

FORRESTER RESEARCH, INC.

Form 8-K

July 10, 2018

**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of**

**THE SECURITIES EXCHANGE ACT OF 1934**

**Date of Report (Date of Earliest Event Reported): July 10, 2018**

**FORRESTER RESEARCH, INC.**

**(Exact name of registrant as specified in its charter)**

**Delaware**  
**(State or other jurisdiction**  
  
**of incorporation)**

**000-21433**  
**(Commission**  
  
**File Number)**  
**60 Acorn Park Drive**

**04-2797789**  
**(I.R.S. Employer**  
  
**Identification Number)**

**Cambridge, Massachusetts 02140**

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**(Address of principal executive offices, including zip code)**

**(617) 613-6000**

**(Registrant's telephone number including area code)**

N/A

**(Former Name or Former Address, if Changes since Last Report)**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

### **Item 8.01. Other Events.**

On July 10, 2018, Forrester Research, Inc. ( Forrester ) issued a press release providing information regarding two completed acquisitions, a copy of which is furnished as Exhibit 99.1.

The acquisitions described in the press release are expected to have an insignificant effect on Forrester's revenue growth for 2018. In addition, the acquisitions are expected to reduce diluted earnings per share on a GAAP basis by \$0.10 to \$0.14 per share in 2018 and by \$0.09 to \$0.10 per share in 2019, and are expected to reduce diluted earnings per share on a pro forma basis by \$0.03 to \$0.05 per share in 2018 and to be neutral to slightly accretive to pro forma dilutive earnings per share in 2019. Pro forma financial guidance excludes incremental stock-based compensation of \$0.3 million in 2018 and \$0.9 million in 2019, acquisition and integration costs of \$1.2 million to \$1.4 million in 2018 and \$0.8 million to \$1.0 million in 2019, and incremental amortization of intangible assets of \$0.4 million to \$0.7 million in 2018 and \$0.8 million to \$1.0 million in 2019.

### **Disclaimer on Forward-looking Statements**

This current report on Form 8-K contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on Forrester's current plans and expectations and involve risks and uncertainties that could cause actual future activities and results of operations to be materially different from those set forth in the forward-looking statements. Important factors that could cause actual future activities and results to differ include, among others, Forrester's ability to retain and enrich memberships for its research products and services, demand for advisory and consulting services, technology spending, Forrester's ability to respond to business and economic conditions and market trends, Forrester's ability to develop and offer new products and services, the risks and challenges inherent in international business activities, competition and industry consolidation, the ability to attract and retain professional staff, Forrester's dependence on key personnel, Forrester's ability to realize the anticipated benefits from recent internal reorganizations, the possibility of network disruptions and security breaches, Forrester's ability to enforce and protect its intellectual property, and possible variations in Forrester's quarterly operating results. Forrester undertakes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events, or otherwise. For further information, please refer to Forrester's reports and filings with the Securities and Exchange Commission.

### **Item 9.01. Financial Statements and Exhibits**

(d) Exhibits

99.1 Press release dated July 10, 2018 issued by Forrester Research, Inc.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

FORRESTER RESEARCH, INC.

By /s/ Michael A. Doyle  
Name: Michael A. Doyle  
Title: Chief Financial Officer

Date: July 10, 2018