

Academic License Agreement Annual Fee Worksheet - EMEA

(Attach a copy of this page to purchase order for each ALA Annual License Fee and send to your Novell Authorised Reseller)

This Worksheet must be completed and submitted to a Novell Authorised Reseller together with Customer's purchase order for the first Annual Period of the ALA, and again no later than 15 days prior to the end of each following Annual Period. It states EITHER the TOTAL Full Time Equivalent (FTE) population (students, faculty and administrative personnel) in all participating establishments of Customer, OR the TOTAL number of Workstations in all participating establishments of Customer (or if Customer opts for the Department Workstation pricing, in the only department(s) or organisational unit(s) of Customer where the Software will be Used). A Participation Form (Exhibit B) also must be completed for each establishment that participates in this ALA. For any establishment that wishes to be added subsequently, a new Exhibit A and a separate Participation Form must be completed and submitted and then in the following Annual Period, that new establishment should also be included in the new Annual Fee Worksheet, which is due 15 days prior to the end of each Annual Period of the ALA. During the first three Annual Periods of the ALA, Customer may not change its initial choice of purchasing licenses per FTE population or per Workstation, as applicable.

PRIMARY INFORMATION

Customer appoints the Novell Authorised Reseller identified below for the purposes of this ALA.

Name: _____	Contact Name: _____
Street Address: _____	Phone Number: _____
City, State: _____	Fax Number: _____
Postal Code: _____	E-mail Address: _____
Country: _____	Contract Number: _____

For Customers in the E.U. only : Any personal data supplied in the ALA forms may be processed and recorded in one or more database(s) under the control of Novell Ireland Software Limited. If you fail to provide any data Novell may be unable to process this document and/or certain ALA benefits may be denied to you. By submitting the information, you agree that it may be transferred to Novell, Inc. in the U.S.A. To access and rectify these data, please contact Novell. These personal data are intended for use by Novell, Novell Ireland Software Limited, Novell, Inc. and your Novell Authorised Reseller, for the purposes of managing your contract, as well as for direct marketing purposes (unless you check this box []).

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	

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 Points per Station (see Total Bundled Points Above) _____ x _____	B. Total Employees (FTE) _____
C. Calculate Discount (if applicable) (multiply discount by line B) _____	C. Total Population (add lines A & B) _____
D. Discounted Bundled Ppoints (subtract C from B, if applicable) _____ = _____	D. Applicable Points Per Person (see Total Bundled Points Above) _____ x _____
E. Annual Fee (multiply A with D) _____ = _____	E. Calculate Discount (if applicable) (multiply discount by line D) _____ x _____
	F. Discounted Bundled Points (subtract E from D, if applicable) _____ = _____
	G. Annual Fee (multiply C with F) _____ = _____
Points to be applied toward Perpetual Licenses	Points to be 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. Points applied toward perpetual licenses (multiply line F by line G) _____	J. Points applied toward Perpetual Licenses (multiply line G by line I) _____

NOVELL AUTHORISED RESELLER INFORMATION

Customer appoints the Novell Authorised Reseller identified below for the purposes of this ALA.

Name: _____	Contact Name: _____
Street Address: _____	Phone Number: _____
City, State: _____	Fax Number: _____
Postal Code: _____	E-mail Address: _____
Country: _____	Authorization Number (if known): _____

CUSTOMER SIGNATURE

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 its knowledge, and Customer agrees that use of ALA licenses will be governed by the Academic License Agreement provisions. In the case that a Novell Authorised Reseller has been named above by Customer, Customer certifies the named Reseller has provided sales and/or service on Novell products in connection with this Academic License Agreement.

Signature: _____	Title: _____
Printed Name: _____	Date: _____

Academic License Agreement Annual Fee Worksheet

December 2009

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

Product Selection & Bundle Calculation Instructions:

- A. Place a check mark in the column to the left 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.**
 - B. Calculate the Total Bundled Price by adding up the appropriate points of the products selected and the appropriate pricing model.
 - C. The Total Bundled Price will be used to calculate the Annual Fee on the next page.
 - D. The discount table below is also used to calculate the Annual Fee on the next page based on Workstation or FTE Population.
 - E. You may not use the FTE model in calculating your Annual Fee unless your FTE population exceeds your Workstation count.
- 1 point = \$1.00 USD

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.

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

Product Description		FTE Model		Workstation Model		Dept Workstation Model	
		POINTS	Part Number	POINTS	Part Number	POINTS	Part Number
	Novell Access Manager	2.20	876-000459	8.80	876-000460	11.00	876-000461
	Novell BorderManager	1.20	876-000436	5.70	876-000437	7.20	876-000438
	Novell Compliance Management Platform	10.00	876-000619	42.00	876-000620	50.00	876-000621
	Novell Cluster Services	1.20	876-000255	5.70	876-000256	7.20	876-000257
	Novell GroupWise	1.40	876-000569	6.05	876-000570	7.70	876-000571
	Novell Identity Audit	1.50	876-000594	6.50	876-000595	9.00	876-000596
	Novell Identity Manager (includes connectors for eDirectory, LDAP, AD, Groupwise, Exchange, and Notes)	2.20	976-000289	8.80	976-000290	11.00	976-000291
	Novell Identity Manager Roles Based Provisioning Module	2.60	876-000540	11.50	876-000541	14.00	876-000542
	Novell Identity Manager Integration Module for Database	1.30	976-000294	6.10	976-000295	7.60	976-000296
	Novell Identity Manager Integration Module for Tools (Delimited Text and SOAP)	1.30	976-000339	6.10	976-000340	7.60	976-000341
	Novell Identity Manager Integration Module for Enterprise (PeopleSoft and SAP)	1.30	976-000304	6.10	976-000305	7.60	976-000306
	Novell Identity Manager Integration Module for Enterprise - Custom Edition (provides connectivity to JD Edwards, Baan, Lawson, Siebel, and Oracle)	0.70	876-000236	3.00	876-000237	3.80	876-000238
	Novell Identity Manager Integration Module for Mainframe MVS (RACF, Top Secret, ACF/2)	0.70	976-000399	3.00	976-000400	3.80	976-000401
	Novell Identity Manager Integration Module for Help Desk (Remedy)	1.30	976-000309	6.10	976-000310	7.60	976-000311
	Novell Identity Manager Integration Module for Education (SIF)	1.30	976-000299	6.10	976-000300	7.60	976-000301
	Novell Identity Manager Integration Module for Linux and Unix	2.20	976-000379	9.90	976-000380	12.00	976-000381
	Novell Identity Manager Integration Module for Linux and Unix User Settings	2.20	976-000394	9.90	976-000395	12.00	976-000396
	Novell Identity Manager Integration Module for Message System	0.70	976-000349	3.00	976-000350	3.80	976-000351
	Novell Identity Manager Integration Module for Midrange	0.70	976-000384	3.00	976-000385	3.80	976-000386
	Novell Identity Manager Integration Module for PBX (Avaya)	0.70	976-000389	3.00	976-000390	3.80	976-000391
	Novell Identity Manager Integration Module for Scripting	2.20	876-000478	9.90	876-000479	12.00	876-000480
	Novell iFolder	1.50	876-000441	6.60	876-000442	8.40	876-000443
	Novell Open Enterprise Server	3.85	876-000103	19.55	876-000230	24.20	876-000232
	Novell Open Workgroup Suite (Includes Novell Open Enterprise Server, Novell GroupWise, ZENworks Configuraton Management, ZENworks Linux Management, SUSE Linux Enterprise Desktop, OpenOffice.org) (counts as four product menu choices)	6.75	876-000474	33.00	876-000475	40.00	876-000476
	Novell Open Workgroup Suite with Teaming	8.10	876-000584	40.00	876-000585	48.00	876-000586
	ZENworks Extension for Open Workgroup Suite	4.00	876-000634	19.40	876-000635	24.00	876-000636
	Novell SecureLogin	1.60	876-000451	20.00	876-000452	26.00	876-000453
	Novell Storage Manager	1.10	876-000408	5.00	876-000409	6.25	876-000410
	SUSE Linux Enterprise Desktop	1.25	876-000426	5.50	876-000427	7.00	876-000428
	Novell Linux Management Pack for Microsoft system Center Operation Manager	16.50	876-000624	80.00	876-000625	99.00	876-000626

Product Description	FTE Model		Workstation Model		Dept Workstation Model	
	POINTS	Part Number	POINTS	Part Number	POINTS	Part Number
SUSE LINUX Enterprise Server (all platforms except mainframe)	2.25	876-000411	9.75	876-000412	12.00	876-000413
SUSE LINUX Enterprise Server + NLS Bundle	3.50	876-000258	17.75	876-000259	22.00	876-000260
SUSE LINUX Enterprise Server/ZENworks Linux Management/Novell Linux Desktop Bundle (counts as three product menu choices)	5.00	876-000326	21.75	876-000327	27.00	876-000328
Novell Teaming	1.00	876-000547	15.00	876-000548	N/A	N/A
Novell Teaming + Conferencing	1.50	876-000549	22.50	876-000550	N/A	N/A
Novell ZENworks Application Virtualization	1.50	876-000574	6.50	876-000575	8.00	876-000576
Novell ZENworks Asset Management	3.00	876-000469	20.00	876-000470	25.00	876-000471
Novell ZENworks Asset Management for Unix/Linux	3.00	876-000464	20.00	876-000465	25.00	876-000466
Novell ZENworks Configuration Management Standard	1.50	876-000505	6.50	876-000506	8.00	876-000507
Novell ZENworks Configuration Management Advanced	4.50	876-000510	19.50	876-000511	24.00	876-000512
Novell ZENworks Configuration Management Enterprise	10.00	876-000515	43.00	876-000516	53.00	876-000517
Novell ZENworks Desktop Management	1.80	876-000145	7.80	876-000146	9.60	876-000147
Novell ZENworks Endpoint Security Management	1.50	876-000559	6.50	876-000560	8.00	876-000561
Novell ZENworks Handheld Management	1.80	876-000150	7.80	876-000151	9.60	876-000152
Novell ZENworks Linux Management	1.50	876-000160	6.50	876-000161	8.00	876-000162
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.						
Novell ZENworks Patch Management Subscription for Windows Number of subscriptions needed,if more than one _____ Quantity of nodes per server(s) _____	1.50	876-000084	6.50	876-000214	8.00	876-000216
Novell ZENworks Server Management	1.80	876-000155	7.80	876-000156	9.60	876-000157
Novell ZENworks Suite (Includes ZENworks Desktop Management, ZENworks Server Management, ZENworks Handheld Management, ZENworks LINUX Management, and a limited subscription to ZENworks Patch Management)	6.60	876-000132	28.60	876-000133	35.75	876-000134
Value Bundle I* - (counts as four product menu choices)	6.75	976-000359	33.00	976-000360	40.00	976-000361
Value Bundle II* - (counts as four product menu choices)	8.75	976-000362	42.00	976-000363	52.00	976-000364
<p>*Value Bundle I Contains Novell Open Enterprise Server, Novell ZENworks Desktop Management, Novell ZENworks Server Management, Novell Identity Manager, Novell GroupWise, and SUSE LINUX Enterprise Server (all platforms except mainframe).</p> <p>*Value Bundle II Contains Novell Open Enterprise Server, Novell ZENworks Suite, Novell Identity Manager, GroupWise, SUSE LINUX Enterprise Server (all platforms except mainframe).</p> <p>Add-on products may be purchased for an additional price.</p>						
Total Bundled Points						

Include any Technical Support below that is not part of the ALA Annual Fee.

BrainShare 2010 Training Passes

Part Number	Description	Price (USD)	Qty	Extended Price
873-009150	Novell BrainShare 2010 Training Pass Single	\$1,395.00		
873-009151	Novell BrainShare 2010 Training Pass 5-Pak	\$6,626.25		
873-009152	Novell BrainShare 2010 Training Pass 10-Pak	\$12,555.00		
873-009153	Novell BrainShare 2010 Training Pass 20-Pak	\$22,320.00		
			Total	\$

Academic Technical Support 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

Name	
Title	
Division	
Address	
City	
Province	
Postal Code	
Phone Number	
Fax Number	
E-mail Address	

Contact #2

Name	
Title	
Division	
Address	
City	
Province	
Postal Code	
Phone Number	
Fax Number	
E-mail Address	

The Tiered Discount Schedule mentioned on page 1 does not apply to these Technical Support Options.

Service Options - EMEA ZONE 1	Part Number	Price (USD)	Qty	Extended Price
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	\$417,000.00		
Service Account Manager - EMEA (Zone 1)	051-002144	\$20,500.00		
Onsite Support: Service Account Manager (+Travel Expenses) - EMEA	051-000168	\$1,500.00		
Scheduled Standby - EMEA***	051-000257	Varies		
Extended Support 5 Service Request Pack	051-002997	\$7,500.00		
Activation Kit Novell Tech Select Service	873-008052	\$2,950.00		
Novell Tech Select Service -- Renewal	051-003453	\$2,950.00		
Activation Kit Novell Professional Resource Suite - Standard	873-008048	\$1,249.00		
Activation Kit Novell Professional Resource Suite - Portal Advantage Promotion	873-009063	\$1,999.00		
Activation Kit Professional Resource Suite: Electronic	873-008047	\$995.00		
Activation Kit Software Evaluation and Development Library: Expanded	873-008059	\$495.00		
Activation Kit Software Evaluation and Development Library: Standard	873-008058	\$399.00		
			Total:	\$

Academic Technical Support Options (continued)

Service Options - EMEA ZONE 2	Part Number	Price (USD)	Qty	Extended Price
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		
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	\$370,000.00		
Service Account Manager - EMEA (Zone 2)	051-003760	\$19,500.00		
Onsite Support: Service Account Manager (+Travel Expenses) - EMEA	051-000168	\$1,500.00		
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		
Activation Kit Novell Professional Resource Suite - Standard	873-008048	\$1,249.00		
Activation Kit Novell Professional Resource Suite - Portal Advantage	873-009063	\$1,999.00		
Activation Kit Professional Resource Suite: Electronic	873-008047	\$995.00		
Activation Kit Software Evaluation and Development Library: Expanded	873-008059	\$495.00		
Activation Kit Software Evaluation and Development Library: Standard	873-008058	\$399.00		
			Total:	\$