



June 2008

Forward-Looking Statements

Statements contained in this presentation regarding the growth and prospects of the business, the Company's projected 2008 financial results, Long-Term Financial 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 and on the SEC's Web site at www.sec.gov. Forward-looking statements included herein speak only as of June 19, 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.

Gartner Is ...

- **The world's leading IT research and advisory company, delivering the technology-related insight necessary for our clients to make the right decisions, every day**
 - Three lines of business: Research, Consulting and Events
 - 2007 revenue of \$1.2 billion
 - Approximately 650 analysts and 470 consultants
 - 60,000 research clients in 10,000 distinct organizations in 80 countries
 - Clients include 65% of the Fortune 1000 and 80% of the Global 500

Why Invest in Gartner

- **Business services company providing high value to clients**
 - Leading brand name in technology related research
 - World's leading IT conference provider
 - Consulting business produces substantial cost savings for clients each year
- **Attractive business model**
 - Strong cash flow
 - High incremental margins
 - Recurring revenue streams
- **Vast, untapped opportunity**
 - Aggregate markets for IT research estimated at over \$21 billion worldwide
- **Well positioned for growth throughout the cycle**
 - Gartner's services help drive efficiencies and are critical regardless of the economic or IT spending environment
- **Double-digit revenue and EPS growth expected for foreseeable future**
 - 9% – 12% revenue growth and 33% – 48% EPS from continuing operations growth projected for 2008 ⁽¹⁾

(1) Excludes the results of the Company's former Vision Events business, which was sold in February 2008 and is now reported as a discontinued operation, and the \$7.3 million gain-on-sale resulting from the divestiture, which is included in net income.

We Deliver our Insight Through Three Business Segments

Sales

- World's most comprehensive IT research and advice
- 650 analysts worldwide
- Robust and proven research methodologies (i.e., "Magic Quadrant", "Hype Cycle")
- Largest CIO and senior IT executive community with 3,700 members



- World's largest IT conference provider
- 62 events in 2007 with 44,000 attendees and 1750+ exhibitors (1)

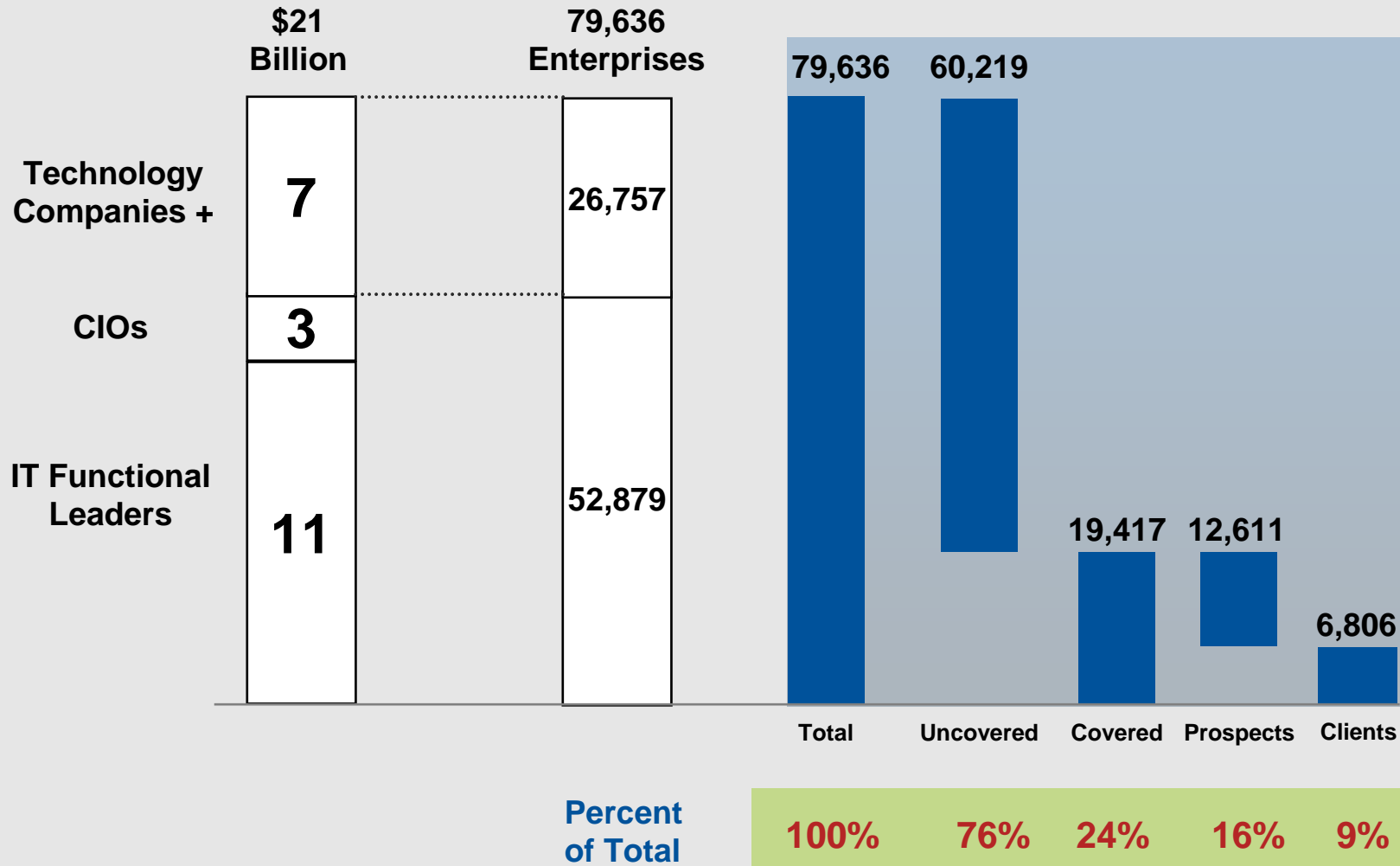
- 470 consultants deliver client specific solutions leveraging Gartner's research platform
- Independent and objective

Research Content

Note: Pie chart reflects revenue composition in 2007.

(1) Excludes the Company's former Vision Events business, which was sold in February 2008 and consisted of 16 events.

Research Has A Significant Untapped Opportunity



Strategy for Growth

**Extraordinary
Research**

**Increase Sales
Capability**

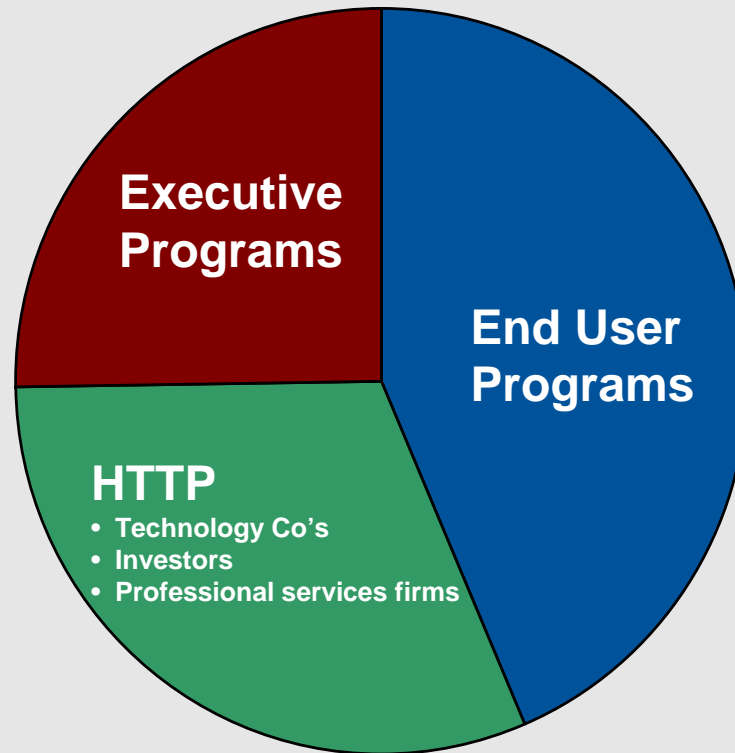
**Innovative,
Highly
Differentiated
Offerings**

**World Class
Service**

Gartner Research

The Growth Engine of Our Business

**Delivering practical and actionable research
tailored to client segments**



650 analysts worldwide

Note: Pie charts reflect business composition in 2007.

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Gartner

Gartner Research

The Growth Engine of Our Business

- **Launched new, premium, role-based products beginning in 2006**
 - \$236 million of contract value for Gartner for IT Leaders and Gartner for Business Leaders at March 31, 2008, up 122% y-o-y
- **Executive Programs for CIOs and senior IT executives**
 - \$197 million of contract value at March 31, 2008, up 17% y-o-y
- **Focused on providing world class client service**
 - Reduced the time to schedule an inquiry with an analyst by 50%
 - Introduced improved new client on-boarding process
- **Simplified pricing structure and eliminated discounting**
 - Implementing annual price increases commensurate with inflation and increased value of product
- **Generating accelerated growth and expanding margins**
 - Five consecutive quarters of 17% - 19% contract value growth
 - Five consecutive quarters of wallet retention greater than 100%
 - Gross contribution margin of 64% in 2007 versus 60% in 2006
 - First quarter 2008 gross contribution margin of 66% versus 63% in first quarter 2007

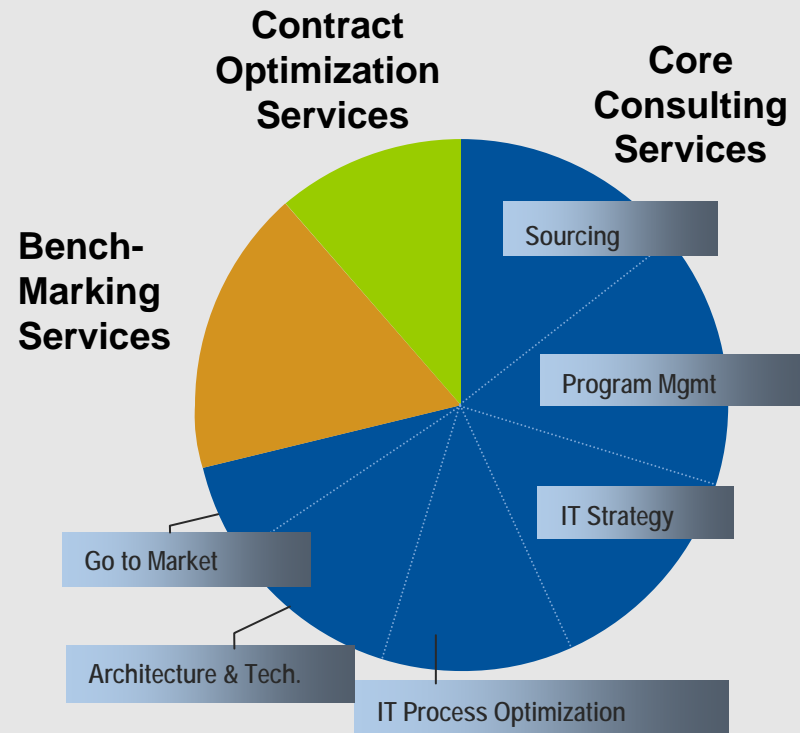
Gartner Consulting

Independent and Objective IT Strategy Advice

Overview

- **470 consultants deliver client specific solutions leveraging Gartner's research platform**
- **Differentiated from competition**
 - Research driven
 - Independent and objective
 - Benchmark informed
 - Focused on driving efficiency
- **Key metrics have improved**
 - 2007 revenue grew 6%
 - Backlog up 10% y-o-y at March 31, 2008
 - Utilization and revenue per billable headcount each increased y-o-y in 2007 and first quarter 2008
- **Long term strategy**
 - Focus on growth with highest ROI
 - Grow senior consultant capabilities
 - Increase predictability of revenues

Three Distinct and Differentiated Service Lines:



Note: Pie chart reflects business composition in 2007.

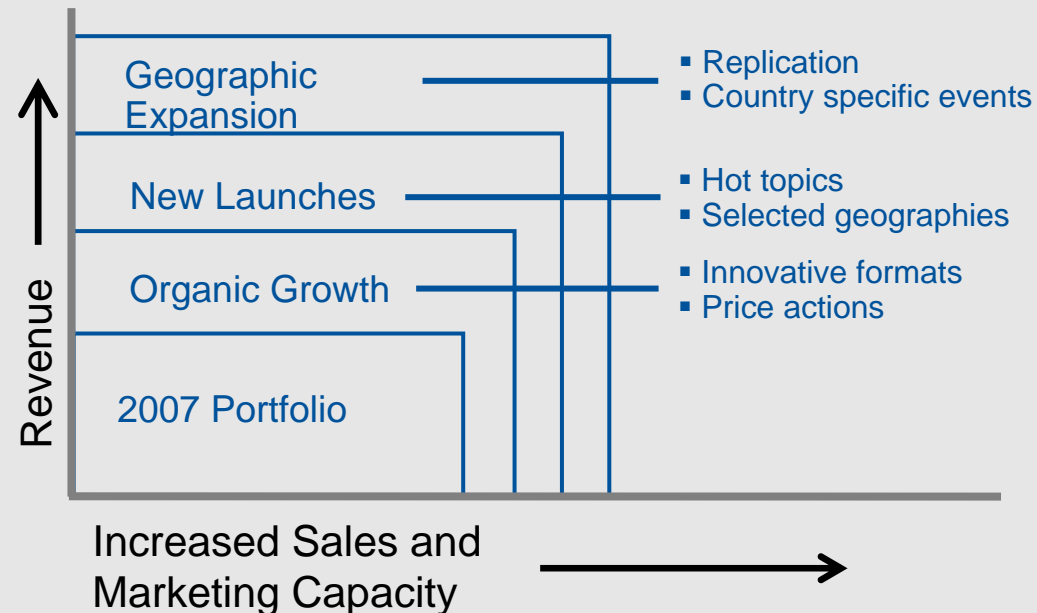
Gartner Events

Leveraging Gartner's Research Platform

Overview

- **62 events with 44,000 attendees and 1750+ exhibitors in 2007⁽¹⁾**
- **Focus on research-driven events**
 - Symposium/ITxpo and Summit formats
 - Divested Vision Events
- **Deliver essential value to both IT professionals and technology providers**
 - Revenues derived from exhibitors and attendees
- **Cross-sell opportunity by driving Research awareness among non-clients**
 - Over 50% of attendees are NOT Gartner Research clients
- **Continued growth**
 - 2007 revenue grew 9% ⁽¹⁾
 - 2007 attendance increased 8% ⁽¹⁾

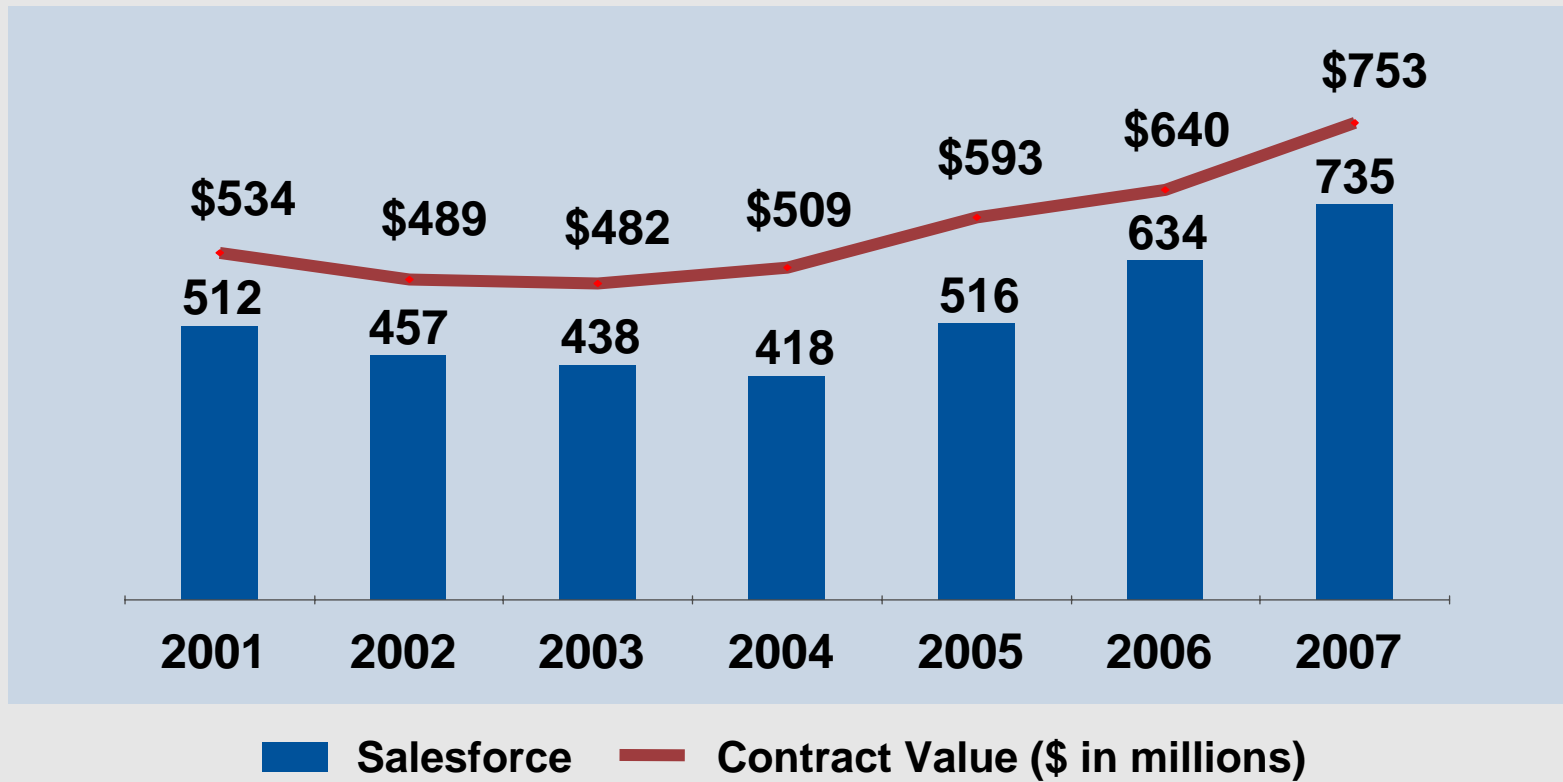
Long-Term Strategy



(1) Excludes the Company's former Vision Events business, which was sold in February 2008 and consisted of 16 events.

Salesforce Growth Drives CV Growth

Average Salesforce and Total Contract Value



Sales Coverage Strategy

Non Headquarter Locations

- Localized Selling Approach - local sales people selling to local opportunities

Unassigned Prospects

- Enterprises that are not clients of Gartner

Insufficient Coverage

- Account Executives that cover too many clients or prospects
- Clients with a low Contract Value compared to the company revenue or industry

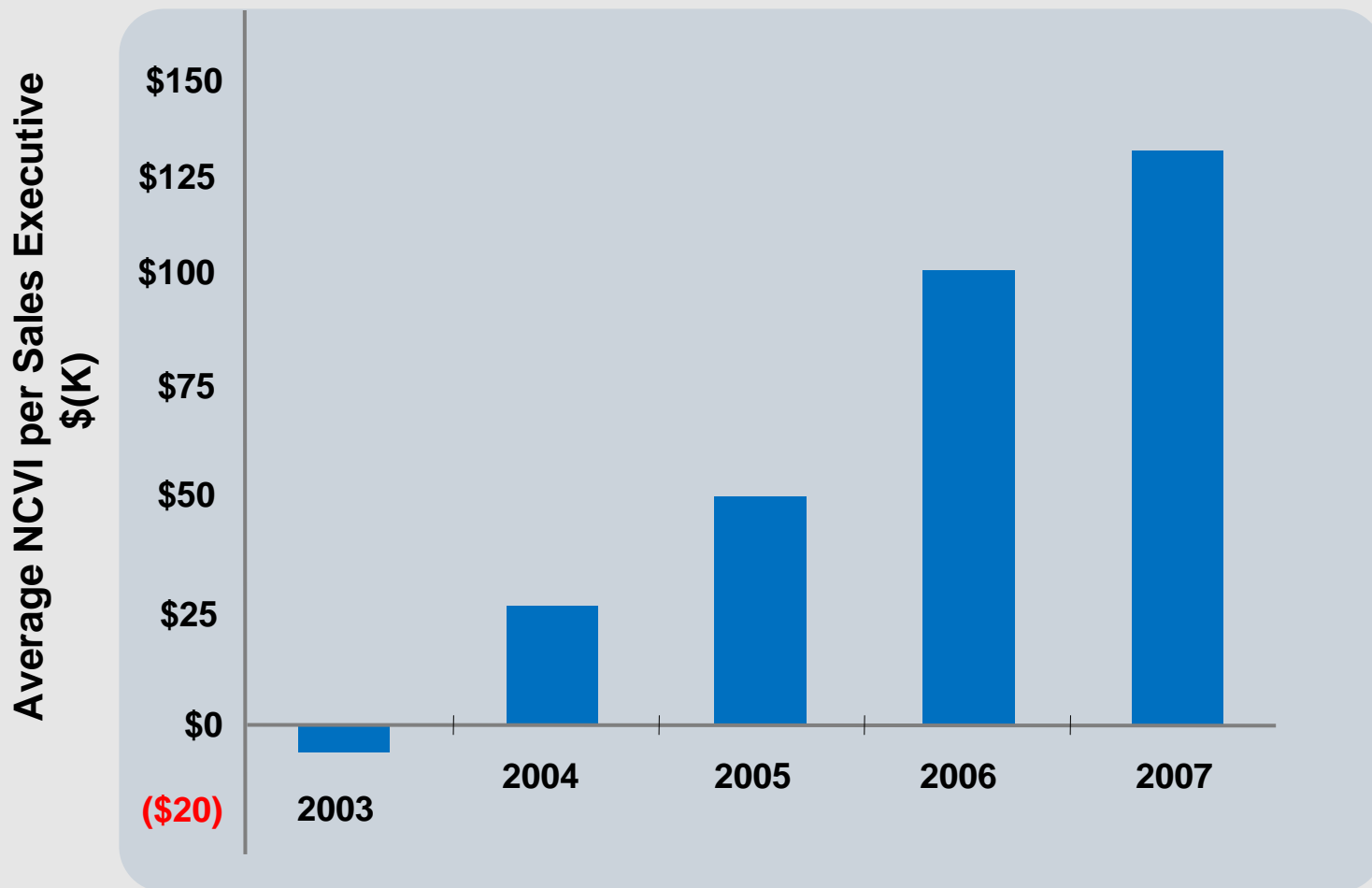
New Buying Centers

- Product Innovation allows Gartner to sell to new buying centers within existing clients and prospects

We Are Growing the Salesforce ...

Year	Starting Headcount	Ending Headcount	Variance	% Increase
2005	443	550	+107	24%
2006	550	663	+113	21%
2007	663	806	+143	22%
2008E	806	880-890	+74-84	9%-10%

... And Productivity Is Improving



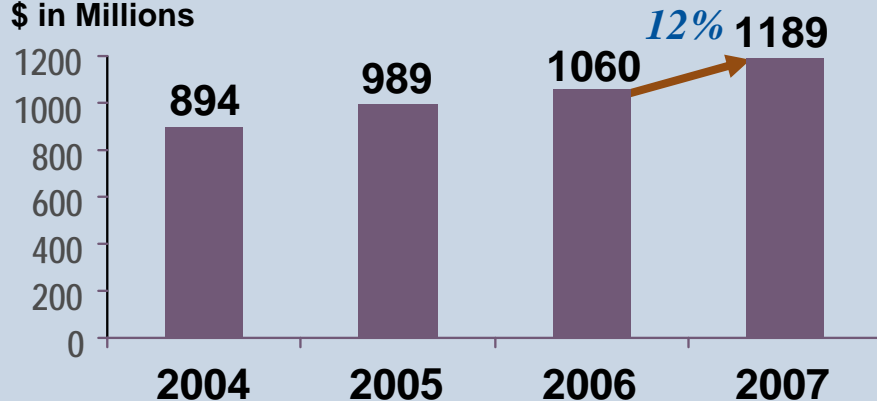
Notes:

- 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

Financial Results Demonstrate Success

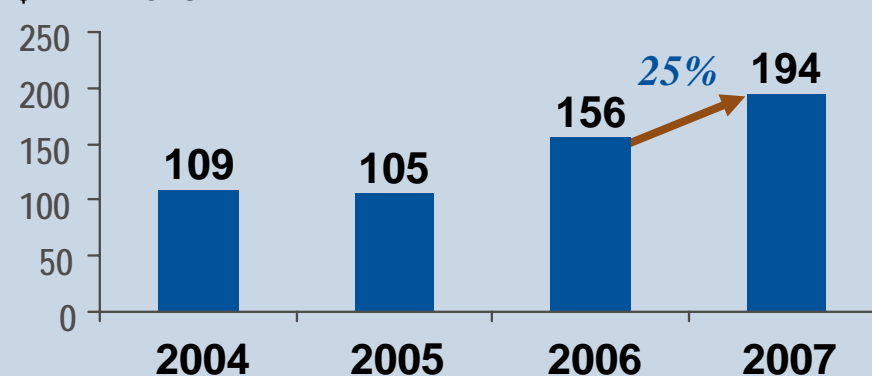
Revenue

\$ in Millions

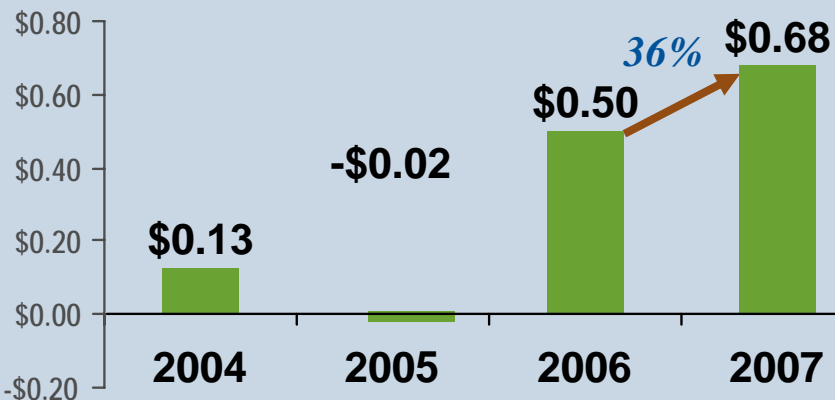


Normalized EBITDA ⁽¹⁾

\$ in Millions

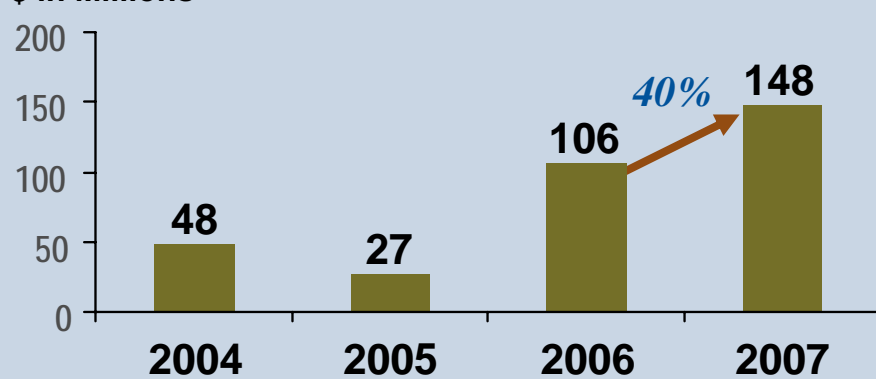


GAAP EPS



Operating Cash Flow

\$ in Millions



Note: Includes the results of the Company's former Vision Events business, which was sold in February 2008 and accounted for approximately \$21 million of revenue, \$4 million of Normalized EBITDA, \$0.02 of EPS and \$4 million of operating cash flow in 2007.

(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.

Financial Results

Demonstrate Success

First Quarter 2008:

- Record contract value of \$778 million, up 17%
- Total revenue of \$290 million, up 10%
- Normalized EBITDA of \$40 million, up 26% ⁽¹⁾⁽²⁾
- GAAP EPS from continuing operations of \$0.14, up 56% ⁽²⁾
- Net income of \$22 million, up 163%
- Repurchased \$66 million of stock

(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.

(2) GAAP EPS from continuing operations and Normalized EBITDA exclude the results of the Company's former Vision Events business, which was sold in February 2008 and is now reported as a discontinued operation, and the \$7.3 million gain-on sale resulting from the divestiture, which is included in net income.

Long-Term Financial Objectives

Annual

Total Revenue Growth	11% - 16%
 Research	15% - 20%
 Consulting	3% - 8%
 Events	5% - 10%
Normalized EBITDA ⁽¹⁾ margin improvement	0 - 100 bps
Tax Rate	32% - 33%
Capital Spending	\$30 - 35 million

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

2008 Guidance

(\$ in millions, except EPS)

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

Notes:

Excludes the results of the Company's former Vision Events business, which was sold in February 2008 and is now reported as a discontinued operation, and the \$7.3 million gain-on-sale resulting from the divestiture, which is included in net income.

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

Summary

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

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)	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>1Q08</u>
Net income (loss)	\$17	(\$2)	\$58	\$74	\$22
Loss on investments, net	3	6	-	-	-
Interest expense, net	1	11	17	22	5
Other (income) expense, net	4	3	1	(3)	(1)
Discontinued operations ⁽¹⁾					(7)
Tax provision	<u>18</u>	<u>7</u>	<u>27</u>	<u>41</u>	<u>8</u>
Operating income ⁽¹⁾	\$43	\$25	\$103	\$133	\$26
Normalizing adjustments:					
Depreciation, accretion and amortization	30	36	34	28	7
META integration charges	-	15	2	-	-
Other charges	36	29	-	9	-
SFAS No. 123(R) stock compensation expense	-	-	17	24	7
Normalized EBITDA ⁽¹⁾	<u>\$109</u>	<u>\$105</u>	<u>\$156</u>	<u>\$194</u>	<u>\$40</u>

(1) First quarter 2008 data reflects the reclassification of the Company's former Vision Events business as a discontinued operation while 2004 – 2007 data includes Vision Events in continuing operations.

