

Gartner Lead Analysts

Gartner appoints Lead Analysts to maintain consistency in our research positions about certain vendors that we deem to be complex. Lead Analysts oversee the broad coverage of a vendor and coordinate information, activities and events related to the vendor to which they are assigned. Lead Analysts carry responsibility for producing annual Vendor Ratings and they peer review all Magic Quadrants that the vendor appears in.

Size is only one of many factors considered before assigning a Lead Analyst to a vendor. Other factors include: Does the vendor participate in multiple technology market sectors? Is it Number 1 or Number 2 in at least one market segment worldwide? Does it have a material presence in at least two major economic regions? Are many analysts covering the different aspects of its market offerings – making coverage of the vendor as a whole very complex?

Gartner Research Management determines which vendors require a Lead Analyst, re-assesses the list of Lead Analysts at least every 18 months, and realigns Lead Analysts as appropriate. The tenure in the role is 36 months. In some cases, due to analyst workload and the nature of the vendor, we may assign two Lead Analysts, which allows us to provide the same level of focus on the vendor as we do others. The current list of vendors and their assigned Lead Analysts follows:

Vendor	Lead Analyst
Accenture	Cathy Tornbohm
Adobe	Tom Austin
Alcatel-Lucent	Jouni Forsman
Apple	Carolina Milanesi
AT&T	Robert Mason
Avaya	Jay Lassman
British Telecom	Scott Morrison
CA	Kris Brittain
Capgemini	Gianluca Tramacere
Cisco Systems	Ken Dulaney
CSC	Chris Ambrose
Dell	Adrian O'Connell
DT	Katja Ruud
EMC	Donna Scott
Fujitsu	Tadaaki Mataga
Google	Whit Andrews
HP	Dave Cearley, Martin Reynolds
Hitachi	Hideaki Horiuchi
IBM	Carl Claunch
Intel	Leslie Fiering
Microsoft	Neil MacDonald
NEC	Kenshi Tazaki
Nokia	Nick Jones
Oracle	Ken Chin
SAP	Thomas Otter
Symantec	Peter Firstbrook
Verizon	Dan O'Connell
Yahoo!	Allen Weiner

As of 1 August 2010

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Gartner Vendor Ratings

Vendor Ratings share the Gartner position on an individual vendor as a whole -- not just on its position within a single market.

Gartner publishes Vendor Ratings on vendors that can be characterized by many or all of the following criteria:

- Is a key vendor in the portfolio of many Gartner clients
- Represents a considerable investment and therefore a potential management risk to Gartner clients
- Is represented in many Gartner market assessments
- Is used as a point of reference for assessing other vendors in a market
- Is the subject of a significant number of user inquiries
- Is the focus of a Gartner Symposium or Summit presentation
- Is assigned a Lead Analyst

Although Vendor Ratings are updated annually, vendor performance and market changes may drive more frequent updates. Vendor Ratings are retired if client requirements for this type of research about a vendor change. Vendor Rating documents are archived on Gartner.com after 12 months.