

Academic License Agreement Annual Fee Worksheet

(Attach a copy of this page to purchase order for each ALA Annual License Fee)

PRIMARY INFORMATION

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

PRODUCT SELECTION & BUNDLE CALCULATION INSTRUCTIONS:

- A. Using the worksheet on the adjoining page, place a check mark in the column to the left of the product(s) you wish to purchase OR select the Value Bundle. **If the Value Bundle is not selected, at least four (4) products must be selected**
- 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 (TBP) will be used to calculate the Annual Fee below.
- D. The discount table below is also used to calculate the Annual Fee based on Workstation or FTE Population.
- E. Please sign and return BOTH pages to the address shown on the cover page.

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	
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) \$ _____

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		*Minimum Annual Fee of \$5,000	

RESELLER INFORMATION

Partners in North America must qualify for Academic rebates through the Demand Agent Program. Simply listing a partner on the Annual Fee Worksheet will NOT guarantee a rebate.

Reseller Name: _____	Contact Name: _____
Street Address: _____	Phone Number: _____
City, State: _____	Fax Number: _____
Postal Code: _____	Email 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 Authorized 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.

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	
	USD	Part Number	USD	Part Number	USD	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
The Edustructures products listed below are available in the U.S. and Canada only.						
Edustructures SIFWorks Enterprise ZIS Academic License	\$3.75	876-000056	\$54.50	876-000184	\$68.50	876-000186
Edustructures SIFAgent for SASIxp Academic License	\$1.00	876-000456	\$14.00	876-000457	\$16.75	876-000458
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
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

Product Description		FTE Model		Workstation Model		Dept Workstation Model	
		USD	Part Number	USD	Part Number	USD	Part Number
	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
*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). *Value Bundle II Contains Novell Open Enterprise Server, Novell ZENworks Suite, Novell Identity Manager, GroupWise, SUSE LINUX Enterprise Server (all platforms except mainframe). Add-on products may be purchased for an additional price.							
Total Bundled Price \$							

Include any Perpetual Licenses and/or Technical Support below that are not part of the ALA Annual Fee.

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

BrainShare 2010 Training Passes

Part Number	Description	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:	\$

Perpetual Licenses

Part Number	Description	Price	Qty	Extended Price
			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 Option	Part Number	Price	Qty	Extended Price
Academic 5 Service Request Pack - NA	051-003770	\$2,600.00		
Academic 10 Service Request Pack - NA	051-003771	\$5,000.00		
Academic 20 Service Request Pack - NA	051-003772	\$9,500.00		
Advantage Service 20 Service Request Pack-NA	051-002110	\$24,000.00		
Advantage 10 Service Request Pack-NA	051-003916	\$13,500.00		
Assigned Support Engineer-US	051-002114	\$57,000.00		
Primary Support Engineer - US	051-002115	\$118,000.00		
Dedicated Support Engineer - US	051-002116	\$375,000.00		
Service Account Manager - NA	051-003764	\$12,000.00		
Onsite Support: 1 day (8 hours) (plus Travel Expenses)-US	051-002113	\$2,200.00		
Scheduled Standby (4 Hours) US	051-000947	\$1,000.00		
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 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:	\$