



Academic License Agreement Annual Fee Worksheet - USD

AUGUST 2016

Academic Program Information L

Product Selection Instructions:

As part of the compliance and annual order process, this worksheet must be sent to EMEA_Contract_Admin@novell.com (for Europe, Middle East, Africa) and contracts@novell.com (rest of world).

Please indicate the models you will be using: ___ FTE Model; ___ Workstation Model; ___ Dept. Workstation Model; ___ Mobile Device

PRODUCT CALCULATION INSTRUCTIONS:

A. Place a mark in the column Model Selected box of the product(s) you wish to purchase OR select a Value Bundle. If a Value Bundle is not selected, at least one product must be selected. There is a \$5000 minimum purchase requirement on the ALA.

B. Calculate the Total Bundled Price (TBP) by adding the appropriate prices of the products selected and the appropriate pricing model. You should have a Total Bundled Price (TBP) for each pricing model (Workstation/Dept Workstation, FTE, Mobile Device) from which you are purchasing.

C. The Total Bundled Price will be used to calculate the Annual Fee.

You may not use the FTE model in calculating your Annual Fee unless your FTE population exceeds your Workstation count.

TO PREVENT DELAYS IN PROCESSING YOUR RENEWAL ORDER, PLEASE SUBMIT BOTH YOUR PURCHASE ORDER AND COMPLETED WORKSHEET TOGETHER

MOBILE DEVICE LICENSE:

Upon purchase of a license for Novell ZENworks Mobile Management, the following terms become part of Your ALA.

To acquire a Mobile Device License, You must purchase a license for each Mobile Device. To acquire a FTE license, you must purchase a license for each Mobile Device (for an FTE license, for each Mobile Device used by an FTE person). This license allows You to use the Software solely to manage Mobile Devices. You may not use or allow the use of the Software other than for Your own internal purposes.

Mobile Device means each smartphone, tablet, laptop, netbook or other device with wireless capability: (1) on which any portion of the Software is installed, used, or (2) from which any portion of the Software is accessed.

Mobile Management Application means the module included with the Software that is installed on a Mobile Device for management by the server Software. The Software may include a level of encryption data security for communications with Your email platform. You assume full responsibility for the establishment of appropriate security measures to control access to the solution. Airtime services are not provided by or through Novell; You assume full responsibility relating to use and the availability of airtime services.

FTE LICENSE:

Customer must purchase an FTE License for each FTE.

The number of Customer's FTEs shall be calculated as the sum of:

(a) Faculty and Staff FTEs. For the prior academic year, the number of full-time faculty and staff plus the total number of hours worked by part-time faculty and staff in an average work week divided by 40; and

(b) Student FTEs. For the prior academic year, the number of full-time students plus the total number of part-time student credit hours divided by the credit hours that Customer uses to identify full-time status.

For Customers that declare a student FTE count in a report to an accreditation or governing board or a government agency, the student FTE count shall be the greater of the calculation in subpart (b) above or the FTE count contained in such report.

The FTE calculation for each category of faculty, staff, and students, must be demonstrated through a verifiable means that may include use of an audit report, an organization's human resource system, or the government website, government report, or other published report provided by Customer that contains accurate information.

Upon mutual agreement of the source of the data used for the FTE calculations, Licensor will accept calculations based on the source that are up to and including the source of the data.

NOTE: Any hospital approved by Novell to purchase under the ALA must purchase under the Workstation pricing schedule. Any school not purchasing an entire unit must purchase using the Department Workstation Pricing schedule. This note does not apply to the purchase of a Mobile Device License.

NOTE on SUSE: ALA offerings that include SUSE are available only for renewing customers.

DESIGNATED AGREED UPON SOURCE OF DATA FOR FTE CALCULATION

By signing below, Customer certifies that as of the date below, the information contained herein (or attached) is complete and accurate to the best of Customer's knowledge.

Customer Signature: _____

Printed Name: _____ Date: _____

Product Description	Product Model	Model Selected	Part Number
Mobile Device License			
Novell ZENworks Mobile Management Academic FTE License	FTE		876-000925
Novell ZENworks Mobile Management 1-Device Academic License	Mobile Device		876-000882
Bundled Products			
<i>ISM Value bundle includes: Identity Manager Standard Edition, Access Manager, Sentinel Log Manager 500 EPS, Identity Manager Integration Module for Database and Identity Manager Integration Module for Tools.</i>			
ISM Value Bundle FTE Academic License	FTE		876-000676
ISM Value Bundle Workstation Academic License	Workstation		876-000677
ISM Value Bundle Department Workstation Academic License	Dept Workstation		876-000678
<i>Identity Tracking Product Bundle also includes: Access Manager 4.0, Identity Manager Advanced Edition, Sentinel 6.1 Rapid Deployment</i>			
Identity Tracking Product Bundle FTE Academic	FTE		876-000619
Identity Tracking Product Bundle Workstation Academic	Workstation		876-000620
Identity Tracking Product Bundle Department Workstation Academic	Dept Workstation		876-000621
<i>Novell Open Workgroup Suite Includes: Open Enterprise Server, GroupWise, Novell Vibe, ZENworks Configuration Management, ZENworks Endpoint Security Management (counts as four product menu choices)</i>			
Novell Open Workgroup Suite FTE Academic License	FTE		876-000474
Novell Open Workgroup Suite Workstation Academic License	Workstation		876-000475
Novell Open Workgroup Suite Department Workstation Academic License	Dept Workstation		876-000476
SUSE LINUX Enterprise Server/ZENworks Linux Management/Novell Linux Desktop Bundle (counts as three product menu choices)			
SUSE Linux Enterprise Server/ZENworks Linux Management/SUSE Linux Enterprise Desktop Bundle FTE Academic License	FTE		876-000326
SUSE Linux Enterprise Server/ZENworks Linux Management/SUSE Linux Enterprise Desktop Bundle Workstation Academic License	Workstation		876-000327
SUSE Linux Enterprise Server/ZENworks Linux Management/SUSE Linux Enterprise Desktop Bundle Department Workstation Academic License	Dept Workstation		876-000328
<i>* Value Bundle I Contains Open Enterprise Server, ZENworks Configuration Management, Identity Manager Standard Edition, GroupWise, and SUSE Linux Enterprise Server x86/AMD64/Intel64.</i>			
Value I Bundle FTE Academic License	FTE		976-000359
Value I Bundle Workstation Academic License	Workstation		976-000360
Value I Bundle Department Workstation Academic License	Dept Workstation		976-000361
<i>*Value Bundle II Contains Open Enterprise Server, ZENworks Configuration Management, ZENworks Patch Management, ZENworks Linux Management, Identity Manager Standard Edition, GroupWise, SUSE Linux Enterprise Server x86/AMD64/Intel64. Add-on products may be purchased for an additional price.</i>			
Value II Bundle FTE Academic License	FTE		976-000362
Value II Bundle Workstation Academic License	Workstation		976-000363
Value II Bundle Department Workstation Academic License	Dept Workstation		976-000364
<i>Windows Value bundle includes: ZENworks Configuration Management, ZENworks Patch Management, ZENworks Asset Management and File Management Suite</i>			
Windows Value Bundle I FTE Academic License	FTE		876-000673
Windows Value Bundle I Workstation Academic License	Workstation		876-000686
Windows Value Bundle I Department Workstation Academic License	Dept Workstation		876-000687
<i>ZENworks Value Bundle includes: ZENworks Configuration Management, ZENworks Patch Management, ZENworks Asset Management and ZENworks Application Virtualization</i>			
ZENworks Value Bundle FTE Academic License	FTE		876-000679
ZENworks Value Bundle Workstation Academic License	Workstation		876-000680
ZENworks Value Bundle Department Workstation Academic License	Dept Workstation		876-000681
Novell Cluster Services FTE Academic License	FTE		876-000255
Novell Cluster Services Workstation Academic License	Workstation		876-000256
Novell Cluster Services Department Workstation Academic License	Dept Workstation		876-000257
Micro Focus Dynamic File Services FTE Academic e-License	FTE		876-000920
Micro Focus Dynamic File Services Workstation Academic e-License	Workstation		876-000921
Micro Focus Dynamic File Services Department Workstation Academic e-License	Dept Workstation		876-000922
GroupWise FTE Academic License	FTE		876-000569
GroupWise Workstation Academic License	Workstation		876-000570
GroupWise Department Workstation Academic License	Dept Workstation		876-000571
GroupWise - Exchange Coexistence FTE Academic Subscription	FTE		876-000942
Novell Messenger Academic FTE License	FTE		876-000972
NetIQ Access Manager FTE Academic License	FTE		876-000459

NetIQ Access Manager Workstation Academic License	Workstation		876-000460
NetIQ Access Manager Department Workstation Academic License	Dept Workstation		876-000461
NetIQ Identity Manager Standard Edition FTE Academic License	FTE		976-000289
NetIQ Identity Manager Standard Edition Workstation Academic License	Workstation		976-000290
NetIQ Identity Manager Standard Edition Department Workstation Academic License	Dept Workstation		976-000291
NetIQ Identity Manager Advanced Edition FTE Academic License	FTE		876-000700
NetIQ Identity Manager Advanced Edition Workstation Academic License	Workstation		876-000701
NetIQ Identity Manager Advanced Edition Department Workstation Academic License	Dept Workstation		876-001025
NetIQ Identity Manager to NetIQ Identity Manager Advanced Edition Expansion Pack FTE Academic License	FTE		876-000755
NetIQ Identity Manager to NetIQ Identity Manager Advanced Edition Expansion Pack Workstation Academic License	Workstation		876-000757
NetIQ Identity Manager to NetIQ Identity Manager Advanced Edition Expansion Pack Department Workstation Academic License	Dept Workstation		876-000759
NetIQ Identity Manager + Roles Based Provisioning Module to NetIQ Identity Manager Advanced Edition Expansion Pack FTE Academic License	FTE		876-000756
NetIQ Identity Manager + Roles Based Provisioning Module to NetIQ Identity Manager Advanced Edition Expansion Pack Workstation Academic License	Workstation		876-000758
NetIQ Identity Manager + Roles Based Provisioning Module 3.7 to NetIQ Identity Manager Advanced Edition Expansion Pack Department Workstation Academic License	Dept Workstation		876-000760
NetIQ Identity Manager Integration Module for SharePoint and Office 365 FTE Academic License	FTE		876-000750
NetIQ Identity Manager Integration Module for SharePoint and Office 365 Workstation Academic License	Workstation		876-000751
Identity Manager Integration Module for Microsoft Enterprise FTE Academic License			
	Dept Workstation		876-000752
Identity Manager Integration Module for Microsoft Enterprise Workstation Academic License	FTE		876-000745
Identity Manager Integration Module for Microsoft Enterprise Department Workstation Academic License	Workstation		876-000746
NetIQ Identity Manager Integration Module for Salesforce.com Department Workstation Academic License			
	Dept Workstation		876-000747
NetIQ Identity Manager Integration Module for Banner FTE Academic License	FTE		876-000821
NetIQ Identity Manager Integration Module for Banner Workstation Academic License	Workstation		876-000822
NetIQ Identity Manager Integration Module for Banner Department Workstation Academic License	Dept Workstation		876-000823
Novell Identity Manager Integration Module for Blackboard LMS FTE Academic License	FTE		876-000729
Novell Identity Manager Integration Module for Blackboard LMS Workstation Academic License	Workstation		876-000730
Novell Identity Manager Integration Module for Blackboard LMS Department Workstation Academic License			
	Dept Workstation		876-000731
Novell Identity Manager Integration Module for GoogleApps FTE Academic License	FTE		876-000734
Novell Identity Manager Integration Module for GoogleApps Workstation Academic License	Workstation		876-000735
Novell Identity Manager Integration Module for GoogleApps Department Workstation Academic License	Dept Workstation		876-000736
NetIQ Identity Manager Integration Module for Database FTE Academic License	FTE		976-000294
NetIQ Identity Manager Integration Module for Database Workstation Academic License	Workstation		976-000295
NetIQ Identity Manager Integration Module for Database Department Workstation Academic License	Dept Workstation		976-000296
NetIQ Identity Manager Integration Module for Tools FTE Academic License	FTE		976-000339
NetIQ Identity Manager Integration Module for Tools Workstation Academic License	Workstation		976-000340
NetIQ Identity Manager Integration Module for Tools Department Workstation Academic License	Dept Workstation		976-000341
NetIQ Identity Manager Integration Module for Mainframe for 800 Series MVS FTE Academic License	FTE		976-000399
NetIQ Identity Manager Integration Module for Mainframe for 800 Series MVS Workstation Academic License			
	Workstation		976-000400
NetIQ Identity Manager Integration Module for Mainframe for 800 Series MVS Department Workstation Academic License			
	Dept Workstation		976-000401
NetIQ Identity Manager Integration Module for Help Desk FTE Academic License	FTE		976-000309
NetIQ Identity Manager Integration Module for Help Desk Workstation Academic License	Workstation		976-000310
NetIQ Identity Manager Integration Module for Help Desk Department Workstation Academic License	Dept Workstation		976-000311
NetIQ Identity Manager Integration Module for Linux and Unix FTE Academic License	FTE		976-000379
NetIQ Identity Manager Integration Module for Linux and Unix Workstation Academic License	Workstation		976-000380
NetIQ Identity Manager Integration Module for Linux and Unix Department Workstation Academic License	Dept Workstation		976-000381
NetIQ Identity Manager Integration Module for Linux and Unix User Settings FTE Academic License	FTE		976-000394
NetIQ Identity Manager Integration Module for Linux and Unix User Settings Workstation Academic License			
	Workstation		976-000395
NetIQ Identity Manager Integration Module for Linux and Unix User Settings Department Workstation Academic License			
	Dept Workstation		976-000396
NetIQ Identity Manager Integration Module for Message System FTE Academic License	FTE		976-000349
NetIQ Identity Manager Integration Module for Message System Workstation Academic License	Workstation		976-000350
NetIQ Identity Manager Integration Module for Message System Department Workstation Academic License			
	Dept Workstation		976-000351
NetIQ Identity Manager Integration Module for Midrange FTE Academic License	FTE		976-000384
NetIQ Identity Manager Integration Module for Midrange Workstation Academic License	Workstation		976-000385

NetIQ Identity Manager Integration Module for Midrange Department Workstation Academic License	Dept Workstation		976-000386
NetIQ Identity Manager Integration Module for Oracle Enterprise FTE Academic License	FTE		876-000967
NetIQ Identity Manager Integration Module for Oracle Enterprise Workstation Academic License	Workstation		876-000968
NetIQ Identity Manager Integration Module for Oracle Enterprise Department Workstation Academic License			
	Dept Workstation		876-000969
NetIQ Identity Manager Integration Module for PBX FTE Academic License	FTE		976-000389
NetIQ Identity Manager Integration Module for PBX Workstation Academic License	Workstation		976-000390
NetIQ Identity Manager Integration Module for PBX Department Workstation Academic License	Dept Workstation		976-000391
NetIQ Identity Manager Integration Module for SAP Enterprise FTE Academic License	FTE		876-000962
NetIQ Identity Manager Integration Module for SAP Enterprise Workstation Academic License	Workstation		876-000963
NetIQ Identity Manager Integration Module for SAP Enterprise Department Workstation Academic License			
	Dept Workstation		876-000964
NetIQ Identity Manager Integration Module for Scripting FTE Academic License	FTE		876-000478
NetIQ Identity Manager Integration Module for Scripting Workstation Academic License	Workstation		876-000479
NetIQ Identity Manager Integration Module for Scripting Department Workstation Academic License			
	Dept Workstation		876-000480
NetIQ LDAP Proxy Workstation Academic License	FTE		876-000831
NetIQ LDAP Proxy Workstation Academic Workstation License	Workstation		876-000832
NetIQ LDAP Proxy Workstation Academic Department Workstation License	Dept Workstation		876-000833
Open Enterprise Server FTE Academic e-License	FTE		876-000103
Open Enterprise Server Workstation Academic e-License	Workstation		876-000230
Open Enterprise Server Department Workstation Academic e-License	Dept Workstation		876-000232
Novell Filr FTE Academic License	FTE		876-000940
Novell Filr Workstation Academic License	Workstation		876-000960
Novell Filr Dept Workstation Academic License	Dept Workstation		876-000961
Micro Focus iPrint Enterprise (Mobile & Desktop) FTE Academic License	FTE		876-000944
Micro Focus iPrint Enterprise (Mobile & Desktop) Workstation Academic License	Workstation		876-000945
Micro Focus iPrint Enterprise (Mobile & Desktop) Dept Workstation Academic License	Dept Workstation		876-000946
Micro Focus iPrint Mobile FTE Academic License	FTE		876-000949
Micro Focus iPrint Mobile Workstation Academic License	Workstation		876-000950
Micro Focus iPrint Mobile Dept Workstation Academic License	Dept Workstation		876-000951
Micro Focus iPrint Desktop FTE Academic License	FTE		876-000954
Micro Focus iPrint Desktop Workstation Academic License	Workstation		876-000955
Micro Focus iPrint Desktop Dept Workstation Academic License	Dept Workstation		876-000956
Privileged Account Manager FTE Academic License	FTE		876-000655
Privileged Account Manager Workstation Academic License	Workstation		876-000656
Privileged Account Manager Department Workstation Academic License	Dept Workstation		876-000657
NetIQ Sentinel for Log Management 500 EPS FTE Academic License	FTE		876-000660
NetIQ Sentinel for Log Management 500 EPS Workstation Academic License	Workstation		876-000661
NetIQ Sentinel for Log Management 500 EPS Department Workstation Academic License	Dept Workstation		876-000662
NetIQ Sentinel for Log Management 2500 EPS FTE Academic License	FTE		876-000665
NetIQ Sentinel for Log Management 2500 EPS Workstation Academic License	Workstation		876-000666
NetIQ Sentinel for Log Management 2500 EPS Department Workstation Academic License	Dept Workstation		876-000667
Novell Service Desk for ITIL Service Management FTE Academic License	FTE		876-000892
Novell Service Desk for ITIL Service Management Workstation Academic License	Workstation		876-000893
Novell Service Desk for ITIL Service Management Department Workstation Academic License	Dept Workstation		876-000894
Novell File Management Suite FTE Academic License	FTE		876-000640
Novell File Management Suite for OES FTE Academic License	FTE		876-000927
Novell File Reporter FTE Academic License	FTE		876-000645
Novell Storage Manager FTE Academic License	FTE		876-000408
Novell Vibe FTE Academic License	FTE		876-000720
Novell Vibe Workstation Academic License	Workstation		876-000721
NetIQ SecureLogin FTE Academic License	FTE		876-000451
NetIQ SecureLogin Workstation Academic License	Workstation		876-000452
NetIQ SecureLogin Department Workstation Academic License	Dept Workstation		876-000453
NetIQ Sentinel Enterprise 500 EPS FTE Academic License	FTE		876-001015
NetIQ Sentinel Enterprise 500 EPS Workstation Academic License	Workstation		876-001016
NetIQ Sentinel Enterprise 500 EPS Department Workstation Academic License	Dept Workstation		876-001017
NetIQ Sentinel Enterprise 2500 EPS FTE Academic License	FTE		876-001018
NetIQ Sentinel Enterprise 2500 EPS Workstation Academic License	Workstation		876-001019
NetIQ Sentinel Enterprise 2500 EPS Department Workstation Academic License	Dept Workstation		876-001020
NetIQ Sentinel PCI-DSS Solution Pack FTE Academic License	FTE		876-000780
NetIQ Sentinel PCI-DSS Solution Pack Workstation Academic License	Workstation		876-000781
NetIQ Sentinel PCI-DSS Solution Pack Department Workstation Academic License	Dept Workstation		876-000782
NetIQ Sentinel Smart Plug-ins FTE Academic License	FTE		876-000785
NetIQ Sentinel Smart Plug-ins Workstation Academic License	Workstation		876-000786

NetIQ Sentinel Smart Plug-ins Department Workstation Academic License	Dept Workstation		876-000787
SUSE Linux Enterprise Desktop FTE Academic License	FTE		876-000426
SUSE Linux Enterprise Desktop Workstation Academic License	Workstation		876-000427
SUSE Linux Enterprise Desktop Department Workstation Academic License	Dept Workstation		876-000428
SUSE Linux Enterprise Server for x86, AMD64 & Intel64 FTE Academic License	FTE		876-000411
SUSE Linux Enterprise Server for x86, AMD64 & Intel64 Workstation Academic License	Workstation		876-000412
SUSE Linux Enterprise Server for x86, AMD64 & Intel64 Department Workstation Academic License	Dept Workstation		876-000413
ZENworks Application Virtualization Professional Edition FTE Academic License	FTE		876-001026
ZENworks Application Virtualization Professional Edition Workstation Academic License	Workstation		876-000987
ZENworks Application Virtualization Professional Edition Department Workstation Academic License	Dept Workstation		876-000988
ZENworks Asset Management FTE Academic License	FTE		876-000469
ZENworks Asset Management Workstation Academic License	Workstation		876-000470
ZENworks Asset Management Department Workstation Academic License	Dept Workstation		876-000471
ZENworks Asset Management for Linux FTE Academic License	FTE		876-000464
ZENworks Asset Management for Linux Workstation Academic License	Workstation		876-000465
ZENworks Asset Management for Linux Department Workstation Academic License	Dept Workstation		876-000466
ZENworks Configuration Management FTE Academic License	FTE		876-000505
ZENworks Configuration Management Workstation Academic License	Workstation		876-000506
ZENworks Configuration Management Department Workstation Academic License	Dept Workstation		876-000507
ZENworks Endpoint Security Management FTE Academic License	FTE		876-000559
ZENworks Endpoint Security Management Workstation Academic License	Workstation		876-000560
ZENworks Endpoint Security Management Department Workstation Academic License	Dept Workstation		876-000561
Novell ZENworks Full Disk Encryption FTE Academic License	FTE		876-000859
Novell ZENworks Full Disk Encryption Workstation Academic License	Workstation		876-000860
Novell ZENworks Full Disk Encryption Department Workstation Academic License	Dept Workstation		876-000861

When ordering ZENworks Patch Management listed below please mark the number of subscriptions if applicable. Due to one key per server, if using the product on multiple servers, you will need to request additional subscriptions. Example: If you have 10,000 nodes across 3 servers, you will need 3 subscriptions and then allocate the number of nodes per server.

ZENworks Patch Management 1-Device Subscription for Cross-Platform FTE Academic License	FTE		876-000084
ZENworks Patch Management 1-Device Subscription for Cross-Platform Workstation Academic License	Workstation		876-000214
ZENworks Patch Management 1-Device Subscription for Cross-Platform Departmental Workstation Academic License	Dept Workstation		876-000216
ZENworks Suite FTE Academic License	FTE		876-000976
ZENworks Suite Workstation Academic License	Workstation		876-000977
ZENworks Suite Department Workstation Academic License	Dept Workstation		876-000978
ZENworks Suite Extension for NOWS FTE Academic License	FTE		876-000981
ZENworks Suite Extension for NOWS Workstation Academic License	Workstation		876-000982
ZENworks Suite Extension for NOWS Department Workstation Academic License	Dept Workstation		876-000983
			Total \$

Customer Information

Primary Contact		Contact #2	
Company Name		Company Name	
Address		Address	
City, State		City, State	
Postal Code		Postal Code	
Country		Country	
Contact Name		Contact Name	
Title		Title	
Phone Number		Phone Number	
Fax Number		Fax Number	
E-mail Address		E-mail Address	
Reseller nomination			

CUSTOMER CERTIFICATION & ANNUAL FEE CALCULATION

Annual Fee Calculation by Workstation or Dept. Workstation

A. Total Workstation/Dept Workstation Count	
B. Applicable Price per Station (see Product Selection and Bundle Calculation above)	x \$
C. Calculate Discount (if applicable) using discount schedule below (multiply discount by line B)	
D. Discounted Bundled Price (subtract C from B, if applicable)	= \$

E. Annual Workstation/Dept Workstation Fee (multiply A with D)	= \$
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Annual Fee Calculation by Mobile Device

F. Total Mobile Device Count	
G. Applicable Price per Mobile Device (see Product Selection and Bundle Calculation above)	x \$
H. Calculate Discount (if applicable) using discount schedule below (multiply discount by line B)	
I. Discounted Bundled Price (subtract H from G, if applicable)	= \$
J. Annual Mobile Device Fee (multiply F with I)	= \$

Annual Fee Calculation by FTE Population

K. Total Enrollment (FTE)	
L. Total Employees (FTE)	
M. Total Population (add lines K & L)	
N. Applicable Price Per Person (see Product Selection and Bundle Calculation above)	x \$
O. Calculate Discount (if applicable) using discount schedule below (multiply discount by line N)	x
P. Discounted Bundled Price (subtract O from N, if applicable)	= \$
Q. Annual FTE Population Fee (multiply M with P)	= \$

Annual Fee Calculation by On-demand Training (see section below)

R. Total Subscription Count	
S. Applicable Price per Subscription (see Product Selection and Bundle Calculation below)	x \$
T. Annual On-demand Training Library Fee (multiply line R by line S)	= \$

Combined Annual Fee

U. Total Annual Fee (add totals from E, J, Q & T)	= \$
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The discount table is also used to calculate the Annual Fee based on Workstation, Mobile Device or FTE Population

TIERED DISCOUNT SCHEDULE

Priced by Workstation, Department Workstation, or Mobile Device		Priced by FTE Population	
Total Workstations or Mobile Devices	Discount	Total FTE Population	Discount
1 - 2,899	0%	1 - 10,999	0%
2,900 - 6,999	11%	11,000 - 19,999	23%
7,000 - 13,999	16%	20,000 - 49,999	38%
14,000 +	22%	50,000 - 99,999	42%
		100,000 +	46%
*Minimum Annual Fee of \$5,000		*Minimum Annual Fee of \$5,000	

Academic Technical Support and Training Options

Novell customers receive support according to Novell's published Product Support Lifecycle, which defines the duration and type of support customers can expect to receive on specific products as they move through their life cycle. To view a current list of products supported by Novell, please refer to Novell's Support Life Cycle page at <http://support.novell.com/lifecycle>.

THE SERVICES DESCRIBED HEREIN WILL BE GOVERNED BY THE TERMS AND CONDITIONS OF THE MASTER SERVICE AGREEMENT ("MSA") WHICH CAN BE FOUND AT: <http://www.novell.com/services/premium/>.

Primary Contact		Contact #2	
Name		Name	
Title		Title	
Division		Division	
Address		Address	
City		City	
Province		Province	
Postal Code		Postal Code	
Phone Number		Phone Number	
Fax Number		Fax Number	
E-mail Address		E-mail Address	
Reseller nomination			

DISCOUNTS DO NOT APPLY TO THESE SERVICE AND TECHNICAL SUPPORT OPTIONS

On-demand Training

Description	Part Number	Qty	Price
Total On-demand Library 1-Year Academic	876-001037		\$2,100.00
On-demand Training - Certified Linux Administrator Academic Bundle	876-000914		\$299.00
On-demand Training - Certified Linux Professional Academic Bundle	876-000915		\$399.00
On-demand Training - Certified Linux Engineer Academic Bundle	876-000916		\$499.00
On-demand Training - Introduction to SUSE Cloud for School/Academic	876-000932		\$80.00
On-demand Library - SUSE 1-Year Academic	876-000937		\$1,050.00
On-demand Library - NetIQ 1-Year Academic Subscription	876-000935		\$1,050.00
On-demand Training SUSE Linux Enterprise 10 1-User 1-Year Academic Subscription	876-000991		\$700.00
On-demand Training SUSE Linux Enterprise 11 1-User 1-Year Academic Subscription	876-000992		\$700.00
On-demand Training SUSE Linux Enterprise 12 1-User 1-Year Academic Subscription	876-000993		\$700.00
On-demand Training Management and Extensions 1-User 1-Year Academic Subscription	876-000994		\$700.00
On-demand Training Endpoint Management 1-User 1-Year Academic Subscription	876-000995		\$700.00
On-demand Training Collaboration 1-User 1-Year Academic Subscription	876-000996		\$700.00
On-demand Training File & Networking Services 1-User 1-Year Academic Subscription	876-000997		\$700.00
On-demand Training Identity Management & Access Governance 1-User 1-Year Academic Subscription	876-000998		\$700.00
On-demand Training Access Management 1-User 1-Year Academic Subscription	876-000999		\$700.00
On-demand Training Security Management 1-User 1-Year Academic Subscription	876-001000		\$700.00
On-demand Training IT Operations Management & VoIP 1-User 1-Year Academic Subscription	876-001001		\$700.00
On-demand Training Workload Management 1-User 1-Year Academic Subscription	876-001002		\$700.00
	Total		

BrainShare			
Description	Part Number	Qty	Price
BrainShare Education Conference Academic Pass Single	873-011050		\$1,100.00
	Total		

SUSECon			
Description	Part Number	Qty	Price
SUSECon Full Access Academic Pass Single	873-010791		\$650.00
SUSECon Full Access Pass 3-Pack	873-011046		\$1,990.00
SUSECon Full Access Academic Pass 5-Pack	873-010792		\$3,000.00
	Total		

Service and Support Options			
Description	Part Number	Qty	Price (USD)
Novell Tech Select Service Activation Kit	051-003978		\$2,950.00
Novell Tech Select Service -- Renewal	051-003453		\$2,950.00
Novell Software Evaluation and Development Library: Expanded Activation Kit	051-003982		\$495.00
Novell Software Evaluation and Development Library: Standard Activation Kit	051-003981		\$399.00
Novell NetWare Premium Lifeline Support	877-008323		\$3,500.00
Assigned Support Engineer (IAS) -Asia Pacific Zone 2 initial	051-004729-I		\$39,200.00
Assigned Support Engineer (IAS) -Asia Pacific Zone 3 initial	051-004730-I		\$32,700.00
Dedicated Support Engineer (IAS) - Asia Pacific Zone 1 initial	051-004731-I		\$324,000.00
Dedicated Support Engineer (IAS) - Asia Pacific Zone 2 initial	051-004732-I		\$218,000.00
Dedicated Support Engineer (IAS) - Asia Pacific Zone 3 initial	051-004733-I		\$168,000.00
Primary Support Engineer (IAS) - Asia Pacific Zone 1 initial	051-004735-I		\$113,000.00
Assigned Support Engineer (IAS) -Asia Pacific Zone 1 initial	051-004736-I		\$58,000.00
Primary Support Engineer (IAS) - Asia Pacific Zone 2 initial	051-004737-I		\$81,000.00
Primary Support Engineer (IAS) - Asia Pacific Zone 3 initial	051-004738-I		\$62,000.00
Service Account Manager (IAS) - Asia Pacific Zone 1 initial	051-004739-I		\$17,600.00
Assigned Support Engineer (IAS) -Asia Pacific (Zone 2)	051-004729		\$36,000.00
Assigned Support Engineer (IAS) -Asia Pacific (Zone 3)	051-004730		\$30,000.00
Dedicated Support Engineer (IAS) - Asia Pacific (Zone 1)	051-004731		\$278,000.00
Dedicated Support Engineer (IAS) - Asia Pacific (Zone 2)	051-004732		\$200,000.00
Dedicated Support Engineer (IAS) - Asia Pacific (Zone 3)	051-004733		\$155,000.00
Primary Support Engineer (IAS) - Asia Pacific (Zone 1)	051-004735		\$98,000.00
Assigned Support Engineer (IAS) -Asia Pacific (Zone 1)	051-004736		\$50,000.00
Primary Support Engineer (IAS) - Asia Pacific (Zone 2)	051-004737		\$75,000.00
Primary Support Engineer (IAS) - Asia Pacific (Zone 3)	051-004738		\$57,000.00
Service Account Manager (IAS) - Asia Pacific (Zone 1)	051-004739		\$16,000.00
NetIQ Additional 10 Service Requests (40 hours) of Support Engineer time - Asia Pacific (Zone 2)	051-004740		\$7,500.00
NetIQ Additional 30 Service Requests (120 hours) of Support Engineer time - Asia Pacific (Zone 3)	051-004741		\$18,000.00
Extended Support 5 Service Request Pack	051-004388		\$7,500.00
NetIQ Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 1)	051-004742		Varies
NetIQ Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 2)	051-004743		Varies
NetIQ Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 3)	051-004744		Varies
SUSE Assigned Support Engineer - Asia Pacific (Zone 2)	051-004713		\$36,000.00
SUSE Assigned Support Engineer - Asia Pacific (Zone 3)	051-004714		\$30,000.00

SUSE Dedicated Support Engineer - Asia Pacific (Zone 1)	051-004715		\$278,000.00
SUSE Dedicated Support Engineer - Asia Pacific (Zone 2)	051-004716		\$200,000.00
SUSE Dedicated Support Engineer - Asia Pacific (Zone 3)	051-004717		\$155,000.00
SUSE Primary Support Engineer - Asia Pacific (Zone 1)	051-004719		\$98,000.00
SUSE Assigned Support Engineer-Asia Pacific (Zone 1)	051-004720		\$50,000.00
SUSE Primary Support Engineer - Asia Pacific (Zone 2)	051-004721		\$75,000.00
SUSE Primary Support Engineer - Asia Pacific (Zone 3)	051-004722		\$57,000.00
SUSE Service Account Manager - Asia Pacific (Zone 1)	051-004723		\$16,000.00
SUSE Additional 10 Service Requests (40 hours) of Support Engineer time - Asia Pacific (Zone 2)	051-004724		\$7,500.00
SUSE Additional 30 Service Requests (120 hours) of Support Engineer time - Asia Pacific (Zone 3)	051-004725		\$18,000.00
SUSE Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 1)	051-004726		Varies
SUSE Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 2)	051-004727		Varies
SUSE Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 3)	051-004728		Varies
SUSE Dedicated Support Engineer - Asia Pacific (Zone 1), 3-year	051-004783		\$834,000.00
SUSE Primary Support Engineer - Asia Pacific (Zone 1), 3-year	051-004784		\$294,000.00
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 1)	051-001602		Varies
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific Zone 1 initial	051-001602-I		Varies
Primary Support Engineer (F&P,Coll,EM) - Asia Pacific (Zone 1)	051-001606		\$113,000.00
Primary Support Engineer (F&P,Coll,EM) - Asia Pacific Zone 1 initial	051-001606-I		\$113,000.00
Dedicated Support Engineer (F&P,Coll,EM) - Asia Pacific (Zone 1)	051-001610		\$324,000.00
Dedicated Support Engineer (F&P,Coll,EM) - Asia Pacific Zone 1 initial	051-001610-I		\$324,000.00
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 3)	051-001665		Varies
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific Zone 3 initial	051-001665-I		Varies
Primary Support Engineer (F&P,Coll,EM) - Asia Pacific (Zone 3)	051-001669		\$62,000.00
Primary Support Engineer (F&P,Coll,EM) - Asia Pacific Zone 3 initial	051-001669-I		\$62,000.00
Dedicated Support Engineer (F&P,Coll,EM) - Asia Pacific (Zone 3)	051-001673		\$168,000.00
Dedicated Support Engineer (F&P,Coll,EM) - Asia Pacific Zone 3 initial	051-001673-I		\$168,000.00
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific (Zone 2)	051-002248		Varies
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific Zone 2 initial	051-002248-I		Varies
Primary Support Engineer (F&P,Coll,EM) - Asia Pacific (Zone 2)	051-002249		\$81,000.00
Primary Support Engineer (F&P,Coll,EM) - Asia Pacific Zone 2 initial	051-002249-I		\$81,000.00
Dedicated Support Engineer (F&P,Coll,EM) - Asia Pacific (Zone 2)	051-002250		\$218,000.00
Dedicated Support Engineer (F&P,Coll,EM) - Asia Pacific Zone 2 initial	051-002250-I		\$218,000.00
Assigned Support Engineer (F&P,Coll,EM) -Asia Pacific (Zone 1)	051-003341		\$58,000.00
Assigned Support Engineer (F&P,Coll,EM) -Asia Pacific Zone 1 initial	051-003341-I		\$58,000.00
Service Account Manager (F&P,Coll,EM) - Asia Pacific (Zone 1)	051-003774		\$17,600.00
Service Account Manager (F&P,Coll,EM) - Asia Pacific Zone 1 initial	051-003774-I		\$17,600.00
Assigned Support Engineer (F&P,Coll,EM) -Asia Pacific (Zone 2)	051-003921		\$39,200.00
Assigned Support Engineer (F&P,Coll,EM) -Asia Pacific Zone 2 initial	051-003921-I		\$39,200.00
Additional 10 Incidents (40 hours) of Support Engineer time - Asia Pacific (Zone 2)	051-003922		\$8,100.00
Additional 10 Incidents (40 hours) of Support Engineer time - Asia Pacific Zone 2 initial	051-003922-I		\$8,100.00
Assigned Support Engineer (F&P,Coll,EM) -Asia Pacific (Zone 3)	051-003924		\$32,700.00
Assigned Support Engineer (F&P,Coll,EM) -Asia Pacific Zone 3 initial	051-003924-I		\$32,700.00
Additional 30 Incidents (120 hours) of Support Engineer time - Asia Pacific (Zone 3)	051-003926		\$19,600.00
Additional 30 Incidents (120 hours) of Support Engineer time - Asia Pacific Zone 3 initial	051-003926-I		\$19,600.00
Assigned Support Engineer (DC,WM) -Asia Pacific (Zone 1)	051-005107		\$58,000.00
Assigned Support Engineer (DC,WM) -Asia Pacific (Zone 1) initial	051-005107-I		\$58,000.00
Assigned Support Engineer (DC,WM) -Asia Pacific (Zone 2)	051-005108		\$39,200.00
Assigned Support Engineer (DC,WM) -Asia Pacific (Zone 2) initial	051-005108-I		\$39,200.00
Assigned Support Engineer (DC,WM) -Asia Pacific (Zone 3)	051-005109		\$32,700.00
Assigned Support Engineer (DC,WM) -Asia Pacific (Zone 3) initial	051-005109-I		\$32,700.00
Dedicated Support Engineer (DC,WM) - Asia Pacific (Zone 1)	051-005110		\$324,000.00
Dedicated Support Engineer (DC,WM) - Asia Pacific (Zone 1) initial	051-005110-I		\$324,000.00
Dedicated Support Engineer (DC,WM) - Asia Pacific (Zone 2)	051-005112		\$218,000.00
Dedicated Support Engineer (DC,WM) - Asia Pacific (Zone 2) initial	051-005112-I		\$218,000.00
Dedicated Support Engineer (DC,WM) - Asia Pacific (Zone 3)	051-005113		\$168,000.00
Dedicated Support Engineer (DC,WM) - Asia Pacific (Zone 3) initial	051-005113-I		\$168,000.00
Service Account Manager (DC,WM) - Asia Pacific (Zone 1)	051-005114		\$17,600.00
Service Account Manager (DC,WM) - Asia Pacific (Zone 1) initial	051-005114-I		\$17,600.00
Primary Support Engineer (DC,WM) - Asia Pacific (Zone 1)	051-005115		\$113,000.00
Primary Support Engineer (DC,WM) - Asia Pacific (Zone 1) initial	051-005115-I		\$113,000.00
Primary Support Engineer (DC,WM) - Asia Pacific (Zone 2)	051-005117		\$81,000.00
Primary Support Engineer (DC,WM) - Asia Pacific (Zone 2) initial	051-005117-I		\$81,000.00
Primary Support Engineer (DC,WM) - Asia Pacific (Zone 3)	051-005118		\$62,000.00
Primary Support Engineer (DC,WM) - Asia Pacific (Zone 3) initial	051-005118-I		\$62,000.00
Maintenance Reinstatement Fee	MNTREINSTATEFEE		Varies

Total		
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* ONLY for products under extended phase of product support lifecycle.

Note: Novell also offers a range of IT Consulting, Technical Support, and Training services. To order onsite support days or to pre-purchase bundles of days to us consulting, support, and training services download the order form at: www.novell.com/services/premium/apac/order.html

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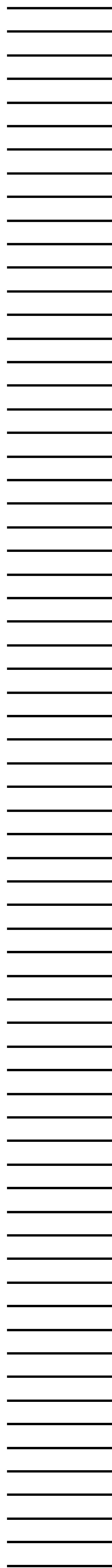
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