

Transitioning CLA/VLA Customers to MLA

Policy Number: #113

Effective Date: Currently Effective

Audience: Customers, Internal

Applies To: Worldwide

Version: #3

Description

A CLA/VLA customer may transition to a MLA contract, by meeting the minimum buy-in requirement of the MLA Program and completing the appropriate contract paperwork.

MLA Buy-in Requirement

The MLA buy-in requirement is \$1million (USD) per annum net revenue to Novell. Purchase history will not be taken into account.

Contract Requirements

CLA customers must terminate their CLA contract and move their licenses to the MLA contract by completing a CLA to MLA Transition Addendum. CLA/VLA customers must sign the MLA contract before placing a Purchase Order.*

Upgrade Protection/Maintenance

A CLA /VLA customer who has purchased Upgrade Protection or VLA Maintenance and is transitioning to an MLA may qualify to apply the value of any Upgrade Protection/VLA Maintenance purchased through the VLA program that has not expired at the time they transition to an MLA. The following steps outline the requirements and procedures that apply:

1. Find the value of the remaining Upgrade Protection/VLA Maintenance by using the CLA/VLA to MLA Transition Worksheet (see www.novell.com/licensing/policy/).
2. The customer can use any open balance from their Upgrade Protection/VLA Maintenance on the initial purchase of MLA Maintenance upon signing an MLA with Novell. Details for calculating and applying the open balance can be found on the worksheet.
3. The MLA discount will be applied to the adjusted suggested retail price given on the worksheet. The customer should submit a purchase order* to Novell or the MLA Reseller based on the adjusted amount. (Please note that the customer will not be price-protected on this one-time adjusted amount. Novell will note this one-time adjustment in an Order Validation Note.)

* Purchase Order accompanied by MLA Order Form in EMEA.