



Making IT Work As One™

Academic License Agreement Annual Fee Worksheet - EMEA

FEBRUARY 2012

[Academic Program Information Link](#)

Product Selection Instructions:

Please indicate the model you will be using, select only one: ___ FTE Model; ___ Workstation Model; ___ Dept. Workstation Model

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 four (4) products must be selected. There is a 5000 point minimum purchase requirement on the ALA. 1point = \$1.00 USD

B. Calculate the Total Bundled Price (TBP) by adding the appropriate prices of the products selected and the appropriate pricing model.

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

NOTE: Any hospital approved by Novell to purchase under the ALA must purchase under the Workstation pricing schedule. Any school not purchasing as an entire unit must purchase using the Department Workstation Pricing schedule.

Product Description	Product Model	Model Selected	Part Number	Points
Bundled Products				
<i>ISM Value bundle includes: Identity Manager 3.6, 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	6.75
ISM Value Bundle Workstation Academic License	Workstation		876-000677	28.00
ISM Value Bundle Department Workstation Academic License	Dept Workstation		876-000678	36.00
<i>Novell Compliance Management Platform also includes: Access Manager 3.0, Identity Manager 3.6, Identity Manger Roles Based Provisioning, Sentinel 6.1 Rapid Deployment</i>				
Novell Compliance Management Platform FTE Academic	FTE		876-000619	10.00
Novell Compliance Management Platform Workstation Academic	Workstation		876-000620	42.00
Novell Compliance Management Platform Department Workstation Academic	Dept Workstation		876-000621	50.00
<i>Novell Open Workgroup Suite Includes: Open Enterprise Server, GroupWise, Novell Vibe, ZENworks Configuration Management, ZENworks Endpoint Security Management, ZENworks Linux Management, SUSE Linux Enterprise Desktop, LibreOffice (counts as four product menu choices)</i>				
Novell Open Workgroup Suite FTE Academic License	FTE		876-000474	6.75
Novell Open Workgroup Suite Workstation Academic License	Workstation		876-000475	33.00
Novell Open Workgroup Suite Department Workstation Academic License	Dept Workstation		876-000476	40.00
SUSE Linux Enterprise Server/ZENworks Linux Management/SUSE Linux Enterprise Desktop Bundle FTE Academic License	FTE		876-000326	5.00
SUSE Linux Enterprise Server/ZENworks Linux Management/SUSE Linux Enterprise Desktop Bundle Workstation Academic License	Workstation		876-000327	21.75
SUSE Linux Enterprise Server/ZENworks Linux Management/SUSE Linux Enterprise Desktop Bundle Department Workstation Academic License	Dept Workstation		876-000328	27.00
<i>* Value Bundle I Contains Novell Open Enterprise Server, Novell ZENworks Configuration Management Standard, Novell ZENworks Server Management, Novell Identity Manager, Novell GroupWise, and SUSE LINUX Enterprise Server x86/AMD64/Intel64.</i>				
Value I Bundle FTE Academic License	FTE		976-000359	6.75
Value I Bundle Workstation Academic License	Workstation		976-000360	33.00
Value I Bundle Department Workstation Academic License	Dept Workstation		976-000361	40.00
<i>*Value Bundle II Contains Novell Open Enterprise Server, Novell ZENworks Configuration Management Advanced, Novell Identity Manager, 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	8.75
Value II Bundle Workstation Academic License	Workstation		976-000363	42.00
Value II Bundle Department Workstation Academic License	Dept Workstation		976-000364	52.00
<i>Windows Value bundle includes: ZENworks Configuration Management-Standard, ZENworks Patch Management, ZENworks Asset Management and File Management Suite</i>				
Windows Value Bundle I FTE Academic License	FTE		876-000673	6.75
Windows Value Bundle I Workstation Academic License	Workstation		876-000686	36.00
Windows Value Bundle I Department Workstation Academic License	Dept Workstation		876-000687	45.00

ZENworks Value Bundle includes: ZENWorks Configuration Management-Standard, ZENworks Patch Management, ZENworks Endpoint Security Management, ZENworks Asset Management and ZENworks Application Virtualization

ZENworks Value Bundle FTE Academic License	FTE		876-000679	6.75
ZENworks Value Bundle Workstation Academic License	Workstation		876-000680	34.00
ZENworks Value Bundle Department Workstation Academic License	Dept Workstation		876-000681	42.00
Novell Access Governance Suite FTE Academic	FTE		876-000604	10.00
Novell Access Governance Suite Workstation Academic	Workstation		876-000605	40.00
Novell Access Governance Suite Department Workstation Academic	Dept Workstation		876-000606	60.00
Novell Access Manager FTE Academic License	FTE		876-000459	2.90
Novell Access Manager Workstation Academic License	Workstation		876-000460	15.00
Novell Access Manager Department Workstation Academic License	Dept Workstation		876-000461	18.00
BorderManager FTE Academic License	FTE		876-000436	1.20
BorderManager Workstation Academic License	Workstation		876-000437	5.70
BorderManager Dept Workstation Academic License	Dept Workstation		876-000438	7.20
Novell Cluster Services FTE Academic License	FTE		876-000255	1.20
Novell Cluster Services Workstation Academic License	Workstation		876-000256	5.70
Novell Cluster Services Department Workstation Academic License	Dept Workstation		876-000257	7.20
GroupWise FTE Academic License	FTE		876-000569	1.40
GroupWise Workstation Academic License	Workstation		876-000570	6.05
GroupWise Department Workstation Academic License	Dept Workstation		876-000571	7.70
Novell Identity Audit FTE Academic	FTE		876-000594	1.50
Novell Identity Audit Workstation Academic	Workstation		876-000595	6.50
Novell Identity Audit Department Workstation Academic	Dept Workstation		876-000596	9.00
Novell Identity Manager Standard Edition FTE Academic License	FTE		976-000289	2.90
Novell Identity Manager Standard Edition Workstation Academic License	Workstation		976-000290	15.00
Novell Identity Manager Standard Edition Department Workstation Academic License	Dept Workstation		976-000291	18.00
Novell Identity Manager 4.0 Advanced Edition FTE Academic License	FTE		876-000700	5.50
Novell Identity Manager 4.0 Advanced Edition Workstation Academic License	Workstation		876-000701	21.50
Novell Identity Manager 4.0 Advanced Edition Department Workstation Academic License	Dept Workstation		876-000702	27.50
Novell Identity Manager 3.6 to Novell Identity Manager 4.0 Advanced Edition Expansion Pack FTE Academic License	FTE		876-000755	2.60
Novell Identity Manager 3.6 to Novell Identity Manager 4.0 Advanced Edition Expansion Pack Workstation Academic License	Workstation		876-000757	6.50
Novell Identity Manager 3.6 to Novell Identity Manager 4.0 Advanced Edition Expansion Pack Department Workstation Academic License	Dept Workstation		876-000759	11.50
Novell Identity Manager 3.6 + Roles Based Provisioning Module 3.7 to Novell Identity Manager 4.0 Advanced Edition Expansion Pack FTE Academic License	FTE		876-000756	0.00
Novell Identity Manager 3.6 + Roles Based Provisioning Module 3.7 to Novell Identity Manager 4.0 Advanced Edition Expansion Pack Workstation Academic License	Workstation		876-000758	0.00
Novell Identity Manager 3.6 + Roles Based Provisioning Module 3.7 to Novell Identity Manager 4.0 Advanced Edition Expansion Pack Department Workstation Academic License	Dept Workstation		876-000760	0.00
Novell Identity Manager Integration Module for SharePoint FTE Academic License	FTE		876-000750	1.35
Novell Identity Manager Integration Module for SharePoint Workstation Academic License	Workstation		876-000751	6.01
Novell Identity Manager Integration Module for SharePoint Department Workstation Academic License	Dept Workstation		876-000752	7.76
Novell Identity Manager Integration Module for Salesforce.com FTE Academic License	FTE		876-000745	1.35
Novell Identity Manager Integration Module for Salesforce.com Workstation Academic License	Workstation		876-000746	6.01
Novell Identity Manager Integration Module for Salesforce.com Department Workstation Academic License	Dept Workstation		876-000747	7.76
Novell Identity Manager Integration Module for Banner FTE Academic License	FTE		876-000821	1.35
Novell Identity Manager Integration Module for Banner Workstation Academic License	Workstation		876-000822	6.01
Novell Identity Manager Integration Module for Banner Department Workstation Academic License	Dept Workstation		876-000823	7.76
Novell Identity Manager Integration Module for Blackboard LMS FTE Academic License	FTE		876-000729	1.35
Novell Identity Manager Integration Module for Blackboard LMS Workstation Academic License	Workstation		876-000730	6.01
Novell Identity Manager Integration Module for Blackboard LMS Department Workstation Academic License	Dept Workstation		876-000731	7.76
Novell Identity Manager Integration Module for GoogleApps FTE Academic License	FTE		876-000734	1.35
Novell Identity Manager Integration Module for GoogleApps Workstation Academic License	Workstation		876-000735	6.01
Novell Identity Manager Integration Module for GoogleApps Department Workstation Academic License	Dept Workstation		876-000736	7.76

Novell Identity Manager Integration Module for RSA FTE Academic License	FTE		876-000740	1.35
Novell Identity Manager Integration Module for RSA Workstation Academic License	Workstation		876-000741	6.01
Novell Identity Manager Integration Module for RSA Department Workstation Academic License	Dept Workstation		876-000742	7.76
Novell Identity Manager Roles Based Provisioning Module FTE Academic License	FTE		876-000540	2.60
Novell Identity Manager Roles Based Provisioning Module Workstation Academic License	Workstation		876-000541	11.50
Novell Identity Manager Roles Based Provisioning Module Department Workstation Academic License	Dept Workstation		876-000542	14.00
Novell Identity Manager Integration Module for Database FTE Academic License	FTE		976-000294	1.40
Novell Identity Manager Integration Module for Database Workstation Academic License	Workstation		976-000295	6.30
Novell Identity Manager Integration Module for Database Department Workstation Academic License	Dept Workstation		976-000296	8.10
Novell Identity Manager Integration Module for Tools FTE Academic License	FTE		976-000339	1.40
Novell Identity Manager Integration Module for Tools Workstation Academic License	Workstation		976-000340	6.30
Novell Identity Manager Integration Module for Tools Department Workstation Academic License	Dept Workstation		976-000341	8.10
Novell Identity Manager Integration Module for Enterprise FTE Academic License	FTE		976-000304	1.30
Novell Identity Manager Integration Module for Enterprise Workstation Academic License	Workstation		976-000305	6.10
Novell Identity Manager Integration Module for Enterprise Department Workstation Academic License	Dept Workstation		976-000306	7.60
Novell Identity Manager Integration Module for Mainframe for 800 Series MVS FTE Academic License	FTE		976-000399	0.70
Novell Identity Manager Integration Module for Mainframe for 800 Series MVS Workstation Academic License	Workstation		976-000400	3.00
Novell Identity Manager Integration Module for Mainframe for 800 Series MVS Department Workstation Academic License	Dept Workstation		976-000401	3.80
Novell Identity Manager Integration Module for Help Desk FTE Academic License	FTE		976-000309	1.30
Novell Identity Manager Integration Module for Help Desk Workstation Academic License	Workstation		976-000310	6.10
Novell Identity Manager Integration Module for Help Desk Department Workstation Academic License	Dept Workstation		976-000311	7.60
Novell Identity Manager Integration Module for Linux and Unix FTE Academic License	FTE		976-000379	2.20
Novell Identity Manager Integration Module for Linux and Unix Workstation Academic License	Workstation		976-000380	9.90
Novell Identity Manager Integration Module for Linux and Unix Department Workstation Academic License	Dept Workstation		976-000381	12.00
Novell Identity Manager Integration Module for Linux and Unix User Settings FTE Academic License	FTE		976-000394	2.20
Novell Identity Manager Integration Module for Linux and Unix User Settings Workstation Academic License	Workstation		976-000395	9.90
Novell Identity Manager Integration Module for Linux and Unix User Settings Department Workstation Academic License	Dept Workstation		976-000396	12.00
Novell Identity Manager Integration Module for Message System FTE Academic License	FTE		976-000349	0.70
Novell Identity Manager Integration Module for Message System Workstation Academic License	Workstation		976-000350	3.00
Novell Identity Manager Integration Module for Message System Department Workstation Academic License	Dept Workstation		976-000351	3.80
Novell Identity Manager Integration Module for Midrange FTE Academic License	FTE		976-000384	0.70
Novell Identity Manager Integration Module for Midrange Workstation Academic License	Workstation		976-000385	3.00
Novell Identity Manager Integration Module for Midrange Department Workstation Academic License	Dept Workstation		976-000386	3.80
Novell Identity Manager Integration Module for PBX FTE Academic License	FTE		976-000389	0.70
Novell Identity Manager Integration Module for PBX Workstation Academic License	Workstation		976-000390	3.00
Novell Identity Manager Integration Module for PBX Department Workstation Academic License	Dept Workstation		976-000391	3.80
Novell Identity Manager Integration Module for Scripting FTE Academic License	FTE		876-000478	1.40
Novell Identity Manager Integration Module for Scripting Workstation Academic License	Workstation		876-000479	6.30
Novell Identity Manager Integration Module for Scripting Department Workstation Academic License	Dept Workstation		876-000480	8.10
Novell LDAP Proxy Workstation Academic License	FTE		876-000831	1.75
Novell LDAP Proxy Workstation Academic Workstation License	Workstation		876-000832	7.00
Novell LDAP Proxy Workstation Academic Department Workstation License	Dept Workstation		876-000833	10.50
Novell Open Enterprise Server FTE Academic e-License	FTE		876-000103	3.85
Novell Open Enterprise Server Workstation Academic e-License	Workstation		876-000230	19.55
Novell Open Enterprise Server Department Workstation Academic e-License	Dept Workstation		876-000232	24.20
Novell Privileged User Manager FTE Academic License	FTE		876-000655	2.00
Novell Privileged User Manager Workstation Academic License	Workstation		876-000656	8.00
Novell Privileged User Manager Department Workstation Academic License	Dept Workstation		876-000657	12.00

Novell Sentinel Log Manager 500 EPS FTE Academic License	FTE		876-000660	1.65
Novell Sentinel Log Manager 500 EPS Workstation Academic License	Workstation		876-000661	6.60
Novell Sentinel Log Manager 500 EPS Department Workstation Academic License	Dept Workstation		876-000662	9.90
Novell Sentinel Log Manager 2500 EPS FTE Academic License	FTE		876-000665	3.00
Novell Sentinel Log Manager 2500 EPS Workstation Academic License	Workstation		876-000666	12.00
Novell Sentinel Log Manager 2500 EPS Department Workstation Academic License	Dept Workstation		876-000667	18.00
Novell Sentinel Log Manager Collector Type IV Device FTE Academic License	FTE		876-000810	0.40
Novell Sentinel Log Manager Collector Type IV Device Workstation Academic License	Workstation		876-000811	1.70
Novell Sentinel Log Manager Collector Type IV Device Dept Wkst Academic License	Dept Workstation		876-000812	2.50
Novell Sentinel Log Manager Soft Appliance 500 EPS FTE Academic License	FTE		876-000765	1.70
Novell Sentinel Log Manager Soft Appliance 500 EPS Workstation Academic License	Workstation		876-000766	6.60
Novell Sentinel Log Manager Soft Appliance 500 EPS Dept Wkst Academic License	Dept Workstation		876-000767	9.90
Novell Sentinel Log Manager Soft Appliance 2500 EPS FTE Academic License	FTE		876-000770	3.30
Novell Sentinel Log Manager Soft Appliance 2500 EPS Workstation Academic License	Workstation		876-000771	13.00
Novell Sentinel Log Manager Soft Appliance 2500 EPS Dept Wkst Academic License	Dept Workstation		876-000772	20.00
Novell File Management Suite FTE Academic License	FTE		876-000640	3.30
Novell File Management Suite Workstation Academic License	Workstation		876-000641	16.50
Novell File Management Suite Department Workstation Academic License	Dept Workstation		876-000642	20.65
Novell File Reporter FTE Academic License	FTE		876-000645	1.10
Novell File Reporter Workstation Academic License	Workstation		876-000646	5.00
Novell File Reporter Department Workstation Academic License	Dept Workstation		876-000647	6.25
Novell Storage Manager FTE Academic License	FTE		876-000408	1.10
Novell Storage Manager Workstation Academic License	Workstation		876-000409	5.00
Novell Storage Manager Department Workstation Academic License	Dept Workstation		876-000410	6.25
Novell Vibe OnPrem FTE Academic License	FTE		876-000720	1.50
Novell Vibe OnPrem Workstation Academic License	Workstation		876-000721	22.50
LibreOffice 3.3.1 for Windows FTE Academic License	FTE		876-000589	0.75
LibreOffice 3.3.1 for Windows Workstation Academic License	Workstation		876-000590	3.30
LibreOffice 3.3.1 for Windows Department Workstation Academic License	Dept Workstation		876-000591	4.20
SecureLogin FTE Academic License	FTE		876-000451	1.60
SecureLogin Workstation Academic License	Workstation		876-000452	20.00
SecureLogin Department Workstation Academic License	Dept Workstation		876-000453	26.00
Sentinel Collector Type I Device FTE Academic License	FTE		876-000790	0.06
Sentinel Collector Type I Device Workstation Academic License	Workstation		876-000791	0.12
Sentinel Collector Type I Device Department Workstation Academic License	Dept Workstation		876-000792	0.17
Sentinel Collector Type II Device FTE Academic License	FTE		876-000795	0.04
Sentinel Collector Type II Device Workstation Academic License	Workstation		876-000796	0.04
Sentinel Collector Type II Device Department Workstation Academic License	Dept Workstation		876-000797	0.04
Sentinel Collector Type III Device FTE Academic License	FTE		876-000800	0.40
Sentinel Collector Type III Device Workstation Academic License	Workstation		876-000801	1.70
Sentinel Collector Type III Device Department Workstation Academic License	Dept Workstation		876-000802	2.50
Sentinel Collector Type IV Device FTE Academic License	FTE		876-000805	0.40
Sentinel Collector Type IV Device Workstation Academic License	Workstation		876-000806	1.70
Sentinel Collector Type IV Device Department Workstation Academic License	Dept Workstation		876-000807	2.50
Sentinel PCI-DSS Solution Pack FTE Academic License	FTE		876-000780	2.50
Sentinel PCI-DSS Solution Pack Workstation Academic License	Workstation		876-000781	10.00
Sentinel PCI-DSS Solution Pack Department Workstation Academic License	Dept Workstation		876-000782	15.00
Sentinel Rapid Deployment Base Package FTE Academic License	FTE		876-000775	5.40
Sentinel Rapid Deployment Base Package Workstation Academic License	Workstation		876-000776	22.00
Sentinel Rapid Deployment Base Package Department Workstation Academic License	Dept Workstation		876-000777	32.00
Sentinel Smart Plug-ins FTE Academic License	FTE		876-000785	1.70
Sentinel Smart Plug-ins Workstation Academic License	Workstation		876-000786	6.60
Sentinel Smart Plug-ins Department Workstation Academic License	Dept Workstation		876-000787	9.90
SUSE Linux Enterprise Desktop FTE Academic License	FTE		876-000426	1.25
SUSE Linux Enterprise Desktop Workstation Academic License	Workstation		876-000427	5.50
SUSE Linux Enterprise Desktop Department Workstation Academic License	Dept Workstation		876-000428	7.00
SUSE Linux Enterprise Management Pack for Microsoft System Center Operation Manager FTE Academic License	FTE		876-000624	16.50
SUSE Linux Enterprise Management Pack for Microsoft System Center Operation Manager Workstation Academic License	Workstation		876-000625	80.00
SUSE Linux Enterprise Management Pack for Microsoft System Center Operation Manager Department Workstation Academic License	Dept Workstation		876-000626	99.00
SUSE Linux Enterprise Server for x86, AMD64 & Intel64 FTE Academic License	FTE		876-000411	2.25
SUSE Linux Enterprise Server for x86, AMD64 & Intel64 Workstation Academic License	Workstation		876-000412	9.75
SUSE Linux Enterprise Server for x86, AMD64 & Intel64 Department Workstation Academic License	Dept Workstation		876-000413	12.00
ZENworks Application Virtualization FTE Academic License	FTE		876-000574	1.50
ZENworks Application Virtualization Workstation Academic License	Workstation		876-000575	6.50

ZENworks Application Virtualization Department Workstation Academic License	Dept Workstation		876-000576	8.00
ZENworks Asset Management FTE Academic License	FTE		876-000469	3.00
ZENworks Asset Management Workstation Academic License	Workstation		876-000470	20.00
ZENworks Asset Management Department Workstation Academic License	Dept Workstation		876-000471	25.00
ZENworks Asset Management for Unix/Linux FTE Academic License	FTE		876-000464	3.00
ZENworks Asset Management for Unix/Linux Workstation Academic License	Workstation		876-000465	20.00
ZENworks Asset Management for Unix/Linux Department Workstation Academic License	Dept Workstation		876-000466	25.00
Novell ZENworks Extension for Open Workgroup Suite FTE Academic License	FTE		876-000634	4.00
Novell ZENworks Extension for Open Workgroup Suite Workstation Academic License	Workstation		876-000635	19.40
Novell ZENworks Extension for Open Workgroup Suite Department Workstation Academic License	Dept Workstation		876-000636	24.00
ZENworks Configuration Management FTE Academic License	FTE		876-000505	1.50
ZENworks Configuration Management Workstation Academic License	Workstation		876-000506	6.50
ZENworks Configuration Management Department Workstation Academic License	Dept Workstation		876-000507	8.00
ZENworks Configuration Management Advanced Edition FTE Academic License	FTE		876-000510	4.50
ZENworks Configuration Management Advanced Edition Workstation Academic License	Workstation		876-000511	19.50
ZENworks Configuration Management Advanced Edition Department Workstation Academic License	Dept Workstation		876-000512	24.00
ZENworks Configuration Management Enterprise Edition FTE Academic License (FULFILLS 4 PRODUCT REQUIREMENT)	FTE		876-000515	10.00
ZENworks Configuration Management Enterprise Edition Workstation Academic License (FULFILLS 4 PRODUCT REQUIREMENT)	Workstation		876-000516	43.00
ZENworks Configuration Management Enterprise Edition Department Workstation Academic License (FULFILLS 4 PRODUCT REQUIREMENT)	Dept Workstation		876-000517	53.00
ZENworks Endpoint Security Management FTE Academic License	FTE		876-000559	1.50
ZENworks Endpoint Security Management Workstation Academic License	Workstation		876-000560	6.50
ZENworks Endpoint Security Management Department Workstation Academic License	Dept Workstation		876-000561	8.00
ZENworks 7 Handheld Management FTE Academic License	FTE		876-000150	1.80
ZENworks 7 Handheld Management Workstation Academic License	Workstation		876-000151	7.80
ZENworks 7 Handheld Management Department Workstation Academic License	Dept Workstation		876-000152	9.60
ZENworks Linux Management for x86, AMD64, Intel EM64T, Itanium and IBM Power FTE Academic License	FTE		876-000160	1.50
ZENworks Linux Management for x86, AMD64, Intel EM64T, Itanium and IBM Power Workstation Academic License	Workstation		876-000161	6.50
ZENworks Linux Management for x86, AMD64, Intel EM64T, Itanium and IBM Power Department Workstation Academic License	Dept Workstation		876-000162	8.00
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 Windows FTE Academic License	FTE		876-000084	1.50
ZENworks Patch Management 1-Device Subscription for Windows Workstation Academic License	Workstation		876-000214	6.50
ZENworks Patch Management 1-Device Subscription for Windows Departmental Workstation Academic License	Dept Workstation		876-000216	8.00
ZENworks 7 Server Management FTE Academic License	FTE		876-000155	1.80
ZENworks 7 Server Management Workstation Academic License	Workstation		876-000156	7.80
ZENworks 7 Server Management Department Workstation Academic License	Dept Workstation		876-000157	9.60
			Total Points	

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 of Dept. Workstation		Annual Fee Calculation by FTE Population	
A. Total Workstation Count		A. Total Enrollment (FTE)	
B. Applicable Price per Station (see Product Selection and Bundle Calculation above)	x \$	B. Total Employees (FTE)	
C. Calculate Discount (if applicable) using discount schedule below (multiply discount by line B)		C. Total Population (add lines A & B)	
D. Discounted Bundled Price (subtract C from B, if applicable)	= \$	D. Applicable Price Per Person (see Product Selection and Bundle Calculation above)	x \$
E. Annual Fee (multiply A with D)	= \$	E. Calculate Discount (if applicable) using discount schedule below (multiply discount by line D)	x
		F. Discounted Bundled Price (subtract E from D, if applicable)	= \$
		G. Annual Fee (multiply C with F)	= \$

Amount applied toward Perpetual Licenses		Amount applied toward Perpetual Licenses	
F. Annual Fee (Line C or E as applicable)	\$	H. Annual Fee (Line E or G as applicable)	\$
G. License Factor (30%)	x 0.30	I. License Factor (30%)	x 0.30
H. Amount applied toward perpetual licenses (multiply line F by line G)	\$	J. Amount applied toward Perpetual Licenses (multiply line G by line I)	\$

The discount table is also used to calculate the Annual Fee based on Workstation or FTE Population.

TIERED DISCOUNT SCHEDULE

Priced by Workstation or Department Workstation		Priced by FTE Population	
Total Workstations	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 points		*Minimum Annual Fee of 5,000 points	

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 SERVICES 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			

Total On-demand Training Library

Description	Part Number	Qty	Price	Ext. Price
Total On-demand Library 1-Year Academic Subscription	876-000692		\$1,795.00	
	Total		\$	

BrainShare 2011 Training Passes

Description	Part Number	Qty	Price	Ext. Price
Novell BrainShare 2011 Training Pass Single	873-009150		\$1,395.00	
Novell BrainShare 2011 Training Pass 5-Pack	873-009151		\$6,626.25	
Novell BrainShare 2011 Training Pass 10-Pack	873-009152		\$12,555.00	
Novell BrainShare 2011 Training Pass 20-Pack	873-009153		\$22,320.00	
	Total		\$	

Service and Support Options

Description	Part Number	Qty	Price (USD)	Ext. Price
Project PSE 3-months EMEA (Zone 1)	051-004248		\$41,900.00	
Project PSE 3-months EMEA (Zone 2)	051-004249		\$36,000.00	
Academic 5 Service Request Pack-EMEA (Zone 1)	051-003768		\$4,500.00	
Academic 10 Service Request Pack-EMEA (Zone 1)	051-003769		\$9,000.00	
Assigned Support Engineer - EMEA (Zone 1)	051-001316		\$72,000.00	
Primary Support Engineer - EMEA (Zone 1)	051-000170		\$127,500.00	
Dedicated Support Engineer - EMEA (Zone 1)	051-000171		\$364,000.00	
Service Account Manager - EMEA (Zone 1)	051-002144		\$20,500.00	
Academic 5 Service Request Pack-EMEA (Zone 2)	051-003766		\$4,000.00	
Academic 10 Service Request Pack-EMEA (Zone 2)	051-003767		\$7,800.00	
Advantage Service Request 10-Pack - EMEA (Zone 2)	051-004110		\$19,500.00	
Assigned Support Engineer - EMEA (Zone 2)	051-003761		\$52,000.00	
Primary Support Engineer - EMEA (Zone 2)	051-003758		\$110,500.00	
Dedicated Support Engineer - EMEA (Zone 2)	051-003759		\$318,500.00	
Service Account Manager - EMEA (Zone 2)	051-003760		\$19,500.00	
Onsite Support: Service Account Manager (+Travel Expenses) - EMEA	051-000168		\$1,833.00	
Scheduled Standby - EMEA***	051-000257		Varies	
Extended Support 5 Service Request Pack	051-002997		\$7,500.00	
Novell Tech Select Service Activation Kit	051-003978		\$2,950.00	
Novell Tech Select Service -- Renewal	051-003453		\$2,950.00	
Novell Professional Resource Suite: Electronic Activation Kit	051-003979		\$995.00	
Novell Professional Resource Suite: Standard Activation Kit	051-003980		\$1,249.00	
Novell Software Evaluation and Development Library: Standard Activation Kit	051-003981		\$399.00	
Novell Software Evaluation and Development Library: Expanded Activation Kit	051-003982		\$495.00	
Novell Professional Resource Suite: Portal Advantage Activation Kit	051-003983		\$1,999.00	
Service Credit - 12-months EMEA	051-004333		\$106.00	
			Total:	