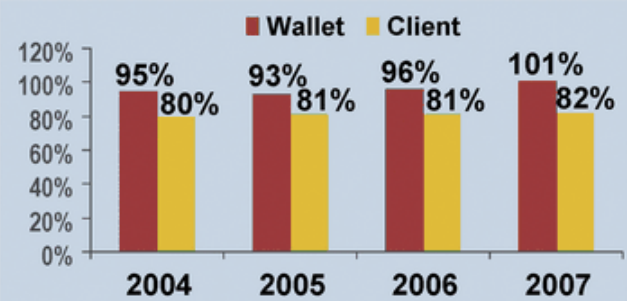
# Recent Performance – Key Metrics

## Research Contract Value

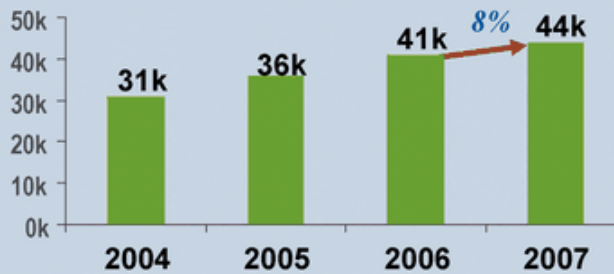
\$ in Millions



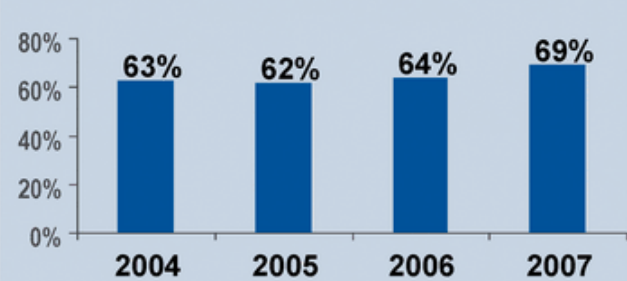
## Research Retention



## Event Attendees



## Consulting Utilization



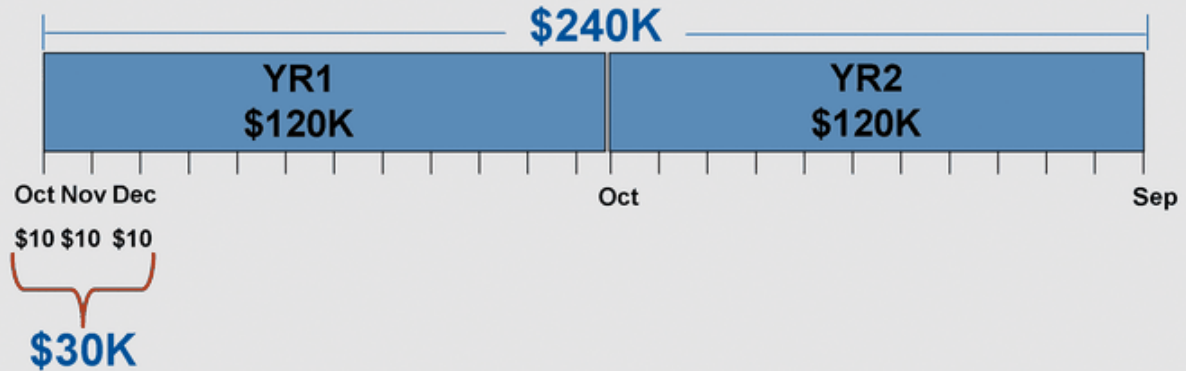


# Attractive Business Model

- **Three segments – Research, Consulting & Events**
- **High incremental margins in all three businesses**
- **Recurring, predictable Research revenue with annual subscription model**
- **Strong operating cash flow**
- **Diverse, global customer base**

# Contract Value to Revenue Conversion

- On October 1, we sell a 2 year contract worth \$240K



- On December 31, we would report the following:

Contract Value	\$120K
Revenue Recognized	\$30K
Deferred Revenue	\$90K

# Business Model

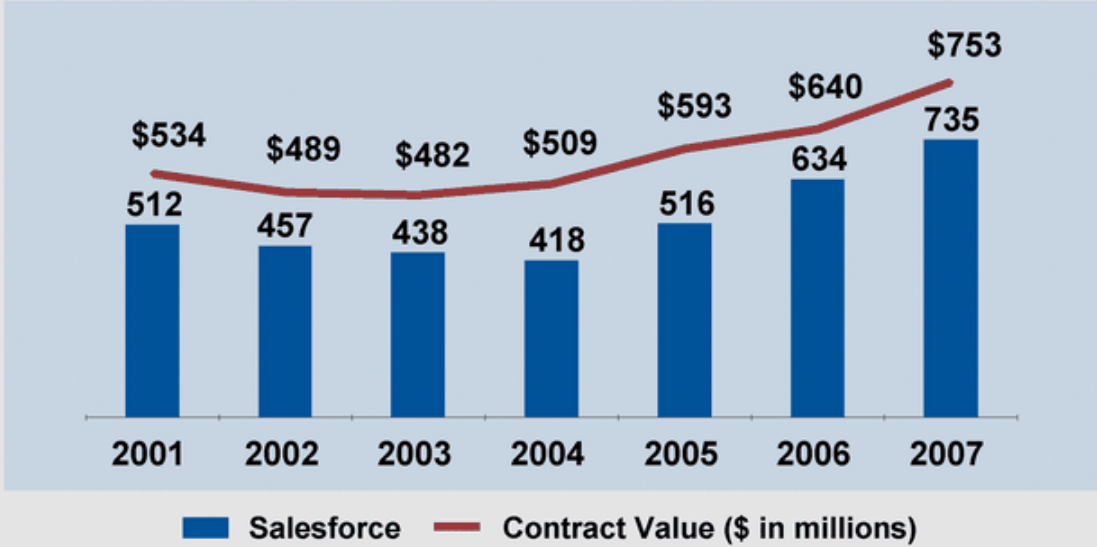
<b>Gross Contribution Margin</b>		<b>2007</b>	<b>2004</b>	<b>Incremental Margin</b>
<b>Research</b>		<b>64%</b>	<b>60%</b>	<b>70%</b>
<b>Events</b>		<b>49%</b>	<b>50%</b>	<b>50%</b>
<b>Consulting</b>		<b>39%</b>	<b>35%</b>	<b>40%</b>
<b>% of Revenue</b>				
<b>Sales &amp; Mktg.</b>		<b>24%</b>	<b>22%</b>	
<b>G&amp;A</b>		<b>16%</b>	<b>18%</b>	
<b>Total SG&amp;A</b>		<b>40%</b>	<b>40%</b>	

▪ **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

# Salesforce Growth Drives CV Growth

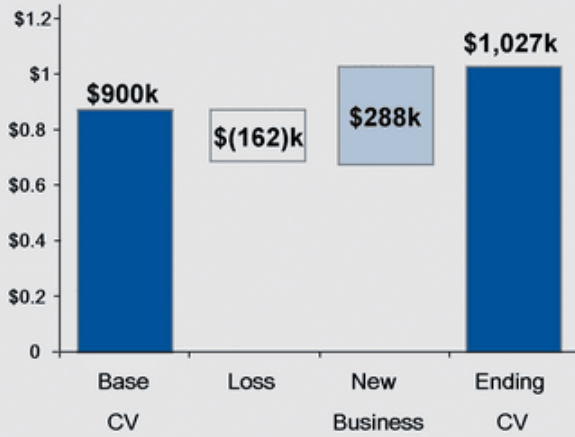
### Average Salesforce and Total Contract Value



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# Sales Force Economics Individual Territory Level

## Average Territory



## Average Territory

Beginning CV	900
NCVI	<u>127</u>
Ending CV	1,027
Revenue	945
Sales Rep Cost	200
% Cost of Sale	21%

# Sales Productivity - Drivers

- **Retention**

- Retain existing client (client retention)
- Penetrate existing clients deeper (wallet retention)

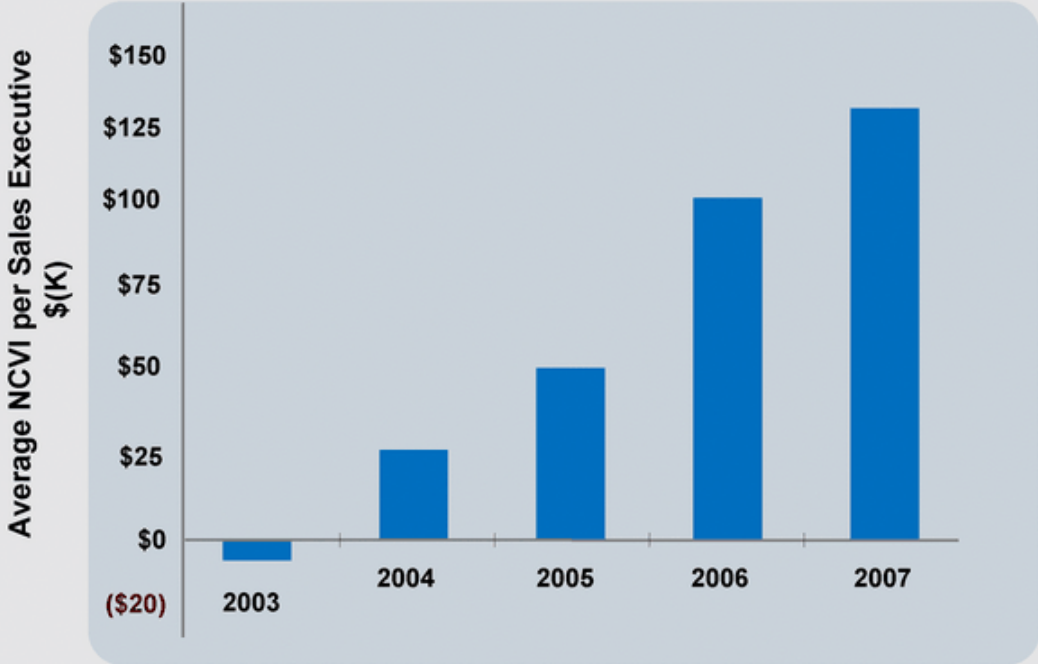
- **New Business**

- Launch new products
- Further penetrate existing clients
- Obtain new clients

- **Pricing**

- Annual price increases
- Migrate to new products
- Reduce discounting

# Sales Productivity Increasing



Notes:  
•NCVI = Net Contract Value Increase, or ending CV minus beginning CV  
•Average NCVI per Sales Person calculated as the NCVI divided by average number of sales reps for the year  
•All figures presented at FX neutral rates  
•2005 excludes impact of META acquisition  
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# Long-Term Financial Objectives

	Annual
<b>Total Revenue Growth</b>	<b>11 - 16%</b>
<b>Research</b>	<b>15 - 20%</b>
<b>Consulting</b>	<b>3 - 8%</b>
<b>Events</b>	<b>5 - 10%</b>
<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**



# Updated 2008 Guidance

	Low	High	Low	High
Research	770 -	780	14% -	16%
Consulting	335 -	345	3% -	6%
Events	168 -	172	5% -	7%
Other	5 -	6	-50% -	-40%
<b>Total Revenue</b>	<b>1,278 -</b>	<b>1,303</b>	<b>9% -</b>	<b>12%</b>
<b>Normalized EBITDA</b>	<b>209 -</b>	<b>219</b>	<b>10% -</b>	<b>15%</b>
<b>EPS from Continuing Operations</b>	<b>\$ 0.88 -</b>	<b>\$ 0.98</b>	<b>33% -</b>	<b>48%</b>
<b>Operating Cash Flow</b>	<b>155 -</b>	<b>170</b>	<b>5% -</b>	<b>15%</b>

- **Update for sale of Vision Events**

- Reduce 2007 actuals by \$21M in revenue, \$4M in EBITDA and \$0.02 EPS
- 2008 guidance excludes Vision Events

- **Excludes impact of gain on sale and discontinued operations**

\*See the attached Glossary for the definition of Normalized EBITDA and cautionary statement regarding this non-GAAP financial measure  
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**Gartner**

## Quarterly Phasing-Revenue

- **Research revenue growth lags Contract Value growth due to annual subscription model**
- **Events revenue recognized when conferences delivered**
  - Symposia in Q2 and Q4
- **Consulting revenue is seasonal, with Q2 and Q4 higher volume quarters**

## Quarterly Phasing-Revenue

- **Approximate revenue phasing in 2008 is as follows:**

	Q1	Q2	Q3	Q4
Research	24%	25%	25%	26%
Consulting	23%	26%	24%	27%
Events	12%	32%	11%	45%

- **Above based on midpoint of revenue guidance**

## Quarterly Phasing-Expense

- Quarterly fluctuations in cost of services driven by the conference schedule in our Events business
- Annual worldwide merit increase of 3% effective April 1
- Higher Research and Sales expenses in Q4 related to Symposia and year-end sales support activities
- Growth in sales force expected as follows:
  - Q1 ~ 30
  - Q3/Q4 ~ 50
- G&A is less seasonal

## Quarterly Phasing-Earnings

- **Approximate EPS from continuing operations phasing in 2008 is as follows:**

Q1	Q2	Q3	Q4
10%	25%	15%	50%

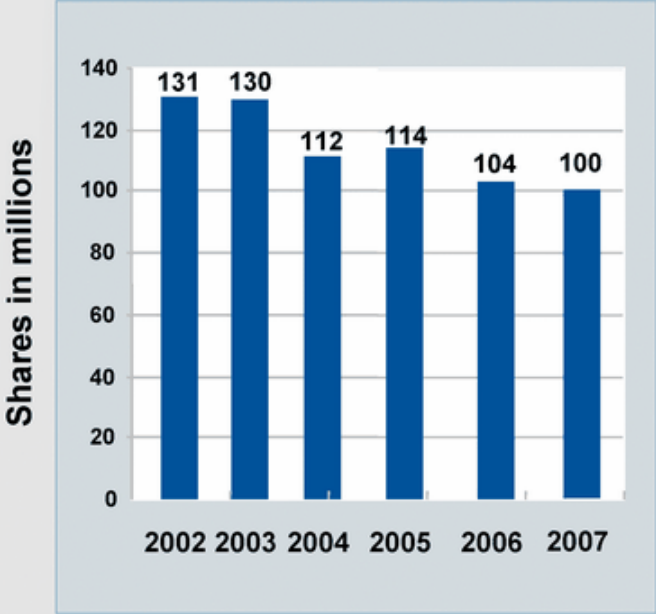
- **Above based on the midpoint of guidance**
- **Based upon business conditions the Company may accelerate or postpone investments throughout the year which could shift earnings between quarters**

## Capital Structure Initiatives Delivering Shareholder Value

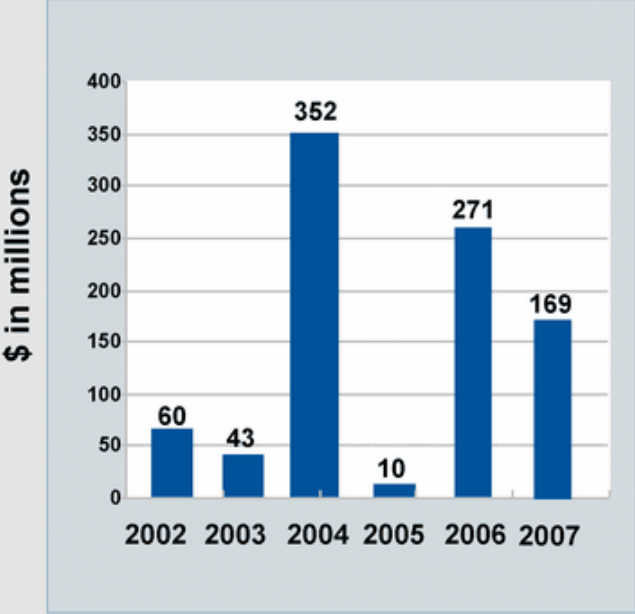
- **Re-purchased 8.4M shares at a cost of \$169M in 2007**
- **Announced new \$250 million share repurchase program**
- **Significantly reduced shares outstanding**
- **Significantly reduced equity compensation shares**

# Shares Outstanding and Share Repurchases

### Total Shares Outstanding



### Share Repurchases



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# Gartner's Financial Strength

- **Attractive business model**
- **Operational and cost focus**
- **Strong cash flow**
- **Solid balance sheet**
- **Annual double digit revenue and earnings growth**
- **Long-term value focus**



# Glossary

## Non-GAAP Financial Measure

Investors are cautioned that **Normalized EBITDA** contained in this presentation is not a financial measure under generally accepted accounting principles. In addition, it should not be construed as an alternative to any other measures of performance determined in accordance with generally accepted accounting principles. This non-GAAP financial measure is provided to enhance the user's overall understanding of the Company's current financial performance and the Company's prospects for the future. 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. **Normalized EBITDA** is based on operating income, excluding depreciation, accretion on obligations related to excess facilities, amortization, META integration charges, SFAS 123 (R), goodwill impairments, and other charges.

## Reconciliation of Normalized EBITDA to GAAP

(\$ in millions)	2004	2005	2006	2007
<b>Net income (loss)</b>	<b>\$17</b>	<b>(\$2)</b>	<b>\$58</b>	<b>\$74</b>
Loss on investments, net	3	6	-	-
Interest expense, net	1	11	17	22
Other (income) expense, net	4	3	1	(3)
Tax provision	18	7	27	41
<b>Operating income</b>	<b>\$43</b>	<b>\$25</b>	<b>\$103</b>	<b>\$133</b>
Normalizing adjustments:				
Depreciation, accretion and amortization	30	36	34	28
META integration charges	-	15	2	-
Other charges	36	29	-	9
SFAS No. 123(R) stock compensation expense	-	-	17	24
<b>Normalized EBITDA</b>	<b>\$109</b>	<b>\$105</b>	<b>\$156</b>	<b>\$194</b>

**Gartner****Press Release**

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*****Updates 2008 Outlook to Reflect the Sale of Vision Events***

STAMFORD, Conn., March 6, 2008 — Gartner, Inc. (NYSE: IT), the leading provider of research and analysis on the global information technology industry, today held its annual Investor Day in New York City. At the Investor Day, the Company updated its financial outlook for 2008 to reflect the sale of its Vision Events portfolio, which was completed on February 29, 2008. Aside from the impact of this sale, Gartner's 2008 outlook remains unchanged.

As a result of the sale of Vision Events, which will be reported as a discontinued operation beginning in first quarter 2008, Gartner is now targeting total revenue of \$1.278 to \$1.303 billion, an increase of 9% to 12% versus 2007. By segment, the Company is targeting Research revenue of \$770 to \$780 million, an increase of 14% to 16% versus 2007, Consulting revenue of \$335 to \$345 million, an increase of 3% to 6% versus 2007, Events revenue of \$168 to \$172 million, an increase of 5% to 7% versus 2007, and other revenue of \$5 to \$6 million.

Based on the above revenue outlook, the Company is targeting Normalized EBITDA for the full year 2008 of \$209 to \$219 million, an increase of 10% to 15% versus 2007, EPS from continuing operations of \$0.88 to \$0.98, an increase of 33% to 48% versus 2007, cash flow from operations of \$155 to \$170 million and capital expenditures of \$25 to \$27 million. Normalized EBITDA excludes a projected \$26 to \$28 million of pre-tax expense related to SFAS 123(R). All projections exclude any gain on sale of Vision Events and results of discontinued operations.

**About Gartner**

Gartner, Inc. (NYSE: IT) is the world's leading information technology research and advisory company. Gartner delivers the technology-related insight necessary for its 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, Gartner is the indispensable partner to 60,000 clients in 10,000 distinct organizations. Through the resources of Gartner Research, Gartner Consulting and Gartner Events, Gartner works 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 3,900 associates, including 1,200 research analysts and consultants in 75 countries. For more information, visit [www.gartner.com](http://www.gartner.com).

**Non-GAAP Financial Measures**

Investors are cautioned that normalized EBITDA contained in this press release is not a financial measure under generally accepted accounting principles. In addition, it should not be construed as an alternative to any other measures of performance determined in accordance with generally accepted accounting

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principles. This non-GAAP financial measure is provided to enhance the user's overall understanding of the Company's current financial performance and the Company's prospects for the future. 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. Normalized EBITDA is based on operating income, excluding depreciation, accretion on obligations related to excess facilities, amortization, META integration charges, SFAS 123 (R), goodwill impairments, and other charges.

#### **Safe Harbor Statement**

Statements contained in this press release regarding the growth and prospects of the business, the Company's 2007 and 2008 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 ability to expand or even retain the Company's customer base; ability to grow or even sustain revenue from individual customers; ability to attract and retain professional staff of research analysts and consultants upon whom the Company is dependent; ability to achieve and effectively manage growth; ability to pay the Company's debt obligations; ability to achieve continued customer renewals and achieve new contract value, backlog and deferred revenue growth in light of competitive pressures; ability to carry out the Company's strategic initiatives and manage associated costs; 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 the Company's businesses and operations; and other risks listed from time to time in the Company's reports filed with the Securities and Exchange Commission. 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 the Company 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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