

Academic New Licenses Worksheet

Customer Name :
 Address :
 State :
 Email :

Postal:

Agreement Number :
 City :
 Phone :
 Fax :

Step One: License Value

The following guidelines can help you complete the table below.

Year # Total Fee – Enter the total price the organization paid for each product each year. This amount can be retrieved from past annual fee worksheets or determined by multiplying the appropriate quantity for the organization (FTE, student, workstation, etc.) by the unit price of the product, and subtracting any applicable discount given.

Total Cumulative Fee – Enter the sum of the fees paid for each individual product by adding the total fees for each year.

30% of Total Fee – Multiply the Total Cumulative Fee by 0.3 to obtain an amount equal to 30% of the total annual fee paid on a product or bundle. This value represents the dollar value the organization can apply toward new licenses of that product. Note that dollar value can only be applied toward the identical product. (For example, the \$3,495 value for Product ABC above can ONLY be applied toward Product ABC.) The one exception to this is product bundles. In these instances, the total value of the bundle can be applied to any product contained in that bundle.

Step One: License Value						
	Example	Product 1	Product 2	Product 3	Product 4	Product 5
Product Name	Product ABC	Bundle Product- OES,	W/Netmail			
Year 1 Total	\$3,800					
Year 2 Total	\$3,900					
Year 3 Total	\$3,950					
Year 4 Total Fee						
Year 5 Total Fee						
Total Cumul	\$11,650	0	0	0	0	0
30% of Total	\$3,495	0	0	0	0	0

Step Two: Perpetual Licenses Earned

The following guidelines can help you complete the table below to determine the number of perpetual licenses earned.

Product – Enter the product in which the perpetual license value will be applied. When entering products from a value bundle, enter only those products from the bundle in which the organization wishes to earn perpetual licenses.

30% of Total Fee – Enter the 30% of Total Fee amount from the identical product in Step One. If entering an amount from a value bundle, you may allocate the total dollar value as needed for any products within the bundle. For example, if the total value is \$6,000, \$2,000 could be allocated to one product within the bundle, and \$4,000 could be allocated to another. This only applies to products and fees applicable to the value bundle, however. Products added individually must use the cumulative value unique to that product.

Suggested Academic Buy Price – Enter the suggested retail price of the product, using the VLA Product Availability & Price List. This can be found at <http://www.novell.com>

Number of Perpetual Licenses – Divide the 30% of Total Fee column by the product's suggested retail (rounded down). This will determine the number of perpetual licenses earned.

Note: When placing orders for new perpetual licenses, these orders will go through the VLA channel as an academic VLA customer.

Step Two: Perpetual Licenses Earned			
Product	30% of Total Fee	Suggested Academic Buy Price	# of Perpetual Licenses
OES	3495	70	49
BM			#DIV/0!
ZDT			#DIV/0!
GW			#DIV/0!

Note: When placing orders for new perpetual licenses, these orders will go through the VLA channel as an academic VLA customer. Please refer to the VLA Buying Program Guide for further information on this program. http://www.novell.com/licensing/collateral/vla_programguide.pdf The perpetual licenses earned will have a 100% Discount, therefore, no order is necessary. The customers install base details will be updated with the perpetual licenses earned.