

**exp**

**experience**

**Gartner**

A dark, atmospheric photograph of a road at night. The road is illuminated by a bright, glowing light trail that curves across the frame. The background is a deep, dark blue/black, suggesting a night sky or a dark landscape. The overall mood is mysterious and futuristic.

exp

Gartner Executive Programs (EXP) is a membership-based organization of more than 1,600 CIOs worldwide. Members benefit from the convenience of a single source of knowledge, one-to-one counsel, personalized service, the shared knowledge of the world's largest community of CIOs, and the assurance of Gartner objectivity and insight.

In order to create the ultimate experience for technology executives, we asked CIOs, "What would be most valuable to you?" The answers: more time, high-level connections, personal service, fresh ideas, and relevant unbiased research and advice.

Gartner EXP offers all of this and more. We call it the Gartner EXP experience: personal service, relevant research, rapid decision-making support, valuable peer networking, and time. Your time. Saved.

That's why more than 1,600 CIOs at many of the world's leading companies are members. You'll get access to the full spectrum of resources from Gartner, the leading technology research and advisory firm.

We understand your challenges, your environment, and your needs. We've created a highly personalized service to help you succeed. There's nothing else like Gartner EXP. It's the ultimate service experience for top technology executives facing difficult decisions every day.



experience **value**



## | The Value of Time Saved

Your time is extremely valuable, to you and your company. As a leader, you've probably learned to manage it brilliantly. But there's still never enough. Gartner EXP saves you valuable time by providing the research and insight you need to make the best decisions, fast.

As a Gartner EXP member, your needs and issues are anticipated and addressed. You get everything Gartner has to offer, customized for you. The latest research. Global best practices. Advice you can apply immediately. It's all available at a moment's notice.

Beyond the facts, you receive valuable perspective. Whatever your questions, whatever your challenges, you'll quickly understand the implications of the course ahead. That's value for any executive.



**experience collaboration**



## The Strength In Collaboration

Gartner EXP represents an astonishing wealth of CIO experience and the richest collection of senior technology talent in the world. As a member, you have access to all of it. The ideas. The experiences. The hard-won insights. Our job is to help you leverage the most profitable connections.

We do it directly, creating opportunities for you to connect with fellow CIOs at your level, to compare experiences and trade advice. At all Gartner EXP events and Symposia, members enjoy VIP status. Local Gartner EXP events give you the opportunity for informal discussions. Or we can put you directly in touch with CIOs who have been where you are going.

There's comfort in knowing others are wrestling with your challenges. There's strength in learning from their experiences. With Gartner EXP you will.

experience **ideas**





## The Power of New Ideas

One of your mandates is to understand what separates a great idea from all the others and to know when a great idea is right for your organization.

Gartner EXP is an unending source of fresh thinking and great ideas.

We are constantly in dialogue with our members. Their thinking, successes, and setbacks are collected, filtered, and presented back to the entire community as special research reports and top-level advisories. It's real-world intelligence available only through Gartner EXP.

Keeping those ideas in perspective—and knowing what makes the most sense for your organization—is part of the work your dedicated team is trained to do. Gartner EXP is the tap and the filter, all in one.



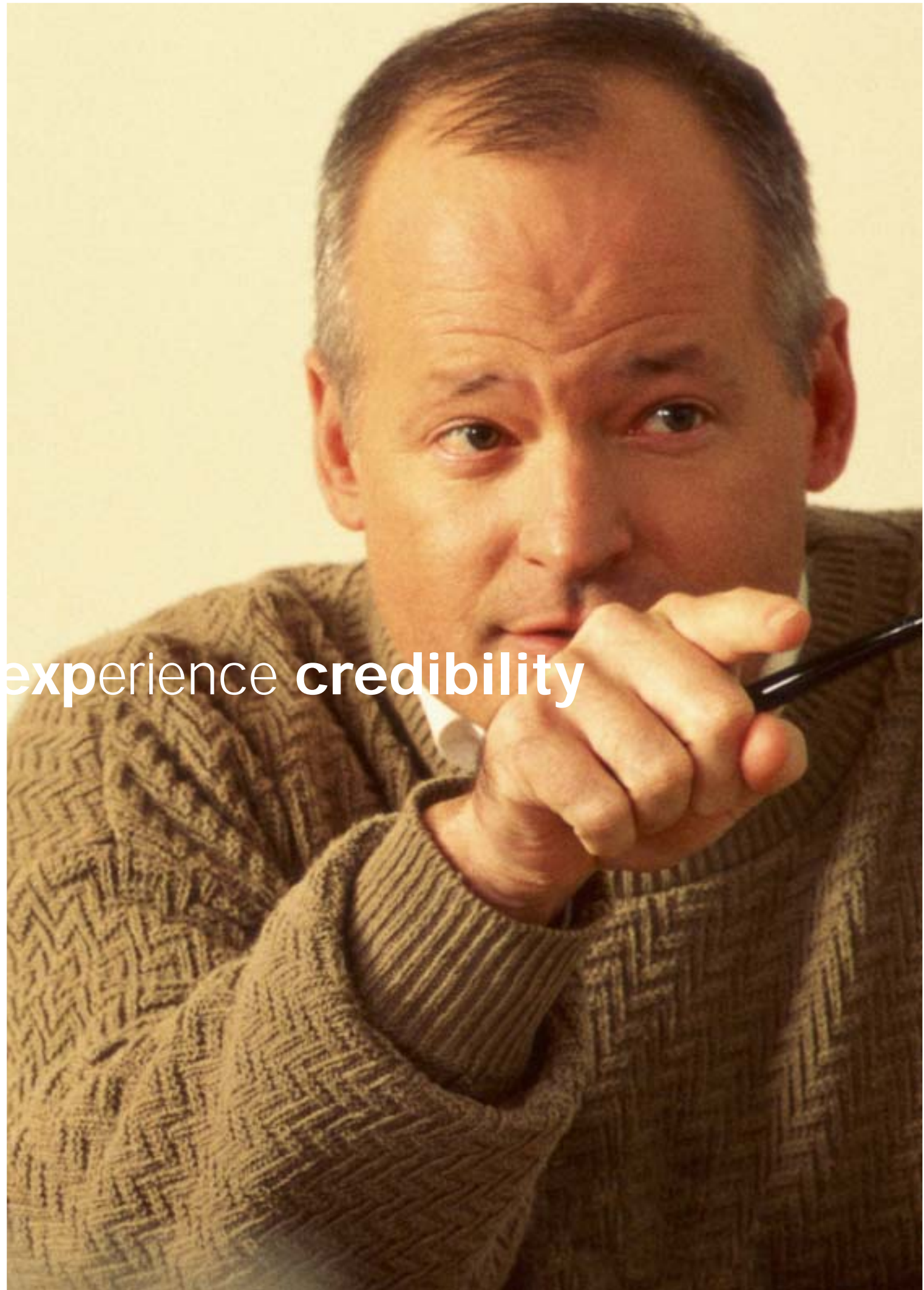
**experience exclusivity**



## The Practicality of Exclusivity

Gartner EXP is an unabashedly private club. It is open only to CIOs. Members are screened carefully for the simple reason that we want your investment in Gartner EXP to provide value. The more focused we can be on the issues shared between members, the more productive our members will be.

With Gartner EXP, you won't have to deal with wasted time, marginally useful generalities or impractical publications and events. It's all built around the leadership imperatives of the world's top technology executives. Your issues. Your agenda. Your results. We speak your language.



experience **credibility**



## | The Strength in Credibility

As technology becomes the prime enabler of business, the role of the CIO is being elevated. Rightfully, the CIO is no longer working in isolation on “technology projects,” but working alongside senior management to drive the business.

But credibility is built on evidence. You must always make the business case. For investment. For strategy. For value.

Whenever you make your case—whether it is a presentation to the executive team or the rationale underpinning a multi-million-dollar investment—you have the full weight of Gartner behind you. More to the point, you have the specific numbers and research-backed reasoning you need, when you need them.

You can also count on objectivity. No hype. No politics. No behind-the-scenes deals. Just intelligent straight talk and sound advice from the leading independent source of technology insight.

That kind of resource can save an organization millions. That kind of credibility can make a career.



Technology executives are under tremendous pressure to create value to ensure that technology effectively aligns with the needs of business with leaner budgets and on tighter deadlines. More is expected of your organization, of your people, and much more is expected of you. Gartner EXP is the way to exceed that expectation.

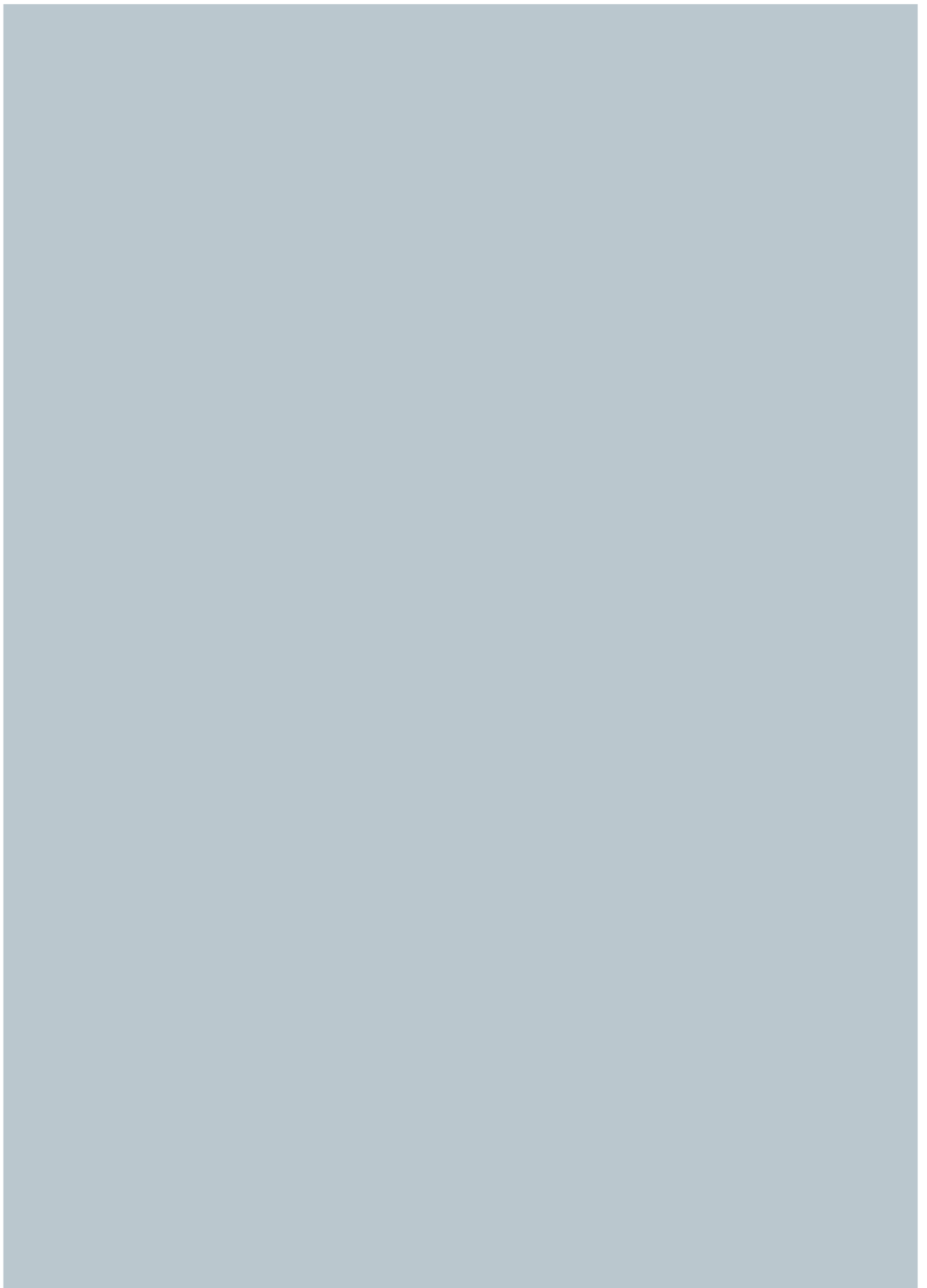
## Experience Gartner EXP

In the end, it comes down to experience. With more than 20 years experience identifying and analyzing the trends and technologies that have shaped the course of business, Gartner provides unrivaled thought leadership and advisory services to more than 10,000 organizations worldwide.

The distillation of that accumulated wisdom – the height of that experience – is Gartner EXP.

In your mission to ensure that technology effectively meets the needs of business, and that change is managed with foresight, there is no service better designed to meet your needs than Gartner EXP.

Experience Gartner EXP. It's an investment in decisions well made.



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