INFO~TECH
RESEARCH GROUP

Info-Tech Research Group Inc.

G-Cloud 14 IT Membership Services Pricing and Promotions

INFO~TECH
RESEARCH GROUP

MEMBERSHIP PRICING

PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION	GBP
24-009	CIO Counselor Membership	Key Membership Features: • A Dedicated Executive Counselor to help you reach your goals and excel as a leader • 4 onsite/virtual counselor visits (2 additional sessions) • IT Spend & Staffing Benchmarking against industry peers (Online) • IT Cost Analysis & Optimization roadmap focused on optimizing your IT Spending & Staffing (Onsite) • Unlimited IT Vendor Price Benchmarking • IT Vendor Negotiation Assistance for 4 contracts (1 additional) • Two Info-Tech LIVE tickets (1 additional) • PLUS: All features of the Executive Counselor Membership are included	£89,690.72
24-016	AI & Digital Transformation Counselor Membership	Key Membership Features: • A Dedicated AI & Digital Transformation Counselor to help you reach your goals and excel as a leader in your AI & Digital Transformation objectives • 4 onsite/virtual counselor visits (2 additional sessions) • Unlimited IT Vendor Price Benchmarking • IT Vendor Negotiation Assistance for 4 contracts (1 additional) • Two Info-Tech LIVE tickets (1 additional) • PLUS: All features of the Counselor Membership are included	£89,690.72
24-008	Executive Counselor Membership	Key Membership Features: A Dedicated Executive Counselor to help you reach your goals and excel as a leader 2 Onsite/Virtual Counselor visits (1 Additional Sessions) IT Spend & Staffing Benchmarking against industry peers (Online) Unlimited IT Vendor Price Benchmarking IT Vendor Negotiation Assistance for 3 contracts Unlimited Access to Concierge Services One Info Tech LIVE Ticket 360 Personal Evaluation & Coaching Program Access to Industry Analysts & Research PLUS: All features of the Counselor Membership are included	£59,793.81

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24-010	Technical Counselor Membership	Key Membership Features: IT role-specific professional development program with dedicated one-on-one Technical Counselors 2 Onsite/Virtual Counselor Working Sessions Unlimited IT Vendor Price Benchmarking IT Vendor Negotiation Assistance for 3 Contracts Unlimited Contract Review Service Unlimited Access to Concierge Services One Info Tech LIVE Ticket 360 Personal Evaluation & Coaching Program Access to Industry Research & Advisory	£59,793.81
24-011	CFO Technology Counselor Membership	Key Membership Features: • A dedicated CFO Technology Counselor with CFO and IT Financial Management experience • 1 Onsite/Virtual Counselor Working Session • Unlimited IT Vendor Price Benchmarking • IT Vendor Negotiation Assistance for 3 contracts • Unlimited Contract Review Service • Access to Industry Research & Advisory • One Info-Tech LIVE ticket • With choice between: IT Spend & Staffing Benchmarking against industry peers (Online) OR IT Cost Analysis & Optimization roadmap focused on optimizing your IT Spending & Staffing (Online)	£59,793.81
24-007	Counselor Membership	Key Membership Features: • A dedicated Executive Counselor to help you reach your goals and excel as a leader • Unlimited IT Vendor Price Benchmarking • IT Vendor Negotiation Assistance for 2 contracts • Unlimited Contract Review Service • Unlimited Software Selection Engagements • One Info-Tech LIVE Ticket • PLUS: All features of the Advisory Membership are included	£45,360.82

24-005	Advisory Membership	Key Membership Features: • A Key Initiative Plan to ensure you get the most out of your membership • Unlimited analyst calls to help you through your most challenging projects • Full access to all diagnostic benchmarking programs • Access to Virtual Industry Roundtable Meetings • One Info-Tech LIVE ticket • One annual Software Selection	£24,742.27
24-004	Small Enterprise Advisory Membership	Key Membership Features: • A Key Initiative Plan to ensure you get the most out of your membership • Unlimited analyst calls to help you through your most challenging projects • Full access to all diagnostic benchmarking programs • One annual Software Selection Engagement • One Contract Review, IT Vendor Price Benchmarking, or IT Vendor Negotiation engagement • Access to Virtual Industry Roundtable & Networking Engagements Only applicable to Small Enterprise Size Segmentation	£17,731.96
24-101	Team Membership	Key Membership Features: • Unlimited access to all IT Project and Process Research methodologies • Unlimited Access to Library Tools and Templated Library • Access to the Info-Tech Academy online eLearning platform • Unlimited software selection content & reports • Online IT Leadership Training and Development Program	£4,020.62
21-102	Reference Membership	Access to core research content including project blueprints, Info-Tech Academy, software selection content, tools, and templates library.	$0.00 (See Promotions)

WORKSHOP PRICING

PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION	GBP
WSHOP24-001	Small Enterprise Workshop Membership	3-Day Analyst-Facilitated Workshop to help you complete your most critical project. Choose from a select catalog of workshops designed for the Small Enterprise. Delivery: Online only Purchase: Annual subscription Only applicable to Small Enterprise Size Segmentation	£13,608.25
WSHOP24-002	Small Enterprise Online Workshop (Standalone)	3-Day Analyst-Facilitated Workshop to help you complete your most critical project. Choose from a select catalog of workshops designed for the Small Enterprise. Delivery: Online only Purchase: One-time Only applicable to Small Enterprise Size Segmentation	£15,900.00
WSHOP-005	Online Workshop Membership	5 Day Online Workshop to solve your most pressing problem Expert facilitators help you complete a key initiative, work through critical project deliverables, and train your team Follows the rigorous methodology of our blueprints Delivery: Online Purchase: Annual subscription	£21,134.02
WSHOP24-006	Online Workshop (Standalone)	5 Day Online Workshop to solve your most pressing problem Expert facilitators help you complete a key initiative, work through critical project deliverables, and train your team Follows the rigorous methodology of our blueprints Delivery: Online Purchase: One-time	£24,000.00
WSHOP24-003	Enterprise Online Workshop Membership	5 Day customizable Workshop to solve your most pressing problem 7 Days of effective effort by Info Tech Expert facilitators help you complete a key initiative, work through critical project deliverables, and train your team Industry specialist available to ensure that the workshop deliverable is tailored for your business and industry Final deliverable includes a boardroom ready executive presentation Delivery: Online Purchase: Annual subscription	£37,113.40

| WSHOP24-004 | Enterprise Online Workshop (Standalone) | 5 Day customizable Workshop to solve your most pressing problem
7 Days of effective effort by Info Tech
Expert facilitators help you complete a key initiative, work through critical project deliverables, and train your team
Industry specialist available to ensure that the workshop deliverable is tailored
for your business and industry
Final deliverable includes a boardroom ready executive presentation
Delivery: Online
Purchase: One-time | £43,000.00 |

ADDITIONAL SERVICES

PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION	GBP
WSHOP24-013	Online IT Spend & Staffing Benchmarking (Standalone)	• Info-Tech experts accurately map your IT spend and staffing, providing full transparency into business consumption of IT • Info-Tech will cover spending information from a single general ledger extract • Service covers commercial organizations with revenues under $1 billion in revenue or public institutions with budgets under $1 billion • Benchmarking of IT spend and staffing against your industry peers • Detailed review of your results and recommendations on optimization • Comprehensive report detailing your IT spend and staffing along four perspectives: Expense, Service, Business, and Innovation	£25,000.00
WSHOP24-011	Online IT Spend & Staffing Benchmarking Membership	• Info-Tech experts accurately map your IT spend and staffing, providing full transparency into business consumption of IT • Info-Tech will cover spending information from a single general ledger extract • Service covers commercial organizations with revenues under $1 billion in revenue or public institutions with budgets under $1 billion • Benchmarking of IT spend and staffing against your industry peers • Detailed review of your results and recommendations on optimization • Comprehensive report detailing your IT spend and staffing along four perspectives: Expense, Service, Business, and Innovation	£21,134.02

WSHOP24-014	Enterprise Online IT Spend & Staffing Benchmarking (Standalone)	• Info-Tech experts accurately map your IT spend and staffing, providing full transparency into business consumption of IT • Info-Tech will cover spending information from a single general ledger extract • Service covers commercial organizations with revenues over $1 billion in revenue or public institutions with budgets over $1 billion • Benchmarking of IT spend and staffing against your industry peers • Detailed review of your results and recommendations on optimization • Comprehensive report detailing your IT spend and staffing along four perspectives: Expense, Service, Business, and Innovation	£43,000.00
WSHOP24-012	Enterprise Online IT Spend & Staffing Benchmarking Membership	• Info-Tech experts accurately map your IT spend and staffing, providing full transparency into business consumption of IT • Info-Tech will cover spending information from a single general ledger extract • Service covers commercial organizations with revenues over $1 billion in revenue or public institutions with budgets over $1 billion • Benchmarking of IT spend and staffing against your industry peers • Detailed review of your results and recommendations on optimization • Comprehensive report detailing your IT spend and staffing along four perspectives: Expense, Service, Business, and Innovation	£ 37,113.40
24-030	Concierge Services	Unlimited Access to 20+ High Impact, Pre scoped Consulting Engagements. A Powerful Set of Quick Advisory Experience with Onsite or Online Delivery	£21,134.02

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24-035	Industry Research & Advisory	Unrestricted Access to Industry -Specific Content and Benchmarking for All Members on Account Unlimited Access to Industry Experts and Advisory Services Tailored to Your Industry Coverage Includes: Government Professional Services Financial Services Retail & Wholesale Professional Associations Media & Information Manufacturing Education Healthcare Utilities Construction Mining Real Estate Food & Beverage Agriculture Gaming & Hospitalities Arts & Entertainment	£21,134.02
24-036	Small Enterprise Industry Research & Advisory	• Unrestricted Access to Industry Industry-Specific Content and Benchmarking for All Members on Account •Unlimited Access to Industry Experts and Advisory Services Tailored to Your Industry Coverage includes: Government, Professional Services, Financial Services, Retail & Wholesale, Professional Associations, Transportation & Warehousing, Gaming & Hospitalities, Media & Information, Arts & Entertainment, Manufacturing, Education, Healthcare, Utilities, Construction, Mining, Real Estate, Food & Beverage, Agriculture Only applicable to Small Enterprise Size Segmentation	£6,185.57

| 24-012 | HIPO Technology Advisory Membership (x10) | HIPO = High Potential. This is a bundle package of 10 seats. The HIPO Memberships require 1 counselor membership or above. These memberships are sold to high-potential IT staff in the member organization to give them exposure to our content as well as analysts. It should not be sold to an executive in the IT department. Key Membership Features: • Unlimited access to analysts for IT Management & Governance Process related topics • Unrestricted access to all IT project and process research methodologies • Unlimited access to our library of tools and templates • Access to the Info-Tech Academy online eLearning platform • Unlimited software selection content and reports • Access to Virtual Industry Roundtable Meetings | £75,257.73 |
| 24-103 | HIPO Technology Team Membership (x10) | HIPO = High Potential. This is a bundle package of 10 seats. The HIPO Memberships require 1 counselor membership or above. These memberships are sold to high-potential IT staff in the member organization to give them exposure to our content as well as analysts. It should not be sold to an executive in the IT department. Key Membership Features: • Unrestricted access to all IT project and process research methodologies • Unlimited access to our library of tools and templates • Access to the Info-Tech Academy online eLearning platform • Unlimited software selection content & reports • Online IT Leadership Training and Development Program HIPO Memberships require 1 Counselor Membership or above | £26,804.12 |

24-051	Cybersecurity Workforce Development - Analysts	A 6-month expert-facilitated development program to develop critical cybersecurity skills missing within IT organizations through a combination of live virtual lectures, practical exercises, and cyber range labs. Analyst program track features: • Personalized Development Plan • Development Scorecard • Up to 5 practical deliverables customizable to operational use • Focus on tactical cybersecurity implementation Delivery: Online, quarterly start dates	£8,500.00
24-050	Cybersecurity Workforce Development - Leaders	A 6-month expert-facilitated development program to develop critical cybersecurity skills missing within IT organizations through a combination of live virtual lectures, practical exercises, and cyber range labs. Leader program track features: • Personalized Development Plan • Development Scorecard • Up to 5 practical deliverables customizable to operational use with hands-on support • Focus on strategic cybersecurity business alignment, program management, and governance • 1:1 Coaching with a dedicated Cybersecurity Advisor • Security Leadership Playbook to become a world-class CISO • Custom Key Initiative Plan for maturing a security program Delivery: Online, quarterly start dates	£24,800.00
24-054	AI Workforce Development - AI Practitioner	Comprehensive Curriculum delivered in a blended learning approach with live facilitator learning sessions on fundamental AI topics over 3 months (tri-annual start dates) Personal Development Plan tailored to the learner's distinct competencies and learning objectives Access to AI Virtual Labs: Learn how to configure, train, and customize AI solutions to implement common use cases Practical Deliverables including an AI Proof of Value, AI Vision & Strategy, AI implementation Roadmap, and AI Executive Presentation	£4,300.00

| 24-053 | AI Workforce Development - IT Leader | Includes all features of the AI Practitioner offering plus:
One-on-One coaching with an expert AI advisor over the course of the program
Strategic Focus on Leadership, Program Management, Governance
Assurance and hands-on support in creation of program deliverables tailored to organization | £12,900.00 |
| AI24BE-001 | AI Workforce Development - AI Team | Bundle of 1 IT Leader and 3 AI Practitioner seats | £24,000.00 |

CAMPUS RESOURCE MEMBERSHIP

PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION	GBP
E21-002	Campus Resource Membership (1 to 4,999 Student FTE)	Web access to Info-Tech research for all students and faculty of a college or university with 1 to 4,999 Student	£16,000.00
E21-003	Campus Resource Membership (5,000 to 14,999 Student FTE)	Web access to Info-Tech research for all students and faculty of a college or university with 5,000 to 14,999 Student FTE	£31,900.00
E21-004	Campus Resource Membership (15,000 to 29,999 Student FTE)	Web access to Info-Tech research for all students and faculty of a college or university with 15,000 to 29,999 Student FTE	£47,900.00
E21-005	Campus Resource Membership (30,000+ Student FTE)	Web access to Info-Tech research for all students and faculty of a college or university with 30,000+ Student FTE	£63,900.00

PROGRAM RESOURCE MEMBERSHIP

PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION	GBP
E21-006	Program Resource Membership (1 to 999 Student FTE)	Web access to Info-Tech research for a subset of students and faculty with 1 to 999 student FTE at a higher education institution	£18,100.00
E21-007	Program Resource Membership (1,000 to 1,999 Student FTE)	Web access to Info-Tech research for a subset of students and faculty with 1,000 to 1,999 student FTE at a higher education institution	£32,700.00
E21-008	Program Resource Membership (2,000 to 3,499 Student FTE)	Web access to Info-Tech research for a subset of students and faculty with 2,000 to 3,499 student FTE at a higher education institution	£50,800.00
E21-009	Program Resource Membership (3,500 to 5,000 Student FTE)	Web access to Info-Tech research for a subset of students and faculty with 3,500 to 5,000 student FTE at a higher education institution	£58,100.00

PROMOTIONS

Reference seats are online research access only seat licenses whereby an individual user will receive a unique username login to Info-Tech's online research portal. The access will be mainly inclusive with a few restrictions with service levels like those of a Team membership. Reference seats will be provided to G-Cloud members at no cost. There is no dollar amount or individual license/product cost associated with a reference seat. Reference seats can only be offered by Info-Tech to G-Cloud customers in conjunction with the purchase of any one of the Counselor level memberships. The number of reference seats to be included per Counselor level membership will differ per instance but will be capped at one (1) reference seat. Reference Seats are also available in as part of Core Memberships below as indicated in the table below.

PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION	GBP
C24BE-001	Enterprise Core Membership	An Enterprise Core Membership includes: 3 Counselor Seat, 3 Team Seats, with inclusion of 3 Leadership Summit Passes (1 per Counselor) or choice to substitute Leadership Summit passes for either an AI Keynote or AI Readiness Assessment. Only 1 Core Membership Solution per contract. It empowers you and your team to: -Plan and achieve your strategic goals: Work with Dedicated Executive Counselors and our team to build and execute against your strategic objectives. -Create real savings for your business: Unlimited Contract Review and Price Benchmarking services. No added fees. -Make the right technology decisions for your organization: Use our Software Selection services to identify the best technology in the market for your specific needs. -Avoid starting from scratch: Equip leadership and your team with the most practical and actionable research to drive the right decisions and actions, the first time. -Includes up to 5 Reference Seats	£109,132.18

| C24BM-001 | Core Membership | A Core Membership includes: 2 Counselor Seat, 2 Team Seats, with inclusion of 2 Leadership Summit Passes (1 per Counselor) or choice to substitute Leadership Summit passes for either an AI Keynote or AI Readiness Assessment. Only 1 Core Membership Solution per contract. It empowers you and your team to:
-Plan and achieve your strategic goals: Work with Dedicated Executive Counselors and our team to build and execute against your strategic objectives.
-Create real savings for your business: Unlimited Contract Review and Price Benchmarking services. No added fees.
-Make the right technology decisions for your organization: Use our Software Selection services to identify the best technology in the market for your specific needs.
-Avoid starting from scratch: Equip leadership and your team with the most practical and actionable research to drive the right decisions and actions, the first time.
-Includes up to 3 Reference Seats | £72,754.78 |
| C24BM-001 | SE Core Membership | An SE Core Membership includes: 1 Counselor Seat, 1 Team Seats, Industry Access, with inclusion of 1 Leadership Summit Pass (1 per Counselor). Only available to Small Enterprise Segmentation. Only 1 Core Membership Solution per contract. It empowers you and your team to:
-Plan and achieve your strategic goals: Work with Dedicated Executive Counselors and our team to build and execute against your strategic objectives.
-Create real savings for your business: Unlimited Contract Review and Price Benchmarking services. No added fees.
-Make the right technology decisions for your organization: Use our Software Selection services to identify the best technology in the market for your specific needs.
-Avoid starting from scratch: Equip leadership and your team with the most practical and actionable research to drive the right decisions and actions, the first time.
-Includes up to 2 Reference Seat | £40,922.81 |

| Education Package | Executive Advisory & Campus Resource Bundle | The **Executive Advisory & Campus Resource Bundle** includes:
• **Executive Counselor Membership** *(Service ID: 657231215384492)* Bundle price: **£55,675.00**
• **Advisory Membership – 3 Seats** *(Service ID: 275885136613585)* Bundle price: **£67,989.45**
• **Campus Resource Membership (15,000–29,999 Student FTE)** *(Service ID: 772864360843917)* Bundle price: **£0.00** **or** **Program Resource Membership** *(Service ID: 311146607244719)* Bundle price: **£0.00**
This bundle is available when the above services are procured together under a single Call-Off Contract.
It empowers public-sector organizations to:
• **Plan and execute strategic objectives** through dedicated Executive Counselor support and structured advisory engagement.
• **Create real savings** through bundled pricing while maintaining full access to published G-Cloud services.
• **Make informed technology decisions** using analyst-led guidance, research, and advisory services.
• **Extend access to research and resources** across academic or program communities through the included Campus or Program Resource Membership. | £123,664.45 |

SEGMENT SIZE DEFINITION

Segmentation Size	Revenue in GBP	City Population	County Population
Small	Up to 80 M	Up to 75,000	Up to 250,001
Medium	81-400 Million	75,001 - 250,000	250,001 - 400,000
Large	401-800 Million	250,001- 450,000	400,001- 700,000
Enterprise	Over 801 Million	Over 450,001	Over 700,001