



STAFF REPORT

Meeting Type: Board of Directors
Title: Professional Services Agreement with Gartner, Inc. for Two 3-Year Technology Advisory Services Subscriptions
From: Bret Uppendahl, Finance Director
Through: Alex Anaya for Ben Horenstein, General Manager
Meeting Date: July 7, 2026

TYPE OF ITEM: X Action Information

RECOMMENDATION: Approve a Professional Services Agreement with Gartner, Inc. for two 3-Year technology advisory services subscriptions for an amount not to exceed \$ 605,507 and authorize the General Manager to execute the contract

SUMMARY: Marin Municipal Water District (District) has purchased subscriptions to Gartner, Inc. for advisory services during the last two years and utilized Gartner’s services to support the District’s Information Technology leadership in strategic planning, technology decision-making, and benchmarking against industry peers. Staff recommends a renewal of those prior subscriptions and the addition of executive programs that provide more individualized resources. The subscription includes ongoing access to Gartner’s research library covering IT strategy, business initiatives, executive leadership, industry trends, and emerging technology, along with periodic webinars, and conferences. The two proposed subscriptions would provide access to the Gartner services for the District’s IT Manager and Information Systems Supervisor for a period of three-years, beginning July 1, 2026 through June 30, 2029, and cost \$605,507 over the three-year term.

DISCUSSION: Gartner is the District’s primary source of independent, vendor-neutral research and advisory support for technology strategy and planning. Beginning in July 2025, the District IT Manager initiated a subscription with Gartner for an annual subscription in the amount of \$58,800 for access to Gartner’s services. Subsequently, in January 2026, a partial year subscription to the services in the amount of \$19,250 was secured for the District’s Information Systems Supervisor. The existing subscription terms expired on June 30, 2026. Continued access to this subscription allows staff to validate major technology decisions against industry benchmarks, stay current on emerging trends and risks (including cybersecurity, cloud strategy, and AI adoption), and connect with peer agencies and practitioners facing similar challenges. This independent perspective supports more informed capital and operational technology decisions and reduces the risk of unanticipated missteps.



The proposed agreement would continue the District’s existing two-license structure (Team Leader for the IT Manager and Advisor Member for the Information Systems Supervisor), maintaining continuity of the advisory relationship and the assigned Gartner support team. The 36-month term locks in pricing for the full period, with a fixed annual escalation of 3% built into the agreement. The addition of executive programs, which are reflective of the increased annual pricing, will provide the District with an assigned Executive Partner and Client Success Manager, expert inquiry access, exclusive research and content, benchmarking tools and data, peer networking, and conference access.

This proposed agreement would “piggyback” off of Gartner’s existing Contract #9658 with the County of Ventura, allowing the District to procure these services through that cooperative agreement rather than conducting a separate competitive procurement.

ENVIRONMENTAL REVIEW: Not applicable.

FISCAL IMPACT: The annual cost of the Gartner service is \$195,900 in FY 2026-27 and increases by three percent per year for \$201,777 in FY 2027-28 and \$207,830 in FY 2028-29 and a total cost of \$605,507 during the three-year term. Funding for the FY 2026–27 expenditure is available within the Information Technology Department’s approved budget. Funding for the FY 2027–28 and FY 2028–29 expenditures will be included in subsequent budget cycles to account for the remainder of the 36-month term.

ATTACHMENT(S): None.

DEPARTMENT OR DIVISION	DIVISION MANAGER	APPROVED
<p style="text-align: center;">Finance</p> <hr/>	 <hr/> <p style="text-align: center;">Bret Uppendahl Finance Director</p>	 <hr/> <p style="text-align: center;">Alex Anaya for Ben Horenstein General Manager</p>