

A G-Cloud 15 Service Definition for Executive Programs Leadership Team with Industry: Partner Team Leader (EPLTPRLI)

Gartner G-Cloud 15 Service Definition
2026

Service Description

Executive Programs Leadership Team with Industry: Partner Team Leader permits the client to identify an individual reporting to the CIO, for professional development as a team leader. The service provides indispensable insights and specific guidance on best practice for cloud deployment and strategy.

Service Benefits

- Service Delivery Team; Leadership Partner and Client Success Manager
- Serviced response to specific requests for Gartner research and insight
- Digital executive guidance, insights and skills transfer
- Individualised strategies based on client priorities and initiatives
- Ongoing engagement and delivery of value
- Virtual Strategy Meetings, Analyst interactions and local events
- Symposium attendance and peer networking interactions
- Accessible via browser and app
- Access to online peer community for collaboration and advice
- AskGartner - AI tool providing tailored, actionable Gartner insights on demand

Service Features

- Assigned Service Delivery Team
- Virtual Team Workshop and Access to Gartner Research Advisors
- Gartner IT Symposium/Xpo and Special Interest Groups
- Peer Community Events and Peer Networking
- Access to Gartner for IT Leaders Research and Related Content
- Industry-specific IT Research and Role-specific IT Research
- IT Initiative Based Research and Digital Execution Scorecards
- Peer and Practitioner Research
- Executive Programs Research and Related Content
- Leadership Development Research and Related Content

Invoicing

- The Service, which is part of the Executive Programs Leadership Team, requires the separate purchase of: 1) the Executive Programs Leadership Team with Industry: Leader service, and 2) the Gartner for Enterprise IT Leadership Team Member services which comprise this partner team leader's team
- The service is provided to one licensed user for a period of twelve months

- All invoices are payable net 30 days from date of invoice

Full List of Service Features

- **Assigned Service Delivery Team** — A Leadership Partner and a Client Success Manager will serve as the Partner Team Leader's primary points of contact for this Service. They will maintain the relationship through the delivery of the Services and implementation of a Member Value Plan. The Client Success Manager (CSM) will facilitate Inquiry and respond to specific requests for Gartner research and insight. The CSM, an experienced service professional who understands the Client's context and priorities, helps the Client understand the entitlements of their Service, and provides personalised, proactive, concierge-level service as the single point of contact from Gartner, helps the team leverage the most relevant Gartner resources. The CSM facilitates a coordinated service approach for the team, as well as alignment between Team Members and the Executive Programs Leadership Team Leader
- **Member Value Plan** — Customised service plan created in collaboration with the Partner Team Leader at the beginning of the Service and reviewed and revised periodically through the membership life cycle. Elements include Partner Team Leader expectations, value criteria, up to three (3) key initiatives, and action plan
- **Annual Virtual Strategy Session** — Partner Team Leader will meet with the Leadership Partner for coaching and advice, with focus on strategic planning and execution of up to three (3) key initiatives. Guidance will be based on the collective expertise of Gartner Research and the Peer Community
- **Virtual Team Workshop** — Participate in a half-day annual strategy session (jointly determined by the Executive Partner and Leader) facilitated by the Executive Partner, which focuses on application of Executive Programs Research and action planning. Topic is selected by Leader and the Executive Partner from a list of available Executive Programs workshops
- **Research Advisor Inquiry for the Partner Team Leader** — Provides access to Gartner research advisors who are associated with this Service. Participation is limited to the Gartner Advisor, including Advisors related to the industry pre-selected by the Client at time of purchase, the Partner Team Leader, and the Team Members. The Partner Team Leader must schedule and attend the Team Inquiry sessions in which the Team Members may lead the discussion or pose questions to the Advisor on behalf of the team to advance the Partner Team Leader's agenda.
- **Attendance at Gartner IT Symposium/Xpo** — One (1) complimentary, non-transferable invitation for the Partner Team Leader to attend Gartner IT Symposium/Xpo, including standard Symposium entitlements
- **Peer Community Events** — Held two (2) times per year, these virtual events focus on Partner Team Leader- and Member-selected Gartner for Enterprise IT Leaders topics, provide a venue for networking and peer exchange, feature Member presentations on working solutions, and include facilitated workshops with research experts. Gartner may, as necessary, change or supplement the expert
- **Special Interest Groups** — Participation in topical-based networking webinars facilitated by Gartner experts. Group Members share strategies and tactics, and experts provide insight and context. Webinars are scheduled without previous planning when there is significant interest in a shared topic within the Client

community. At the start of the webinar, Members are advised that the call is being recorded and may request that the call not be recorded

- Peer Networking: Peer Directory — Access to searchable directory of senior technology leaders. Online Forums — Access to virtual discussions of common issues among peers on gartner.com. Offline Meet-ups — Access to designated lounges at Gartner IT Symposium/Xpo. Facilitated Networking — Service Delivery team will, upon request, arrange virtual meetings or conference calls with peers around a specific topic to discuss best practices or areas of expertise
- Gartner for IT Leaders Research and Related Content — Includes Gartner Core IT and Role-specific Research; diagnostic tools, templates, and case studies; Weekly Picks and News Analysis; and webinars featuring Gartner Analysts
- Peer and Practitioner Research — Includes peer benchmarks, best practices, case studies, tools, and templates
- Industry-specific IT Research — Access to Gartner Research related to the specific industry pre-selected by the Client at time of purchase
- IT Research, IT Initiative Based Research, and Role-specific IT Research
- IT Key Metrics Data — Provides performance metrics on trends in IT spending and staffing, unit costs, and performance measures across critical IT domains
- Executive Programs Research and Related Content — Research Reports — Up to 12 (twelve) Reports per year, covering Gartner-selected topics on areas where business and IT intersect. (Schedules are approximations and are dependent on the publication schedule of relevant Research.) Includes associated tools and teleconferences hosted by Executive Programs authors to discuss their Research Reports. Business Research and Related Content — Targeted to CIOs, CFOs, and other business executives
- Leadership Development: Leadership Development Research and Related Content — Customised professional development content for technology leaders, targeted to Team Members. Leadership Development Coaching — The Executive Partner (who is aligned with the Leader and has past experience in senior technology executive roles) and Partner Team Leader create an Individual Development Plan to identify key areas of focus and priorities (the “Plan”). Progress against the Plan will be reviewed during the contract year as follows: Up to four (4) times per year, the Executive Partner will conduct Coaching Teleconferences with the Partner Team Leader to: (i) review and apply Leadership Development Content, Executive Programs Research, or other relevant content; (ii) advise the Partner Team Leader in the context of the Partner Team Leader’s professional and career goals; and (iii) develop, discuss the progress of, or evaluate the Plan
- IT Podcast Series — A subscription-based podcast series featuring Gartner Research experts’ perspectives on business priorities and challenges on topics in information technology
- Digital Execution Scorecards — The Digital Execution Scorecard provides a comprehensive set of digital strategy benchmarks to accelerate decision making and drive execution.
- AskGartner — A generative AI-powered tool available on gartner.com. Sourced solely from proprietary Gartner data, it provides our unbiased perspective and expertise through AI-powered conversational interactions, replacing older

keyword-based searching and providing a more holistic overview of Gartner insight on a given topic or question.

Additional Terms & Conditions

- This product is only available as a renewal product for existing license holders only
- At least three (3) Advisor Team Member or Cross Function Team Member seats must be sold with each Executive Programs Leadership Team with Industry Partner Team Leader seat
- Partner Team Leader may forward Key Insights summaries, via Key Insight Document Share, of up to 25 (twenty-five) Gartner Research documents per contract year to others in the Client organisation. This forwarding may not be done in a manner that has the intent or effect of avoiding the purchase of additional User licenses
- The Conference invitation entitles the Licensed User to register for one (1) Conference and is valid for 12 (twelve) months from the date of issue. A conference invitation provided as part of a Gartner Research offering is valid only for a conference during the contract term of that Research offering. Invitations are not transferable. A single invitation may not be used by more than one (1) employee of the client company and may not be used for admission to any conference other than the Gartner IT Symposium/Xpo Conference
- Depending on travel advisories and/or government orders, at Gartner's sole discretion, some meetings and events may be held virtually
- Use of the Service is governed by the Gartner Usage Policy and the Gartner Copyright and Quote Policy, which are accessible on the Policies section of [gartner.com](https://www.gartner.com)