

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

November 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 | |
|---|-----------|-------------|-------------------|-------------|------------------------|-------------|
| | 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 |

| Product Description | FTE Model | | Workstation Model | | Dept Workstation Model | |
|---|-----------|-------------|-------------------|-------------|------------------------|-------------|
| | USD | Part Number | USD | Part Number | USD | Part Number |
| 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 |
| 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 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: | \$ |

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 (USD) | Qty | Extended Price |
|--|-------------|--------------|---------------|----------------|
| Premium Academic 10 SR Pack - Asia Pacific (Zone 1) | 051-003344 | \$6,600.00 | | |
| Premium Academic 10 SR Pack - Asia Pacific (Zone 2) | 051-003929 | \$4,400.00 | | |
| Premium Academic 10 SR Pack - Asia Pacific (Zone 3) | 051-003930 | \$4,200.00 | | |
| Premium Academic Support Pack: 20 Service Requests Asia Pacific (Zone 1) | 051-003928 | \$12,000.00 | | |
| Premium Academic Support Pack: 20 Service Requests Asia Pacific (Zone 2) | 051-003931 | \$8,600.00 | | |
| Premium Academic Support Pack: 20 Service Requests Asia Pacific (Zone 3) | 051-003932 | \$8,200.00 | | |
| Assigned Support Engineer-Asia Pacific | 051-003341 | \$50,000.00 | | |
| Assigned Support Engineer-Asia Pacific | 051-003341 | \$50,000.00 | | |
| Primary Support Engineer-Asia Pacific | 051-001606 | \$98,000.00 | | |
| Dedicated Support Engineer-Asia Pacific | 051-001610 | \$320,000.00 | | |
| Service Account Manager - Asia Pacific | 051-003774 | \$16,000.00 | | |
| 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 Professional Resource Suite - Standard | 873-008048 | \$1,249.00 | | |
| Activation Kit Novell Professional Resource Suite - Portal Advantage Promotion | 873-009063 | \$1,499.00 | | |
| Activation Kit Professional Resource Suite: Electronic | 873-008047 | \$995.00 | | |
| Activation Kit Software Evaluation and Development Library: Expanded | 873-008058 | \$495.00 | | |
| Activation Kit Software Evaluation and Development Library: Standard | 873-008059 | \$399.00 | | |
| | | | Total: | \$ |

* ONLY for products under extended phase of product support lifecycle.

Note: Novell also offers a range of IT Consulting, Technical Support, and Training services. To order onsite support days or to pre-purchase bundles of days to use across consulting, support, and training services download the order form at: www.novell.com/services/premium/apac/order.html