

Novell Buying Programs: Academic License Agreement

October 2010

ACADEMIC LICENSE AGREEMENT PROGRAM GUIDE

The Academic License Agreement (ALA) is the ideal licensing vehicle for colleges and universities. With a short, simple contract and easy annual payment calculations, this agreement meets the evolving requirements of higher education institutions to license, implement, and maintain their Novell software investments. This program not only lowers software costs but also helps you spend less time on software acquisition and more time focusing on your business.

Here are just a few of the benefits you'll find in the ALA program:

- Flexible product bundle options
- Preferential pricing available only to qualified Academic customers
- Easy license counting and payment
- Upgrades and Updates included at no additional charge
- Three year initial agreement term and renewal terms
- Minimum annual fee of just USD \$5,000

A Program that Works for You

As a qualified academic institution¹, you can radically simplify software management for your organization by purchasing through the ALA. You decide which counting method works best for your organization: Full-time Equivalent (FTE) population or Workstation count. You also have control of the products you want to use throughout your organization. You may select from the predetermined value bundles offered or opt to build your own product set to suit the needs of your organization. To determine your Annual Fee, simply use the pricing and product information on the ALA Annual Fee Worksheet located on-line at <http://www.novell.com/licensing/>. Once you pay this fee, you have completed your licensing of your selected Novell products for the year.

Order Fulfillment

Under the ALA Program, you may order Novell software and services directly through Novell. Additionally, you may also place your order conveniently through qualified Novell fulfillment agents. Our partners are ready to assist you in all your licensing needs. To find a Novell partner in your area, please utilize our Partner Locator located at www.novell.com/partnerlocator.

Latest Product Versions

¹ Eligibility to purchase under the Novell Academic Buying Programs or to receive academic pricing is limited to qualified educational institutions. Proof of status may be required upon execution of any licensing agreement. See www.novell.com/licensing/academic/qualify.html for eligibility details.

The software you license through the ALA program automatically gives you access to the latest version of the software. This benefit lowers the cost of software procurement and gives you access to the latest versions of Novell software throughout the term of your ALA.

Easy Installation

Once you have enrolled in the ALA and submitted your Annual Fee Worksheet, you may download the software you need through the Novell Customer Center, located at: <https://secure-www.novell.com/center/>. You may install the software throughout the organization as needed. Should you need to add additional students or servers, no problem! Your licenses have already been paid via your Annual License Fee.

Discounts on Perpetual License Purchases

As an ALA customer, you may purchase perpetual software licenses and other offerings at a discounted price through the VLA for Education Program. You can purchase these additional Novell offerings in a single purchase order by including the required order information with your annual fee payment. For details on the VLA for Education, please see the VLA Program Guide located at www.novell.com/licensing/collateral/vla_programguide.pdf.

Strong Partnership with Novell

Your participation in a Novell buying program not only ensures you receive preferential pricing, but also offers assistance in planning, managing, and protecting your software investments. As we partner to minimize the cost and complexity associated with software procurement, Novell will keep you up to date with current product and program information and services. You may also find helpful information in the Academic section of our Frequently Asked Questions (see www.novell.com/licensing/faq/academic.html) and throughout our website. Please contact your local Novell fulfillment agent or Novell representative with any additional questions.

Additional Support, Training and Consulting Services

Novell Services offer customers peace of mind as they design, build and support their IT systems.

Novell support programs and offerings allow you to build a customized package to meet your needs and maximize the value of your Novell investments. Details on all of Novell's support offerings can be found at www.novell.com/support. Pricing for upgrades, stand-alone and add-on services are available on the Academic Worksheet or through a qualified Novell sales fulfillment agent.

Novell's product portfolio contains a variety of products for use in data center environments and for end-users. Customers should periodically review the Support Product Lifecycle page for information concerning lifecycle support policies at Novell. For information concerning SUSE Linux Enterprise support lifecycle policies, please refer to <http://support.novell.com/lifecycle/linux.html>. For all other Novell products, please review the policies for Support Product Lifecycles at <http://support.novell.com/lifecycle>.

Novell also provides our customers industry leading certification and training opportunities to support the Novell solutions that power their business. With Novell certification and training, you can be fully prepared to meet the complexities and challenges of managing your network while utilizing its full business potential. Whatever the learning style, we have a training option to meet your needs. To read more about these options online, visit <http://www.novell.com/training/courseware/>.

Novell also provides a broad spectrum of direct consulting services to assist customers in implementing the best enterprise networking solutions based on Novell products. Information about Novell Consulting Services is available at www.novell.com/consulting/.

For any services provided by Novell under the Academic License Agreement through a Statement of Work, or in the absence of a separately signed Consulting or Services Agreement, in addition to the license agreement terms, the terms and conditions located at http://www.novell.com/licensing/contracts/services_tc.pdf shall apply to the services, and are considered part of this program guide.

Enroll or Renew

New customers must submit a signed copy of the contract and an Annual Fee Worksheet in their first year of enrollment. Existing customers should submit a completed Annual Fee Worksheet each year. Contract Forms and Program documentation can be found online at www.novell.com/licensing/academic/ala.html.

This Program Guide is subject to change. Any dollar amounts provided in this document are in U.S. dollars. Some licensing benefits, including these dollar amounts, may vary by geographic region. Please contact your local Novell office for additional information. All Novell buying programs are governed by the terms and conditions of the specific License Agreement, which incorporates the information provided in this Program Guide.