Commonwealth of Virginia
Virginia Information Technologies Agency

SOFTWARE AND SERVICES

Optional Use Contract

Date:	January 9, 2009
Contract #:	VA-030700-NOVL
Authorized User:	All Public Bodies, including VITA as defined by §2.2-4301 and referenced by §2.2-4304 of the *Code of Virginia*
Contractor:	Novell, Inc. 1800 S. Novell Place Provo, UT 84606
FIN:	87-0393339
Contact Person:	Andy Wagstaff Phone: 801-861-4243 Fax: 801-861-2855 Email: awagstaff@novell.com
Pricing:	see attachment
FOB:	Destination
Delivery:	5 Days ARO
Term:	February 1, 2009 – January 31, 2010
Payment:	Net 30 days

For Additional Information, Please Contact:

Virginia Information Technologies Agency
Supply Chain Management

John Tackley
Phone: 804-416-6165
Email: john.tackley@vita.virginia.gov
Fax: 804-416-6361

NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.1

For updates, please visit our Website at http://www.vita.virginia.gov/procurement/contracts.cfm

VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA): Prior review and approval by VITA for purchases in excess of $100,000.00 is required for State Agencies and Institutions only.

CONTRACT # VA-030700-NOVL

CONTRACT CHANGE LOG

Change No.	Description of Change	Effective Date
1	To update VITA contact information	11/07/03
2	To update Novell and VITA contact information	01/23/04
3	To update Novell contact information	03/24/04
4	Mod 1 extends contract term	9/12/05
5	Updates supplier's and VITA's contact information	1/30/06
6	Allows 3rd party access rights for VITA contractors for services to Executive Branch Agencies	7/1/06
7	Mod 2 extends contract term	9/12/06
8	Updates supplier's contact information	12/18/06
9	Mod 3 extends contract term	9/12/07
10	Updates supplier's contact information	2/11/08
11	Updates supplier's contact information	8/25/08
12	Mod 4 extends contract term	09/03/08
13	Extends contract term	1/31/10

CONTRACTOR POINTS OF CONTACT

State/Local Government Acct Executive Andy Wagstaff 1800 S. Novell Place Provo, UT 84606 Office: 801-861-4243 Fax: 801-861-2855 Email: awagstaff@novell.com Web: http://www.novell.com	**Training Principle** Cheryl Bunce 2400 Lakeview Parkway, Suite 550 Atlanta, GA 30004 Office: 540-338-8979 Mobile: 571-246-6307 Email: cbunce@novell.com Web: http://www.novell.com
Services Sales Principle Bob Efferth 2400 Lakeview Parkway, Suite 550 Atlanta, GA 30004 Office: 678-339-2804 Mobile: 404-307-3461 Email: befferth@novell.com Web: http://www.novell.com	

COMMONWEALTH *of* VIRGINIA

CIO of the Commonwealth
Email: lem.stewart@vita.virginia.gov
Lemuel C. Stewart, Jr.

VIRGINIA INFORMATION TECHNOLOGIES AGENCY
110 S. Seventh Street
Richmond, Virginia 23219
(804) 371-5000

TDD VOICE -TEL. NO.
711

January 7, 2009

VIA EMAIL

TO: Novell, Inc.

RE: VA-030700-NOVL

Please consider this correspondence your notification of the Commonwealth's extension of the above referenced contract, in accordance with the Terms of the agreement.

The expiration of the agreement is now extended to January 31, 2010.

Regards,

Digitally signed by John Tackley
DN: cn=John Tackley, c=US, o=Supply Chain Management, ou=Virginia Information Technologies Agency, email=John.Tackley@vita.virginia.gov
Reason: On behalf of the Commonwealth of Virginia
Location: Chester VA 23836
Date: 2009.01.07 09:42:55 -05'00'

John Tackley

Supply Chain Management

c: contract file

MODIFICATION #4
TO
CONTRACT NUMBER VA-030700-NOVL
BETWEEN THE
COMMONWEALTH OF VIRGINIA
AND
NOVELL, INC.

This MODIFICATION #4 is an agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth" or "VITA" (Virginia Information Technologies Agency), and NOVELL INC., hereinafter referred to as "Contractor" relating to the modification of the above Contract. This Modification #4 is hereby incorporated into and made an integral part of Contract VA-030700-NOVL (the Agreement), as modified.

Both parties agree to the following:

> The Contract VA-030700-NOVL is hereby extended from September 12, 2008 through January 31, 2009, under the original terms and conditions of the contract.

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-030700-NOVL and cannot be modified, except by a writing signed by duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

NOVELL, INC.	COMMONWEALTH OF VIRGINIA
BY:	BY:
NAME: Andrew T. Wagstaff	NAME: GREGORY SCEARCE
TITLE: Contract Manager	TITLE: STRATEGIC SOURCING SPECIALIST
DATE: 8/29/08	DATE: 9-3-08

MODIFICATION #3
TO
CONTRACT VA-030700-NOVL
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
NOVELL, INC.

This MODIFICATION #3 is an Agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth" or "VITA" (Virginia Information Technologies Agency), and Novell, Inc., hereinafter referred to as "Contractor" relating to the modification of the above Contract or Agreement. This Modification #3 is hereby incorporated into and made an integral part of Contract VA-030700-NOVL.

The purpose of this Modification #3 is to document both parties' agreement concerning renewing the Contract for an additional twelve month period.

Reference: Contract VA-030700-NOVL, Page 14 of 34, paragraph 34 entitled "Term."

Both above-referenced parties do hereby agree to extend the term of the Agreement from September 12, 2007 through September 11, 2008.

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-030700-NOVL and cannot be modified, except by a writing signed by the duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

NOVELL, INC.	COMMONWEALTH OF VIRGINIA
BY:	BY: George S. Goodman Jr.
NAME: Andrew T. Wagstaff	NAME: George S. Goodman, Jr.
TITLE: Contracts Manager	TITLE: IT Sourcing Consultant
DATE: July 20, 2007	DATE: 8-2-07

MODIFICATION #2
TO
CONTRACT VA-030700-NOVL
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
NOVELL, INC.

This MODIFICATION #2 is an Agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth" or "VITA" (Virginia Information Technologies Agency), and NOVELL, Inc., hereinafter referred to as "Contractor" relating to the modification of the above Contract. This Modification #2 is hereby incorporated into and made an integral part of Contract VA-030700-NOVL.

The purpose of this Modification #2 is to document both parties' agreement concerning Contract renewal.

Reference: Contract VA-030700-NOVL, Page 14 of 34, paragraph 34 entitled "Term".

Both above-referenced parties do hereby agree to extend the term of the Agreement from September 12, 2006 through September 11, 2007.

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-030700-NOVL and cannot be modified, except by a writing signed by the duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

NOVELL, INC.	COMMONWEALTH OF VIRGINIA
BY:	BY: George S Goodman Jr.
NAME: Andrew T. Wagstaff	NAME: George S. Goodman, Jr.
TITLE: Contracts Manager	TITLE: Sr. IT Sourcing Consultant
DATE: 9/1/06	DATE:

MODIFICATION #1
TO
CONTRACT VA-030700-NOVL
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
NOVELL, INC.

This MODIFICATION #1 is an Agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth" or "VITA" (Virginia Information Technologies Agency), and NOVELL, INC., hereinafter referred to as "Contractor" relating to the modification of the above Contract or Agreement. This Modification #1 is hereby incorporated into and made an integral part of Contract VA-030700-NOVL.

The purpose of this Modification #1 is to document both parties' agreement concerning Contract renewal.

Reference: Contract VA-030700-NOVL, Page 14 of 34, paragraph 34 entitled "Term."

Both above-referenced parties do hereby agree to extend the term of the Agreement from September 12, 2005 through September 11, 2006.

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-030700-NOVL and cannot be modified, except by a writing signed by the duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

NOVELL, INC.

BY: _____

NAME: Andrew T. Wagstaff

TITLE: Contract Manager

DATE: September 12, 2005

COMMONWEALTH OF VIRGINIA

BY: _____

NAME: Robert E. Gleason

TITLE: Virginia Contracting Officer

DATE: 9/12/05

MASTER LICENSE AGREEMENT
CONTRACT VA-030700-NOVL
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
NOVELL, INC.

1. SCOPE OF CONTRACT

This is a Master Ordering Agreement (the "Agreement") between the Commonwealth of Virginia, hereinafter referred to as "Commonwealth" or "State" or "DIT" (Department of Information Technology) and NOVELL, INC. (the "Contractor"), a wholly owned private corporation having its principal place of business at 1800 South Novell Place, Attn: Contract Management, Provo, UT 84606. This Agreement contains the Contractual terms and conditions by which the Commonwealth will establish a Master License Ordering Agreement for State Agencies, Institutions, and other public bodies as defined in Section 2.2-4301. Definitions of the Virginia Public Procurement Act (VPPA), as amended, and hereinafter referred to as "Authorized Users" to acquire "Software" and "Services" pursuant to the Commonwealth's Request For Proposal #2003-41, dated April 4, 2003 (the "RFP") and the Contractor's proposal, dated May 5, 2003 in response thereto.

Upon award, all orders for Software and Services will be placed directly with the Contractor by Authorized Users. Authorized Users are required to complete and submit to the Contractor the Novell MLA Application Form prior to placing any orders. The parties acknowledge that references to the Master License Agreement ("MLA") contract in the Application Form refer to Contract VA-030700-NOVL.

The Virginia General Assembly passed legislation that abolishes the Department of information Technology as of July 1, 2003. All activities and functions of DIT will be consolidated into a new agency that will become the Virginia Information Technologies Agency ("VITA"). Therefore, for purposes of this Contract ("Agreement") all references to either the Commonwealth, or DIT, or VITA, shall have the same meaning.

2. VENDORS MANUAL

This solicitation is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at www.dgs.state.va.us/dps under "Manuals."

3. INTERPRETATION OF AGREEMENT

As used in this Agreement, "Software", “Product”, “Software Product", and “Licensed Work” shall include all related materials and documentation, whether in machine-readable or printed form. “Services” shall include all maintenance and support services.

The documents comprising this Agreement, and their order of precedence in case of conflict, are: (1) this document, consisting of Terms and Conditions labeled 1 through 60; (2) Attachment A, entitled *Product Pricing* and Attachment B entitled *Lobbying Certificate*; (3) the Commonwealth’s RFP 2003-41, dated April 4, 2003, and amendments thereto, (4) the Contractor's proposal dated May 5, 2003 in response to the Commonwealth’s RFP 2003-41 dated April 4, 2003 and amendments thereto; (5) all executed Orders and Attachments referencing this Agreement; (6) the “Product Use Rights” that, as used herein, means only those clauses which describe the permitted use of the Software Product specified on each individual Software end-user license agreement (EULA) accompanying each Software Product; (7) the Novell “Membership Form” that Novell uses to identify individual Authorized Users and is located online at http://www.novell.com/licensing/contracts/mla_member_subs.pdf; (8) the Novell Program Guide, which describes Contractor’s Licensing Programs and is located online at http://www.novell.com/licensing/program_guide.html, and is subject to change; and (9) the Novell Premium Services Guide, which describes the technical support services (“Premium Services”) available from Contractor and is located online at http://www.novell.com/services/premium/, and is subject to change.

IN NO EVENT IS THE END-USER LICENSE AGREEMENT (EULA) CONTAINED IN EACH SOFTWARE PRODUCT EXPECTED TO BE EXECUTED OR HAVE ANY OTHER MEANING THAN FOR ITS SPECIFIC PRODUCT USE RIGHTS. FOR ANY EVENT WHEREIN THE PRODUCT USE RIGHTS CONFLICT WITH THIS AGREEMENT, THIS AGREEMENT SHALL PREVAIL.

THE UNIFORM COMPUTER INFORMATION TRANSACTION ACT (UCITA) SHALL NOT APPLY TO THIS AGREEMENT. For the convenience of the parties, there will be an individual Software License Agreement contained in each Software Product Ordered and shipped under this Agreement. Both parties agree that the individual Software License Agreement specific to each Software Product will be used only to identify the Product Use Rights and is not valid for any other purpose. Without limiting the foregoing, the Contractor, as the Manufacturer of the Software Product hereby warrants that no such individual Software License Agreement is deemed to be executed by any action of any Authorized User of this Agreement. The Contractor hereby represents that the individual Software License Agreement does not purport to create conflicts with this Agreement. It is the intent of the parties that all rights and obligations are identified in this Agreement and the Product Use Rights.

If any term or condition of this Agreement is found to be illegal or unenforceable, it shall be severed, and the validity of the remaining terms and conditions shall not be affected.

Nothing in this Agreement shall be construed as an express or implied waiver of the Commonwealth's sovereign or Eleventh Amendment immunity, or as a pledge of its full faith and credit.

4. APPLICABLE LAWS AND COURTS

This solicitation and any resulting Contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with all applicable federal, state and local laws, rules and regulations.

5. ANTI-DISCRIMINATION

By submitting their offers, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §2.2-4311 of the Virginia Public Procurement Act. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, Services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that Contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E)

In every Contract over $10,000 the provisions in a. and b. below apply:

a. During the performance of this Contract, the Contractor agrees as follows:

1) The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

2) The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.

3) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for meeting these requirements.

b. The Contractor will include the provisions of 1, above, in every subcontract or purchase order over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

6. ETHICS IN PUBLIC CONTRACTING

By submitting their offers, offerors certify that their offers are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their offer, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

7. IMMIGRATION REFORM AND CONTROL ACT OF 1986

By submitting their offers, offerors certify that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

8. DEBARMENT STATUS

By submitting their offers, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting offers on Contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

9. ANTITRUST

By entering into a Contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said Contract.

10. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR IFBs AND RFPs

Failure to submit an offer on the official state form provided for that purpose shall be a cause for rejection of the offer. Modification of or additions to any portion of the Request for Proposal may be cause for rejection of the offer; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole

discretion, whether to reject such a offer as non-responsive. As a precondition to its acceptance, the Commonwealth may, in its sole discretion, request that the offeror withdraw or modify non-responsive portions of an offer which do not affect quality, quantity, price, or delivery. No modification of or addition to the provisions of the Contract shall be effective unless reduced to writing and signed by the parties.

11. CLARIFICATION OF TERMS

If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer no later than April 17th. Any revisions to the solicitation will be made only by addendum issued by the buyer.

12. PAYMENT

a. To Prime Contractor**:**

1) Invoices for items ordered, delivered and accepted shall be submitted by the Contractor directly to the payment address shown on the purchase order/Contract. All invoices shall show the state Contract number and/or purchase order number; social security number (for individual Contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).

2) Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.

3) All goods or services provided under this Contract or purchase order, that are to be paid for with public funds, shall be billed by the Contractor at the Contract price, regardless of which public agency is being billed.

4) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.

5) **Unreasonable Charges**. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, Contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges that appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the Contractor, in writing, as to those charges which it considers unreasonable

and the basis for the determination. A Contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges that are not in dispute (Code of Virginia, § 2.2-4363).

b. To Subcontractors:

1) A Contractor awarded a Contract under this solicitation is hereby obligated:

(a) To pay the subcontractor(s) within seven (7) days of the Contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the Contract; or

(b) To notify the agency and the subcontractor(s), in writing, of the Contractor's intention to withhold payment and the reason.

2) The Contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the Contract) on all amounts owed by the Contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier Contractor performing under the primary Contract. A Contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

13. QUALIFICATIONS OF OFFERERS

The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the Contract and to provide the services and/or furnish the goods contemplated therein.

14. TESTING AND INSPECTION

The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

15. ASSIGNMENT OF CONTRACT

A Contract shall not be assignable by the Contractor in whole or in part without the written consent of the Commonwealth.

16. MODIFICATIONS

This Contract may be modified in accordance with 2.2-4309 of the Code of Virginia. Such modifications may only be made by the representatives noted below. No modifications to this Contract shall be effective unless it is in writing and signed by the duly authorized representative of both parties. No term or provision hereof shall be deemed waived and no breach excused unless such waiver or consent to breach is in writing.

Any Contract issued on a firm fixed price basis may not be increased more than twenty five percent (25%) or $50,000.00 whichever is greater, without the approval of the Governor of the Commonwealth of Virginia or his authorized designee.

Authorized Representatives:

Commonwealth of Virginia:	Contractor:
Contracts Manager	NOVELL, INC.
Dept. of Information Technology	ATTN: James Grant
Richmond Plaza Bldg., Lobby Level	1800 South Novell Place
110 South 7th Street	Provo, UT 84606
Richmond, VA 23219-3931	

17. TAXES

Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request, and can be obtained online at http://www.tax.state.va.us/. Deliveries against this Contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

18. USE OF BRAND NAMES

Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article that the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible to clearly specify and identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the

product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified.

19. TRANSPORTATION AND PACKAGING

By submitting their offer, all offerors certify and warrant that the price offered for F.O.B. destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

20. INSURANCE

By signing and submitting a proposal under this solicitation, the offeror or offeror certifies that if awarded the Contract, it will have the following insurance coverages at the time the Contract is awarded. For construction Contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The offeror or offeror further certifies that the Contractor and any subcontractors will maintain these insurance coverages during the entire term of the Contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

INSURANCE COVERAGES AND LIMITS REQUIRED:

a. Worker's Compensation - Statutory requirements and benefits.

b. Employers Liability - $100,000.

c. Commercial General Liability - $500,000 combined single limit. Commercial General Liability is to include Premises/Operations Liability, Products and Completed Operations Coverage, and Independent Contractor's Liability or Owner's and Contractor's Protective Liability. The Commonwealth of Virginia must be named as an additional insured when requiring a Contractor to obtain Commercial General Liability coverage.

21. ANNOUNCEMENT OF AWARD

Upon the award or the announcement of the decision to award a contract as a result of this solicitation, ASD will publicly post such notice on its website at http://asd.state.va.us/ for a minimum of ten (10) days. Additionally, a public posting of the award will be available on the eVA webpage at http://awards.dgs.state.va.us/Award-View.asp.

22. DRUG-FREE WORKPLACE

During the performance of this Contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, “drug-free workplace” means a site for the performance of work done in connection with a specific Contract awarded to a Contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the Contract.

23. NONDISCRIMINATION OF CONTRACTORS

An offeror or Contractor shall not be discriminated against in the solicitation or award of this Contract because of race, religion, color, sex, national origin, age, or disability or against faith-based organizations. If the award of this Contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this Contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

24. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION

The eVA Internet electronic procurement solution, web site portal www.eva.state.va.us, streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service, and complete the Ariba Commerce Services Network registration.

Vendors are strongly encouraged to register prior to submitting a bid or offer. Failure to register will result in the bid being found non-responsive and rejected. All vendors must

register in both the eVA and the Ariba Commerce Services Network Vendor Registration Systems.

a. eVA Basic Vendor Registration Service: $25 Annual Fee plus a Transaction Fee of 1% per order received. The maximum transaction fee is $500 per order. eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, and electronic bidding, as they become available.

b. eVA Premium Vendor Registration Service: $200 Annual Fee plus a Transaction Fee of 1% per order received. The maximum transaction fee is $500 per order. eVA Premium Vendor Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments, and ability to research historical procurement data, as they become available.

Effective until July 1, 2003, the Commonwealth will direct AMS not to invoice for the 1% transaction fee for orders issued during the period July 1, 2002, through June 30, 2003, to allow additional time for vendors to become electronically enabled. AMS will continue to invoice for transaction fees accrued prior to July 1, 2002. To enable vendors to analyze the future impact of transaction fees, AMS will issue “no pay” invoices for transaction fees that would normally accrue during the period of July 1, 2002, through June 30, 2003. For contracts that extend beyond June 30, 2003, contractors may request price adjustments to incorporate the eVA transaction fee, as provided in the Price Escalation/De-escalation clause in the Terms and Conditions of the contract.

c. Ariba Commerce Services Network Registration. The Ariba Commerce Services Network (ACSN) registration is required and provides the tool used to transmit information electronically between state agencies and vendors. There is no additional fee for this service.

eVA BUSINESS-TO-GOVERNMENT CONTRACTS

The eVA Internet electronic procurement solution, web site portal www.eva.state.va.us, streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

Failure to comply with the requirements in a. and b. below will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following:

a. Submit a fully executed American Management Systems, Inc., (AMS) Trading Partner Agreement, a copy of which can be accessed and downloaded from www.eva.state.va.us. AMS is the Commonwealth's service provider to implement and host the eVA e-procurement solution.

b. Provide an electronic catalog (price list) for items awarded under a term contract. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from www.eva.state.va.us.

25. BREACH

The Contractor shall be deemed in breach of this Agreement if the Contractor (a) fails to make any Product or Service ready for acceptance testing by the specified delivery date; (b) repeatedly fails to respond to requests for maintenance or other required service within the time limits set forth in this Agreement; (c) fails to comply with any other term of this Agreement and fails to cure such noncompliance within ten days (or such greater period as is acceptable to the Commonwealth) following Contractor's receipt of a Show Cause Notice identifying such noncompliance; or (d) fails to provide a written response to the Commonwealth's Show Cause Notice within ten days after receiving same.

The Contractor shall not be in breach of this Agreement if its default was due to causes beyond the reasonable control of, and occurred without any fault or negligence on the part of, both the Contractor and its subcontractors. Such causes may include, but are not restricted to, acts of God or of the public enemy, acts of the Commonwealth in either its sovereign or Contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, and unusually severe weather.

In the event of breach, in addition to any other remedies provided by law, the Commonwealth may cancel its obligations with respect to any or all unaccepted Products or Services. All costs for de-installation and return of Products shall be borne by the Contractor. In no event shall any failure by the Commonwealth to exercise any remedy available to it be construed as a waiver of or consent to any breach.

26. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

Any commitment made by the Contractor within the scope of this Contract shall be binding upon Contractor. For the purposes of this Contract, a commitment by the Contractor includes:

a. Prices and options committed to remain in force over a specified period(s) of time;

b. Any written warranty or representation made by the Contractor in this solicitation as to hardware or software performance, or other physical design or functional characteristics of that which is offered.

27. DELIVERY

The Contractor shall deliver the Products, and Software ready for testing, by the delivery date specified in any executed Attachment or Order referencing the Agreement, or within five (5) days After Receipt of the Order (ARO) if no date is specified. If delivery of all Products and Software is not completed within the time specified, the Commonwealth may cancel the Agreement or any individual Order without further obligation. The Commonwealth may postpone any delivery date by notifying the Contractor at least seven (7) days prior to the delivery date. However, the delivery date shall not be postponed more than a total of thirty (30) days.

Contractor will make available to the Commonwealth Master Software from which an Authorized User may copy and install Licensed Works. Delivery details for Master Software are described in the Program Guide available online at http://www.novell.com/. The Authorized User must keep a written record of the location of Master Software it receives under this Agreement. Upon termination of this Agreement, the Authorized User's right to use Master Software terminates, and the Authorized User must return all Master Software to Contractor. Master Software is not available in all regions, and in such regions Contractor will fulfill an Order using other media.

28. AVAILABILITY OF SOFTWARE

The Contractor represents and warrants that all Products were formally announced for marketing purposes before execution of this Agreement or, in the case of subsequent Orders, before execution of such Orders.

29. PRODUCT CONDITION

All products to be supplied by Contractor shall be new.

30. INTELLECTUAL PROPERTY INDEMNIFICATION

Contractor will defend or settle any claim, suit or proceeding brought against the Commonwealth so far as it is based on an allegation that a Licensed Work infringes a patent or copyright of the country in which the Commonwealth or any Authorized User takes delivery of such Licensed Work. Contractor will pay any damages, costs and expenses finally awarded (or agreed to by settlement) in any such claim, suit or proceeding. Contractor shall be relieved of the foregoing obligation unless (a) the Commonwealth notifies Contractor of any such claim at such time within thirty (30) days of its notice of such claim, (b) Contractor has sole control of the defense and all related settlement negotiations, subject however to the requirements of Section 2.2-510 and Section 2.2-514 of the Code of Virginia or any successor statute. If principles of

governmental or public law are involved, the Commonwealth may, at its option and expense, participate in the defense of the suit, and (c) the Commonwealth provides Contractor with the reasonable assistance, information and authority necessary to perform the above. If the Commonwealth desires separate legal representation in any such action, then it shall be responsible for the costs and fees of its separate counsel.

If a Licensed Work is held to infringe and use of such Licensed Work is enjoined, or if in Contractor's opinion a Licensed Work is likely to become the subject of infringement, then the Commonwealth will permit Contractor, at Contractor's option and expense, to: (a) procure for Customer the right to continue to use the Licensed Work, or (b) replace or modify the Licensed Work so that it becomes non-infringing and has the same or additional functionality and comparable or improved performance characteristics, or (c) upon Customer's return of the infringing Licensed Work, refund to Customer the consideration paid for such Licensed Work, whereupon Contractor's continued liability to Customer will cease.

Contractor shall have no responsibility for infringement to the extent the infringement results from:
(a) Contractor's compliance with an Authorized User's designs, specifications, or instructions,
(b) Authorized User's use of other than the current release of the Licensed Works, if the infringement would have been avoided by use of the current release and if the infringement occurs more than ninety (90) days after Contractor has made a public announcement or notified an Authorized User that a previous release may infringe,
(c) a modification of the Licensed Works not requested or authorized in writing by Contractor,
(d) use or combination of the Licensed Works with non-Novell software, equipment, or data, other than as specified in the Documentation or otherwise approved in writing by Contractor for use with the Licensed Works,
(e) the furnishing to an Authorized User of any information, service, or technical support by a third party, or
(f) non-licensed use of the Licensed Works.

31. NON-APPROPRIATION

All funds for payment of Software or Services ordered under this Contract are subject to the availability of legislative appropriation for this purpose. In the event of non-appropriation of funds by the Legislature for the items under this Contract, the Commonwealth will terminate this Contract for those goods or services for which funds have not been appropriated. Written notice will be provided to the Contractor as soon as possible after legislative action is completed.

If any purchases are to be supported by federal funding, and such funding is not made available, the Commonwealth may terminate this Contract for goods or services dependent on such federal funds without further obligation.

32. HEADINGS NOT CONTROLLING

Headings used in this Contract are for reference purposes only and shall not be considered to be a substantive part of this Contract.

33. PRICE PROTECTION/ADJUSTMENTS

The State will not pay any additional costs above those costs provided for in Attachment A, entitled "*Product Pricing*", attached hereto and incorporated herein. Except as identified herein, In no event may the amount of any Contract, without adequate consideration, be increased for any purpose.

Contractor may revise the Appendix 1 MLA Price List included in Attachment A at any time to (a) change the list prices for Software, Maintenance, and other services or deliverables, and (b) add or delete Software licenses or other services or deliverables available for purchase. During each Annual Period, however, an Authorized User's list price for available licenses or Maintenance shall remain at the price published by Contractor the first month of such Annual Period (or whenever the product first became published on the price list during the term). This limited price protection will expire at the end of each Annual Period. Any decrease in list prices will apply to Authorized Users' orders received after publication of a new MLA Price List. Contractor's obligation to protect Authorized Users' list prices will not apply to third-party products (branded as such) and special promotions, and does not guarantee product availability for the full term of the Agreement.

34. TERM

This Agreement shall take effect on the date of its final execution by both parties, and continue for two (2) Annual Periods, "initial Term". The Commonwealth at its sole discretion may extend this Agreement for three (3) additional one (1) year Annual Periods. The Commonwealth will issue a written notification to the Contractor stating the extension period, 30 days prior to the expiration of any current Term.

Annual Period means the period beginning on the first day of the month following the Effective Date and ending one year later, and each consecutive one-year period thereafter during the Agreement term. "Effective Date" means the date an Authorized User's MLA Application Form (the Novell form an Authorized User completes, signs, and submits to Contractor to join the Program) is accepted by Contractor and a contract number is issued to that Authorized User.

35. CONTRACTUAL RECORDS

All Contractual books, records and other documents related to matters under this Contract shall be made available by Contractor to the State and its designated agents for a period of five (5) years after final payment for purposes of audit and examination.

Contractual records are hereby further defined as this Contract and all delivery/purchase orders, invoices or correspondence directly relating to this agreement.

36. LIMITATION OF LIABILITY

To the maximum extent permitted by applicable law, the Contractor's liability under this Contract for loss or damages to government property caused by use of any defective or deficient software supplies, products, and/or services delivered under this Contract shall not exceed the greater of $3 million or two (2) times the amount of money paid to the Contractor under this Contract during the twelve (12) month period preceding the event or circumstance giving rise to such liability. The Contractor will not be liable under this Contract for any indirect, incidental, special, or consequential damages, including without limitation damages from loss of profits, revenue, savings, data or use of the supplies, software, equipment and/or services delivered under this Contract, arising out of the Commonwealth's use or inability to use the Contractor's Products and/or Services provided hereunder, even if the Contractor has been advised of the possibility of such damages. The first sentence above, will not apply, however, to liability arising from: (a) personal injury or death; (b) defect or deficiency caused by willful misconduct or negligence on the part of the Contractor; or (c) circumstances where the Contract expressly provides a right to damages, indemnification or reimbursement.

37. SUPPLIES

Authorized charges do not include operational supplies (e.g. paper, tape, etc.) unless such supplies are specifically identified in the Schedule. All supplies used by the State shall conform to the Contractor's published specifications provided to State at time of installation. The State reserves the right to acquire such supplies from any Contractor of its choice.

38. TERMINATION FOR CONVENIENCE

The Commonwealth may terminate this Contract in whole or in part, for Convenience at any time by submitting to the Contractor, a writing, sixty (60) days prior to the date of termination. The Commonwealth shall be obligated for all outstanding Orders, as per Contract, subsequent to this termination. The Commonwealth shall not be obligated for any other costs in the event of Termination for Convenience.

39. FAILURE TO DELIVER

In the event the Contractor fails for any reason to deliver in a timely manner or according to Contract terms the items set forth in the Schedule, the Commonwealth, at its own discretion, may give Contractor oral or written notice of such breach. In no event shall State be held to pay Contractor any costs incurred by Contractor, including but not limited to ordering, marketing, manufacturing, or delivering the item(s) which are subject of the State's notice of breach. This remedy is in addition to and not in lieu of

any other remedy the Commonwealth may have under this agreement and the laws of the Commonwealth of Virginia.

40. CONTRACTUAL DISPUTES

In accordance with Section 2.2-4363 of the Code of Virginia, Contractual claims, whether for money or other relief, shall be submitted in writing to the purchasing agency no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim must be given to such agency at the time of the occurrence or beginning of the work upon which the claim is based. Pendency of claims shall not delay payment of amounts agreed due in the final payment. The purchasing agency shall render a final decision in writing within thirty (30) days after its receipt of the Contractor's written claim.

The Contractor may not invoke any available administrative procedure under Section 2.2-4365 of the Code of Virginia nor institute legal action prior to receipt of the purchasing agency's decision on the claim, unless that agency fails to render its decision within thirty (30) days. The decision of the purchasing agency shall be final and conclusive unless the Contractor, within six (6) months of the date of the final decision on the claim, invokes appropriate action under Section 2.2-4364, Code of Virginia or the administrative procedure authorized by Section 2.2-4365, Code of Virginia.

The Department of Information Technology, its officers, agents and employees, including, without limitation, the Contracts Manager, are executing this Agreement and any Orders issued hereunder, solely in its or their statutory and regulatory capacities as agent for the Commonwealth agency purchasing and receiving the goods or services identified in the Appendices to this Agreement or on the subsequent Order in question and need not be joined as a party to any dispute that may arise thereunder.

In the event of any breach by the Commonwealth, Contractor’s remedies shall be limited to claims for damages and Prompt Payment Act interest and, if available and warranted, equitable relief, all such claims to be processed pursuant to this Section. In no event shall Contractor’s remedies include the right to terminate any license or support services hereunder unless a court of competent jurisdiction directs either party to do so.

41. CREDITS

Any credits due the State under the terms of this Contract may be applied against Contractor's invoices with appropriate information attached.

42. TITLE (SOFTWARE/FIRMWARE)

Contractor represents and certifies that it is the sole owner of the Software/firmware product or, if not the owner, has received all proper authorizations from the owner to

license the Software/firmware product, and has the full right and power to grant the rights contained in this Contract. Contractor further warrants and represents that the Software/firmware product is of original development, and that the package and its use will not violate or infringe upon any patent, copyright, trade secret or other property right of any other person. Unless otherwise provided for in the Code of Virginia, the Commonwealth's sole remedy for any breach of the representations and warranties of this paragraph are as provided in Paragraph 30, Intellectual Property Indemnification.

43. TERM OF LICENSE

All licenses granted under this Agreement are purchased on a non-exclusive, irrevocable perpetual license basis (except as expressly provided otherwise, such as with beta products or products licensed on a subscription basis) pursuant to the Product Use Rights specific to each product and version and shall commence upon receipt of the Software Product by the Commonwealth. Notwithstanding the foregoing, the Commonwealth may terminate the license at anytime. Upon any termination of a license, the Authorized User will destroy the associated unit of Software. All licenses granted to the Commonwealth are for the use of the Software Product at the Commonwealth's computing facilities at the sites identified in any executed Attachment or Order referencing this Agreement. This license is perpetual (except as noted above) and except for an order by a court of competent jurisdiction, in no event shall Contractor's remedies for any breach of this Agreement include the right to terminate any license provided hereunder.

44. CONTRACTOR'S WARRANTY POINT-OF-CONTACT

The Contractor shall provide the Commonwealth with designated points-of-contact and make arrangements to enable its Warranty representative to receive such notification or other continuous telephone coverage to permit the Commonwealth to make such contact.

45. SOFTWARE WARRANTY

a. Software. Contractor warrants that the Software will conform substantially to the specifications in the Documentation, provided that: (a) the Software is not modified by anyone other than Contractor unless authorized by Contractor in writing; (b) Authorized User notifies Contractor in writing of the nonconformity no later than 90 days after purchase; (c) Authorized User's computer equipment is in good operating order and is installed in a compatible environment; (d) the Software is installed in a compatible environment; and (e) the nonconformity is not caused by a third party or by an Authorized User. In this Section, "conform substantially" means that the Software conforms to the vast majority of all specifications in the Documentation. Contractor's only obligation under this warranty is to use reasonable efforts to cause the Software to conform substantially with the Documentation, or to refund to an Authorized User the consideration paid for such Software upon an Authorized User's return of all such

Software and Documentation. In the event of a refund, an Authorized User's right to use the Software shall automatically expire.

b. Magnetic Media and Documentation. Contractor warrants that if either the magnetic media on which the Licensed Works are contained or the Documentation is in damaged or physically defective condition at the time of delivery to an Authorized User and if it is returned to Contractor (postage prepaid) within 90 days of delivery, Contractor will provide an Authorized User with the replacements at no charge.

c. Services. Contractor warrants that any optional support Services purchased under this Agreement will be supplied in accordance with generally accepted industry standards. As files may be altered or damaged in the course of providing optional Services, the Authorized User agrees to take appropriate measures to isolate and back up their systems. This warranty will be effective for 90 days following acceptance of the Services. Upon any breach of this warranty, Contractor's obligation, at its option, is to either correct the Services so that they comply with this warranty or refund the amount paid to Contractor for the Services.

d. Early Access Release. Early Access Release (beta) software is provided to an Authorized User "AS IS" without any warranty. Authorized User acknowledges that the pre-release software has not been fully tested and may contain errors and bugs. An Authorized User must determine for itself the suitability of the use of Early Access Release software for any purpose. Contractor does not guarantee that a commercial version of the software or that associated products will be released. Contractor shall have no obligation to provide support for the software.

e. Non-Novell Products. Contractor does not warrant non-Novell products. Any such products are provided by Contractor "AS IS." Any technical or warranty service for non-Novell products is provided by the product manufacturer in accordance with any applicable manufacturer's warranty.

DISCLAIMER OF WARRANTIES. EXCEPT AS EXPRESSLY SET FORTH IN THIS SECTION 45, NOVELL MAKES NO WARRANTY OR REPRESENTATIONS REGARDING ANY SOFTWARE OR SERVICES. NOVELL DISCLAIMS AND EXCLUDES ALL OTHER EXPRESS, IMPLIED, AND STATUTORY WARRANTIES OR CONDITIONS, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, GOOD TITLE, AND NON INFRINGEMENT. NOVELL DOES NOT WARRANT THAT THE SOFTWARE IS WITHOUT DEFECT OR ERROR OR THAT ITS OPERATION WILL BE UNINTERRUPTED. Some states/jurisdictions do not allow limitations on how long an implied warranty lasts, so the above limitation may not apply to an Authorized User. This warranty gives specific legal rights which may vary from state/jurisdiction to state/jurisdiction.

Hazardous Environments. THE SOFTWARE IS NOT DESIGNED, MANUFACTURED OR INTENDED FOR USE OR RESALE FOR ON-LINE CONTROL EUIPMENT IN

HAZARDOUS ENVIRONMENTS REQUIRING FAIL-SAFE PERFORMANCE, SUCH AS THE OPERATION OF NUCLEAR FACILITIES, AIRCRAFT NAVIGATION OR COMMUNIATIONS SYSTEMS, AIR TRAFFIC CONTROL, DIRECT LIFE SUPPORT MACHINES, OR WEAPONS SYSTEMS, IN WHICH FAILURE OF THE SOFTWARE COULD LEAD DIRECTLY TO DEATH, PERSONAL INJURY, OR SEVERE PHYSICAL OR ENVIRNMENTAL DAMAGE.

46. WARRANTY AGAINST SHUTDOWN DEVICES

Contractor warrants that the Products provided under this Agreement shall not contain any lock, counter, CPU reference, virus, worm or other device capable of halting operations or erasing or altering data programs. Contractor further warrants that neither the Contractor, nor its agents, employees nor subcontractors shall insert any such device after execution of this Agreement.

47. PERIODIC PROGRESS REPORTS/INVOICES

For Contracts requiring the submission of periodic Contract performance progress reports or program status reports, the offeror will include a section on involvement of small businesses and business owned by women and minorities. This section will specify the actual dollars Contracted to-date with such businesses, actual dollars expended to-date with such businesses and the total dollars planned to be contracted for with such businesses on this Contract. This information shall be provided separately for small businesses, minority-owned businesses and women-owned businesses.

If the Contract does not require the submission of periodic progress reports, the offeror will provide the above required information on actual involvement of small businesses and businesses owned by minorities and women as part of their periodic invoices.

48. FINAL ACTUAL INVOLVEMENT REPORT

The Contractor will submit, prior to completion or at completion of the Contract and subject to final payment, a report on the actual dollars spent with small businesses and businesses owned by women and minorities during the performance of the Contract. At a minimum, this report shall include for each firm Contracted with and for each business class (i.e. small, minority-owned, women-owned) the total actual dollars spent on this Contract, the planned involvement of the firm and business class as specified in the proposal, and the actual percent of the total estimated Contract value.

49. BUY OUTS – THIRD PARTY ACQUISITION OF CONTRACTOR'S SOFTWARE

Contractor shall promptly notify the DIT Contracts Manager in the event that the intellectual property in or business associated with any Product or Service covered by this Agreement is acquired from the Contractor by a third party or in the event the Contractor or substantially all of its assets is acquired by a third party.

The terms and conditions of this Agreement including but not limited to the license rights and related services shall not be affected in such event identified above even if the successor or assignee already has an agreement with the Commonwealth covering products and services of the type covered by this Agreement. The Contractor's responsibilities under this Agreement shall not be released by such acquisition. In addition, prior to any acquisition, Contractor shall obtain for the Commonwealth's benefit the assignee's agreement to fully perform this Agreement.

The successor or assignee, by taking any benefit, including acceptance of payment, under this Agreement ratifies this Agreement.

The failure of any successor or assignee of the Contractor to acknowledge its obligation to adhere to the terms and conditions of this Agreement shall constitute a breach of this Agreement for which the successor or assignee and the original Contractor shall be liable and subject to debarment.

50. ORDERS

Authorized Users of this Contract may order Software and Services from this Contract by one of the following Order methods:

a. Purchase Order: An official Purchase Order form issued by an Authorized User.

b. Delivery Order (DO): A DO issued by the Acquisition Services Division, DIT.

c. EVA: eVA is the Commonwealth's total e-procurement solution. Contractor shall accept any and all orders issued through eVA.

d. Charge/Credit Card:

   i. Any order/payment transaction processed through the Commonwealth's contract with American Express (AMEX). Each order must not exceed $5,000, or the then current charge card limit. Payment will made by AMEX to Contractor within three (3) business days.

   ii. Any other order/payment charge or credit card process, such as AMEX, MASTERCARD, or VISA under contract for use by an Authorized User.

This ordering authority is limited to issuing orders for the Software and Services available under this Agreement. Under no circumstances shall any Authorized User of the Commonwealth have the authority to modify this Agreement.

Contractor acknowledges that the forgoing is not limited to preclude the Commonwealth from issuing Orders against subject Contract as it so chooses.

All orders must be submitted to Contractor. An Authorized User must place an order for the appropriate number of Software licenses (and associated Maintenance – see Section 60 below) within thirty (30) days after installation. A valid order is a completed and signed Novell MLA Order Form coupled with the Authorized User's matching purchase order that is either signed by its authorized representative or generated by its automated ordering system. Contractor's acceptance of an order does not suggest Contractor's agreement in the accuracy of the quantities or other information set forth in the order or otherwise waive Contractor's rights to enforce its rights under this Agreement. Contractor reserves the right to invoice Authorized Users in the absence of receiving a purchase order for fees otherwise owing under this Agreement. Contractor may delay accepting orders, suspend technical support and/or eliminate any volume or program discount if an Authorized User fails to satisfy its obligations under this Agreement.

51. INVOICING

The Contractor shall remit each invoice to the ordering entity, or Authorized User. The Contractor shall issue invoices, identifying at a minimum, the components listed below.

a. manufacturer's product number
b. product description
c. price per unit
d. quantities of merchandise
e. extended price
f. date ordered
g. date delivered
h. listing of returns

52. COMMONWEALTH'S RIGHTS TO COMPUTER SOFTWARE

Notwithstanding anything to the contrary in this Agreement, the Commonwealth shall have:

a. All Software products may be used on a 24 x 7 x 365 basis
b. Use of such Software Products with a backup system if the system(s) for which it was acquired is for any reason, inoperative or during an emergency, or the performance of engineering changes in features or model;
c. The right to use such Software Products at any Commonwealth installation to which the machine(s) may be transferred by the Commonwealth;
d. The right to copy such Software for safekeeping or backup purposes;
e. The right to combine such Software product with other programs or material at the Commonwealth's risk;
f. The right to technically support and maintain such Software Products that a Contractor discontinues Software support and maintenance, or such that the Contractor does not provide a replacement product for; in no event shall the

Commonwealth have the right to de-compile or reverse-engineer any Software Product.

g. The Commonwealth shall have the right to reproduce any and all physical documentation supplied under the terms of this Agreement, provided, however, that such reproduction shall be for the sole use of the Commonwealth and shall be subject to the same restrictions or use and disclosure as are contained elsewhere in this Agreement;
h. In no event shall the Authorized User have the right to transfer the Software Product to any Federal Agency or agent thereof.

Nothing contained herein shall be construed to restrict or limit the Commonwealth's rights to use any technical data which the Commonwealth may already possess or acquire under proper authorization from other sources.

53. CONFIDENTIALITY

Commonwealth agrees that when the Software Product is proprietary to Contractor and has been developed or acquired at Contractor's expense, that it shall hold and use the Software Product in the same manner as it would deal with its own confidential information. Commonwealth shall not knowingly divulge, nor knowingly permit any of its employees, agents, or representatives to divulge, any proprietary information with respect to the Software Product, the technology embodied therein, or any other documentation, models, descriptions, forms, instructions or other proprietary information relating thereto, except as specifically authorized by Contractor, in writing, or as may be required by the laws of the Commonwealth of Virginia.

Commonwealth shall take all reasonable steps necessary or appropriate to insure compliance with this Section by the Commonwealth's employees, agents and representatives, including copying reproducible legends and markings on all physical components of the Software Product.

The Commonwealth's obligation under this Section shall terminate three (3) years after the Commonwealth ceases using the Software Product containing the proprietary information.

Confidentiality and Information Exchange. Subject to the applicable laws of the Commonwealth of Virginia, the receiving party of Confidential Information agrees to exercise reasonable care to protect Confidential Information from unauthorized disclosure, which care shall in no event be less than the receiving party gives to protect its own confidential information. The receiving party may disclose Confidential Information only to its employees or agents who need to know such information and shall inform such employees or agents by way of policy and agreement that they are bound by obligations of confidentiality. These confidentiality obligations shall survive for 3 years after expiration or termination of the Agreement.

Confidential Information means trade secrets or proprietary information not subject to public disclosure under the Virginia Freedom of Information Act (Section 11-52-D of the Code of Virginia); however the protection of Section 11-52-D of the Code of Virginia must be invoked, in writing, either before or at the time the data or material is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. Confidential information does not include (1) information that is already in the receiving party's possession without obligation of confidence; or (2) information that the receiving party independently develops; or (3) information that is or becomes publicly available without breach of this Agreement; or (4) information that the receiving party rightfully receives from a third party without obligation of confidence; or (5) information that the disclosing party releases for disclosure by giving written consent; or (6) information that is required to be disclosed by court or regulatory rule or order.

Residuals. To the extent allowed by applicable law and subject to patents and copyrights, either party may use Residuals for any purpose including developing products or services. “Residuals” means ideas, concepts, or technology contained in information retained in memory by a party's employees with access to Confidential Information, but does not include information deliberately memorized to classify it as Residuals. This Residuals provision does not give the receiving party the right to disclose business plans or financial, statistical, or personnel data of the disclosing party, and does not allow for any purpose the literal copying of a document. The receiving party will have no obligation to restrict the assignment of employees who receive Residuals.

54. COMPLIANCE WITH FEDERAL LOBBYING ACT

a. Contractor shall not, in connection with this Agreement, engage in any activity prohibited by 31 U.S.C.A. Section 1352 (entitled "Limitation on use of appropriated funds to influence certain Federal Contracting and financial transactions") or by the regulations issued from time to time thereunder (together, the "Lobbying Act"), and shall promptly perform all obligations mandated by the Lobbying Act in connection with this Agreement, including, without limitation, obtaining and delivering to the Commonwealth all necessary certifications and disclosures.

b. Contractor is hereby advised that a significant percentage of the funds used to pay Contractor's invoices under this Agreement may be federal funds. Under no circumstances shall any provision of this Agreement be construed as requiring or requesting the Contractor to influence or attempt to influence any person identified in 31 U.S.C.A. Section 1352 (a) (1) in any matter.

c. A representative of Contractor shall sign the certification attached as Attachment "B" and deliver such certification to the Commonwealth simultaneously with the

execution and delivery of this Agreement. Contractor shall have the certification signed by a representative with knowledge of the facts and shall fulfill the promises of undertakings set forth in the certification.

55. EXCLUSIVITY OF TERMS AND CONDITIONS

The Department of Information Technology (DIT) will not sign or execute any additional contract, license or other agreement, including shrink-wrap Software, containing contractual terms and conditions as a result of this procurement. Any documents signed by persons other than the Contracts Manger, DIT, shall have no validity and the attached Terms and Conditions shall supersede all such agreements. Vendors should read and understand all of the Terms and Conditions prior to submitting a bid.

56. CONTRACTOR'S REPORT OF SALES

Contractor must agree to provide reporting on a monthly basis that breaks out the spend amounts by agency, Institution of Higher Education, Municipality and other Public Body, as well as the departmental and/or divisional levels that is buying. Reports are to be provided on the 15th of each month, reporting transactions that took place in the immediately prior month. At any time thereafter, as appropriate, additional reports may be agreed upon. Generally, the Commonwealth wants to capture the following types of information, at a minimum: All reports shall be forwarded electronically via Email to the using the attached Microsoft Excel Spreadsheet format to the Commonwealth.

a. Spend by Agency, Institution, Public Body, etc. at a detailed (line item) and summary level, as well as at the Commonwealth level;
b. For each High Spend List item, list price and actual price charged (which should be the same as the offer price);
c. For each Discount Schedule Full-Line Catalog item, list price, the discount applied, the actual price charged, for each item;
d. A column where you indicate whether the line item was a High Spend List or Discount Schedule Full Line Catalog item;
e. Fill rates on High Spend List and Discount Schedule Full Line Catalog items;
f. Invoice Payment speed in days by agency, Institution, Public Body, etc. for calculation of early payment discounts;
g. An indication whether an item was ordered through eVA;
h. Other information that is necessary to the state for the proper monitoring and tracking of spending and any rebates due

Electronic copies of reports shall be provided to the Commonwealth no later than 15 days following the end of each month. Late delivery or non-delivery of required reports may result in cancellation of the award and in preclusion from bidding on any future requirements.

You will be provided a listing of the proper name and spelling of each agency and Institution and Public Body that you will agree to use in your reporting.

57. SURCHARGE ADJUSTMENT

The Contractor must pay the Department of General Services (DGS), a Surcharge Adjustment (SCA) fee under this contract. The Contractor must remit the SCA within 30 days after the end of each quarterly reporting period as established in the clause entitled "Contractor's Report of Sales". The SCA equals two percent (2%) of the total quarterly sales reported. Contractor shall remit the SCA together with a copy of the Contractor's Report of Sales as delineated in the paragraph herein entitled "Contractor's Report of Sales". The SCA reimburses the Commonwealth and defrays the costs for Spend Management procurements and the administration of the subsequent awards. The SCA amount due must be paid by check with identification of "Contract number", "report amounts", and "report period", on either the check stub or other remittance material. DGS may at its discretion, agree to an electronic funds transfer, in lieu of a check, however in the absence of an express written agreement from DGS that validates agreement, then the payment shall be made by check as described herein made payable to the Department of General Services.

If the full amount of the SCA is not paid within 30 calendar days after the end of the applicable reporting period, it shall constitute a Contract debt to the Commonwealth of Virginia, and the State may exercise all rights and remedies available under law. Failure to submit sales reports, falsification of sales reports, and or failure to pay the SCA in a timely manner may result in termination or cancellation of this Contract. Willful failure or refusal to furnish the required reports, falsification of sales reports, or failure to make timely payment of the SCA constitutes sufficient cause for terminating this Contract for default.

It is the intent of the Commonwealth to capture 2% of all sales, including but not limited to temporary reduced pricing, fire sales, one time sales, trade ins, and promotional items that have been marked down under this Contract.

58. NON-VISUAL ACCESS TO TECHNOLOGY

All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of any State agency or institution or political subdivision of the Commonwealth (the "Technology") shall comply with the following non-visual access standards from the date of purchase or upgrade until the expiration of this Agreement:

(i) Effective, interactive control and use of the Technology shall be readily achievable by non-visual means;

(ii) The Technology equipped for non-visual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;

(iii) Non-visual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and

(iv) The technology for non-visual access shall have the capability of providing equivalent access by non-visual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing non-visual access standards shall not be required if the head of the using agency, institution or political subdivision determines that (i) the Technology is not available with non-visual access because the essential elements of the Technology are visual and (ii) non-visual equivalence is not available.

Installation of hardware, Software, or peripheral devices used for non-visual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of non-visual access Software and peripheral devices.

If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing non-visual access standards is achieved and a validation of concept demonstration.

The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, 2.2-3500 through 2.2-3504 of the Code of Virginia.

Remedy for Noncompliance

For any non-compliance by Contractor of the requirements of the Nonvisual Access to Technology Section (the "Clause"), Contractor's only obligation shall be in regard to products, versions and releases which are first placed on the MLA or general Contractor Price List after the date of execution of the Modification (the "Future Products"). For Future Products, Contractor is committed to expend reasonable efforts to establish software development processes so that, as soon as it is commercially practicable, subsequent versions of the software will substantially comply with the Clause. The Commonwealth agrees to provide the Contractor with written notice of any claim of non-compliance of one or more Software Products (products) with respect to the Nonvisual Access to Technology Clause, and shall allow the Contractor with sixty (60) days (the "Notice Period") in which to cure such non-compliance. Provided that the Contractor is unable to cure such non-compliance within the Notice Period, the Commonwealth's remedy for the Contractor's breach of the Clause shall be a refund of License fees equal to the value of the Product Licenses obtained under this Master Agreement for non-complaint products. Upon receipt of such refund the Commonwealth shall discontinue use of such Product License and that Product License shall become null and void. This provision of this Section *Remedy for Noncompliance* shall not be

construed to require the return of the licenses for an entire product line, or of all copies of a given product. Rather, it shall be narrowly construed to apply only to licenses for specific copies of products for which both i) the Contractor is unable to cure non-compliance; and ii) the user or users of such copy require compliance in order to perform one or more tasks. A technology shall be considered to meet the Nonvisual access requirements above either directly by features incorporated within the technology or by compatibility for use with assistive devices, software or services which result in Nonvisual access.

59. AUDIT

a. Self Audits. Each Authorized User will conduct an annual self-audit to identify (a) Authorized User's copying and use of the Licensed Works, and (b) the total number of workstations, computers or other devices connected to a network which uses Contractor's Software, and (c) whether Authorized User has paid for all Licensed Works copied and/or used. Each Authorized User will submit self-audit information using Contractor's online self-audit tool or self-audit form within 30 days of the end of each 12-month period following execution of this Agreement and within 30 days of termination of this Agreement. If the audit shows Authorized User owes any fees, Authorized User will submit with the report a corresponding purchase order. If Authorized User is more than 30 days late in submitting the audit report, Contractor may delay accepting orders or delivering technical support or other benefits until it receives the audit.

b. Formal Audits. During the term of this Agreement and for two years after its termination, each Authorized User will maintain complete records showing (a) amounts due and paid, (b) copying and use of the Licensed Works, and (c) the total number of workstations, computers or other devices connected to a network that uses Contractor's software. During this period, Contractor will have the right, at its expense and upon no less than one week prior written notice, to audit Authorized User's use of the Licensed Works and records related to this use and required payments. At a minimum, such records will include a complete list of all copies of master software, the date each copy was made, and the name, work address, and telephone number of the person responsible for the safe-keeping of the master software copy; a complete list of when and where new licenses were added and the dates and purchase order numbers for purchasing the additional licenses added. Such audit may be conducted by Contractor or its authorized representative, will not interfere unreasonably with the Authorized User's business activities, and will be conducted no more often than once per calendar year, unless a previous audit disclosed a material discrepancy. If such audit shows the Authorized User understated actual use of the Licensed Works or otherwise underpaid amounts owing, the Authorized User will immediately pay all amounts owing. If an audit shows that that Authorized User understated use of the Licensed Works or underpaid amounts owing by more than 5%, Authorized User will pay the reasonable expenses of the audit. Contractor will use information received during an audit solely for the purposes of the Agreement and will otherwise maintain the confidentiality of such information.

c. Authorized Users may request an audit under paragraph b above be conducted at Customer's expense by an independent accounting firm approved by Contractor; Contractor may not unreasonably withhold approval. Contractor will have the right to determine the audit scope and required audit testing and to review the audit work products prior to the finalization of the audit.

60. MAINTENANCE SERVICES

A fundamental purpose of the MLA Program ("Program") is to provide Authorized Users access to the most current Software revision and Premium (technical support) Services. Accordingly, the Maintenance services described in this section (the provision of Upgrades, Updates and Premium Services) are a mandatory part of all Software licenses granted and owned under this Agreement, and discounted Maintenance fees must be paid for such services on all Software licenses for as long as this Agreement remains in effect. Unless otherwise permitted by Contractor, Authorized Users are not permitted to cease paying Maintenance fees on any Novell product license, nor reduce the license count on which Maintenance must be paid. During the period for which Maintenance is paid for a license, Contractor will provide Authorized Users with the following benefits for the license.

60.1.2 Upgrades and Updates. If Contractor commercially releases any Upgrades and/or Updates during the period covered by Maintenance, Contractor will make such Upgrades and/or Updates available to Authorized Users within a reasonable period of time after they become commercially available. To obtain Updates and Upgrades, Authorized Users will need to subscribe, at no extra cost, to Contractors Upgrade notification service available at http://www.novell.com/licensing/upgfulfill/. Authorized Users will be entitled to install and use such Upgrades and/or Updates up to the number of licenses for which they have purchased Maintenance. Nothing in this Agreement implies that Upgrades or Updates will be produced for any product or, if produced, when such Upgrades or Updates will be made commercially available. "Update" means a fix or compilation of fixes released by Contractor to correct operation defects (program bugs) in the Software. "Upgrade" means any new version of Software which bears the same product name, including version changes evidenced by a number immediately to either the left or right of the decimal (e.g. for GroupWise 5.5 to 6.0). If a question arises as to whether a product offering is an Upgrade or a new product, Contractor's opinion will prevail, provided that Contractor treats the product offering the same for its end users generally.

60.1.2 Rights on Termination. Following termination of this Agreement, Authorized Users may continue to install Upgrades and Updates of Software to which they were entitled but did not actually install during the period of Maintenance, up to the number of licenses for which they purchased Maintenance.

60.1.3 Upgrade Restrictions. Use of Upgrades is subject to the restrictions of the EULA provided with the Upgrade, which provides, among other things, that an Upgrade license replaces the license on which the Upgrade is based.

60.1.4 Technical Support Services. The technical support services ("Premium Services") available from Contractor are as described in the then-current Premium Service Guide, published on http://www.novell.com/services/premium/. Contractor may revise the Premium Service Guide from time to time, provided that any such change that materially diminishes an Authorized User's level of support will only apply to services purchased after the changes are published. Unless otherwise agreed in a separate agreement specifically covering Contractor technical support services, those services will be governed by this Agreement's terms. Contractor will provide Premium Services to Authorized Users as described in the then-current Premium Service Guide. The level of Premium Services to which an Authorized User is entitled during an Annual Period under this Agreement is determined on the basis of the accumulated discounted Maintenance fees paid by that Authorized User for that Annual Period. Authorized Users may upgrade that level of service to suit their needs by purchasing optional technical support services.

60.1.5 Customer Contacts. Authorized Users must identify on the Application Form the contact information of each of its Premium Services contacts.

60.2 Installed Base. An Authorized User's installed base (Novell Software licenses available under the Program which the Authorized User purchased outside the Program) must be transitioned into the Program (be licensed under this Agreement at the product's most current version and receive Maintenance) through the purchase of Maintenance for the licenses, unless expressly allowed otherwise by Contractor. The Authorized User will pay Maintenance fees for products so transitioned for as long as this Agreement remains in effect. To transition licenses that are not at the current product version, the Authorized User must upgrade, at the discounted Upgrade price, the licenses to the current version before purchasing the required Maintenance.

60.3 Ordering Maintenance. The discounted Maintenance fee will be calculated on an annual basis and paid annually in advance, each Maintenance period expiring at the end of each Annual Period, no matter when during such Annual Period the Maintenance was purchased. The initial discounted Maintenance fee for a license will be calculated from the first day of the month following the earlier of: (a) submission of the order form, or (b) making of a Software copy, through the end of the then-current Annual Period. If Maintenance is not purchased upon renewal of this Agreement, the Authorized User's discount will be reduced to the level offered by Contractor to non-MLA customers.

60.4 Ongoing Maintenance. Once the initial Maintenance is purchased for a license, for each subsequent Annual Period during this Agreement, the Authorized User must order Maintenance on all product licenses by the start of the new Annual Period and pay the applicable discounted Maintenance fee. If the Authorized User has not submitted an order for the Maintenance within thirty (30) days after the beginning of a new Annual Period, this Agreement will serve as the Authorized User's authorization to be invoiced for such Maintenance, and Contractor may automatically invoice the Authorized User for the discounted Maintenance fees due. Contractor's acceptance of

an order for Maintenance does not suggest Contractor's agreement in the accuracy of the quantity of Maintenance set forth in the order or otherwise waive Contractor's rights to enforce its rights under this Agreement.

60.5 Refunds. If this Agreement is terminated because of Contractor's breach, Contractor will refund any discounted Maintenance fees paid for the time period past the first day of the month following the termination date. Maintenance fees are not refundable unless expressly stated otherwise.

60.5 Program Changes. To make the Program open for enhancements or changes, Contractor may modify the Program, with any changes becoming effective 30 days after Contractor notifies Authorized Users in writing of the changes. Any changes will apply only to purchases made after the effective date of the changes. If any material change to the Program has an adverse effect on Authorized Users' participation in it, the Authorized User will be entitled to terminate its Agreement by giving written notice to Contractor within 30 days after receiving notice from Contractor of such a change.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

NOVELL, INC.	COMMONWEALTH OF VIRGINIA
BY:	BY: Robert E. Gleason
NAME: James Grant	NAME:
TITLE: Contract Manager	TITLE: Technology Contracts Mgr
DATE: 10 Sept 2003	DATE: 12 Sept 2003

ATTACHMENT "A"
TO
CONTRACT VA-030700-NOVL

PRODUCT PRICING

Attachment "A" is hereby incorporated into and made an integral part of Agreement Number VA-030700-NOVL between NOVELL, INC. and the Commonwealth of Virginia.

In the event of any discrepancy between this Attachment "A" and Contract VA-030700-NOVL, the provisions of Contract VA-030700-NOVL shall control.

1. PRICING

At its sole discretion, Contractor may change or discontinue sales and support of any Software Product or Service, at any time, with thirty (30) days prior written notice to the Contracts Manager, VITA by email to contracts@vita.virginia.gov. FOB prices for all Software Products and Service delivered under this Agreement are identified below. All Contractor products and services are offered to Authorized Users of this Contract at a 44% discount from Contractor's publicly available software list pricing. All orders for Software and Services will be placed directly with the Contractor by Authorized Users. Software products supplied by Contractor shall be new and have a ninety (90) day return to vendor/manufacturer warranty. For any Product that does not meet any published specification from the vendor/manufacturer, the Authorized User may return the Product for a full refund during this ninety (90) day period. The ninety (90) day period commences upon a successful acknowledged delivery and continues unabated for ninety (90) consecutive days. All other features, performance specifications and characteristics, warranty, maintenance and support requirements shall be in accordance with Contract VA-030700-NOVL.

a. ***Novell Master License Agreement (MLA) Pricelist*** – Contractor's Software licenses and Maintenance only are offered to the Commonwealth at a 44% discount from Novell's publicly published Master License Agreement (MLA) Price List. Authorized Users may obtain additional Premium Services, Net Solutions Support, or other technical services (beyond entitlements based on Maintenance payments) at 10% off the MLA Price List. Notwithstanding anything to the contrary in Paragraph 33 of the Agreement, the MLA Price List may be updated over the life of the Agreement as necessary to reflect Software Product and Service additions, deletions, and updates, as well as any adjustments in pricing, and this Price List will be available through Novell. The June 2003 Novell MLA Price List is attached hereto and incorporated herein as Appendix 1.

b. ***Novell Master License Agreement (MLA) Product Change Notification*** – A current schedule of new additional products, products with reduced pricing and obsolete products is attached hereto and incorporated herein as Appendix 2. Contractor reserves the right to add, delete, or modify contract products and services pricing, configuration, or availability at its sole discretion with thirty (30) written notification to the Contracts Manager, VITA by email to contracts@vita.virginia.gov.

c. ***Novell Master License Agreement (MLA) Node licenses*** – The MLA Node license option was discontinued for new customers on all products October 15, 2001. New Authorized Users are to purchase standard user licenses from the main MLA Product Price List at Appendix 1. Authorized Users who ALREADY have a product on the Node license option are to continue to purchase Node licenses and Maintenance. Node part numbers are for exclusive use by Authorized Users who already had a product on the Node license option prior to October 15, 2001 and are included for reference purposes only as Appendix 3, which is attached hereto and incorporated herein.

2. SHIP TO / BILL TO ADDRESSES

Shipping and billing addresses will be included on the individual Orders of Authorized Users referencing this Contract.

3. DELIVERY SCHEDULE

All shipments shall be FOB destination. Shipping charges shall be included in product pricing. No additional charges are allowed. The delivery schedule shall be specified in any executed Attachment or Order referencing the Agreement, or within five (5) days After Receipt of the Order (ARO) if no date is specified. If delivery of all Products and Software is not completed within the time specified, the Commonwealth may cancel the Agreement or any individual Order without further obligation.

4. MASTER SOFTWARE

Contractor will make available to the Commonwealth Master Software from which an Authorized User may copy and install Licensed Works. Delivery details for Master Software are described in the Program Guide available online at http://www.novell.com/. The Authorized User must keep a written record of the location of Master Software it receives under this Agreement. Upon termination of this Agreement, the Authorized User's right to use Master Software terminates, and the Authorized User must return all Master Software to Novell. Master Software is not available in all regions, and in such regions Novell will fulfill an Order using other media. Notwithstanding the above provisions, no title to Master Software is transferred to Customer.

5. VITA POINTS OF CONTACT

Contract Administration/Compliance

T.J. Hudson, CPPB, VCO
Contracts Administrator
Department of Information Technology
110 South 7th Street, East Lobby
Richmond, VA 23219-3931
Tel: (804) 371-5971
Fax: (804) 371-5969
thudson@dit.state.va.us
http://www.asd.virginia.gov

Contract Information

Robert E. Gleason, VCO
Telecommunications Contracts Manager
Department of Information Technology
110 South 7th Street, East Lobby
Richmond, VA 23219-3931
Tel: (804) 371-5923
Fax: (804) 371-5969
rgleason@dit.state.va.us
http://www.asd.virginia.gov

CONTRACTOR POINTS OF CONTACT	
State/Local Government Acct Executive Susan Mastrincola NOVELL, INC. 225 Eastman Road Richmond, VA 23236-2901 Tel: (804) 379-1937 Mobile: (804) 307-4994 Email: smastrincola@novell.com Web: http://www.novell.com	**Senior Systems Engineer** Barbara Lewis NOVELL, INC. 13755 Sunrise Valley Dr., Suite 600 Herndon, VA 20171 Tel: (703) 713-3604 Mobile: (703) 623-7588 Fax: (703) 713-3555 Email: bllewis@novell.com Web: http://www.novell.com

Master License Agreement (MLA) June 2003 Product Availability and Price List Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency**
				eur

While every effort is made to ensure the price list is as current as possible at time of publication, Novell Product Announcements (NPAs) may be issued which supersede information found within the price list. Please refer to NPAs for the most updated information regarding product information and pricing.

Special Note: A column has been added to the price list showing the lead time classification for each product. This classification system indicates the expected average number of days for product to be shipped from Novell after receipt of customer order. Products are classified into three main categories:

- **"e" – electronic/billing parts, 1 day average lead time**
- **"1" – physical parts, 3 day average lead time**
- **"2" – physical parts, 5 day average lead time**

Certain products require a longer lead time for delivery depending upon ordering location. *For EMEA customers*: please expect a 3 - 4 week lead time for the following language-specific products: Chinese, Korean, Japanese and Portuguese; all Volera Excelerator, Controller, and Accountant products. For NALAAP customers: please expect a 3 - 4 week lead time for the following products: All 56 bit (regardless of language) and Japanese, Russian, Polish, Czech, Hungarian, Dutch, Scandinavian, Hebrew, Arabic, and German languages.

***878-xxxxxx-001 e-Software Media Kits:**

ISO Image eMedia Kits require the download of one or more ISO images. These ISO images are electronic duplicates of the CDs that are included in the physical software media kit. After downloading the ISO image(s), you will be required to "burn" that ISO image onto a CDR in order to install the product. Once the CDR is burned, you can proceed to install the product as if you had received CDs in a physical software media kit. If the description of the media kit does not specify Executable File (EXE) then the files to be downloaded are ISO Images.

Executable File eMedia kits require the download of one or more executable files. Unlike the "ISO Images" eMedia kits, you will not be required to "burn" CDRs in order to install the product. The software is installed by simply running the executable file(s) you have downloaded. These eMedia kits will have "Executable Files" or "EXE" in their descriptions.

Network Operating Systems

****The Local Currency column should not be used with US Dollars.**

NetWare 6

Novell announces the availability of NetWare 6 to all customers worldwide. NetWare 6 is the Net services software solution that brings non-stop access, Net-ready security and high availability to networked information. It enables file, print and other storage resources to be accessed as one Net across all types of networks — corporate and public, wired to wireless — storage systems and client desktops. NetWare 6 ensures the nonstop availability of information that can be securely accessed through any portal, from any device, in any location — with support for up to 32 processors on 32 clustered servers. As a result, organizations can simplify storage resource management, secure digital assets throughout the Net and ensure the constant availability of enterprise networks and storage environments.

NetWare 6 will now be licensed on a per-user basis, instead of simultaneous connections to a server. A user license must be purchased for every user who consumes NetWare services. The new NetWare user licenses enable customers to deploy as many NetWare servers as they need A new customer would be required to purchase a NetWare user license for every user that consumes NetWare services.

Media

NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000136-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) German*	e	878-000137-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Italian*	e	878-000138-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Polish*	e	878-000139-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Portuguese*	e	878-000140-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Russian*	e	878-000141-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Spanish*	e	878-000142-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) French*	e	878-000143-001	$15.00	17.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) English	1	892-000106-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Portuguese	2	892-000114-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) German	1	892-000131-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Italian	2	892-000130-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) French	2	892-000132-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Spanish	2	892-000133-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Russian	2	892-000134-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Polish	2	892-000135-001	$35.00	39.00

Note: Customers ordering the 892 or 878 Software Media Kit will also need to order the 131 part number listed below to enable the software.

NetWare 6 Unlimited-User Software Media e-License	e	131-000653-001	$1.00	1.10

New

NetWare 6 & Prior 1-User License	e	LIC-005610-001	$158.00	177.00

Upgrade

Upgrade NetWare 6 & Prior 1-User License from any NetWare	e	LIC-005610-003	$84.00	94.00

Maintenance

NetWare 6 1-User Maintenance	e	MNT-005179-001	$40.00	45.00

Competitive Upgrades

Customers upgrading from a qualifying competitive product will be able to upgrade on a one-to-one basis.

Qualifying competitive products include:
Microsoft Windows NT4, Microsoft Windows 2000, Microsoft Windows 2000 Advanced Server, Microsoft Windows 2000 Datacenter Server, IBM OS/2 Wrap Server, SCO UnixWare 7, Microsoft LAN Manager, IBM LAN Server, Banyan Vines.

All rights reserved. Prices are subject to change without notice.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Network Operating Systems

NetWare® 5.1

NetWare 5.1, the #1 network for Internet-enabled businesses, offers the most robust, scalable platform for deploying Web-based centralized management of heterogeneous networks, including desktops, resulting in dramatic savings in administration costs over systems that are not directory based. NetWare 5.1 is the most trustworthy server operating system available, delivering high reliability, fast performance, and the tightest possible security across public networks. Built-in scalability lets you expand your network to Internet proportions involving millions of users and network resources, while realizing maximum value from your current network infrastructure.

Media

NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000124-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Spanish*	e	878-000125-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Portuguese*	e	878-000126-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Italian*	e	878-000127-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) German*	e	878-000128-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Russian*	e	878-000129-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) French*	e	878-000130-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit (56 bit) French*	e	878-000131-001	$15.00	17.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) English	1	892-000070-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Portuguese	2	892-000072-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) French	2	892-000073-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Italian	2	892-000075-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) German	2	892-000076-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Spanish	2	892-000077-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Russian	2	892-000078-001	$35.00	39.00
Note: Customers ordering the 892 or 878 Software Media Kit will also need to order either the 131 part number listed below to enable the software.				
NetWare 5.1 Unlimited-User Software Media e-License	e	131-000556-001	$1.00	1.10

Novell® Upgrade Wizard

Novell Upgrade Wizard is available for free download from Novell's Internet Web site at http://www.novell.com/download Novell Upgrade Wizard is an easy-to-use migration tool that allows you to quickly and easily upgrade your existing NetWare 3 infrastructure. The utility makes migrating your NetWare 3 bindery and file system as easy as dragging and dropping an object from one location to another. Key features include: Drag and drop modeling capability, ability to migrate both the NetWare 3 bindery and file system in a single GUI utility, password migration functionality, simple print component migration, option to establish migrated users' rights based on existing user template, option to create new user templates for migrating users, ability to create new containers and subdirectories in the existing Directory tree, notification of possible errors and ability to correct these errors before migration, and progress bar indicating percent completion. Novell Upgrade Wizard runs on both Windows 95 and Windows NT workstations.

NetWare® 4.2

NetWare 4.2 is a proven network solution that gives Internet-enabled businesses more effective management and control of their increasingly complex networks to lower the cost of network ownership. It is built on the field-proven NetWare 4 with NDS and includes all reliability updates for increased dependability. Plus it is fully compatible with NetWare 5. The Z.E.N.works Starter Pack enables more efficient, centralized administration of network workstations. In addition, the Netscape FastTrack Web server, a new version of the Multi-protocol Router, and new versions of the Perl and NetBasic scripting tools make NetWare 4.2 an outstanding network for Internet and intranet integration.

Media

NetWare 4.2 e-Software Media Kit EFIG*	e	878-000132-001	$15.00	17.00
NetWare 4.2 e-Software Media Kit PO/SP*	e	878-000133-001	$15.00	17.00
NetWare 4.2 e-Software Media Kit Russian*	e	878-000134-001	$15.00	17.00
NetWare 4.2 Software Media Kit English	2	892-000079-001	$35.00	39.00
NetWare 4.2 Software Media Kit French	2	892-000080-001	$35.00	39.00
NetWare 4.2 Software Media Kit German	2	892-000081-001	$35.00	39.00
NetWare 4.2 Software Media Kit Italian	2	892-000082-001	$35.00	39.00
NetWare 4.2 Software Media Kit Portuguese	2	892-000083-001	$35.00	39.00
NetWare 4.2 Software Media Kit Spanish	2	892-000084-001	$35.00	39.00
NetWare 4.2 Software Media Kit Russian	2	892-000085-001	$35.00	39.00
Note: Customers ordering the 892 or 878 Software Media Kit will also need to order the 133 part number listed below to enable the software.				
NetWare 4.2 Unlimited-User Software Media License Diskette	2	133-000705-001	$5.00	5.60

All rights reserved. Prices are subject to change without notice.
*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Network Operating Systems

iFolder 2.1

Novell iFolder is a key component of Novell Nterprise™ storage and networking solutions, giving organizations a solution that allows their mobile users' files contained on Notebooks, Laptops or Desktops, to automatically follow them everywhere. Users can access, organize, and manage their files from any Internet connected PC with a web browser or even a PDA. Novell iFolder protects your organizations Digital Assets, ensuring that all files are always safe, secure and up-to-date.

Media				
iFolder 2.1 e-Software Media Kit Strong Encryption (128+ bit) English (Executable Files*)	e	878-000194-001	$15.00	17.00
New				
iFolder 2.1 & Prior 1-User License	e	LIC-005883-001	$49.00	55.00
Upgrade				
Upgrade iFolder 2.1 & Prior 1-User License	e	LIC-005883-003	$26.00	29.00
Maintenance				
iFolder 2.1 1-User Maintenance	e	MNT-005533-001	$12.00	13.00

Novell Native File Access Pack

The Novell Native File Access Pack overcomes the need to install special client software on Windows, Macintosh, and Unix systems for access to storage on NetWare 5.1 servers. This server-based solution allows a broad range of clients to access NetWare storage right out of the box. Virtually any client can securely access their data from any location and user management for disparate client operating system is simplified through Novell Directory Services® (NDS®).

Media				
Native File Access Pack Software Media Kit e-Software English	e	878-000031-001	$15.00	17.00
New				
Native File Access Pack License	e	LIC-005593-001	$299.00	336.00

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Advanced Network Services

Novell Cluster Services 1.6

Novell Cluster Services (NCS) 1.6 is a cost-effective storage area network (SAN) management solution that ensures secure, non-stop access to mission critical data and resources using native file access protocols of client workstations including Novell, Windows, UNIX, Linux, Macintosh, Web and Internet clients and servers. NCS 1.6 easily scales up to meet expanding storage requirements by allowing up to 32 NetWare 6 servers in a cluster and up to 32 processors per server.

Note: In order to install Cluster Services 1.6, customers ordering the 892 or 878 Software Media Kit must also order the 131-000689-001 part number.

Media				
Novell Cluster Services 1.6 for NetWare 6 Cluster Server Software Media e-License (Other media included in the NetWare 6 Software Media Kit)	e	131-000689-001	$1.00	1.10
New				
Novell Cluster Services 1.6 & Prior for NetWare 6 Cluster Server License	e	LIC-005615-001	$4,995.00	5600.00
Upgrade				
Upgrade any Novell Cluster Services to Novell Cluster Services 1.6 & Prior for NetWare 6 Server License	e	LIC-005615-003	$2,650.00	2970.00
Maintenance				
Novell Cluster Services 1.6 for NetWare 6 Cluster Server Maintenance	e	MNT-005184-001	$1,250.00	1400.00

NetWare Cluster Services 1.01 for NetWare 5 or 5.1

NetWare Cluster Services 1.01 allows from two to 32 NetWare 5 or 5.1 servers to be joined into a single all-active cluster providing higher levels of availability, manageability, and scalability for all servers. Leveraging the power of NDS, and Novell's Java based ConsoleOne, NWCS 1.01 provides a single point of administration for installing, configuring, and administering the cluster. By storing all cluster-related information in NDS, NWCS 1.01 allows for the failover of any server to any or all of the other servers in the cluster. NWCS 1.01 allows for the implementation of a storage area network to maximize hardware investments and reduce the costs of data storage management.

NWCS 1.01 improves on version 1.0 by allowing the dynamic addition of servers to the cluster without taking the cluster down or even reconfiguring cluster resources, improved volume management capabilities and safeguards, and multiple ConsoleOne enhancements. In addition, NWCS v1.01 is localized to the following languages: English, Portuguese, French, German, and Spanish.

Media				
NetWare Cluster Services 1.01 for NetWare 5/5.1 e-Software Media Kit EPFGS	e	878-000135-001	$15.00	17.00
NetWare Cluster Services 1.01 for NetWare 5/5.1 Software Media Kit EPFGS	**2**	892-000089-001	$35.00	39.00
Note: Customers ordering the 892 or 878 Software Media Kit will also need to order the131 part number listed below to enable the software.				
NetWare Cluster Services 1.01 for NetWare 5/5.1 Software Media e-License	e	131-000659-001	$1.00	1.10
New				
NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 Cluster Server	e	LIC-005410-001	$4,995.00	5600.00
NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL	e	LIC-005522-001	$3,999.00	4490.00
Upgrade				
Upgrade NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 Cluster Server	e	LIC-005410-003	$2,650.00	2970.00
Upgrade NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL from any NetWare SFT III, Novell StandbyServer, or Novell High Availability Server	e	LIC-005568-003	$2,650.00	2970.00
Maintenance				
NetWare Cluster Services 1.01 for NetWare 5 or 5.1 Cluster Server Maintenance	e	MNT-004908-001	$1,249.00	1400.00
NetWare Cluster Services 1.01 for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL Maintenance	e	MNT-005085-001	$1,000.00	1120.00

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Product Description	Pricing			
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Advanced Network Services

Novell Replication Services 1.21

Novell Replication Services (NRS) 1.21 is a scalable software application for synchronized replication and distribution of information across wide area networks. NRS replicates critical corporate information, providing local access and a consistent view to all users. Replication is secure and manageable because NRS leverages Novell Directory Services (NDS). NRS protects against file corruption and data loss due to equipment failure. Its two-way synchronization automatically detects and resolves file discrepancies, so no files or updates are lost. By optimizing available bandwidth and scheduling replication and synchronization during off hours, NRS lowers WAN communication costs. NRS eliminates manual replication and provides central-point administration with NetWare Administrator, which lowers administration costs. NRS runs on NetWare 4.x and 5.x servers.

Media				
Novell Replication Services 1.21 e-Software Media Kit English	e	878-000106-001	$15.00	17.00
Novell Replication Services 1.21 Software Media Kit English	2	892-000047-001	$35.00	39.00
New				
Novell Replication Services 1.21 & Prior License	e	LIC-004969-001	$995.00	1120.00
Maintenance				
Novell Replication Services 1.21 Maintenance	e	051-000550-001	$54.00	61.00

SFT III™ for NetWare® 4.2

SFT III, Novell's server mirroring software, offers the highest level of fault tolerance available for NetWare today. The SFT III software comes on the NetWare 4.2 CD. However, the license to activate the service is not included. In order for this product to work, a Product License Diskette must be requested with your order. Please note that these kits are not localized and are functional across a range of user level configurations.

Media				
NetWare 4.2 SFT III 100-Users or Less License Diskette	2	132-018182-001	N/A	N/A
NetWare 4.2 SFT III Greater than 100-Users License Diskette	2	132-018183-001	N/A	N/A
New				
NetWare 4.2 SFT III 100-Users or Less License	e	LIC-005138-001	$1,495.00	1680.00
NetWare 4.2 SFT III Greater than 100-Users License	e	LIC-005139-001	$3,995.00	4480.00
Upgrade				
Upgrade NetWare 4.2 SFT III 100-Users or Less License	e	LIC-005138-003	$900.00	1010.00
Upgrade NetWare 4.2 SFT III Greater than 100-Users License	e	LIC-005139-003	$2,400.00	2690.00
Maintenance				
NetWare 4.2 SFT III 100-Users or Less Maintenance	e	051-000538-001	$80.00	90.00
NetWare 4.2 SFT III Greater than 100-Users Maintenance	e	051-000539-001	$210.00	236.00

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Advanced Network Services

Managed Server Hierarchical Storage Management 4.0

Managed Server Software is CaminoSoft's core product for every distributed network. This agent software goes on any NetWare 4, 5, & 6 Legacy servers and NetWare 6 NSS. The automated policy engine is configured to identify all data that is not part of your "current productivity" and it pushes that data to a central server (or servers) for long-term retention and management. In addition, the automated policy-based engine monitors the volumes to be managed within these servers. Based on configurable "watermarks" so these servers don't reach critical capacity levels, data is immediately, or in the evening, pushed from production to the central Network Attached Storage as part of its ongoing real-time automated server/data management. Everything, once moved from production servers is always recallable from its original directory entry wherever the data resides with the storage infrastructure.

Media				
Managed Server HSM 4.0 Software Media Kit English	2	892-000141-001	$35.00	39.00
New				
Managed Server HSM 4.0 Server License	e	LIC-005631-001	$4,995.00	5600.00
Maintenance				
Managed Server HSM 4.0 Server Maintenance	e	MNT-005202-001	$1,250.00	1400.00

Storage Server Hierarchical Storage Management 3.8

Storage Server is the near-line enabling software for the central Network Attached Storage repositories. It provides similar policy management for its data volumes, except that it facilitates the movement of your data from on-line availability to near-line libraries and jukeboxes and then through those devices the media may be moved to an archive state. (This product currently supports magneto optical jukeboxes and media. Future releases will offer support on tape and DVD as well.)

Media				
Storage Server HSM 3.8 Software Media Kit English	2	892-000143-001	$35.00	39.00
New				
Storage Server HSM 3.8 Server License	e	LIC-005632-001	$8,995.00	10100.00
Maintenance				
Storage Server HSM 3.8 Server Maintenance	e	MNT-005203-001	$2,250.00	2530.00

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Internet/Intranet Security

Novell BorderManager 3.7

Novell® BorderManager® is one of the premier Access and Security solutions from Novell. With its powerful directory-integrated features, you can control, accelerate and monitor your users' Internet activities. Because Novell BorderManager leverages identity-based access control and forward proxies, you can safeguard your network against undesirable Internet content while maintaining exceptional performance levels. Ultimately, these features ensure that your network is protected and your users are productive. Novell BorderManager also integrates VPN services, an industry-certified firewall and a scalable content-filtering service. With Novell BorderManager, no internal user can access or download Internet content that can jeopardize your network or expose your organization to liability.

Novell BorderManager 3.7 replaces the following products on the Novell Price List:
BorderManager Enterprise Edition 3.6
BorderManager Firewall Services 3.6
BorderManager VPN Services 3.6
BorderManager Authentication Services 3.6

Novell BorderManager 3.7 (NBM 3.7) is tested and supported on NetWare 5.1 and 6.0. NetWare 6 is licensed by user (as defined in the license agreement), so the customer is entitled to install as many servers as necessary, provided that the customer has a license for each NetWare user. This allows the customer to install a dedicated-function NBM 3.7 server without needing to purchase additional NetWare 6.0 licenses, provided that no additional users are created for the dedicated-function NBM 3.7 server. No NetWare runtime software or licenses are included with the purchase of NBM 3.7 licenses. However, if the customer has upgraded from previous versions of BorderManager that included a copy of NetWare runtime, such runtime software and license may be used with NBM 3.7.

Upgrades:
The following products qualify the customer for upgrade pricing:
Any version of Novell BorderManager, BorderManager Enterprise Edition, BorderManager Fast Cache, BorderManager Firewall Services, BorderManager VPN Services, BorderManager Authentication Services, any version of NetWare for Small Business or Novell Small Business Suite.

Any firewall, VPN, or web proxy product from Borderware, Check Point, Cisco, Computer Associates, IBM, InfoExpress, Internet Security Systems, Microsoft, Network Associates, Network-1, NetGuard, Nokia, Nortel, Secure Computing, Sun, StoneSoft, Sygate, or Symantec.

Media				
BorderManager 3.7 e-Software Media Kit Strong Encryption (128+ bit) EPFGS	e	878-000097-001	$15.00	17.00
BorderManager 3.7 Software Media Kit Strong Encryption (128+ bit) EPFGS	1	892-000160-001	$35.00	39.00
New				
BorderManager 3.7 & Prior 1-User License	e	LIC-005662-001	$40.00	45.00
Upgrade				
Upgrade BorderManager 3.7 & Prior 1-User License	e	LIC-005662-003	$21.00	24.00
Maintenance				
BorderManager 3.7 1-User Maintenance	e	MNT-005250-001	$10.00	11.00

CS-Authenticate for Novell

CS-Authenticate for Novell is a strong authentication system which may be used in environments requiring high strength security and also in protectively marked environments. Available immediately, CS-Authenticate for Novell is available in two versions:

1. CS-Authenticate for Novell "Commercial Version"
- Designed for large corporate environments requiring high strength security (eg Financial Institutions, Utilities, Trading Floors, Banks, etc.)
- Integrated with eDirectory, increasing security in a Windows network by implementing eDirectory based authentication (including PKI)
- Standards based security utilizing X.509 version 3 certificates

2. CS-Authenticate for Novell "Controlled Version"
- Specifically developed for protectively marked environments, for list-X usage both in the UK and internationally (eg government, military, etc.)
- Suitable for protecting information types of Top Secret and above
- EAL4 High certification and CAPS approval in the UK, imminent
- Policy and event driven security allows for implementation of different levels of security protocols as required

Both versions of the software require the usage of physical "Security Tokens" available separately from Crypto-Solutions. CryptoSolutions may be contacted at:
http://www.crypto-solutions.co.uk
email: info@crypto-solutions.co.uk
Tel: +44 208 361 0893
Fax: +44 208 361 9630

Note: CS-Authenticate for Novell is not available for sale or use in France at this time.

New				
CS-Authenticate for Novell Commercial Version 1-User Strong Encryption (128+ bit) English	*2*	00662644448275	$80.00	90.00
CS-Authenticate for Novell Controlled Version 1-User Strong Encryption (128+ bit) English	*2*	00662644448367	$100.00	112.00
Maintenance				
CS-Authenticate for Novell Commercial Version 1-User Maintenance	*e*	MNT-005604-001	$20.00	22.00
CS-Authenticate for Novell Controlled Version 1-User Maintenance	*e*	MNT-005605-001	$25.00	28.00

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Internet/Intranet Access

LAN WorkPlace® Pro 5.2

LAN Workplace Pro provides quick and easy concurrent access to critical application and data resources on Unix, mainframe and Internet platforms for both remote and networked systems. This application suite includes Netscape Communicator, 32-bit terminal emulation (TN5250, TN3270 and VT420), File Transfer Protocol (FTP) file transfer, file and print sharing between Unix and PC systems, X-Server and more.

Media				
LAN WorkPlace Pro 5.2 e-Software Media Kit English	e	878-000102-001	$15.00	17.00
LAN WorkPlace Pro 5.2 Software Media Kit English	2	892-000036-001	$35.00	39.00
New				
LAN WorkPlace Pro 5.2 1-User License	e	LIC-005204-001	$249.00	279.00
LAN WorkPlace Pro 5.2 10-User License	e	LIC-005205-001	$1,995.00	2240.00
LAN WorkPlace Pro 5.2 50-User License	e	LIC-005206-001	$4,995.00	5600.00
LAN WorkPlace Pro 5.2 100-User License	e	LIC-005207-001	$6,999.00	7900.00
LAN WorkPlace Pro 5.2 250-User License	e	LIC-005208-001	$11,999.00	13500.00
Upgrade				
Upgrade LAN WorkPlace Pro 5.2 1-User License	e	LIC-005204-003	$132.00	148.00
Upgrade LAN WorkPlace Pro 5.2 10-User License	e	LIC-005205-003	$1,060.00	1190.00
Upgrade LAN WorkPlace Pro 5.2 50-User License	e	LIC-005206-003	$2,650.00	2970.00
Upgrade LAN WorkPlace Pro 5.2 100-User License	e	LIC-005207-003	$3,710.00	4160.00
Upgrade LAN WorkPlace Pro 5.2 250-User License	e	LIC-005208-003	$6,360.00	7100.00
Maintenance				
LAN WorkPlace Pro 5.2 1-User Maintenance	e	MNT-004871-001	$62.00	70.00
LAN WorkPlace Pro 5.2 10-User Maintenance	e	MNT-004872-001	$499.00	560.00
LAN WorkPlace Pro 5.2 50-User Maintenance	e	MNT-004873-001	$1,249.00	1400.00
LAN WorkPlace Pro 5.2 100-User Maintenance	e	MNT-004874-001	$1,750.00	1960.00
LAN WorkPlace Pro 5.2 250-User Maintenance	e	MNT-004875-001	$3,000.00	3370.00

Excelerator 2.3

Excelerator is an innovative content delivery platform that works in flexible configurations to best meet your content delivery requirements. Whether in a browser or web server acceleration configuration, organizations will be able to maintain web content through sophisticated access control and authentication using industry standard directories.

For additional information on Volera products, visit http://www.novell.com/products/

Note: Excelerator 2.3 is not available for sale or use in France at this time.

Media				
Excelerator 2.3 e-Software Media Kit Strong Encryption (128 bit) English	**e**	**878-000248-001**	**$15.00**	**17.00**
Excelerator 2.3 Strong Encryption (128 bit) Software Media Kit English	**2**	**892-000238-001**	**$35.00**	**39.00**
New				
Excelerator 2.3 Remote Office e-License	**e**	**131-001188-001**	**$1.00**	**1.10**
Excelerator 2.3 Small Business e-License	**e**	**131-001189-001**	**$1.00**	**1.10**
Excelerator 2.3 Enterprise e-License	**e**	**131-001190-001**	**$1.00**	**1.10**
Excelerator 2.3 Large Enterprise e-License	**e**	**131-001191-001**	**$1.00**	**1.10**
Excelerator 2.3 Datacenter e-License	**e**	**131-001192-001**	**$1.00**	**1.10**
Excelerator 2.3 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	**e**	**131-001193-001**	**$1.00**	**1.10**
Excelerator 2.3 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License	**e**	**131-001194-001**	**$1.00**	**1.10**
Excelerator 2.3 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License	**e**	**131-001195-001**	**$1.00**	**1.10**
Excelerator 2.3 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	**e**	**131-001196-001**	**$1.00**	**1.10**
Excelerator 2.3 Remote Office e-License	**e**	**879-000189-001**	**$3,595.00**	**4030.00**
Excelerator 2.3 Small Business e-License	**e**	**879-000190-001**	**$5,395.00**	**6100.00**
Excelerator 2.3 Enterprise e-License	**e**	**879-000191-001**	**$12,495.00**	**14000.00**
Excelerator 2.3 Large Enterprise e-License	**e**	**879-000192-001**	**$21,995.00**	**24700.00**
Excelerator 2.3 Datacenter e-License	**e**	**879-000193-001**	**$44,995.00**	**50000.00**
Upgrade				
Upgrade Excelerator 2.3 Remote Office e-License	**e**	**879-000189-003**	**$1,910.00**	**2140.00**
Upgrade Excelerator 2.3 Small Business-512Mb e-License	**e**	**879-000190-003**	**$2,860.00**	**3210.00**
Upgrade Excelerator 2.3 Enterprise-1Gb e-License	**e**	**879-000191-003**	**$6,620.00**	**7400.00**
Upgrade Excelerator 2.3 Large Enterprise-2Gb e-License	**e**	**879-000192-003**	**$11,660.00**	**13100.00**
Upgrade Excelerator 2.3 Datacenter-4Gb e-License	**e**	**879-000193-003**	**$23,850.00**	**26800.00**
Memory Upgrade				
Excelerator 2.3 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	**e**	**879-000194-003**	**$2,395.00**	**2690.00**
Excelerator 2.3 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License	**e**	**879-000195-003**	**$6,595.00**	**7400.00**
Excelerator 2.3 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License	**e**	**879-000196-003**	**$13,195.00**	**14800.00**
Excelerator 2.3 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	**e**	**879-000197-003**	**$23,995.00**	**26900.00**
Maintenance				
Excelerator 2.3 Remote Office Maintenance	**e**	**MNT-005618-001**	**$900.00**	**1010.00**
Excelerator 2.3 Small Business Maintenance	**e**	**MNT-005619-001**	**$1,350.00**	**1520.00**
Excelerator 2.3 Enterprise Maintenance	**e**	**MNT-005620-001**	**$3,120.00**	**3500.00**
Excelerator 2.3 Large Enterprise Maintenance	**e**	**MNT-005621-001**	**$5,500.00**	**6200.00**
Excelerator 2.3 Datacenter Maintenance	**e**	**MNT-005622-001**	**$11,250.00**	**12600.00**

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Internet/Intranet Access

Secure Excelerator 1.2

Secure Excelerator 1.2 software package lets you speed the delivery of secure content by leveraging the power of on-the-fly encryption.
For additional information on Volera products, visit http://www.novell.com/products/

Note: Secure Excelerator 1.2 is not available for sale or use in France at this time.

Note: Secure Excelerator requires the Excelerator2.3 Software Media Kit

New				
Secure Excelerator 1.2 1-CPU e-License	**e**	**879-000198-001**	**$5,995.00**	**6700.00**
Maintenance				
Secure Excelerator 1.2 1-CPU Maintenance	**e**	**MNT-005623-001**	**$1,500.00**	**1680.00**

Media Excelerator 1.2

(For Real, Microsoft and Quicktime Protocols)
For additional information on Volera products, visit: http://www.volera.com/products/

Note: Media Excelerator 1.2 Strong Encryption (128 bit) is not for use or distribution in France at this time.

Media				
Media Excelerator 1.2 for RealSystem Proxy 8 e-License	e	131-000857-001	$1.00	1.10
Real Networks for RealSystem Proxy 8 Configuration e-License	e	131-000858-001	$1.00	1.10
Media Excelerator 1.2 for Microsoft Windows Media e-License	e	131-000859-001	$1.00	1.10
New				
Media Excelerator 1.2 for RealSystem Proxy 8: Enterprise License	e	LIC-005708-001	$6,595.00	7400.00
Media Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise License	e	LIC-005709-001	$11,995.00	13500.00
Media Excelerator 1.2 for RealSystem Proxy 8: Datacenter License	e	LIC-005710-001	$22,795.00	25600.00
Note: Customers wanting the RealSystem Proxy 8 product will need to additionally order the 131-000857-001 and 131-000858-001 license part numbers listed above.				
Media Excelerator 1.2 for Microsoft Windows Media: Remote Office License	e	LIC-005712-001	$2,995.00	3360.00
Media Excelerator 1.2 for Microsoft Windows Media: Small Business License	e	LIC-005713-001	$3,795.00	4260.00
Media Excelerator 1.2 for Microsoft Windows Media: Enterprise License	e	LIC-005714-001	$6,595.00	7400.00
Media Excelerator 1.2 for Microsoft Windows Media: Large Enterprise License	e	LIC-005715-001	$11,995.00	13500.00
Media Excelerator 1.2 for Microsoft Windows Media: Datacenter License	e	LIC-005716-001	$22,795.00	25600.00
Note: Customers need to order 131-000859-001 listed above for Microsoft Windows.				
Media Excelerator 1.2 for Streaming Suite: Remote Office License	e	LIC-005717-001	$4,195.00	4710.00
Media Excelerator 1.2 for Streaming Suite: Small Business License	e	LIC-005719-001	$5,394.00	6100.00
Media Excelerator 1.2 for Streaming Suite: Enterprise License	e	LIC-005720-001	$10,795.00	12100.00
Media Excelerator 1.2 for Streaming Suite: Large Enterprise License	e	LIC-005721-001	$19,195.00	21500.00
Media Excelerator 1.2 for Streaming Suite: Datacenter License	e	LIC-005722-001	$35,995.00	40400.00
Note: Customers wanting the Streaming Suite product will need to additionally order the 131-000859-001, 131-000858-001 and 131-000857-001 licenses listed above.				
Memory Upgrade				
Media Excelerator 1.2 for RealSystem Proxy 8: Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade License	e	LIC-005723-003	$7,145.00	8000.00
Media Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade License	e	LIC-005724-003	$14,295.00	16000.00
Note: Customers wanting memory upgrade for RealSystem Proxy 8 will need to additionally order 131-000857-001.				
Media Excelerator 1.2 for Microsoft Windows Media: Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	LIC-005725-003	$645.00	720.00
Media Excelerator 1.2 for Microsoft Windows Media: Small Business 512Mb to Enterprise 1Gb Memory Upgrade License	e	LIC-005726-003	$4,285.00	4810.00
Media Excelerator 1.2 for Microsoft Windows Media: Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade License	e	LIC-005727-003	$7,145.00	8000.00
Media Excelerator 1.2 for Microsoft Windows Media: Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade License	e	LIC-005728-003	$14,295.00	16000.00
Note: Customers wanting memory upgrade for Microsoft Windows will need to additionally order 131-000859-001.				
Maintenance				
Media Excelerator 1.2 for RealSystem Proxy 8: Enterprise Maintenance	e	MNT-005301-001	$1,650.00	1850.00
Media Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise Maintenance	e	MNT-005302-001	$3,000.00	3370.00
Media Excelerator 1.2 for RealSystem Proxy 8: Datacenter Maintenance	e	MNT-005303-001	$5,700.00	6400.00
Media Excelerator 1.2 for Microsoft Windows Media: Remote Office Maintenance	e	MNT-005304-001	$750.00	840.00
Media Excelerator 1.2 for Microsoft Windows Media: Small Business Maintenance	e	MNT-005305-001	$950.00	1070.00
Media Excelerator 1.2 for Microsoft Windows Media: Enterprise Maintenance	e	MNT-005306-001	$1,650.00	1850.00
Media Excelerator 1.2 for Microsoft Windows Media: Large Enterprise Maintenance	e	MNT-005307-001	$3,000.00	3370.00
Media Excelerator 1.2 for Microsoft Windows Media: Datacenter Maintenance	e	MNT-005308-001	$5,700.00	6400.00
Media Excelerator 1.2 for Streaming Suite: Remote Office Maintenance	e	MNT-005309-001	$1,050.00	1180.00
Media Excelerator 1.2 for Streaming Suite: Small Business Maintenance	e	MNT-005310-001	$1,350.00	1520.00
Media Excelerator 1.2 for Streaming Suite: Enterprise Maintenance	e	MNT-005311-001	$2,700.00	3030.00
Media Excelerator 1.2 for Streaming Suite: Large Enterprise Maintenance	e	MNT-005312-001	$4,800.00	5400.00
Media Excelerator 1.2 for Streaming Suite: Datacenter Maintenance	e	MNT-005313-001	$9,000.00	10100.00

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Internet/Intranet Access

Content Controller 1.2

For additional information on Volera products, visit: http://www.volera.com/products/

Note: Content Controller 1.2 Strong Encryption (128 bit) is not for sale or use in France at this time.

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Media				
Content Controller Server 1.2 Server + 10-Pack Software Media Kit English	2	892-000164-001	$35.00	39.00
Content Accountant Server 1.2 Server + 10-Pack Software Media Kit English	2	892-000165-001	$35.00	39.00
Content Controller Server 1.2 Server + 10-Pack e-License	e	131-000817-001	$1.00	1.10
Content Accountant Server 1.2 Server + 10-Pack e-License	e	131-000818-001	$1.00	1.10
Content Controller 1.2 10-Pack e-License	e	131-000823-001	$1.00	1.10
Content Controller 1.2 25-Pack e-License	e	131-000824-001	$1.00	1.10
Content Controller 1.2 50-Pack e-License	e	131-000825-001	$1.00	1.10
Content Controller 1.2 100-Pack e-License	e	131-000826-001	$1.00	1.10
New				
Note: Customers must obtain the applicable 131 license file listed under the media section.				
Content Controller Server 1.2 Server + 10-Pack License	e	LIC-005683-001	$47,995.00	54000.00
Content Controller Excelerator 1.2 10-Pack License	e	LIC-005684-001	$11,995.00	13500.00
Content Controller Excelerator 1.2 25-Pack License	e	LIC-005685-001	$23,995.00	26900.00
Content Controller Excelerator 1.2 50-Pack License	e	LIC-005686-001	$41,995.00	47100.00
Content Controller Excelerator 1.2 100-Pack License	e	LIC-005687-001	$71,995.00	81000.00
Maintenance				
Content Controller Server 1.2 Server + 10-Pack Maintenance	e	MNT-005281-001	$12,000.00	13500.00
Content Controller Excelerator 1.2 10-Pack Maintenance	e	MNT-005288-001	$3,000.00	3370.00
Content Controller Excelerator 1.2 25-Pack Maintenance	e	MNT-005289-001	$6,000.00	6700.00
Content Controller Excelerator 1.2 50-Pack Maintenance	e	MNT-005290-001	$10,500.00	11800.00
Content Controller Excelerator 1.2 100-Pack Maintenance	e	MNT-005291-001	$18,000.00	20200.00

System Controller 1.2

For additional information on Volera products, visit: http://www.volera.com/products/

Note: System Controller 1.2 Strong Encryption (128 bit) is not for use or distribution in France at this time.

Product Description	Class	Part Number	US Dollar	Local Currency**
Media				
System Controller Server 1.2 Server + 10-Pack Software Media Kit High Encryption (128bit) English	2	892-000162-001	$35.00	39.00
System Controller Server 1.2 Server + 10-Pack Software Media Kit Standard Encryption (56 bit) English	2	892-000163-001	$35.00	39.00
System Controller Server 1.2 Server + 10-Pack High Encryption e-License	e	131-000815-001	$1.00	1.10
System Controller Server 1.2 Server + 10-PackStandard Encryption e-License	e	131-000816-001	$1.00	1.10
System Controller Server 1.2 10-Pack e-License	e	131-000819-001	$1.00	1.10
System Controller Server 1.2 25-Pack e-License	e	131-000820-001	$1.00	1.10
System Controller Server 1.2 50-Pack e-License	e	131-000821-001	$1.00	1.10
System Controller Server 1.2 100-Pack e-License	e	131-000822-001	$1.00	1.10
New				
System Controller Server 1.2 Server + 10-Pack High Encryption License	e	LIC-005677-001	$17,995.00	20200.00
System Controller Server 1.2 Server + 10-Pack Standard Encryption License	e	LIC-005678-001	$17,995.00	20200.00
System Controller Excelerator 1.2 10-Pack License	e	LIC-005679-001	$5,995.00	6700.00
System Controller Excelerator 1.2 25-Pack License	e	LIC-005680-001	$11,995.00	13500.00
System Controller Excelerator 1.2 50-Pack License	e	LIC-005681-001	$20,395.00	22900.00
System Controller Excelerator 1.2 100-Pack License	e	LIC-005682-001	$35,995.00	40400.00
Maintenance				
System Controller Server 1.2 Server Maintenance	e	MNT-005279-001	$4,500.00	5100.00
System Controller Excelerator 1.2 10-Pack Maintenance	e	MNT-005284-001	$1,500.00	1680.00
System Controller Excelerator 1.2 25-Pack Maintenance	e	MNT-005285-001	$3,000.00	3370.00
System Controller Excelerator 1.2 50-Pack Maintenance	e	MNT-005286-001	$5,100.00	5700.00
System Controller Excelerator 1.2 100-Pack Maintenance	e	MNT-005287-001	$9,000.00	10100.00

Content Accountant 1.2

For additional information on Volera products, visit: http://www.volera.com/products/

Note: Content Accountant Server 1.2 Strong Encryption (128 bit) is not for use or distribution in France at this time.

Product Description	Class	Part Number	US Dollar	Local Currency**
Media				
Content Accountant 1.2 10-Pack e-License	e	131-000827-001	$1.00	1.10
Content Accountant 1.2 25-Pack e-License	e	131-000828-001	$1.00	1.10
Content Accountant 1.2 50-Pack e-License	e	131-000829-001	$1.00	1.10
Content Accountant 1.2 100-Pack e-License	e	131-000830-001	$1.00	1.10
New				
Note: Customers must obtain the applicable 131 license file listed under the media section.				
Content Accountant Server 1.2 Server + 10-Pack License	e	LIC-005688-001	$59,995.00	67000.00
Content Accountant Excelerator 1.2 10-Pack License	e	LIC-005689-001	$11,995.00	13500.00
Content Accountant Excelerator 1.2 25-Pack License	e	LIC-005690-001	$23,995.00	26900.00
Content Accountant Excelerator 1.2 50-Pack License	e	LIC-005691-001	$41,995.00	47100.00
Content Accountant Excelerator 1.2 100-Pack License	e	LIC-005692-001	$71,995.00	81000.00
Maintenance				
Content Accountant Server 1.2 Server + 10-Pack Maintenance	e	MNT-005282-001	$15,000.00	16800.00
Content Accountant Excelerator 1.2 10-Pack Maintenance	e	MNT-005292-001	$3,000.00	3370.00
Content Accountant Excelerator 1.2 25-Pack Maintenance	e	MNT-005293-001	$6,000.00	6700.00
Content Accountant Excelerator 1.2 50-Pack Maintenance	e	MNT-005294-001	$10,500.00	11800.00
Content Accountant Excelerator 1.2 100-Pack Maintenance	e	MNT-005295-001	$18,000.00	20200.00

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TCP/IP and UNIX Connectivity

Related Service Offerings

Novell offers a wide-range of Consutling, Education, and Support Services to enable you to tap the full potential of your Novell products. For a detailed listing of Novell Services, please see the "Novell Customer Services" section found within this Price List.

NetWare® NFS Services 3.0

NFS v3.0 delivers open, Internet-standard file services, including Web NFS, to mixed NetWare and Unix environments, integrating PCs, minis, mainframes and clients. The NFS Server and Gateway allow bi-directional file sharing between NetWare and Unix Platforms.

Product Description	Class	Part Number	Pricing: US Dollar	Pricing: Local Currency** (eur)
Media				
Netware NFS Services 3.0 e-Software Media Kit English	e	878-000105-001	$15.00	17.00
Netware NFS Services 3.0 Software Media Kit English	2	892-000044-001	$35.00	39.00
Note: Customers ordering the 892 or 878 Software Media Kit will also need to order the 131 part number listed below to enable the software.				
Netware NFS Services 3.0 Software Media e-License	e	131-000656-001	$1.00	1.10
New				
NetWare NFS Services 3.0 License	e	LIC-005409-001	$2,995.00	3360.00
Upgrade				
Upgrade NetWare NFS Services 3.0 License from any NFS	e	LIC-005409-003	$1,590.00	1780.00
Maintenance				
NetWare NFS Services 3.0 Maintenance	e	MNT-004907-001	$750.00	840.00

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Directory Services

Novell Nterprise Branch Office 1

Nterprise Branch Office is a multifunction soft appliance that enables enterprises to trim up to 10% of IT costs, improve service to branch offices, and maintain centralized data center control and security.

Nterprise Branch Office is for distributed enterprises that are dissatisfied with the cost and complexity of deploying network services in branch offices. It alleviates consolidation hurdles by providing distributed users an enterprise-class experience, while eliminating the need for onsite management.

Media				
Novell Nterprise Branch Office e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000188-001	$15.00	17.00
Novell Nterprise Branch Office Software Media Kit Strong Encryption (128+ bit) English	2	892-000197-001	$35.00	39.00
New				
Novell Nterprise Branch Office 1-Server License	e	LIC-005866-001	$2,500.00	2810.00
Maintenance				
Novell Nterprise Branch Office 1-Server Maintenance	e	MNT-005499-001	$625.00	700.00

Novell Nsure Resources 1

Novell is pleased to announce the availability of Novell Nsure Resources, which is a part of the Novell Nsure family of secure identity management solution offerings. Novell Nsure Resources features the DirXML 1.1a engine and a set of pre-configured DirXML drivers designed to automate the process of provisioning resources for employees. Novell Nsure Resources supports connections to the most popular human resource, messaging and account systems: PeopleSoft (PeopleTools 7.5x, 8.1x), SAP HR (4.6c or later), Microsoft Exchange 5.5, Novell GroupWise (5.5, 6.0, 6.1), Lotus Notes (R5), Microsoft Active Directory, Novell eDirectory (8.62, 8.7), and Microsoft NT (4.0).

Novell Nsure Resources software is available for download at http://download.novell.com. Product requires “activation” prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

Media				
Novell Nsure Resources 1 Software Media Kit Strong Encryption (128+ bit) English	2	892-000204-001	$35.00	39.00
New				
Novell Nsure Resources 1 1-User e-License	e	979-000134-001	$35.00	39.00
Maintenance				
Novell Nsure Resources 1 1-User Maintenance	e	MNT-005500-001	$9.00	10.00

Novell Modular Authentication Services 2.1 Enterprise Edition

NMAS 2.1 Enterprise Edition is a directory-enabled network security component providing cross platform authentication using a variety of Novell-supplied methods, and (separately obtained) third-party methods.

Media				
Novell Modular Authentication Service 2.1 Enterprise Edition e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000195-001	$15.00	17.00
New				
Novell Modular Authentication Service 2.1 Enterprise Edition & Prior 1-User e-License	e	879-000106-001	$49.00	55.00
Upgrade				
Upgrade Novell Modular Authentication Service 2.1 Enterprise Edition & Prior 1-User e-License	e	879-000106-003	$20.00	22.00
Maintenance				
Novell Modular Authentication Service 2.1 Enterprise Edition 1-User Maintenance	e	MNT-005536-001	$12.00	13.00

DirXML 1.1a

DirXML is a data sharing service that provides integration capabilities for universal connections between disparate resources, so they work together as one Net. DirXML creates XML-based pathways that allow identity-based information to flow freely between applications, data stores and network platforms, regardless of technical or organizational boundaries – inside or outside firewalls. This creates streamlined administration and control of identities, as well as uniform data integrity and automated efficiency that spans all network resources. As a result, DirXML enables effective communication between applications, data stores and network platforms; ensures data consistency within and between organizations; and powers enterprise and eBusiness transformations by accelerating the flow of information throughout the extended enterprise.

Note: The DirXML 1.1a software will be available for download at: http://download.novell.com/sdMain.jsp. Product requires “activation” prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

Media				
DirXML 1.1a Software Media Kit Strong Encryption (128+ bit) English	2	892-000203-001	$35.00	39.00
New				
DirXML 1.1a & Prior 1-User e-License	e	979-000005-001	$29.00	33.00
Upgrade				
Upgrade DirXML 1.1a & Prior 1-User e-License	e	979-000006-001	$15.00	17.00
Maintenance				
DirXML 1.1a 1-User Maintenance	e	MNT-005166-001	$7.00	7.90

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Directory Services

DirXML Driver 4.0 for PeopleSoft

With the DirXML Driver 4.0 for PeopleSoft, customers can bi-directionally share and synchronize data between Novell eDirectory version 8.6x and a PeopleSoft application running on the latest version of PeopleTools. This driver is designed as a functional upgrade to prior releases of the PeopleSoft driver.

DirXML is a flexible data sharing service that allows data to be freely shared between applications, databases, and directories and with business partners and customers outside the firewall. DirXML extends the data replication and synchronization capabilities of Novell eDirectory™ to other data sources, eliminating the isolation of data. With DirXML, enterprises can reduce administration costs and improve productivity, build customer relationships through highly customized services, and remove interoperability barriers that inhibit eBusiness success.

The DirXML Driver 4.0 for PeopleSoft software is available for download at: http://download.novell.com/sdMain.jsp This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New DirXML Driver 4.0 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License	e	979-000127-001	$10.00	11.00
Upgrade Upgrade DirXML Driver 4.0 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License	e	979-000131-001	$5.30	5.90
Maintenance DirXML Driver 4.0 for PeopleSoft 7.0, 7.5, and 8.1 1-User Maintenance	e	MNT-005429-001	$2.50	2.80

DirXML Driver 3.6 for PeopleSoft

New DirXML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License	e	979-000001-001	$10.00	11.00
Upgrade Upgrade DirXML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.11-User e-License	e	979-000007-001	$5.30	5.90
Maintenance DirXML Driver 3.6 for PeopleSoft 7.0, 7.5, and 8.1 1-User Maintenance	e	MNT-005199-001	$2.50	2.80

DirXML Driver 1.0 for SAP HR

The DirXML Driver 1.0 for SAP® HR synchronizes personnel data between the SAP HR database and Novell eDirectory. This driver technology enables data to flow within a business enterprise based on its own unique requirements, and eliminates the labor-intensive and error-prone practice of re-entering the same data into multiple databases. Since the SAP HR system is the authoritative source of personnel information, the driver allows administrators to propagate this data to other non-SAP business applications and databases without the need for custom integration solutions. Administrators can decide what data will be shared and how the data will be presented within their enterprises.

Note: The DirXML 1.0 for SAP HR software will be available for download at: http://download.novell.com/sdMain.jsp. And product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New DirXML Driver 1.0 for SAP HR 1-User e-License	e	979-000004-001	$10.00	11.00
Maintenance DirXML Driver 1.0 for SAP HR 1-User Maintenance	e	MNT-005190-001	$2.50	2.80

DirXML Driver 1.6 for JDBC

The DirXML Driver 1.6 for JDBC provides data integration between Novell eDirectory™ and databases that support Java Database Connectivity (JDBC). Unlike most DirXML drivers that interface with a single, well-defined application, this driver can interface with most relational databases and database-hosted applications.

Note: The DirXML 1.6 for JDBC software is only available as part of the DirXML 1.1a software media. The e-software for DirXML 1.1a is available for download at: http://download.novell.com. Product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New DirXML Driver 1.6 & Prior for JDBC 1-User e-License	e	979-000149-001	$10.00	11.00
Upgrade Upgrade DirXML Driver 1.6 & Prior for JDBC 1-User e-License	e	979-000149-003	$5.30	5.90
Maintenance DirXML Driver 1.6 for JDBC 1-User Maintenance	e	MNT-005531-001	$2.50	2.80

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Directory Services

DirXML Password Synchronization 1.0 for Windows

Password Synchronization 1.0 for Windows 2000 and Windows NT. It offers a bi-directional password synchronization solution for systems and applications that use the authentication methods specified by each directory. The bi-directional password synchronization feature distinguishes DirXML from other synchronization solutions by ensuring automatic password integrity across your mixed network.

Note: The DirXML Password Synchronization 1.0 for Windows software will be available for download at: http://download.novell.com/sdMain.jsp. And product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Password Synchronization for Windows 1-User License	e	979-000009-001	$12.00	13.00
Maintenance				
DirXML Password Synchronization for Windows 1-User Maintenance	e	MNT-005210-001	$3.00	3.40

DirXML Driver for NT Domain

DirXML Driver for NT Domain is now available for separate purchase from the DirXML base software. The DirXML Driver for NT Domain is designed to bi-directionally synchronize user data between eDirectory and the NT Domain.

Software for this driver is included with the full DirXML 1.1a software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.1a for NT Domain 1-User License	e	979-000013-001	$6.00	6.70
Maintenance				
DirXML Driver 1.1a for NT Domain 1-User Maintenance	e	MNT-005214-001	$1.50	1.70

DirXML Driver for Notes

DirXML Driver for Notes is now available for separate purchase from the DirXML base software. The DirXML Driver for Notes is designed to bi-directionally synchronize user data between Novell eDirectoryand the Lotus Notes R5 database and Address Book.

Software for this driver is included with the full DirXML 1.1a software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.5a for Notes 1-User License	e	979-000023-001	$6.00	6.70
Maintenance				
DirXML Driver 1.5a for Notes 1-User Maintenance	e	MNT-005224-001	$1.50	1.70

DirXML Driver for LDAP

DirXML Driver for LDAP (Lightweight Directory Access Protocol) is now available for separate purchase from the DirXML base software. The DirXML Driver for LDAP is designed to bi-directionally synchronize user data between Novell eDirectory and LDAP-compliant directories such as:

- iPlanet Directory Server
- IBM SecureWay Directory Server
- Innosoft Directory Services
- CP Directory Server

Software for this driver is included with the full DirXML 1.1 software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.5a for LDAP 1-User License	e	979-000025-001	$6.00	6.70
Maintenance				
DirXML Driver 1.5a for LDAP 1-User Maintenance	e	MNT-005226-001	$1.50	1.70

DirXML Driver 2.0 for GroupWise

The DirXML Driver 2.0 for GroupWise provides identity data integration between Novell eDirectory™ and Novell GroupWise.

With the Novell DirXML Driver 2.0 for GroupWise, data changes are real-time and event based, depending on customers' business rules. For example, changes made in GroupWise are transparently captured and copied into eDirectory. The driver also ensures that changes made to eDirectory are reflected in GroupWise.

Software for DirXML Driver 2.0 for GroupWise is available for download at: http://download.novell.com. For information on Novell DirXML Drivers, visit http://www.novell.com/products/edirectory/dirxml/drivers/index.html.

New				
DirXML Driver 2.0 for GroupWise 1-User License	e	979-000164-001	$6.00	6.70
Upgrade				
Upgrade DirXML Driver 2.0 for GroupWise 1-User License	e	979-000164-003	$3.20	3.60
Maintenance				
DirXML Driver 2.0 for GroupWise 1-User Maintenance	e	MNT-005593-001	$1.50	1.70

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Directory Services

DirXML Driver 1.1a for GroupWise

DirXML Driver for GroupWise is now available for separate purchase from the DirXML base software. The DirXML Driver for GroupWise is designed to bi-directionally synchronize user data between Novell eDirectory and GroupWise.

Software for this driver is included with the full DirXML 1.1a software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.1a for GroupWise 1-User License	e	979-000015-001	$6.00	6.70
Maintenance				
DirXML Driver 1.1a for GroupWise 1-User Maintenance	e	MNT-005216-001	$1.50	1.70

DirXML Driver 1.5a for Exchange

DirXML Driver for Exchange is now available for separate purchase from the DirXML base software. The DirXML Driver for Exchange is designed to bi-directionally synchronize user data between Novell eDirectory™ users and Microsoft Exchange.

Software for this driver is included with the full DirXML 1.1a software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.5a for Exchange 5.5 1-User License	e	979-000027-001	$6.00	6.70
Maintenance				
DirXML Driver 1.5a for Exchange 5.5 1-User Maintenance	e	MNT-005228-001	$1.50	1.70

DirXML Driver for Novell eDirectory

DirXML Driver for Novell eDirectory is now available for separate purchase from the DirXML base software. The DirXML Driver for Novell eDirectory is designed to bi-directionally synchronize data (objects / attributes) with multiple instances of eDirectory.

Software for this driver is included with the full DirXML 1.1a software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.1a for eDirectory 1-User License	e	979-000019-001	$6.00	6.70
Maintenance				
DirXML Driver 1.1a for eDirectory 1-User Maintenance	e	MNT-005220-001	$1.50	1.70

DirXML Driver for Delimited Text

DirXML Driver for Delimited Text is now available for separate purchase from the DirXML base software. The DirXML Driver for Delimited Text is designed to bi-directionally synchronize user data between Novell eDirectory and delimited text files with comma-separated values, and between eDirectory and XML files in XDS format. XDS format is the defined Novell subset of possible XML formats. (For more information on XDS format, refer to the DirXML Driver Kit.)

Software for this driver is included with the full DirXML 1.1a software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.1a for Delimited Text 1-User License	e	979-000017-001	$6.00	6.70
Maintenance				
DirXML Driver 1.1a for Delimited Text 1-User Maintenance	e	MNT-005218-001	$1.50	1.70

DirXML Driver for Active Directory

DirXML Driver for Active Directory is now available for separate purchase from the DirXML base software. The DirXML Driver for Active Directory is designed to bi-directionally synchronize user data between Novell eDirectory and Active Directory.

Software for this driver is included with the full DirXML 1.1a software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 2.0a for Active Directory 1-User License	e	979-000021-001	$6.00	6.70
Maintenance				
DirXML Driver 2.0a for Active Directory 1-User Maintenance	e	MNT-005222-001	$1.50	1.70

DirXML Driver License for non-Novell Production Driver

This license is the "DirXML Driver License for non-Novell production driver" and is now available through normal purchasing channels. This license enables the DirXML engine to be used in conjunction with a driver other than a standard Novell production driver.

Software for this driver is included with the full DirXML 1.1 software download which is available at: http://download.novell.com/sdmain.jsp. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver License for non-Novell Production Driver 1-User e-License	e	979-000029-001	$2.00	2.20
Maintenance				
DirXML Driver License for non-Novell Production Driver 1-User Maintenance	e	MNT-005253-001	$1.00	1.10

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Directory Services

Novell DirXML Driver for WebSphere MQ by The Wiring Company

Novell is pleased to announce that the DirXML Driver for WebSphere MQ is now available. The DirXML Driver for WebSphere MQ is designed to provide data integration between Novell eDirectory and applications and business processes supported by IBM's WebSphere MQ. This driver also ensures that changes made in eDirectory are reflected in any affected WebSphere MQ data sources.

Product Availability and Distribution:
The Novell® DirXML® Driver for WebSphere* MQ by The Wiring Company software will be available for download at: http://download.novell.com

New				
DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User e-License	e	979-000048-001	$10.00	11.00
Maintenance				
DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User Maintenance	e	MNT-005324-001	$2.50	2.80

DirXML Driver for Network Information Service (NIS) 1.0

With this driver, customers will be able to integrate the NIS user management system—commonly used in Unix environments—with Novell® eDirectory™ to provision users to Unix systems. This driver will support NIS, NIS+, and /etc/passwd methods of managing Unix users.

The Novell DirXML Driver 1.0 for NIS e-Software will be available for download at: http://download.novell.com. This product requires "activation" prior to installation and use in a production environment. See http://www.novell.com/products/nds/dirxml/ for details.

New				
DirXML Driver 1.0 for NIS 1-User e-License	e	979-000050-001	$6.00	6.70
Maintenance				
DirXML Driver 1.0 for NIS 1-User Maintenance	e	MNT-005326-001	$1.50	1.70

iChain 2.2

iChain 2.2 is an integrated security solution that offers secure authentication and access to portals, Web-based content and Web applications. Features include Web Single Sign-On, multi-factor authentication, complete access control, confidential data delivery and personalization.

With these features, iChain enables you to bring all aspects of your business together and move them online. In fact, iChain is the most secure foundation for identity and access management for your eBusiness.

Note: iChain 2.2 will be available for download at: http://download.novell.com. Product requires activation prior to installation and use in a production environment.

Media				
iChain 2.2 Software Media Kit Strong Encryption (128+ bit) English	2	892-000211-001	$35.00	39.00
New				
iChain 2.2 & Prior 1-User e-License	e	979-000154-001	$10.00	11.00
Upgrade				
Upgrade iChain 2.2 & Prior 1-User e-License	e	979-000154-003	$5.30	5.90
Competitive Upgrade iChain 2.2 & Prior 1-User e-License	e	979-000157-003	$5.30	5.90
Maintenance				
iChain 2.2 1-User Maintenance	e	MNT-005544-001	$2.50	2.80

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Directory Services

Novell Account Management 3

Novell Account Management 3 is a big step forward in simplifying cross-platform management of user and group accounts. Unlike previous releases of Novell Account Management (NAM), version 3 is completely integrated across all platforms, providing a central point of management for user and group account information stored within the security systems on the various operating systems with an enterprise network.

The software for this product is available as a free download from http://download.novell.com. This product requires activation. If not activated, this product will expire 90 days after installation. For detailed information about Novell's product activation process, please visit http://www.novell.com/partners/partnerplace/epd/product_activation_basics.htm.

Media				
Account Management 3 Suite Software Media Kit Strong Encryption (128+ bit) English	1	892-000167-001	$35.00	39.00
New				
Account Management 3 for Mainframe & Prior 1-User e-License	e	979-000040-001	$18.00	20.00
Account Management 3 for Unix & Prior 1-User e-License	e	979-000042-001	$18.00	20.00
Account Management 3 for Windows & Prior 1-User e-License	e	979-000044-001	$18.00	20.00
Account Management 3 Suite & Prior 1-User e-License	e	979-000046-001	$54.00	61.00
Upgrade				
Upgrade Account Management 3 for Mainframe & Prior 1-User e-License	e	979-000041-001	$10.00	11.00
Upgrade Account Management 3 for Unix & Prior 1-User e-License	e	979-000043-001	$10.00	11.00
Upgrade Account Management 3 for Windows & Prior 1-User e-License	e	979-000045-001	$10.00	11.00
Upgrade Account Management 3 Suite & Prior 1-User e-License	e	979-000047-001	$29.00	33.00
Maintenance				
Account Management 3 for Mainframe 1-User Maintenance	e	MNT-005335-001	$5.00	5.60
Account Management 3 for Unix 1-User Maintenance	e	MNT-005334-001	$5.00	5.60
Account Management 3 for Windows 1-User Maintenance	e	MNT-005338-001	$5.00	5.60
Account Management 3 Suite 1-User Maintenance	e	MNT-005333-001	$14.00	16.00

Novell eDirectory 8.7

Novell eDirectory 8.7, the latest version of the flagship directory software, will further benefit Novell customers seeking to implement the recently announced Novell Nsure secure identity management solutions. eDirectory, which simplifies the management of user identities and access rights, is the foundation for secure identity management solutions that help organizations get the right resources to the right people anytime, anywhere.

Novell eDirectory 8.7 e-software will be available for download at http://download.novell.com

Media				
Novell eDirectory 8.7 Software Media Kit Strong Encryption (128+ bit) English and French	2	892-000205-001	$35.00	39.00
New				
Novell eDirectory 8.7 Unlimited-User e-Software	e	131-001078-001	$1.00	1.10
Novell eDirectory 8.7 & Prior 1-User License	e	LIC-005869-001	$2.00	2.20
Upgrade				
Upgrade Novell eDirectory 8.7 & Prior 1-User License	e	LIC-005869-003	$1.00	1.10
Maintenance				
Novell eDirectory 8.7 1-User Maintenance	e	MNT-005507-001	$0.50	0.60

SecureLogin 3.0

Novell SecureLogin 3.0 is Novell's enterprise single sign-on solution, supporting Windows, Web, Citrix/Terminal Server, Telnet, RADIUS and Host Terminal Emulator applications.

Novell SecureLogin 3.0 includes all features of both NSL2.5 and NSSO2.1, such as SecretStore and NMAS Standard Edition. Novell SecureLogin 3.0 supports LDAP (Client32 is optional), extending support for LDAPv3 directories. The user interface for Novell SecureLogin 3.0 has also been enhanced.

Novell SecureLogin 3.0 is licensed per user—a license must be purchased for every active User object in the directory tree.

Media				
SecureLogin 3.0 e-Software Media Kit Multilingual	e	878-000118-001	$15.00	17.00
SecureLogin 3.0 Software Media Kit Multilingual	2	892-000148-001	$35.00	39.00
New				
SecureLogin 3.0 1-User License	e	LIC-005630-001	$79.00	89.00
Upgrade				
Upgrade SecureLogin 3.0 1-User License	e	LIC-005630-003	$42.00	47.00
Maintenance				
SecureLogin 3.0 1-User Maintenance	e	MNT-005201-001	$20.00	22.00

The following products qualify for an upgrade to Novell SecureLogin 3.0:

- Novell SecureLogin 2.5
- Novell Single Sign-on (all versions, with or without v-GO)

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Directory Services

Novell Secure Access Suite

Novell Secure Access is a suite of access and security products that simplify, secure, accelerate, and extend identity management to applications, platforms, databases, and network resources.

Today's traditional, best-of-breed, access and security solutions often have their own identity stores and security policies. Having to maintain multiple identity stores and security policies introduces significant security vulnerabilities, increases administration and support costs, and reduces the quality of the end user experience. Additionally, such solutions don't provide a mechanism for enforcing a consistent access control and security policy for the many users an organization encounters.

Novell Secure Access enables organizations to remove many of these vulnerabilities, reduce administrative and support costs, and improve the end user experience by unifying the management of identity and access control.

Products Included:
Novell Secure Access has been updated to include of Novell Account Management 3.0 (which replaces NDS-Authentication Services 3.0), Novell Modular Authentication Service Enterprise Edition 2.1, Novell SecureLogin 3.0.4, Novell iChain 2.2, and BorderManager Enterprise Edition 3.7.

Note: Customers in France must ensure they order French import approved versions of the individual products that encompass the Secure Access Suite.

Media				
Account Management 3 Suite Software Media Kit Strong Encryption (128+bit English	2	892-000167-001	$35.00	39.00
Account Management 3 Suite e-Software Media Kit Strong Encryption (128+bit English	e	878-000082-001	$15.00	17.00
Novell Modular Authentication Service 2.1 Enterprise Edition e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000195-001	$15.00	17.00
SecureLogin 3.0 Software Media Kit Multilingual	1	892-000148-001	$35.00	39.00
BorderManager 3.7 Software Media Kit Strong Encryption (128+ bit) EPFGS	1	892-000160-001	$35.00	39.00
iChain 2.2 Software Media Kit Strong Encryption (128+ bit) English	2	892-000211-001	$35.00	39.00
Note: iChain 2.2 will be available for download at: http://download.novell.com.				
New				
Novell Secure Access Suite 1.6 1-User e-License	e	979-000160-001	$139.00	156.00
Upgrade				
Upgrade Novell Secure Access Suite 1.6 for SecureLogin 3.0 1-User e-License	e	979-000161-003	$69.00	77.00
Upgrade Novell Secure Access Suite 1.6 for Account Management 3.0 Components 1-User e-License	e	979-000162-003	$119.00	134.00
Upgrade Novell Secure Access Suite 1.6 1-User e-License	e	979-000163-003	$99.00	111.00
Maintenance				
Novell Secure Access Suite 1.6 1-User Maintenance	e	MNT-005578-001	$46.00	52.00

File System Factory

File System Factory allows for easy provisioning, management, and cleanup of user home directories and group storage, while providing disk storage to all network users and collaborative storage to working groups.

Using storage management polices stored in eDirectory, the product works with any user provisioning process, including DirXML, LDAP, custom code, batch processes, or manual data entry to automate storage management. File System Factory makes it easy to adapt to newer provisioning processes, and is the perfect tool for customers who are looking for automating and efficiently managing the allocation of group storage resources and home directories for users.

Media				
File System Factory 1.1 e-Software Media Kit English	**e**	**878-000232-001**	**$15.00**	**17.00**
New				
File System Factory 1.1 1-User e-License	**e**	**879-000183-001**	**$12.00**	**13.00**
Maintenance				
File System Factory 1.1 1-User Maintenance	**e**	**MNT-005597-001**	**$3.00**	**3.40**

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Novell Collaboration Services

GroupWise 6.5

Novell® GroupWise® 6.5 is the premier communication and collaboration tool for the one Net environment. It provides an effective, innovative and open approach to collaboration services—an approach that delivers security, control, mobility and high productivity, while reducing the cost of managing and maintaining essential communication and collaboration services.

Media				
GroupWise 6.5 e-Software Media Kit Strong Encryption (128+ bit) Multilingual	e	878-000205-001	$15.00	17.00
GroupWise 6.5 Software Media Kit Strong Encryption (128+ bit) Multilingual	1	892-000223-001	$35.00	39.00
New				
GroupWise 6.5 & Prior 1-User e-License	e	LIC-005894-001	$130.00	146.00
GroupWise 6.5 Web/Wireless 1-User e-License	e	LIC-005897-001	$30.00	34.00
Upgrade				
Upgrade GroupWise 6.5 & Prior 1-User e-License	e	LIC-005894-003	$69.00	77.00
Upgrade GroupWise 6.5 Web/Wireless 1-User e-License	e	LIC-005897-003	$16.00	18.00
Maintenance				
GroupWise 6.5 1-User Maintenance	e	MNT-005584-001	$33.00	37.00
GroupWise 6.5 Web/Wireless 1-User Maintenance	e	MNT-005587-001	$8.00	9.00

Note: Customers upgrading, from one of the products listed below, may do so using the competitive upgrade part numbers listed above.
WordPerfect Office, Microsoft Mail, Microsoft Exchange, Lotus Notes, Lotus cc:Mail, IBM PROFS, IBM OfficeVision, ICL TeamOffice, On Technology DaVinci, Banyan BeyondMail, Infinite Technology ExpressIT!, Futurus TEAM, Futurus MAIL Plus, QuickMail MHS, QuickMail Pro, FirstClass® Intranet Server(FCIS).

GroupWise 6

Novell GroupWise 6, the premier communication and collaboration tool for the one Net environment, is the only collaboration solution capable of addressing the requirements and challenges of today's eBusinesses. It accelerates your organizational productivity and responsiveness by enabling you to expand your collaboration zone, securely integrate with your suppliers and customers, and empower your administrators to align technology with business objectives. And it's the first and only integrated collaboration solution to include wireless connectivity in the box as an integrated function.

Note: GroupWise 6 Strong Encryption (128+ bit) is not for use or distribution in France at this time.

Media				
GroupWise 6 e-Software Media Kit Strong Encryption (128+ bit) TH, HB, AR, TR, JA, SC, TC	e	878-000101-001	$15.00	17.00
GroupWise 6 Software Media Kit Strong Encryption (128+ bit) TH, HB, AR, TR, JA, SC, TC	2	892-000113-001	$35.00	39.00

High Availability Messaging Solution

Messaging has become mission critical in most environments. With many businesses e-mail drives the business. If the e-mail stops the business stops. High availability of the messaging system is no longer a luxury -- it is a competitive business requirement. The Novell High Availability Messaging solution simplifies the move from where you are today to always on messaging. Novell and key partners combine all of the net services software, servers, storage, and services needed to implement a non-stop messaging environment.

Please note that there are no license and maintenance part numbers associated with Novell High Availability Messaging. Customers should purchase license and maintenance using the existing part numbers for NetWare 5.1, Novell Cluster Services 1.01, and Novell GroupWise 6 respectively.

Note: High Availability Messaging Solution Strong Encryption (128+ bit) is not for use or distribution in France at this time.

Media				
High Availability Messaging e-Software Media Kit Strong Encryption (128+ bit) Multilingual	e	878-000103-001	$15.00	17.00
High Availability Messaging Software Media Kit Strong Encryption (128+ bit) Multilingual	**2**	892-000032-001	$35.00	39.00

GroupWise Gateways, Agents, and Print Packs

GroupWise Gateways, Agents, and Print Packs can be accessed for download at www.novell.com/download.

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Novell Collaboration Services

NetMail 3.1

NetMail 3.1, formerly known as the Novell Internet Messaging System (NIMS) contains all of the features (standards-based email, calendaring, list server, rules server, hosting features, etc.) of NIMS 3.0.x. In addition, NetMail 3.1 includes support for Windows platforms and Palm OS and Pocket PC email, calendar and address book synchronization. NetMail 3.1 requires NDS eDirectory and runs on the following platforms: NetWare 4.11 (Service Pack 9), NetWare 5.1 (Service Pack 3), NetWare 6, Windows NT, Windows 2000, Windows XP, Solaris 8, and Linux (Red Hat 7.1+ recommended).

Note: NetMail 3.1 Strong Encryption (128+ bit) is not available for use or distribution in France at this time.

Media				
NetMail 3.1 e-Software Media Kit Strong Encryption (128+ bit) Multilingual	e	878-000081-001	$15.00	17.00
NetMail 3.1 e-Software Media Kit (56 bit) Multilingual	e	878-000090-001	$15.00	17.00
New				
NetMail 3.1 1-User License	e	LIC-005735-001	$15.00	17.00
Upgrade				
Upgrade NetMail 3.1 1-User License	e	LIC-005735-003	$8.00	9.00
Maintenance				
NetMail 3.1 1-User Maintenance	e	MNT-005318-001	$3.75	4.20

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Network Management (NetWare and Windows NT)

ManageWise® 2.7

ManageWise® 2.7 is a comprehensive management solution you can use to successfully manage and control your entire mixed network, including TCP/IP networks. It performs all management tasks from a single point of administration, including Novell Directory Services™ monitoring, NetWare® and Windows NT management, problem notification, traffic analysis, virus protection, inventorying, and health reporting.

Note: In order to install ManageWise 2.7, customers ordering the 892 or 878 Software Media Kit must also order the 131-000655-001 part number.

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Media				
ManageWise 2.7 e-Software Media Kit English*	e	878-000104-001	$15.00	17.00
ManageWise 2.7 Software Media Kit English	2	892-000037-001	$35.00	39.00
Note: Customers ordering the 892 or 878 Software Media Kit will also need to order the 131 part number listed below to enable the software.				
ManageWise 2.7 Software Media e-License	e	131-000655-001	$1.00	1.10
New				
ManageWise 2.7 & Prior 5-User License	e	LIC-005294-001	$795.00	890.00
ManageWise 2.7 & Prior 10-User License	e	LIC-005295-001	$1,195.00	1340.00
ManageWise 2.7 & Prior & Prior 25-User License	e	LIC-005296-001	$1,995.00	2240.00
ManageWise 2.7 & Prior 50-User License	e	LIC-005297-001	$3,750.00	4210.00
ManageWise 2.7 & Prior & Prior 100-User License	e	LIC-005298-001	$7,500.00	8400.00
ManageWise 2.7 & Prior 250-User License	e	LIC-005299-001	$18,750.00	21000.00
ManageWise 2.7 & Prior & Prior 500-User License	e	LIC-005300-001	$37,500.00	42100.00
Upgrade				
Upgrade ManageWise 2.7 & Prior 5-User License from ManageWise PV/Competitive Product 5-User	e	LIC-005294-003	$430.00	483.00
Upgrade ManageWise 2.7 & Prior 10-User License from ManageWise PV/Competitive Product 10-User	e	LIC-005295-003	$640.00	720.00
Upgrade ManageWise 2.7 & Prior 25-User License from ManageWise PV/Competitive Product 25-User	e	LIC-005296-003	$1,000.00	1120.00
Upgrade ManageWise 2.7 & Prior 50-User License from ManageWise PV/Competitive Product 50-User	e	LIC-005297-003	$1,990.00	2230.00
Upgrade ManageWise 2.7 & Prior 100-User License from ManageWise PV/Competitive Product 100-User	e	LIC-005298-003	$4,000.00	4490.00
Upgrade ManageWise 2.7 & Prior 250-User License from ManageWise PV/Competitive Product 250-User	e	LIC-005299-003	$9,940.00	11200.00
Upgrade ManageWise 2.7 & Prior 500-User License from ManageWise PV/Competitive Product 500-User	e	LIC-005300-003	$19,880.00	22300.00
Maintenance				
ManageWise 2.7 5-User Maintenance	e	MNT-004833-001	$200.00	224.00
ManageWise 2.7 10-User Maintenance	e	MNT-004834-001	$300.00	337.00
ManageWise 2.7 25-User Maintenance	e	MNT-004835-001	$500.00	560.00
ManageWise 2.7 50-User Maintenance	e	MNT-004836-001	$938.00	1050.00
ManageWise 2.7 100-User Maintenance	e	MNT-004837-001	$1,875.00	2100.00
ManageWise 2.7 250-User Maintenance	e	MNT-004838-001	$4,688.00	5300.00
ManageWise 2.7 500-User Maintenance	e	MNT-004839-001	$9,375.00	10500.00

ZENworks 6 Suite

Novell ZENworks delivers a comprehensive set of integrated tools that automate IT management processes across the lifecycle of desktops, laptops, servers and handhelds. Novell ZENworks maintains and enforces directory-based policies to dynamically manage the interactions between users, applications and other resources based on their unique identities. With Novell ZENworks, you can dramatically reduce IT costs compared to just “point” tools by managing resources throughout your diverse enterprise and changing work environments. The comprehensive and integrated capabilities of Novell ZENworks provide the technology foundation for organizations to align resources with business objectives while reducing costs.

The DirXML and Handhelds Management components require activation. For detailed information about Novell's product activation process, please visit http://www.novell.com/partners/partnerplace/epd/product_activation_basics.html.

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Media				
ZENworks 6 Suite Software Media Kit Strong Encryption (128+ bit) English	1	892-000228-001	$35.00	39.00
ZENworks 6 Suite e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000237-001	$15.00	17.00
ZENworks 6 Suite e-Software Media Kit Strong Encryption (128+ bit) English (Executable Files*)	e	878-000238-001	$15.00	17.00
New				
ZENworks 6 Suite 1-User e-License	e	979-000172-001	$130.00	146.00
Upgrade				
Upgrade ZENworks 6 Suite 1-User e-License	e	979-000172-003	$69.00	77.00
Maintenance				
ZENworks 6 Suite 1-User Maintenance	e	MNT-005601-001	$33.00	37.00

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Network Management (NetWare and Windows NT)

ZENworks for Servers 3

ZENworks for Servers is the cross-platform solution for server content and configuration management that helps everything work together as one Net. It provides server consistency by empowering administrators to manage server content, configurations and procedures across server groups that include Windows, Linux, Solaris and NetWare platforms. ZENworks for Servers allows IT professionals to capture and automate key server administrative processes, creating self-managing networks. This increases management efficiency, enabling administrators to securely manage servers with less work and freeing them to focus on strategic initiatives instead of routine server management tasks. As a result, Novell customers get a stable and resilient server environment, embedded network intelligence and a server management solution that pays for itself and more — with an ROI reward in as little as three months and a three-year ROI of up to 2,000% (with ZFD).

Product Upgrades:
ZFS3 is the upgrade path for ManageWise; all ManageWise customers may upgrade to ZFS3 at the upgrade price. All ManageWise customers with maintenance may upgrade their licenses to ZFS3 and must purchase ZFS maintenance at the time of their upgrade.

Licensed users of the following products also qualify for upgrade pricing. Computer Associate's Software Distribution Option (SDO), HP OpenView for Windows Professional Suite, HP OpenView Network Node Manager, IBM Netfinity Manager, LANDesk Management Suite, Novadigm Radia Management Suite, Tivoli IT Director, Microsoft System Management Server (SMS).

Note: The media kits listed below contain the new ZENworks for Servers 3.0.2 software. No new licenses are required to use this updated software.

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Media				
ZENworks for Servers 3 e-Software Media Kit Strong Encryption (128 bit) English (Executable Files*)	e	878-000236-001	$15.00	17.00
ZENworks for Servers 3 e-Software Media Kit (128+ bit) English*	e	878-000080-001	$15.00	17.00
ZENworks for Servers 3 Software Media Kit English	1	892-000156-001	$35.00	39.00
New				
ZENworks for Servers 3 & Prior 1-User e-License	e	LIC-005663-001	$59.00	66.00
ZENworks for Servers 3 & Prior Server e-License	e	LIC-005664-001	$3,000.00	3370.00
Upgrade				
Upgrade ZENworks for Servers 3 & Prior 1-User e-License	e	LIC-005663-003	$31.00	35.00
Upgrade ZENworks for Servers 3 & Prior Server e-License	e	LIC-005664-003	$1,590.00	1780.00
Maintenance				
ZENworks for Servers 3 1-User Maintenance	e	MNT-005251-001	$15.00	17.00
ZENworks for Servers 3 Server Maintenance	e	MNT-005252-001	$750.00	840.00

ZENworks for Desktops 3.2

ZENworks for Desktops 3.2 is a policy based, management tool that simplifies network administration by leveraging the directory to automate and streamline software distribution, software repair, desktop configuration, remote management and enterprise workstation operating system imaging, allowing businesses to accelerate technology transformations, securely extend networks, and increase end-user productivity.

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Media				
ZENworks for Desktops 3.2 e-Software Media Kit English, French, and German*	e	878-000095-001	$15.00	17.00
ZENworks for Desktops 3.2 Software Media Kit English, French, and German	1	892-000102-001	$35.00	39.00
New				
ZENworks for Desktops 3.2 & Prior 1-User License	e	LIC-005585-001	$69.00	77.00
Upgrade				
Upgrade ZENworks for Desktops 3.2 & Prior 1-User License	e	LIC-005585-003	$37.00	42.00
Competitive Upgrade ZENworks for Desktops 3.2 & Prior 1-User License	e	LIC-005586-003	$39.00	44.00
Maintenance				
ZENworks for Desktops 3.2 1-User Maintenance	e	MNT-005160-001	$15.00	17.00

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Network Management (NetWare and Windows NT)

ZENworks Starter Pack Promotion

<u>The ZENworks for Desktops/Server portion is discontinued</u> as of the previously announced end dates (April 30th for the United States, and April 15th for the rest of the world (Europe, Middle East, Africa, Latin America, Canada and Asia Pacific).

Details:
1. The "ZENworks Starter Pack Promotion" adds ZENworks Starter Pack to the upgrade eligibility list of ZENworks for Desktops 4 on a promotional basis when purchased with Maintenance.
2. ZENworks Starter Pack customers may order ZENworks for Desktops 4 licenses at 20% off the upgrade & Maintenance price.
3. The resulting offer brings the suggested price of ZENworks for Desktops 4 licenses and Maintenance from $86 to $43 per user, a 50% savings for ZENworks Starter Pack customers.

Rules:
1. Customers may purchase ZENworks for Desktops 4 licenses and the associated Maintenance up to the number of ZENworks Starter Pack licenses currently in use. The number of licenses purchased may not exceed the number of Netware licenses they own.
2. Customers must order an equal number of upgrade and Maintenance licenses to be eligible for this promotion.
3. This promotion applies to the purchase of first time ZENworks for Desktops 4 licenses and to the upgrade of ZENworks Starter Pack licenses. It cannot be used to add incremental licenses to existing ZENworks for Desktops 4 pools.

The software for the DirXML components of this product are available as free downloads from http://download.novell.com. You will need to download the DirXML software for your specific platform and the DirXML Password Synchronization software. Please refer to the documentation for these DirXML products for installation and system requirements information. These DirXML components require activation. If not activated, the DirXML components will expire 90 days after installation. For detailed information about Novell's product activation process, please visit http://www.novell.com/partners/partnerplace/epd/product_activation_basics.html.

Promotion end dates:
October 15, 2003 for customers in Asia-Pacific, Canada, EMEA and Latin America.
October 30, 2003 for customers in the United States.

Upgrade				
Upgrade Starter Pack Promotion to ZENworks for Desktops 4 1-User e-License	e	979-000096-003	$29.00	33.00
Maintenance				
ZENworks for Desktops 4 1-User Promotion Maintenance	e	MNT-005330-001	$14.00	16.00

ZENworks for Desktops 4

Personality Migration is now available with ZENworks for Desktops 4. Existing ZENworks for Desktops 4 customers can obtain Personality Migration by ordering the media kit.

ZENworks for Desktops 4 provides enterprise Windows desktop lifecycle management regardless of the location of the managed PC or laptop.

ZENworks for Desktops 4 delivers workstation and user environment management inside the firewall, outside the firewall, across the public internet, through dial-up and other slow connections or even for totally disconnected users.

ZENworks for Desktops 4 includes Novell eDirectory and DirXML with Microsoft NT 4 domain, Active Directory and Password Synchronization drivers - allowing customers with Microsoft server, NT domain and Active Directory environments to seamlessly integrate their Desktop Management with their existing infrastructure.

ZENworks for Desktops 4 also integrates as part of the product ZENworks Preboot Services providing total hands-off, centralized imaging of the desktop OS.

The software for the DirXML components of this product are available as free downloads from http://download.novell.com. You will need to download the DirXML software for your specific platform and the DirXML Password Synchronization software. Please refer to the documentation for these DirXML products for installation and system requirements information. These DirXML components require activation. If not activated, the DirXML components will expire 90 days after installation. For detailed information about Novell's product activation process, please visit http://www.novell.com/partners/partnerplace/epd/product_activation_basics.html.

Note: The media kits listed below contain the new ZENworks for Desktops 4.0.1 software. No new licenses are required to use this updated software.

Media				
ZENworks for Desktops 4 Media Kit Strong Encryption (128+ bit) EPFGS	1	892-000227-001	$35.00	39.00
ZENworks for Desktops 4 e-Software Media Kit Strong Encryption (128+ bit) EPFGS*	e	878-000233-001	$15.00	17.00
ZENworks for Desktops 4 e-Software Media Kit Strong Encryption (128+ bit) EPFGS (Executable Files*)	e	878-000234-001	$15.00	17.00
New				
ZENworks for Desktops 4 & Prior 1-User e-License	e	979-000079-001	$69.00	77.00
Upgrade				
Upgrade ZENworks for Desktops 4 & Prior 1-User e-License	e	979-000079-003	$37.00	42.00
Competitive Upgrade ZENworks for Desktops 4 & Prior 1-User e-License	e	979-000080-003	$46.00	52.00
Maintenance				
ZENworks for Desktops 4 1-User Maintenance	e	MNT-005329-001	$17.00	19.00

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Network Management (NetWare and Windows NT)

ZENworks for Desktops/Servers Suite

Note: Customers with existing product licenses can purchase upgrade protection through September 2004.

Maintenance				
ZENworks for Desktops 4/Servers 3 Suite 1-User Maintenance	e	MNT-005331-001	$22.00	25.00
ZENworks Suite Top Gun Promo 1-User Maintenance	e	MNT-005513-001	$32.50	36.00

ZENworks for Handhelds 5.1

Novell ZENworks for Handhelds 5.1 automates handheld device management to reduce high ownership costs, strengthen security, and increase user productivity on Palm, Windows CE, Pocket PC, and now RIM Blackberry devices. With ZENworks for Handhelds, IT administrators can enforce the use of passwords, deploy standard images and content, update applications, identify lost devices, lockdown configurations, and monitor license compliance. Novell ZENworks improves workforce productivity and removes the burden of self-support off the individual users by automating set-up and maintenance while reducing help desk calls by ensuring set-up is done correctly

The software for this product is available as a free download from http://download.novell.com. This product requires activation. If not activated, this product will expire 90 days after installation. For detailed information about Novell's product activation process, please visit http://www.novell.com/partners/partnerplace/epd/product_activation_basics.html.

Media				
ZENworks for Handhelds 5.1 Software Media Kit Strong Encryption (128+ bit) English	2	892-000225-001	$35.00	39.00
New				
ZENworks for Handhelds 5.1 & Prior 1-User e-License	e	979-000168-001	$59.00	66.00
Upgrade				
Upgrade ZENworks for Handhelds 5.1 & Prior 1-User e-License	e	979-000168-003	$31.00	35.00
Maintenance				
ZENworks for Handhelds 5.1 1-User Maintenance	e	MNT-005598-001	$15.00	17.00

Protocom SecureConsole 3.4 for NetWare

SecureConsole enhances security to the NetWare console by directory-enabling access to the server console.

SecureConsole also includes SecureRemote, which provides a GUI interface through which remote sessions are encrypted and an administrator can launch multiple server sessions at one time.

Media				
SecureConsole 3.4 for NetWare Software Media Kit (56 bit) English	2	892-000158-001	$35.00	39.00
New				
SecureConsole 3.4 for NetWare Server e-License	e	LIC-005666-001	$595.00	670.00
Maintenance				
SecureConsole 3.4 for NetWare Server Maintenance	e	MNT-005256-001	$150.00	168.00

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*Please note statements at beginning of price list.

Web Application Development

Novell exteNd 4.1

Novell exteNd is a web application development suite, with a visual environment, that simplifies and accelerates the development and deployment of interactive business solutions that leverage existing systems.

Product Description	Pricing: Class	Part Number	US Dollar	Local Currency** eur
Media				
Novell exteNd 4.1 Developer Edition Bundle e-Software Media Kit Strong Encryption (128+bit) English*	e	878-000211-001	$15.00	17.00
Novell exteNd 4.1 Enterprise Server for NT Bundle e-Software Media Kit Strong Encryption (128+bit) English*	e	878-000212-001	$15.00	17.00
Novell exteNd 4.1 Enterprise Server for Solaris Bundle e-Software Media Kit Strong Encryption (128+bit) English*	e	878-000213-001	$15.00	17.00
Novell exteNd 4.1 Enterprise Server for HP-UX Bundle e-Software Media Kit Strong Encryption (128+bit) English*	e	878-000214-001	$15.00	17.00
Novell exteNd 4.1 Enterprise Server for AIX Bundle e-Software Media Kit Strong Encryption (128+bit) English*	e	878-000215-001	$15.00	17.00
Novell exteNd 4.1 Developer Edition Bundle Software Media Kit Strong Encryption (128+bit) English	2	892-000217-001	$35.00	39.00
Novell exteNd 4.1 Enterprise Server for NT Bundle Software Media Kit Strong Encryption (128+bit) English	2	892-000218-001	$35.00	39.00
Novell exteNd 4.1 Enterprise Server for Solaris Bundle Software Media Kit Strong Encryption (128+bit) English	2	892-000219-001	$35.00	39.00
Novell exteNd 4.1 Enterprise Server for HP-UX Bundle Software Media Kit Strong Encryption (128+bit) English	2	892-000220-001	$35.00	39.00
Novell exteNd 4.1 Enterprise Server for AIX Bundle Software Media Kit Strong Encryption (128+bit) English	2	892-000222-001	$35.00	39.00
New				
Novell exteNd 4.1 Developer Edition Bundle 1-User e-License	e	879-000101-001	$1,995.00	2240.00
Novell exteNd 4.1 Enterprise Server for NT Bundle 1-CPU e-License	e	879-000102-001	$90,000.00	101000.00
Novell exteNd 4.1 Enterprise Server for Solaris Bundle 1-CPU e-License	e	879-000103-001	$90,000.00	101000.00
Novell exteNd 4.1 Enterprise Server for HP-UX Bundle 1-CPU e-License	e	879-000104-001	$90,000.00	101000.00
Novell exteNd 4.1 Enterprise Server for AIX Bundle 1-CPU e-License	e	879-000105-001	$90,000.00	101000.00
Maintenance				
Novell exteNd 4.1 Developer Edition Bundle 1-User Maintenance	e	MNT-005579-001	$500.00	560.00
Novell exteNd 4.1 Enterprise Server for NT Bundle 1-CPU Maintenance	e	MNT-005580-001	$22,500.00	25300.00
Novell exteNd 4.1 Enterprise Server for Solaris Bundle 1-CPU Maintenance	e	MNT-005581-001	$22,500.00	25300.00
Novell exteNd 4.1 Enterprise Server for HP-UX Bundle 1-CPU Maintenance	e	MNT-005582-001	$22,500.00	25300.00
Novell exteNd 4.1 Enterprise Server for AIX Bundle 1-CPU Maintenance	e	MNT-005583-001	$22,500.00	25300.00

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Web Application Development

Novell exteNd Application Server 5.0

Novell exteNd Application Server provides a complete foundation for developing, debugging and deploying cross-platform, high performance, standards-based applications for the exteNd suite. exteNd Application Server and tools adhere strictly to the J2EE specifications, ensuring portability of resulting applications. It includes easy-to-use tools and a high performance JAX-RPC runtime for building, running, and invoking Web Services.

Note: Novell exteNd Application Server is not for sale or use in France.

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Media				
Novell exteNd Application Server 5.0 Developer Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000239-001	$15.00	17.00
Novell exteNd Application Server 5.0 for NT Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000240-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Solaris Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000241-001	$15.00	17.00
Novell exteNd Application Server 5.0 for HP-UX Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000242-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Linux Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000243-001	$15.00	17.00
Novell exteNd Application Server 5.0 for NT Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000244-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Solaris Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000245-001	$15.00	17.00
Novell exteNd Application Server 5.0 for HP-UX Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000246-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Linux Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000247-001	$15.00	17.00
Novell exteNd Application Server 5.0 Developer Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000229-001	$35.00	39.00
Novell exteNd Application Server 5.0 for NT Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000230-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Solaris Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000231-001	$35.00	39.00
Novell exteNd Application Server 5.0 for HP-UX Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000232-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Linux Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000233-001	$35.00	39.00
Novell exteNd Application Server 5.0 for NT Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000234-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Solaris Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000235-001	$35.00	39.00
Novell exteNd Application Server 5.0 for HP-UX Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000236-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Linux Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000237-001	$35.00	39.00
New				
Novell exteNd Application Server 5.0 Developer Edition e-License	e	879-000184-001	$495.00	560.00
Novell exteNd Application Server 5.0 Enterprise Edition 1-CPU e-License	e	879-000185-001	$10,000.00	11200.00
Novell exteNd Application Server 5.0 Professional Edition 1-CPU e-License	e	879-000186-001	$5,000.00	5600.00
Upgrade				
Upgrade Novell exteNd Application Server 5.0 Developer Edition e-License	e	879-000184-003	$262.00	294.00
Upgrade Novell exteNd Application Server 5.0 Enterprise Edition 1-CPU e-License	e	879-000185-003	$5,300.00	5900.00
Upgrade Novell exteNd Application Server 5.0 Professional Edition 1-CPU e-License	e	879-000186-003	$2,650.00	2970.00
Maintenance				
Novell exteNd Application Server 5.0 Developer Edition Maintenance	e	MNT-005610-001	$125.00	140.00
Novell exteNd Application Server 5.0 Enterprise Edition 1-CPU Maintenance	e	MNT-005611-001	$2,500.00	2810.00
Novell exteNd Application Server 5.0 Professional Edition 1-CPU Maintenance	e	MNT-005612-001	$1,250.00	1400.00

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Web Application Development

Application Server 4.0

Novell exteNd Application Server provides the most complete foundation for building and deploying cross-platform, high performance, standards-based applications. exteNd Application Server provides a proven foundation for your enterprise applications. Enterprise application development requires a strong foundation. exteNd Application Server is a solid, field-tested platform for all your enterprise application development.

Product Description	Pricing: Class	Part Number	US Dollar	Local Currency** eur
Media*				
exteNd Workbench with Application Server Developer Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000159-001	$15.00	17.00
exteNd Application Server for NT Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000161-001	$15.00	17.00
exteNd Application Server for Solaris Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000162-001	$15.00	17.00
exteNd Application Server for HP-UX Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000163-001	$15.00	17.00
exteNd Application Server for Linux Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000164-001	$15.00	17.00
exteNd Application Server for AIX 3.75 Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000165-001	$15.00	17.00
exteNd Application Server for NT Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000189-001	$15.00	17.00
exteNd Application Server for Solaris Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000190-001	$15.00	17.00
exteNd Application Server for HP-UX Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000191-001	$15.00	17.00
exteNd Application Server for Linux Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000192-001	$15.00	17.00
exteNd Application Server for AIX 3.75 Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000193-001	$15.00	17.00
exteNd Workbench with Application Server Developer Edition Software Media Kit Strong Encryption (128 bit)	2	892-000172-001	$35.00	39.00
exteNd Application Server for NT Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000174-001	$35.00	39.00
exteNd Application Server for Solaris Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000175-001	$35.00	39.00
exteNd Application Server for HP-UX Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000176-001	$35.00	39.00
exteNd Application Server for Linux Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000177-001	$35.00	39.00
exteNd Application Server for AIX 3.75 Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000178-001	$35.00	39.00
exteNd Application Server for NT Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000198-001	$35.00	39.00
exteNd Application Server for Solaris Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000199-001	$35.00	39.00
exteNd Application Server for HP-UX Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000200-001	$35.00	39.00
exteNd Application Server for Linux Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000201-001	$35.00	39.00
exteNd Application Server for AIX 3.75 Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000202-001	$35.00	39.00
***Note: Customers ordering the Application Server product will also need to order the applicable 131 Application Server license for the product to function.**				
exteNd Application Server Developer e-License String	e	131-000998-001	$1.00	1.10
exteNd Application Server Enterprise e-License String	e	131-000999-001	$1.00	1.10
exteNd Application Server for AIX 3.75 Edition e-License String	e	131-001077-001	$1.00	1.10
New				
exteNd Workbench with Application Server Developer Edition License	e	LIC-005789-001	$495.00	560.00
exteNd Application Server for NT Enterprise Edition 1-CPU License	e	LIC-005790-001	$10,000.00	11200.00
exteNd Application Server for Solaris Enterprise Edition 1-CPU License	e	LIC-005791-001	$10,000.00	11200.00
exteNd Application Server for HP-UX Enterprise Edition 1-CPU License	e	LIC-005792-001	$10,000.00	11200.00
exteNd Application Server for Linux Enterprise Edition 1-CPU License	e	LIC-005793-001	$10,000.00	11200.00
exteNd Application Server for AIX Enterprise Edition 1-CPU License	e	LIC-005794-001	$10,000.00	11200.00
exteNd Application Server for NT Professional Edition 1-CPU License	e	LIC-005795-001	$5,000.00	5600.00
exteNd Application Server for Solaris Professional Edition 1-CPU License	e	LIC-005796-001	$5,000.00	5600.00
exteNd Application Server for HP-UX Professional Edition 1-CPU License	e	LIC-005797-001	$5,000.00	5600.00
exteNd Application Server for Linux Professional Edition 1-CPU License	e	LIC-005798-001	$5,000.00	5600.00
exteNd Application Server for AIX Professional Edition 1-CPU License	e	LIC-005799-001	$5,000.00	5600.00
Maintenance				
exteNd Workbench with Application Server Developer Edition Maintenance	e	MNT-005433-001	$125.00	140.00
exteNd Application Server for NT Enterprise Edition 1-CPU Maintenance	e	MNT-005434-001	$2,500.00	2810.00
exteNd Application Server for Solaris Enterprise Edition 1-CPU Maintenance	e	MNT-005435-001	$2,500.00	2810.00
exteNd Application Server for HP-UX Enterprise Edition 1-CPU Maintenance	e	MNT-005436-001	$2,500.00	2810.00
exteNd Application Server for Linux Enterprise Edition 1-CPU Maintenance	e	MNT-005437-001	$2,500.00	2810.00
exteNd Application Server for AIX Enterprise Edition 1-CPU Maintenance	e	MNT-005438-001	$2,500.00	2810.00
exteNd Application Server for NT Professional Edition 1-CPU Maintenance	e	MNT-005439-001	$1,250.00	1400.00
exteNd Application Server for Solaris Professional Edition 1-CPU Maintenance	e	MNT-005440-001	$1,250.00	1400.00
exteNd Application Server for HP-UX Professional Edition 1-CPU Maintenance	e	MNT-005441-001	$1,250.00	1400.00
exteNd Application Server for Linux Professional Edition 1-CPU Maintenance	e	MNT-005442-001	$1,250.00	1400.00
exteNd Application Server for AIX Professional Edition 1-CPU Maintenance	e	MNT-005443-001	$1,250.00	1400.00
Note: Maintenance for exteNd Application Server Classic Developer Edition is available for existing customers of the Application Server Classic product only and cannot be ordered by other customers.				
Novell exteNd Application Server Classic Developer Edition Maintenance	e	MNT-005590-001	$125.00	140.00

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Web Application Development

Novell exteNd Director 4.1 Enterprise Edition

An interaction and portal server that enables IT organizations to rapidly deliver and easily maintain rich, personalized web applications. Using Director's development environment and interaction services, developers can rapidly build J2EE-based portal applications that consolidate information from different sources and deliver relevant views to key business users.

Product Description	Pricing: Class	Part Number	US Dollar	Local Currency** eur
Media				
Novell exteNd Director 4.1 Developer Edition e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000206-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for NT e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000207-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000208-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000209-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for AIX e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000210-001	$15.00	17.00
Novell exteNd Director 4.1 Developer Edition Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000212-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for NT Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000213-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000214-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000215-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for AIX Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000216-001	$35.00	39.00
New				
Novell exteNd Director 4.1 Developer Edition 1-User e-License	e	879-000072-001	$1,295.00	1450.00
Novell exteNd Director 4.1 Enterprise Edition for NT 1-CPU e-License	e	879-000073-001	$60,000.00	67000.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris 1-CPU e-License	e	879-000074-001	$60,000.00	67000.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX 1-CPU e-License	e	879-000075-001	$60,000.00	67000.00
Novell exteNd Director 4.1 Enterprise Edition for AIX 1-CPU e-License	e	879-000076-001	$60,000.00	67000.00
Upgrade				
Upgrade Novell exteNd Director 4.1 Developer Edition 1-User e-License	e	879-000072-003	$690.00	770.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for NT 1-CPU e-License	e	879-000073-003	$31,800.00	35700.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for Solaris 1-CPU e-License	e	879-000074-003	$31,800.00	35700.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for HP-UX 1-CPU e-License	e	879-000075-003	$31,800.00	35700.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for AIX 1-CPU e-License	e	879-000076-003	$31,800.00	35700.00
Maintenance				
Novell exteNd Director 4.1 Developer Edition 1-User Maintenance	e	MNT-005547-001	$325.00	365.00
Novell exteNd Director 4.1 Enterprise Edition for NT 1-CPU Maintenance	e	MNT-005548-001	$15,000.00	16800.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris 1-CPU Maintenance	e	MNT-005549-001	$15,000.00	16800.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX 1-CPU Maintenance	e	MNT-005550-001	$15,000.00	16800.00
Novell exteNd Director 4.1 Enterprise Edition for AIX 1-CPU Maintenance	e	MNT-005551-001	$15,000.00	16800.00

Novell exteNd Director 4.1 Standard Edition

Media				
Novell exteNd Director 4.1 Standard Edition e-Software Media Kit Strong Encryption (128+ bit) EPFIGSJ*	e	878-000230-001	$15.00	17.00
Novell exteNd Director 4.1 Standard Edition Software Media Kit Strong Encryption (128+ bit) EPFIGSJ	2	892-000224-001	$35.00	39.00
New				
Novell exteNd Director 4.1 Standard Edition 1-CPU e-License	e	879-000180-001	$49,000.00	55000.00
Novell exteNd Director 4.1 Standard Edition 1-User e-License	e	879-000181-001	$59.00	66.00
Upgrade				
Upgrade Novell exteNd Director 4.1 Standard Edition 1-CPU e-License	e	879-000180-003	$25,970.00	29100.00
Upgrade Novell exteNd Director 4.1 Standard Edition 1-User e-License	e	879-000181-003	$31.00	35.00
Maintenance				
Novell exteNd Director 4.1 Standard Edition 1-CPU Maintenance	e	MNT-005591-001	$12,250.00	13700.00
Novell exteNd Director 4.1 Standard Edition 1-User Maintenance	e	MNT-005592-001	$15.00	17.00

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Web Application Development

Novell exteNd Composer 4.2

Media				
Novell exteNd Composer 4.2 Developer Edition e-Software Media Kit Strong Encryption (128+ bit) English	**e**	**878-000250-001**	**$15.00**	**17.00**
Novell exteNd Composer 4.2 Enterprise Edition for NT e-Software Media Kit Strong Encryption (128+ bit) English	**e**	**878-000251-001**	**$15.00**	**17.00**
Novell exteNd Composer 4.2 Enterprise Edition for Solaris e-Software Media Kit Strong Encryption (128+ bit) English	**e**	**878-000252-001**	**$15.00**	**17.00**
Novell exteNd Composer 4.2 Enterprise Edition for HP-UX e-Software Media Kit Strong Encryption (128+ bit) English	**e**	**878-000253-001**	**$15.00**	**17.00**
Novell exteNd Composer 4.2 Enterprise Edition for AIX e-Software Media Kit Strong Encryption (128+ bit) English	**e**	**878-000254-001**	**$15.00**	**17.00**
Novell exteNd Composer 4.2 Developer Edition Software Media Kit Strong Encryption (128+ bit) English	**2**	**892-000240-001**	**$35.00**	**39.00**
Novell exteNd Composer 4.2 Enterprise Edition for NT Software Media Kit Strong Encryption (128+ bit) English	**2**	**892-000241-001**	**$35.00**	**39.00**
Novell exteNd Composer 4.2 Enterprise Edition for Solaris Software Media Kit Strong Encryption (128+ bit) English	**2**	**892-000242-001**	**$35.00**	**39.00**
Novell exteNd Composer 4.2 Enterprise Edition for HP-UX Software Media Kit Strong Encryption (128+ bit) English	**2**	**892-000243-001**	**$35.00**	**39.00**
Novell exteNd Composer 4.2 Enterprise Edition for AIX Software Media Kit Strong Encryption (128+ bit) English	**2**	**892-000244-001**	**$35.00**	**39.00**
Novell exteNd Composer 4.2 & Prior Developer Edition 1-User e-License	**e**	**879-000199-001**	**$995.00**	**1120.00**
Novell exteNd Composer 4.2 & Prior Enterprise Edition 1-CPU e-License	**e**	**879-000200-001**	**$40,000.00**	**44900.00**
Upgrade				
Upgrade Novell exteNd Composer 4.2 & Prior Developer Edition 1-User e-License	**e**	**879-000201-003**	**$530.00**	**590.00**
Upgrade Novell exteNd Composer 4.2 & Prior Enterprise Edition 1-CPU e-License	**e**	**879-000202-003**	**$21,200.00**	**23800.00**
Maintenance				
Novell exteNd Composer 4.2 Developer Edition 1-User Maintenance	**e**	**MNT-005624-001**	**$250.00**	**281.00**
Novell exteNd Composer 4.2 Enterprise Edition 1-CPU Maintenance	**e**	**MNT-005625-001**	**$10,000.00**	**11200.00**

Novell exteNd Composer 4.1 Enterprise Edition

Media				
Novell exteNd Composer 4.1 Developer Edition e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000200-001	$15.00	17.00
Novell exteNd Composer 4.1 Enterprise Edition for NT e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000201-001	$15.00	17.00
Novell exteNd Composer 4.1 Enterprise Edition for Solaris e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000202-001	$15.00	17.00
Novell exteNd Composer 4.1 Enterprise Edition for HP-UX e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000203-001	$15.00	17.00
Novell exteNd Composer 4.1 Enterprise Edition for AIX e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000204-001	$15.00	17.00
Novell exteNd Composer 4.1 Developer Edition Software Media Kit Strong Encryption (128+ bit) English	2	892-000206-001	$35.00	39.00
Novell exteNd Composer 4.1 Enterprise Edition for NT Software Media Kit Strong Encryption (128+ bit) English	2	892-000207-001	$35.00	39.00
Novell exteNd Composer 4.1 Enterprise Edition for Solaris Software Media Kit Strong Encryption (128+ bit) English	2	892-000208-001	$35.00	39.00
Novell exteNd Composer 4.1 Enterprise Edition for HP-UX Software Media Kit Strong Encryption (128+ bit) English	2	892-000209-001	$35.00	39.00
Novell exteNd Composer 4.1 Enterprise Edition for AIX Software Media Kit Strong Encryption (128+ bit) English	2	892-000210-001	$35.00	39.00
New				
Novell exteNd Composer 4.1 & Prior Developer Edition 1-User e-License	e	879-000061-001	$995.00	1120.00
Novell exteNd Composer 4.1 & Prior Enterprise Edition for NT 1-CPU e-License	e	879-000062-001	$40,000.00	44900.00
Novell exteNd Composer 4.1 & Prior Enterprise Edition for Solaris 1-CPU e-License	e	879-000063-001	$40,000.00	44900.00
Novell exteNd Composer 4.1 & Prior Enterprise Edition for HP-UX 1-CPU e-License	e	879-000064-001	$40,000.00	44900.00
Novell exteNd Composer 4.1 & Prior Enterprise Edition for AIX 1-CPU e-License	e	879-000065-001	$40,000.00	44900.00
Upgrade				
Upgrade Novell exteNd Composer 4.1 & Prior Developer Edition 1-User e-License	e	879-000061-003	$530.00	590.00
Upgrade Novell exteNd Composer 4.1 & Prior Enterprise Edition for NT 1-CPU e-License	e	879-000062-003	$21,200.00	23800.00
Upgrade Novell exteNd Composer 4.1 & Prior Enterprise Edition for Solaris 1-CPU e-License	e	879-000063-003	$21,200.00	23800.00
Upgrade Novell exteNd Composer 4.1 & Prior Enterprise Edition for HP-UX 1-CPU e-License	e	879-000064-003	$21,200.00	23800.00
Upgrade Novell exteNd Composer 4.1 & Prior Enterprise Edition for AIX 1-CPU e-License	e	879-000065-003	$21,200.00	23800.00
Maintenance				
Novell exteNd Composer 4.1 Developer Edition 1-User Maintenance	e	MNT-005539-001	$250.00	281.00
Novell exteNd Composer 4.1 Enterprise Edition for NT 1-CPU Maintenance	e	MNT-005540-001	$10,000.00	11200.00
Novell exteNd Composer 4.1 Enterprise Edition for Solaris 1-CPU Maintenance	e	MNT-005541-001	$10,000.00	11200.00
Novell exteNd Composer 4.1 Enterprise Edition for HP-UX 1-CPU Maintenance	e	MNT-005542-001	$10,000.00	11200.00
Novell exteNd Composer 4.1 Enterprise Edition for AIX 1-CPU Maintenance	e	MNT-005543-001	$10,000.00	11200.00

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Web Application Development

Novell exteNd Composer 4.2 Connectors

Product Description	Pricing: Class	Part Number	US Dollar	Local Currency** eur
New				
Novell exteNd Composer 4.2 & Prior Telnet Connector 1-CPU e-License	e	879-000203-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior JMS Connector 1-CPU e-License	e	879-000204-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior 3270 Connector 1-CPU e-License	e	879-000205-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior 5250 Connector 1-CPU e-License	e	879-000206-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior CICS RPC Connector 1-CPU e-License	e	879-000207-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior HTML Connector 1-CPU e-License	e	879-000208-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior EDI Connector 1-CPU e-License	e	879-000209-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior SAP Connector 1-CPU e-License	e	879-000210-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 HP3000 Connector 1-CPU e-License	e	879-000211-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 Tandem Connector 1-CPU e-License	e	879-000212-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU e-License	e	879-000213-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior Telnet Connector Developer Edition 1-User e-License	e	879-000214-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior JMS Connector Developer Edition 1-User e-License	e	879-000215-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior 3270 Connector Developer Edition 1-User e-License	e	879-000216-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior 5250 Connector Developer Edition 1-User e-License	e	879-000217-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior CICS RPC Connector Developer Edition 1-User e-License	e	879-000218-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior HTML Connector Developer Edition 1-User e-License	e	879-000219-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior EDI Connector Developer Edition 1-User e-License	e	879-000220-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior SAP Connector Developer Edition 1-User e-License	e	879-000221-001	$99.00	111.00
Novell exteNd Composer 4.2 HP3000 Connector Developer Edition 1-User e-License	e	879-000222-001	$99.00	111.00
Novell exteNd Composer 4.2 Tandem Connector Developer Edition 1-User e-License	e	879-000223-001	$99.00	111.00
Novell exteNd Composer 4.2 DataGeneral Connector Developer Edition 1-User e-License	e	879-000224-001	$99.00	111.00
Upgrade				
Upgrade Novell exteNd Composer 4.2 & Prior Telnet Connector 1-CPU e-License	e	879-000203-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior JMS Connector 1-CPU e-License	e	879-000204-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior 3270 Connector 1-CPU e-License	e	879-000205-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior 5250 Connector 1-CPU e-License	e	879-000206-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior CICS RPC Connector 1-CPU e-License	e	879-000207-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior HTML Connector 1-CPU e-License	e	879-000208-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior EDI Connector 1-CPU e-License	e	879-000209-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior SAP Connector 1-CPU e-License	e	879-000210-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 HP3000 Connector 1-CPU e-License	e	879-000211-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 Tandem Connector 1-CPU e-License	e	879-000212-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU e-License	e	879-000213-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior Telnet Connector Developer Edition 1-User e-License	e	879-000214-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior JMS Connector Developer Edition 1-User e-License	e	879-000215-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior 3270 Connector Developer Edition 1-User e-License	e	879-000216-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior 5250 Connector Developer Edition 1-User e-License	e	879-000217-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior CICS RPC Connector Developer Edition 1-User e-License	e	879-000218-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior HTML Connector Developer Edition 1-User e-License	e	879-000219-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior EDI Connector Developer Edition 1-User e-License	e	879-000220-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior SAP Connector Developer Edition 1-User e-License	e	879-000221-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 HP3000 Connector Developer Edition 1-User e-License	e	879-000222-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 Tandem Connector Developer Edition 1-User e-License	e	879-000223-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 DataGeneral Connector Developer Edition 1-User e-License	e	879-000224-003	$52.00	58.00
Maintenance				
Novell exteNd Composer 4.2 Telnet Connector 1-CPU Maintenance	e	MNT-005626-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 JMS Connector 1-CPU Maintenance	e	MNT-005627-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 3270 Connector 1-CPU Maintenance	e	MNT-005628-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 5250 Connector 1-CPU Maintenance	e	MNT-005629-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 CICS RPC Connector 1-CPU Maintenance	e	MNT-005630-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 HTML Connector 1-CPU Maintenance	e	MNT-005631-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 EDI Connector 1-CPU Maintenance	e	MNT-005632-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 SAP Connector 1-CPU Maintenance	e	MNT-005633-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 HP3000 Connector 1-CPU Maintenance	e	MNT-005634-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 Tandem Connector 1-CPU Maintenance	e	MNT-005635-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU Maintenance	e	MNT-005636-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 Telnet Connector 1-User Developer Edition Maintenance	e	MNT-005637-001	$25.00	28.00
Novell exteNd Composer 4.2 JMS Connector 1-User Developer Edition Maintenance	e	MNT-005638-001	$25.00	28.00
Novell exteNd Composer 4.2 3270 Connector 1-User Developer Edition Maintenance	e	MNT-005639-001	$25.00	28.00
Novell exteNd Composer 4.2 5250 Connector 1-User Developer Edition Maintenance	e	MNT-005640-001	$25.00	28.00
Novell exteNd Composer 4.2 CICS RPC Connector 1-User Developer Edition Maintenance	e	MNT-005641-001	$25.00	28.00
Novell exteNd Composer 4.2 HTML Connector 1-User Developer Edition Maintenance	e	MNT-005642-001	$25.00	28.00
Novell exteNd Composer 4.2 EDI Connector 1-User Developer Edition Maintenance	e	MNT-005643-001	$25.00	28.00
Novell exteNd Composer 4.2 SAP Connector 1-User Developer Edition Maintenance	e	MNT-005644-001	$25.00	28.00
Novell exteNd Composer 4.2 HP3000 Connector 1-User Developer Edition Maintenance	e	MNT-005645-001	$25.00	28.00
Novell exteNd Composer 4.2 Tandem Connector 1-User Developer Edition Maintenance	e	MNT-005646-001	$25.00	28.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-User Developer Edition Maintenance	e	MNT-005647-001	$25.00	28.00

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Web Application Development

Novell exteNd Composer 4.1 Connectors

New				
Novell exteNd Composer 4.1 & Prior Telnet Connector 1-CPU e-License	e	879-000077-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior JMS Connector 1-CPU e-License	e	879-000078-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior 3270 Connector 1-CPU e-License	e	879-000079-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior 5250 Connector 1-CPU e-License	e	879-000080-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior CICS RPC Connector 1-CPU e-License	e	879-000081-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior HTML Connector 1-CPU e-License	e	879-000082-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior EDI Connector 1-CPU e-License	e	879-000083-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior SAP Connector 1-CPU e-License	e	879-000084-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 HP3000 Connector 1-CPU e-License	e	879-000085-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 Tandem Connector 1-CPU e-License	e	879-000086-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 DataGeneral Connector 1-CPU e-License	e	879-000087-001	$15,000.00	16800.00
Novell exteNd Composer 4.1 & Prior Telnet Connector Developer Edition 1-User e-License	e	879-000088-001	$99.00	111.00
Novell exteNd Composer 4.1 & Prior JMS Connector Developer Edition 1-User e-License	e	879-000089-001	$99.00	111.00
Novell exteNd Composer 4.1 & Prior 3270 Connector Developer Edition 1-User e-License	e	879-000090-001	$99.00	111.00
Novell exteNd Composer 4.1 & Prior 5250 Connector Developer Edition 1-User e-License	e	879-000091-001	$99.00	111.00
Novell exteNd Composer 4.1 & Prior CICS RPC Connector Developer Edition 1-User e-License	e	879-000092-001	$99.00	111.00
Novell exteNd Composer 4.1 & Prior HTML Connector Developer Edition 1-User e-License	e	879-000093-001	$99.00	111.00
Novell exteNd Composer 4.1 & Prior EDI Connector Developer Edition 1-User e-License	e	879-000094-001	$99.00	111.00
Novell exteNd Composer 4.1 & Prior SAP Connector Developer Edition 1-User e-License	e	879-000095-001	$99.00	111.00
Novell exteNd Composer 4.1 HP3000 Connector Developer Edition 1-User e-License	e	879-000096-001	$99.00	111.00
Novell exteNd Composer 4.1 Tandem Connector Developer Edition 1-User e-License	e	879-000097-001	$99.00	111.00
Novell exteNd Composer 4.1 DataGeneral Connector Developer Edition 1-User e-License	e	879-000098-001	$99.00	111.00
Maintenance				
Novell exteNd Composer 4.1 Telnet Connector 1-CPU Maintenance	e	MNT-005554-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 JMS Connector 1-CPU Maintenance	e	MNT-005555-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 3270 Connector 1-CPU Maintenance	e	MNT-005556-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 5250 Connector 1-CPU Maintenance	e	MNT-005557-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 CICS RPC Connector 1-CPU Maintenance	e	MNT-005558-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 HTML Connector 1-CPU Maintenance	e	MNT-005559-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 EDI Connector 1-CPU Maintenance	e	MNT-005560-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 SAP Connector 1-CPU Maintenance	e	MNT-005561-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 HP3000 Connector 1-CPU Maintenance	e	MNT-005562-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 Tandem Connector 1-CPU Maintenance	e	MNT-005563-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 DataGeneral Connector 1-CPU Maintenance	e	MNT-005564-001	$3,750.00	4210.00
Novell exteNd Composer 4.1 Telnet Connector 1-User Developer Edition Maintenance	e	MNT-005565-001	$25.00	28.00
Novell exteNd Composer 4.1 JMS Connector 1-User Developer Edition Maintenance	e	MNT-005566-001	$25.00	28.00
Novell exteNd Composer 4.1 3270 Connector 1-User Developer Edition Maintenance	e	MNT-005567-001	$25.00	28.00
Novell exteNd Composer 4.1 5250 Connector 1-User Developer Edition Maintenance	e	MNT-005568-001	$25.00	28.00
Novell exteNd Composer 4.1 CICS RPC Connector 1-User Developer Edition Maintenance	e	MNT-005569-001	$25.00	28.00
Novell exteNd Composer 4.1 HTML Connector 1-User Developer Edition Maintenance	e	MNT-005570-001	$25.00	28.00
Novell exteNd Composer 4.1 EDI Connector 1-User Developer Edition Maintenance	e	MNT-005571-001	$25.00	28.00
Novell exteNd Composer 4.1 SAP Connector 1-User Developer Edition Maintenance	e	MNT-005572-001	$25.00	28.00
Novell exteNd Composer 4.1 HP3000 Connector 1-User Developer Edition Maintenance	e	MNT-005573-001	$25.00	28.00
Novell exteNd Composer 4.1 Tandem Connector 1-User Developer Edition Maintenance	e	MNT-005574-001	$25.00	28.00
Novell exteNd Composer 4.1 DataGeneral Connector 1-User Developer Edition Maintenance	e	MNT-005575-001	$25.00	28.00

Novell exteNd Composer Process Manager 4.2

New				
Novell exteNd Composer Process Manager 4.2 & Prior Enterprise Edition 1-CPU e-License	**e**	**879-000225-001**	**$20,000.00**	**22400.00**
Novell exteNd Composer Process Manager 4.2 & Prior Developer Edition 1-User e-License	**e**	**879-000226-001**	**$99.00**	**111.00**
Upgrade				
Upgrade Novell exteNd Composer Process Manager 4.2 & Prior Enterprise Edition 1-CPU e-License	**e**	**879-000225-003**	**$10,600.00**	**11900.00**
Upgrade Novell exteNd Composer Process Manager 4.2 & Prior Developer Edition 1-User e-License	**e**	**879-000226-003**	**$52.00**	**58.00**
Maintenance				
Novell exteNd Composer Process Manager 4.2 Enterprise Edition 1-CPU Maintenance	**e**	**MNT-005648-001**	**$5,000.00**	**5600.00**
Novell exteNd Composer Process Manager 4.2 Developer Edition Maintenance	**e**	**MNT-005649-001**	**$25.00**	**28.00**

Novell exteNd Composer Process Manager 4.1

New				
Novell exteNd Composer Process Manager 4.1 & Prior Enterprise Edition 1-CPU e-License	e	879-000099-001	$20,000.00	22400.00
Novell exteNd Composer Process Manager 4.1 & Prior Developer Edition 1-User e-License	e	879-000100-001	$99.00	111.00
Maintenance				
Novell exteNd Composer Process Manager 4.1 Enterprise Edition 1-CPU Maintenance	e	MNT-005576-001	$5,000.00	5600.00
Novell exteNd Composer Process Manager 4.1 Developer Edition Maintenance	e	MNT-005577-001	$25.00	28.00

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Novell Customer Services

Novell Premium Service--United States

Novell is pleased to announce the availability of the newly revised Premium Service program to customers in the United States of America. Novell Technical Services is taking service and support to a higher level with the introduction of an improved support and services program to address specific customer needs. Novell has refined and simplified the Premium Service and Net Solutions Support offerings by integrating the two support programs. The new Premium Service program provides a personalized and accessible relationship with Novell's most experienced support engineers.

Novell has created a feature-rich Premium Service program that offers several different degrees of support for your evolving network. Every level of Premium Service delivers reliable response times, offers skilled Technical Support Engineers, and provides valuable support tools and training opportunities, including a site license for the Novell Support Resource Library technical subscriptions, materials to help you resolve any network problem or issue.

Depending on the level of service you select, the following benefits are also available:
24-hour service, seven days a week
Access to a Service Account Manager
Access to an Advantage Support Engineer
Access to a Primary Support Engineer
Access to a Dedicated Support Engineer
BrainShare® Passes

Novell Service Modules

Novell Service Modules are designed to give you additional help with mission-critical projects. Add a Novell Service Module to your Premium Service agreement any time you need additional services or to acquire a higher level of service during a specific period for planned activities. Novell has ascertained the most beneficial and recommended services for the implementation, optimization and scheduled maintenance of your business system-and developed Service Modules to help you with each critical phase. Each module starts with a baseline offering at a baseline purchase price, and each can be customized and scaled to meet your needs.

Net Solutions Services Module: Designed specifically for customers who are implementing Novell's newest and most highly customizable solutions (Nsure, exteNd and Nterprise). This module ensures that you have the right resources at the time you need them to assist you with your unique configuration and ensure that your solution is supportable following implementation.

Net Solutions Services Module-US	e	051-002080-001	$19,000.00	21300.00

Implementation Services Module: Let the experts at Novell implement upgrades and migrations for you. Getting it right the first time is invaluable when it comes to implementing business systems technologies. Mistakes made here are costly in too many ways to count. To get you up-and-running smoothly, Novell offers the Implementation Service Module-walking you through your upgrade or migration with project management, analysis, and piloting. Novell supports you throughout the entire process, allowing you to quickly take advantage of your new technologies and to leverage all the rich features that can make such a competitive difference for your organization-immediately.

Implementation Services -US	e	051-002083-001	$30,000.00	33700.00

Proactive System Analysis Services Module: If you want to know where your business system stands in relation to peak efficiency, this service module gives you the answers-and a definitive roadmap of how to get your system to its peak. With this analysis, you not only deflect unseen problems proactively, you optimize your existing investment to a fine degree-one that pays productivity and efficiency dividends for your company.

Proactive System Analysis-US	e	051-002074-001	$15,000.00	16800.00

For more information, visit our web site at http://services.novell.com/premium or to purchase a support contract please contact your Novell Sales Representative.

Premium 1000-US	e	051-002045-001	$5,800.00	6500.00
Premium 2000-US	e	051-002046-001	$16,000.00	18000.00
Premium 3000-US	e	051-002047-001	$38,000.00	42600.00
Premium 3000 ASE-US	e	051-002048-001	$65,000.00	73000.00
Premium 4000 PSE-US	e	051-002049-001	$155,000.00	174000.00
Premium 5000 DSE-US	e	051-002050-001	$375,000.00	421000.00

An MLA Premium Service customer may upgrade to another Premium Service level simply by paying the difference in retail price between the entitled level of service and the level to which you want to upgrade.

Upgrade

Premium Upgrade-Maintenance 1 & 2 to Premium 1000-US	e	051-002051-001	$3,300.00	3700.00
Premium Upgrade-Maintenance 1 & 2 to Premium 2000-US	e	051-002052-001	$13,500.00	15200.00
Premium Upgrade-Maintenance 1 & 2 to Premium 3000-US	e	051-002053-001	$35,500.00	39800.00
Premium Upgrade-Maintenance 1 & 2 to Premium 3000 ASE-US	e	051-002054-001	$62,500.00	70000.00
Premium Upgrade-Maintenance 1 & 2 to Premium 4000 PSE-US	e	051-002055-001	$152,500.00	171000.00
Premium Upgrade-Maintenance 1 & 2 to Premium 5000 DSE-US	e	051-002056-001	$372,500.00	418000.00
Premium Upgrade-Premium 1000 to 2000-US	e	051-002057-001	$10,200.00	11400.00
Premium Upgrade-Premium 1000 to 3000-US	e	051-002058-001	$32,200.00	36100.00
Premium Upgrade-Premium 1000 to 3000 ASE-US	e	051-002059-001	$59,200.00	66000.00
Premium Upgrade-Premium 1000 to 4000 PSE-US	e	051-002060-001	$149,200.00	167000.00
Premium Upgrade-Premium 1000 to 5000 DSE-US	e	051-002061-001	$369,200.00	414000.00
Premium Upgrade-Premium 2000 to 3000-US	e	051-002062-001	$22,000.00	24700.00
Premium Upgrade-Premium 2000 to 3000 ASE-US	e	051-002063-001	$49,000.00	55000.00
Premium Upgrade-Premium 2000 to 4000 PSE-US	e	051-002064-001	$139,000.00	156000.00
Premium Upgrade-Premium 2000 to 5000 DSE-US	e	051-002065-001	$359,000.00	403000.00
Premium Upgrade-Premium 3000 to 3000 ASE-US	e	051-002066-001	$27,000.00	30300.00
Premium Upgrade-Premium 3000 to 4000 PSE-US	e	051-002067-001	$117,000.00	131000.00
Premium Upgrade-Premium 3000 to 5000 DSE-US	e	051-002068-001	$337,000.00	378000.00
Premium Upgrade-Premium 3000 ASE to 4000 PSE-US	e	051-002069-001	$90,000.00	101000.00
Premium Upgrade-Premium 3000 ASE to 5000 DSE-US	e	051-002070-001	$310,000.00	348000.00
Premium Upgrade-Premium 4000 PSE to 5000 DSE-US	e	051-002071-001	$220,000.00	247000.00

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Novell Customer Services

Novell Premium Service--United States (continued from previous page)

Premium Additional 10 Incident Pack-US	e	051-002072-001	$4,750.00	5300.00
Premium Additional 5 Incident Pack-US	e	051-002073-001	$2,375.00	2670.00

Premium Service customers are entitled to a specific number of Technical Support Engineer (TSE) incidents--assistance with one issue, problem or question relating to the use or installation of a Novell product, regardless of the number of communications required. Additional incidents may be purchased in packages of five or ten and adhere to the response targets of your Premium 1000-5000 package.

Scheduled Standby (4 Hours) US	e	051-000843-001	$1,000.00	1120.00

Premium Service customers may also purchase Scheduled Standby to ensure an experienced support engineer is standing by to exclusively assist in everything from routine maintenance to updates and major system upgrades. With Scheduled Standby, a Premium Service engineer becomes familiar with the system and planned changes, advises customers on preparation and implementation, and is ready to assist with any unexpected problems. A guaranteed, 15-minute response time ensures that assistance is nearby.

ASE Scheduled Standy (8 Hours) US	e	051-002079-001	$1,500.00	1,680.00

Premium Service customers who have an Advantage Support Engineer (ASE) may want to have access after hours for specific project work and receive assistance from their ASE. Projects where the ASE can provide technical support assistance after hours include patch updates, migrations, upgrades to new versions of Novell software and other maintenance activities associated to the customer's Novell environment. ASE customers can purchase a Scheduled Standby in 8 hour blocks to be used after core Novell business hours including weekends and holidays. Customers should schedule these ASE Scheduled Standby services with their Service Account Manager and their ASE at least two weeks in advance. Subject to availability.

Onsite Support: 1 day (plus Travel Expenses) US	e	051-002075-001	$2,200.00	2470.00

Novell provides customers with the option of purchasing on-site technical support when necessary. For each request, Novell sends the most qualified support engineer available. This service is billed on a per-day basis, plus associated air travel expenses.

Additional Primary Support Engineer-US	e	051-002077-001	$82,000.00	92000.00

A Primary Support Engineer (PSE) is a semi-dedicated resource that is assigned to only a few accounts, handling all customer support calls within his or her area of expertise. The PSE is available during Novell's business hours and after hours for high-severity issues. Think of it as having a Novell expert on staff--someone right there when you need them.

Additional Dedicated Support Engineer-US	e	051-002078-001	$275,000.00	309000.00

Dedicated Support Engineers (DSE) are Novell's top support engineers and are selected based on the technical expertise required by your organization. Their primary function is to be an expert resource, assigned to one Premium Service customer only. The customer works with the DSE to solve technical issues, discuss the status of open incidents, or escalate incidents. The DSE is available during Novell's business hours or after business hours for high-severity issues.

Additional Advantage Support Engineer-US	e	051-002076-001	$50,000.00	56,000.00

An Advantage Support Engineer (ASE) provides the first level of personalized support-a relationship that manages issues from recognition to resolution. ASEs are located in the Novell call center and are available over the phone during Novell Technical Service core business hours of 6:00am to 6:00pm MST.

***Note:** Additional copies of the Novell Support Connection CD are available at a discount directly to MLA Premium customers and to customers with CNE/CNI/MCNE certifications. The customer, not the reseller, must contact the fulfillment house directly to get these discounts. US and Canadian customers can get more information by calling (800) 377-4136. International customers can call (303) 297-2725. Inquiries can also be E-mailed to nsc@hibbertco.com.

MLA customers receive a 10% discount off of the retail price on Premium Service purchases.

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Novell Customer Services

Novell Premium Services Options - Europe, Middle East, and Africa

Novell is pleased to announce the availability of the newly revised Premium Service program to customers in Europe, Middle East and Africa. As the leading provider of Net services software, Novell is known for its innovative solutions that meet business-critical needs. Now, Novell Support Connection is taking service and support to a higher level with the introduction of a five-level Premium Service program. Completely overhauled and improved to address specific customer needs and improve service offerings, the new PremiumService program is your direct support connection, providing a personalized and accessible relationship with Novell's most experienced support engineers.

Novell has created a feature-rich Premium Service℠ program that offers several different degrees of support for your evolving network. Every level of Premium Service delivers reliable response times, offers skilled Technical Support Engineers, and provides valuable support tools and training opportunities, including a license for the Novell Support Connection® CD and LogicSource™ products. You have both outside technical resources and comprehensive reference materials to help you resolve any network problem or issue. Depending on the level of service you select, the following benefits are also available:

- 24-hour service, seven days a week
- Access to a Service Account Manager
- Access to a Primary Support Engineer
- Access to a Dedicated Support Engineer
- BrainShare® Passes

Determined to provide the flexibility you need in times of rapid growth, Novell has made it easy to customize your Premium Service agreement. Additional options include on-site technical support, scheduled standby support, Proactive Analysis Team Visits and individual LogicSource CD-ROMs.

For more information, visit our web site at www.novell.com/services/premium

Premium 1000-EMEA	e	051-001153-001	$7,200.00	8100.00
Premium 2000-EMEA	e	051-001154-001	$24,500.00	27500.00
Premium 3000-EMEA	e	051-001155-001	$51,000.00	57000.00
Premium 4000-EMEA	e	051-001156-001	$118,000.00	132000.00
Premium 5000-EMEA	e	051-001157-001	$306,000.00	343000.00
Upgrade				
Premium Upgrade-Premium 1000 to 2000-EMEA	e	051-001158-001	$17,300.00	19400.00
Premium Upgrade-Premium 1000 to 3000-EMEA	e	051-001159-001	$43,800.00	49200.00
Premium Upgrade-Premium 1000 to 4000-EMEA	e	051-001160-001	$110,800.00	124000.00
Premium Upgrade-Premium 1000 to 5000-EMEA	e	051-001161-001	$298,800.00	335000.00
Premium Upgrade-Premium 2000 to 3000-EMEA	e	051-001162-001	$26,500.00	29700.00
Premium Upgrade-Premium 2000 to 4000-EMEA	e	051-001163-001	$93,500.00	105000.00
Premium Upgrade-Premium 2000 to 5000-EMEA	e	051-001164-001	$281,500.00	316000.00
Premium Upgrade-Premium 3000 to 4000-EMEA	e	051-001165-001	$67,000.00	75000.00
Premium Upgrade-Premium 3000 to 5000-EMEA	e	051-001166-001	$255,000.00	286000.00
Premium Upgrade-Premium 4000 to 5000-EMEA	e	051-001167-001	$188,000.00	211000.00
Premium Additional 10 Incident Pack-EMEA	e	051-001168-001	$7,200.00	8100.00
Premium Additional 5 Incident Pack-EMEA	e	051-001169-001	$36,000.00	40400.00

Premium Service customers are entitled to a specific number of Technical Support Engineer (TSE) incidents--assistance with one issue, problem or question relating to the use or installation of a Novell product, regardless of the number of communications required. Additional incidents may be purchased in packages of five or ten and adhere to the response targets of your Premium 1000-5000 package.

Novell Service Modules

Novell Service Modules are designed to give you additional help with mission-critical projects. Add a Novell Service Module to your Premium Service agreement any time you need additional services or to acquire a higher level of service during a specific period for planned activities. Novell has ascertained the most beneficial and recommended services for the implementation, optimization and scheduled maintenance of your business system-and developed Service Modules to help you with each critical phase. Each module starts with a baseline offering at a baseline purchase price, and each can be customized and scaled to meet your needs.

Net Solutions Services Module: Designed specifically for customers who are implementing Novell's newest and most highly customizable solutions (Nsure, exteNd and Nterprise). This module ensures that you have the right resources at the time you need them to assist you with your unique configuration and ensure that your solution is supportable following implementation.

Net Solutions Services Module Standard-EMEA	e	051-002024-001	$13,200.00	14800.00
Net Solutions Services Module-EMEA	e	051-002025-001	Varies	Varies

Proactive System Analysis Services Module: If you want to know where your business system stands in relation to peak efficiency, this service module gives you the answers-and a definitive roadmap of how to get your system to its peak. With this analysis, you not only deflect unseen problems proactively, you optimize your existing investment to a fine degree-one that pays productivity and efficiency dividends for your company.

Proactive System Analysis Standard-EMEA	e	051-002039-001	$12,000.00	13500.00
Proactive System Analysis Tailored-EMEA	e	051-000202-001	Varies	Varies
Onsite Support: Service Account Manager (+Travel Expenses)-EMEA	e	051-000168-001	$1,500.00	1680.00
Onsite Support: Premium Support Engineer (+Travel Expenses)-EMEA* **	e	051-000169-001	Varies***	Varies***

Novell provides customers with the option of purchasing on-site technical support when necessary. For each request, Novell sends the most qualified support engineer available. This service is billed on a per-day basis, plus associated travel expenses.

Additional Primary Support Engineer - EMEA*	e	051-000170-001	$87,000.00	98000.00

A Primary Support Engineer (PSE) is a semi-dedicated resource that is assigned to only a few accounts, handling all customer support calls within his or her area of expertise. The PSE is available during Novell's business hours. Think of it as having a Novell expert on staff--someone right there when you need them.

Additional Dedicated Support Engineer - EMEA**	e	051-000171-001	$285,000.00	320000.00

Dedicated Support Engineers (DSE) are Novell's top support engineers and are selected based on the technical expertise required by your organization. Their primary function is to be an expert resource, assigned to one Premium Service customer only. The customer works with the DSE to solve technical issues, discuss the status of open incidents, or escalate incidents. The DSE is available during Novell's business hours.

Additional Service Account Manager-EMEA	e	051-002142-001	$14,000.00	15700.00

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Novell Customer Services

Novell Premium Services Options - Europe, Middle East, and Africa

Scheduled Standby - EMEA*	e	051-000257-001	Varies***	Varies***

Premium Service customers may also purchase Scheduled Standby to ensure an experienced support engineer is standing by to exclusively assist in everything from routine maintenance to up dates and major system upgrades. With Scheduled Standby, a Premium Service engineer becomes familiar with the system and planned changes, advises customers on preparation and implementation, and is ready to assist with any unexpected problems. A guaranteed, 15-minute response time ensures that assistance is nearby.

*Customer must have Premium 4000 or Premium 5000 to order.
**Customer must have Premium 5000 to order.
***For pricing details, please contat your local Novell Sales Office.

MLA Customers receive a 10% discount on Premium Service purchases

Novell Premium Service - Latin America

Novell Technical Services is taking service and support to a higher level with the introduction of a five-level program - completely overhauled and improved to address specific customer needs and improve service offerings. CLA / VLA customers qualify for 5% discount on these programs and optional services.

As the worlds leading networking company, Novell is known for its innovative solutions that meet business-critical needs. Premium Service from Novell is your direct support connection-providing a personalized and accessible relationship with Novell's most experienced support engineers.

Premium 1000 - Latin America	e	051-001479-001	$4,000.00	4490.00
Premium 2000 - Latin America	e	051-001483-001	$10,000.00	11200.00
Premium 3000 - Latin America	e	051-001487-001	$26,000.00	29200.00
Premium 4000 - Latin America	e	051-001491-001	$56,500.00	63000.00
Premium 5000 - Latin America	e	051-001495-001	$155,000.00	174000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 1000--Latin America	e	051-001497-001	$1,500.00	1680.00
Premium Upgrade--Maintenance 1 & 2 to Premium 2000--Latin America	e	051-001498-001	$7,500.00	8400.00
Premium Upgrade--Maintenance 1 & 2 to Premium 3000--Latin America	e	051-001499-001	$23,500.00	26400.00
Premium Upgrade--Maintenance 1 & 2 to Premium 4000--Latin America	e	051-001500-001	$54,000.00	61000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 5000--Latin America	e	051-001501-001	$152,500.00	171000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 2000--Latin America	e	051-001502-001	$6,000.00	6700.00
Premium Upgrade--Maintenance Premium 1000 to Premium 3000--Latin America	e	051-001503-001	$22,000.00	24700.00
Premium Upgrade--Maintenance Premium 1000 to Premium 4000--Latin America	e	051-001504-001	$52,500.00	59000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 5000--Latin America	e	051-001505-001	$151,000.00	169000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 3000--Latin America	e	051-001506-001	$16,000.00	18000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 4000--Latin America	e	051-001507-001	$46,500.00	52000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 5000--Latin America	e	051-001508-001	$145,000.00	163000.00
Premium Upgrade--Maintenance Premium 3000 to Premium 4000--Latin America	e	051-001509-001	$30,500.00	34200.00
Premium Upgrade--Maintenance Premium 3000 to Premium 5000--Latin America	e	051-001510-001	$129,000.00	145000.00
Premium Upgrade--Maintenance Premium 4000 to Premium 5000--Latin America	e	051-001511-001	$98,500.00	111000.00
Premium Additional 10 Incident Pack - Latin America	e	051-001514-001	$3,800.00	4260.00
Premium Additional 5 Incident Pack - Latin America	e	051-001518-001	$2,000.00	2240.00
Onsite Support: Proactive Analysis (+ Travel Expenses) - Latin America	e	051-001522-001	Varies	Varies
Onsite Support: Service Account Manager (+ Travel Expenses) - Latin America	e	051-001526-001	Varies	Varies
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Latin America	e	051-001530-001	$1,889.00	2120.00
Additional Primary Support Engineer - Latin America	e	051-001534-001	$44,000.00	49400.00
Additional Dedicated Support Engineer - Latin America	e	051-001538-001	$130,000.00	146000.00
Scheduled Standby - Latin America	e	051-001542-001	Varies	Varies
Additional 8 Hour Time Block - Latin America	e	051-001546-001	$1,000.00	1120.00

MLA Customers receive a 10% discount on Premium Service purchases

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*Please note statements at beginning of price list.

Novell Customer Services

Novell Premium Service - Asia Pacific

Novell Technical Services is taking service and support to a higher level with the introduction of a five-level program - completely overhauled and improved to address specific customer needs and improve service offerings. Existing Premium Service customers will be transitioned to the new program as their current agreement expires. MLA customers qualify for program levels based on paid maintenance. They also qualify for 10% discount on optional services.

As the worlds leading networking company, Novell is known for its innovative solutions that meet business-critical needs. Premium Service from Novell is your direct support connection-providing a personalized and accessible relationship with Novell's most experienced support engineers.

For more information, visit our web site at http://www.novell.com/services/premium/ or to purchase a support contract please contact your Novell Sales Representative.

Zone 1: Australia, New Zealand, Singapore, Hong Kong, South Korea, Taiwan

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur
Premium 1000 - Asia Pacific	e	051-001550-001	$3,500.00	3930.00
Premium 2000 - Asia Pacific	e	051-001554-001	$12,000.00	13500.00
Premium 3000 - Asia Pacific	e	051-001558-001	$30,000.00	33700.00
Premium 4000 - Asia Pacific	e	051-001562-001	$70,000.00	79000.00
Premium 5000 - Asia Pacific	e	051-001566-001	$180,000.00	202000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 1000--Asia Pacific	e	051-001568-001	$1,000.00	1120.00
Premium Upgrade--Maintenance 1 & 2 to Premium 2000--Asia Pacific	e	051-001569-001	$9,500.00	10700.00
Premium Upgrade--Maintenance 1 & 2 to Premium 3000--Asia Pacific	e	051-001570-001	$27,500.00	30900.00
Premium Upgrade--Maintenance 1 & 2 to Premium 4000--Asia Pacific	e	051-001571-001	$67,500.00	76000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 5000--Asia Pacific	e	051-001572-001	$177,500.00	199000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 2000--Asia Pacific	e	051-001573-001	$8,500.00	9500.00
Premium Upgrade--Maintenance Premium 1000 to Premium 3000--Asia Pacific	e	051-001574-001	$26,500.00	29700.00
Premium Upgrade--Maintenance Premium 1000 to Premium 4000--Asia Pacific	e	051-001575-001	$66,500.00	75000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 5000--Asia Pacific	e	051-001576-001	$176,500.00	198000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 3000--Asia Pacific	e	051-001577-001	$18,000.00	20200.00
Premium Upgrade--Maintenance Premium 2000 to Premium 4000--Asia Pacific	e	051-001578-001	$58,000.00	65000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 5000--Asia Pacific	e	051-001579-001	$168,000.00	189000.00
Premium Upgrade--Maintenance Premium 3000 to Premium 4000--Asia Pacific	e	051-001580-001	$40,000.00	44900.00
Premium Upgrade--Maintenance Premium 3000 to Premium 5000--Asia Pacific	e	051-001581-001	$150,000.00	168000.00
Premium Upgrade--Maintenance Premium 4000 to Premium 5000--Asia Pacific	e	051-001582-001	$110,000.00	123000.00
Premium Additional 10 Incident Pack - Asia Pacific	e	051-001585-001	$3,100.00	3480.00
Premium Additional 5 Incident Pack - Asia Pacific	e	051-001589-001	$1,600.00	1800.00
Onsite Support: Proactive Analysis (+ Travel Expenses) - Asia Pacific	e	051-001593-001	Varies	Varies
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific	e	051-001601-001	Varies	Varies
Additional Primary Support Engineer - Asia Pacific	e	051-001605-001	$60,000.00	67000.00
Additional Dedicated Support Engineer - Asia Pacific	e	051-001609-001	$160,000.00	180000.00
Scheduled Standby - Asia Pacific	e	051-001613-001	Varies	Varies
Additional 8 Hour Time Block - Asia Pacific	e	051-001617-001	$1,000.00	1120.00

MLA Customers receive a 10% discount on Premium Service purchases

All rights reserved. Prices are subject to change without notice.
*Please note statements at beginning of price list.

Novell Customer Services

Novell Premium Service - Asia Pacific (continued from previous page)

Zone 2: Malaysia, Thailand, Philippines, Indonesia, China

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Premium 1000 - Asia Pacific	e	051-001621-001	$3,500.00	3930.00
Premium 2000 - Asia Pacific	e	051-001625-001	$12,000.00	13500.00
Premium 3000 - Asia Pacific	e	051-001629-001	$25,000.00	28100.00
Premium 4000 - Asia Pacific	e	051-001633-001	$55,000.00	62000.00
Premium 5000 - Asia Pacific	e	051-001637-001	$135,000.00	152000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 1000--Asia Pacific	e	051-001639-001	$1,000.00	1120.00
Premium Upgrade--Maintenance 1 & 2 to Premium 2000--Asia Pacific	e	051-001640-001	$9,500.00	10700.00
Premium Upgrade--Maintenance 1 & 2 to Premium 3000--Asia Pacific	e	051-001641-001	$22,500.00	25300.00
Premium Upgrade--Maintenance 1 & 2 to Premium 4000--Asia Pacific	e	051-001642-001	$52,500.00	59000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 5000--Asia Pacific	e	051-001643-001	$132,500.00	149000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 2000--Asia Pacific	e	051-001644-001	$8,500.00	9500.00
Premium Upgrade--Maintenance Premium 1000 to Premium 3000--Asia Pacific	e	051-001645-001	$21,500.00	24100.00
Premium Upgrade--Maintenance Premium 1000 to Premium 4000--Asia Pacific	e	051-001646-001	$51,500.00	58000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 5000--Asia Pacific	e	051-001647-001	$131,500.00	148000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 3000--Asia Pacific	e	051-001648-001	$13,000.00	14600.00
Premium Upgrade--Maintenance Premium 2000 to Premium 4000--Asia Pacific	e	051-001649-001	$43,000.00	48300.00
Premium Upgrade--Maintenance Premium 2000 to Premium 5000--Asia Pacific	e	051-001650-001	$123,000.00	138000.00
Premium Upgrade--Maintenance Premium 3000 to Premium 4000--Asia Pacific	e	051-001651-001	$30,000.00	33700.00
Premium Upgrade--Maintenance Premium 3000 to Premium 5000--Asia Pacific	e	051-001652-001	$110,000.00	123000.00
Premium Upgrade--Maintenance Premium 4000 to Premium 5000--Asia Pacific	e	051-001653-001	$80,000.00	90000.00
Onsite Support: Proactive Analysis (+ Travel Expenses) - Asia Pacific	e	051-001656-001	Varies	Varies
Onsite Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific	e	051-001664-001	Varies	Varies
Additional Primary Support Engineer - Asia Pacific	e	051-001668-001	$35,000.00	39300.00
Additional Dedicated Support Engineer - Asia Pacific	e	051-001672-001	$95,000.00	107000.00
Scheduled Standby - Asia Pacific	e	051-001676-001	Varies	Varies
Additional 8 Hour Time Block - Asia Pacific	e	051-001680-001	$1,000.00	1120.00

MLA Customers receive a 10% discount on Premium Service purchases

Premium Service - Canada

Novell Technical Services is taking service and support to a higher level with the introduction of a five-level program - completely overhauled and improved to address specific customer needs and improve service offerings. CLA customers qualify for 5% discount on these optional services.

As the worlds leading networking company, Novell is known for its innovative solutions that meet business-critical needs. Premium Service from Novell is your direct support connection-providing a personalized and accessible relationship with Novell's most experienced support engineers.

For more information, visit our web site at http://www.novell.com/services/premium/ or to purchase a support contract please contact your Novell Sales Representative.

Premium 1000 - Canada	e	051-001860-001	$5,700.00	6400.00
Premium 2000 - Canada	e	051-001864-001	$15,500.00	17400.00
Premium 3000 - Canada	e	051-001868-001	$39,000.00	43800.00
Premium 4000 - Canada	e	051-001872-001	$120,000.00	135000.00
Premium 5000 - Canada	e	051-001876-001	$265,000.00	297000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 1000--Canada	e	051-001878-001	$3,200.00	3590.00
Premium Upgrade--Maintenance 1 & 2 to Premium 2000--Canada	e	051-001879-001	$13,000.00	14600.00
Premium Upgrade--Maintenance 1 & 2 to Premium 3000--Canada	e	051-001880-001	$36,500.00	41000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 4000--Canada	e	051-001881-001	$117,500.00	132000.00
Premium Upgrade--Maintenance 1 & 2 to Premium 5000--Canada	e	051-001882-001	$262,500.00	295000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 2000--Canada	e	051-001883-001	$9,800.00	11000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 3000--Canada	e	051-001884-001	$33,300.00	37400.00
Premium Upgrade--Maintenance Premium 1000 to Premium 4000--Canada	e	051-001885-001	$114,300.00	128000.00
Premium Upgrade--Maintenance Premium 1000 to Premium 5000--Canada	e	051-001886-001	$259,300.00	291000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 3000--Canada	e	051-001887-001	$23,500.00	26400.00
Premium Upgrade--Maintenance Premium 2000 to Premium 4000--Canada	e	051-001888-001	$104,500.00	117000.00
Premium Upgrade--Maintenance Premium 2000 to Premium 5000--Canada	e	051-001889-001	$249,500.00	280000.00
Premium Upgrade--Maintenance Premium 3000 to Premium 4000--Canada	e	051-001891-001	$81,000.00	91000.00
Premium Upgrade--Maintenance Premium 3000 to Premium 5000--Canada	e	051-001892-001	$226,000.00	254000.00
Premium Upgrade--Maintenance Premium 4000 to Premium 5000--Canada	e	051-001893-001	$145,000.00	163000.00
Premium Additional 10 Incident Pack - Canada	e	051-001896-001	$4,500.00	5100.00

MLA Customers receive a 10% discount on Premium Service purchases

All rights reserved. Prices are subject to change without notice.
*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Novell Customer Services

Net Solutions Support - Americas

As the leading provider of Net services software, Novell is known for its innovative solutions that meet business-critical needs. With the introduction of Net Solutions Support, Novell now has a complete end-to-end solution for customised solutions involving eDirectory, DirXML, iChain, or Portal Services.

Designed with customer input, Net Solutions Support provides customers both large and small with the assurance that their Net services solution receives the highest level of personalized and custom support available.

Net Solutions 4-Star to 5-Star Upgrade	e	051-001003-001	$225,000	253000.00
Net Solutions 3-Star to 4-Star Upgrade	e	051-001004-001	$65,000	73000.00
Net Solutions 3-Star to 5-Star Upgrade	e	051-001005-001	$290,000	325000.00
Net Solutions 2-Star to 3-Star Upgrade	e	051-001006-001	$40,000	44900.00
Net Solutions 2-Star to 4-Star Upgrade	e	051-001007-001	$105,000	118000.00
Net Solutions 2-Star to 5-Star Upgrade	e	051-001008-001	$330,000	370000.00
5-Star Solution Support Lead; NSM, Dedicated on-site or Novell corporate-based	e	051-001021-001	$349,000	392000.00
4-Star Solution Support Lead; SSE 1:3	e	051-001033-001	$124,000	139000.00
3-Star Solution Support Lead; SSE 1:7	e	051-001046-001	$59,000	66000.00
2-Star Remote Solution Review; Solution Support Team Incidents (15)	e	051-001058-001	$19,000	21300.00
On-site Support - 1 day	e	051-001070-001	$2,200	2470.00
On-site Solution Support Lead - 1 Week	e	051-001082-001	$10,000	11200.00
Remote Solution Support Lead - 1 Day	e	051-001094-001	$1,500	1680.00
Remote Solution Support Lead - 1 Week	e	051-001106-001	$6,000	6700.00
Incident 5 Pack	e	051-001118-001	$3,250	3650.00
Solution Support Engineer (SSE) - 1:3	e	051-001130-001	$99,000	111000.00
Net Solutions Manager (NSM) - Additional Dedicated	e	051-001141-001	$295,000	331000.00
Solution Support Engineer (SSE) 1:7	e	051-001272-001	$45,000	51000.00
Additional 8 hours of Solution Support Engineer time - Americas	e	051-001284-001	$1,500	1680.00

MLA Customers receive a 10% discount on Net Solutions Support purchases.

Net Solutions Support - EMEA

As the leading provider of Net services software, Novell is known for its innovative solutions that meet business-critical needs. With the introduction of Net Solutions Support, Novell now has a complete end-to-end solution for customised solutions involving eDirectory, DirXML, iChain, or Portal Services.

Designed with customer input, Net Solutions Support provides customers both large and small with the assurance that their Net services solution receives the highest level of personalized and custom support available.

Premium 3000 NS - EMEA	e	051-001309-001	$61,000.00	68000.00
Premium 4000 NS - EMEA	e	051-001310-001	$124,000.00	139000.00
Premium 5000 NS - EMEA	e	051-001311-001	$330,000.00	370000.00
On-site Solution Support Lead 1 Week – EMEA	e	051-001315-001	$11,000.00	12300.00
Solution Support Engineer 1:7 - EMEA	e	051-001319-001	$45,000.00	51000.00
Solution Support Engineer 1:3 - EMEA	e	051-001323-001	$99,000.00	111000.00
Net Solutions Engineer (Dedicated) – EMEA*	e	051-001327-001	$295,000.00	331000.00
Additional 8 hours of Solution Support Engineer time - EMEA	e	051-001331-001	$1,500.00	1680.00

***Requires Premium 4000, 5000 or Premium 4000 NS or Premium 5000 NS**

MLA Customers receive a 10% discount on Net Solutions Support purchases

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Novell Customer Services

Net Solutions Support - Asia Pacific

As the leading provider of Net services software, Novell is known for its innovative solutions that meet business-critical needs. With the introduction of Net Solutions Support, Novell now has a complete end-to-end solution for customised solutions involving eDirectory, DirXML, iChain, or Portal Services.

Designed with customer input, Net Solutions Support provides customers both large and small with the assurance that their Net services solution receives the highest level of personalized and custom support available.

Zone 1: Australia, New Zealand, Singapore, Hong Kong, South Korea, Taiwan

5-Star Solution Support Lead; NSM, Dedicated on-site or Novell corporate based APAC	e	051-001367-001	$180,000.00	202000.00
4-Star Solution Support Lead; SSE 1:3 APAC	e	051-001371-001	$70,000.00	79000.00
3-Star Solution Support Lead; SSE 1:7 APAC	e	051-001375-001	$30,000.00	33700.00
2-Star Remote Solution Review; Solution Support Team Incidents (15) APAC	e	051-001379-001	$19,000.00	21300.00
On-site Support - 1 Day APAC	e	051-001383-001	$1,800.00	2020.00
On-site Solution Support Lead – 5 Days Week APAC	e	051-001387-001	$10,000.00	11200.00
Remote Solution Support Lead - 1 Day APAC	e	051-001391-001	$1,000.00	1120.00
Remote Solution Support Lead – 5 Days APAC	e	051-001395-001	$4,000.00	4490.00
Incident 5 Pack APAC	e	051-001399-001	$3,250.00	3650.00
Solution Support Engineer (SSE) - 1:7 APAC	e	051-001403-001	$25,000.00	28100.00
Solution Support Engineer (SSE) - 1:3 APAC	e	051-001407-001	$60,000.00	67000.00
Additional Net Solutions Manager (NSM) 1:1 APAC	e	051-001411-001	$165,000.00	185000.00
Additional 8 hours of Solution Support Engineer time APAC	e	051-001415-001	$1,000.00	1120.00

Zone 2: Malaysia, Thailand, Philippines, Indonesia, China

5-Star Solution Support Lead: NSM, Dedicated on-site or Novell corporate based APAC	e	051-001425-001	$135,000.00	152000.00
4-Star Solution Support Lead: SSE 1:3 APAC	e	051-001429-001	$55,000.00	62000.00
3-Star Solution Support Lead: SSE 1:7 APAC	e	051-001433-001	$25,000.00	28100.00
2-Star Remote Solution Review: Solution Support Team Incidents (15) APAC	e	051-001437-001	$19,000.00	21300.00
On-site Support - 1 Day APAC	e	051-001441-001	$1,200.00	1350.00
On-site Solution Support Lead – 5 Days APAC	e	051-001445-001	$10,000.00	11200.00
Remote Solution Support Lead - 1 Day APAC	e	051-001449-001	$1,000.00	1120.00
Remote Solution Support Lead – 5 Days APAC	e	051-001453-001	$4,000.00	4490.00
Incident 5 Pack APAC	e	051-001457-001	$3,250.00	3650.00
Solution Support Engineer (SSE) - 1:7 APAC	e	051-001461-001	$15,000.00	16800.00
Solution Support Engineer (SSE) - 1:3 APAC	e	051-001465-001	$35,000.00	39300.00
Additional Net Solutions Manager (NSM) 1:1 APAC	e	051-001469-001	$100,000.00	112000.00
Additional 8 hours of Solution Support Engineer time APAC	e	051-001473-001	$1,000.00	1120.00

MLA Customers receive a 10% discount on Net Solutions Support purchases

Net Solutions Support - Canada

As the leading provider of Net services software, Novell is known for its innovative solutions that meet business-critical needs. With the introduction of Net Solutions Support, Novell now has a complete end-to-end solution for customised solutions involving eDirectory, DirXML, iChain, or Portal Services.

Designed with customer input, Net Solutions Support provides customers both large and small with the assurance that their Net services solution receives the highest level of personalized and custom support available.

Net Solutions 4-Star to 5-Star Upgrade Canada	e	051-001792-001	$160,000.00	180000.00
Net Solutions 3-Star to 4-Star Upgrade Canada	e	051-001793-001	$54,000.00	61000.00
Net Solutions 3-Star to 5-Star Upgrade Canada	e	051-001794-001	$214,000.00	240000.00
Net Solutions 2-Star to 3-Star Upgrade Canada	e	051-001795-001	$26,000.00	29200.00
Net Solutions 2-Star to 4-Star Upgrade Canada	e	051-001796-001	$80,000.00	90000.00
Net Solutions 2-Star to 5-Star Upgrade Canada	e	051-001797-001	$240,000.00	269000.00
5-Star Solution Support Lead; NSM, Dedicated on-site or Novell corporate based Canada	e	051-001798-001	$259,000.00	291000.00
4-Star Solution Support Lead; SSE 1:3 Canada	e	051-001802-001	$99,000.00	111000.00
3-Star Solution Support Lead; SSE 1:7 Canada	e	051-001806-001	$45,000.00	51000.00
2-Star Remote Solution Review; Solution Support Team Incidents (15) Canada	e	051-001810-001	$19,000.00	21300.00
On-site Solution Support Lead - 1 Day Canada (plus travel expenses)	e	051-001927-001	$1,500.00	1680.00
On-site Solution Support Lead - 5 Days Canada (plus travel expenses)	e	051-001826-001	$10,000.00	11200.00
Remote Solution Support Lead - 1 Day Canada	e	051-001830-001	$1,500.00	1680.00
Remote Solution Support Lead - 5 Days Canada	e	051-001834-001	$6,000.00	6700.00
Incident 5 Pack Canada	e	051-001838-001	$3,250.00	3650.00
Solution Support Engineer (SSE) - 1:7 Canada	e	051-001842-001	$35,000.00	39300.00
Solution Support Engineer (SSE) - 1:3 Canada	e	051-001846-001	$75,000.00	84000.00
Additional NetSolutions Manager (NSM) 1:1 Canada	e	051-001850-001	$209,000.00	235000.00
Additional 8 hours of Solution Support Engineer time Canada	e	051-001854-001	$1,500.00	1680.00

MLA Customers receive a 10% discount on Net Solutions Support purchases

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Novell Customer Services

Novell Consulting

Novell Consulting provides enterprises worldwide with customer-driven services and solutions based on Novell technologies. Novell Consulting's Practices of IT professionals provide our customers on-site consulting services that meet their business and network needs.

Business Solution Offerings (BSOs)

These offerings are targeted at the business and IT professional, addressing a specific business technology challenge.

All Novell Consulting business solution offerings begin with a Business Solution Requirements Analysis - a due diligence process of evaluating and defining your project expectations and requirements.

This process delivers a solid understanding of your project objectives and enables proper planning, good communication, and the correct application of technology to satisfy your I.T. and business needs. Cost of each Requirements Analysis ranges from $25,000 to $250,000, based on the complexity of thebusiness solution offering. Often the Requirements Analysis cost is credited back to the customer in the formal project deployment proposal. Regardless, you get a detailed evaluation of your project, including what will be required to make it successful.

BSO / RA Price Sheet

Consulting Services T&M SIM	**e**	**017-000102-002**	**Varies**	**Varies**
Consulting Services T&M Portals	**e**	**017-000102-003**	**Varies**	**Varies**
Consulting Services T&M Web Services	**e**	**017-000102-004**	**Varies**	**Varies**
Consulting Services T&M Business	**e**	**017-000102-005**	**Varies**	**Varies**
Consulting Services T&M Technical	**e**	**017-000102-006**	**Varies**	**Varies**
Consulting Services Expenses SIM	**e**	**017-000103-002**	**Varies**	**Varies**
Consulting Services Expenses Portals	**e**	**017-000103-003**	**Varies**	**Varies**
Consulting Services Expenses Web Services	**e**	**017-000103-004**	**Varies**	**Varies**
Consulting Services Expenses Business	**e**	**017-000103-005**	**Varies**	**Varies**
Consulting Services Expenses Technical	**e**	**017-000103-006**	**Varies**	**Varies**
Consulting Services Fixed Fee SIM	**e**	**017-000105-002**	**Varies**	**Varies**
Consulting Services Fixed Fee Portals	**e**	**017-000105-003**	**Varies**	**Varies**
Consulting Services Fixed Fee Web Services	**e**	**017-000105-004**	**Varies**	**Varies**
Consulting Services Fixed Fee Business	**e**	**017-000105-005**	**Varies**	**Varies**
Consulting Services Fixed Fee Technical	**e**	**017-000105-006**	**Varies**	**Varies**

***Note** - prices for the BSOs are starting prices; prices may be higher in some regions. Travel and expense costs may also apply; please add 20% for estimated travel expenses.

BSO project descriptions can be found at http://novell.com/solutions

Standard Rate Pricing Sheet - Custom Engagements
This pricing is the standard "time and materials" pricing, that is used for custom engagements not listed above.

Custom Consulting Service—Per Hour	e	017-000001-001		
Chief Architect			$500.00	560.00
Project Manager			$425.00	477.00
Senior Architect (Programmer)			$400.00	449.00
Programmer Analyst			$350.00	393.00
Programmer			$300.00	337.00
Consultant Level V			$425.00	477.00
Consultant Level IV			$350.00	393.00
Consultant Level III			$300.00	337.00
Consultant Level II			$250.00	281.00

Dedicated Consulting Services
These services provide the expertise of Novell Consulting in your environment to help you manage your projects, decreasing your deployment times and increasing your project success.

Annual On-Site Dedicated Consultant—Per Year	e	017-000003-001	$300,000.00	337000.00

Note on standard rate structure:
Consulting delivered from 7:00 a.m. to 7:00 p.m. will be consumed at standard rates. Consulting delivered from 7:01 p.m. to 6:59 a.m. will be consumed at time and a half. Consulting delivered on weekends and holidays will be consumed at double time. This rate will start at 7:01 p.m. on the day before a holiday or weekend to 6:59 a.m. the day following a weekend or holiday.

MLA customers receive a 10% discount on purchases of Novell Consulting. Novell Consulting pricing may vary by region, please contact your local Novell office for more information regarding pricing and rate structures in your area. Consulting offerings must be submitted separately from product orders.

To order Novell Consulting Services, MLA customers must do the following:

1. Review the terms and conditions listed in the MLA Premium Services Guide, found at http://www.novell.com/licensing/mla_documents.html

2. Ensure that a MLA Membership Form has been submitted for your location. If one has not been submitted, you can retrieve the Form from http://www.novell.com/programs/ncc/mla_documents.html

These forms should be submitted to Novell at the same location as your MLA contract.

Novell Contract Management
1800 S Novell Place
M/S D-232
Provo, UT 84606

2. Submit the following:
A. Novell Consulting Service Order Form
B. Purchase Order
C. Consulting Service Statement of Work

These documents should be forwarded to:
Novell Consulting Service, ATTN.: Contracts, M/S E-232, 122 E. 1700 S., Provo, UT 84606 or fax a copy to: (801-861-2855)

Consulting Business Solution Offerings and Project Descriptions can be found at: http://novell.com/solutions
Customers may request services from Novell Consulting by filling out the Engage Consulting form found at: http://consulting.novell.com/onsite/engage.html

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Novell Customer Services

exteNd ISV (Independent Software Vendor) Consulting Program

exteNd ISV Phone Based Consulting	e	017-000115-001	$25,000.00	28100.00
exteNd ISV Jumpstart Consulting 2-Day	e	017-000117-001	$4,000.00	4490.00
exteNd ISV Jumpstart Consulting 5-Day	e	017-000119-001	$10,000.00	11200.00

MLA Customers receive a 10% discount on exteNd ISV Condulting Program purchases

DeveloperNet Advantage Developer

Through Novell's newly enhanced DeveloperNet program, any enterprise developer, ISV, IHV, Consultant or System Integrator can leverage the technologies powering Novell's one Net vision to deliver enterprise-ready network solutions. DeveloperNet membership provides individual programmers, project teams and entire organizations with easy, flexible access to Novell's products, development tools, programming resources and support.

For more information, visit our website at http://developer.novell.com

DeveloperNet Advantage Developer	NA	061-000124-001	$20,000.00	22400.00

MLA Customers receive a 10% Discount on DeveloperNet Support purchases.

Novell Technical Subscriptions

Professional Resource Suite

This comprehensive subscription includes all of Novell's Product Toolkits™, plus the complete Novell Software Evaluation Library™ and the Novell Support Resource Library™ (replacing the Novell Support Connection® CD). Use these resources to rapidly address technical issues without a call to Novell. Everything you need to make the most of your Novell products is available online and updated monthly on CD by annual subscription. Taken as a complete solution, the Novell Professional Resource Suite is the ultimate technical resource for serious Novell professionals

All subscription queries should be sent to subscriptions@novell.com.

Professional Resource Suite - Activation Kit: Single	2	00662644444826	$1,249.00	1400.00
Professional Resource Suite - Activation Kit: Server	2	00662644444864	$2,495.00	2800.00

MLA Customers receive a 10% discount on Professional Resource Suite purchases

Novell Product Toolkits

Novell Product Toolkits are the in-depth technical resource for Novell professionals. Developed specifically for Novell eDirectory™, ZENworks® for Desktops, and GroupWise®, these powerful tools are essential in helping you quickly address complex technical issues yourself. Each Toolkit includes product-specific evaluation and beta software, utilities, LogicSource, and detailed consulting reports. They also include applicable files and information from the Novell Support Resource Library™. Novell Product Toolkits are updated at least quarterly on CD and available by annual subscription. Plus, you can access the latest updates via the Web. Novell Product Toolkits give you the most current, comprehensive, and in-depth resources from Novell anytime, anywhere.

Product Toolkit: GroupWise - Activation Kit: Single	2	00662644444574	$249.00	279.00
Product Toolkit: GroupWise - Activation Kit: Server	2	00662644444611	$495.00	560.00
Product Toolkit: ZENworks - Activation Kit: Single	2	00662644444659	$249.00	279.00
Product Toolkit: ZENworks - Activation Kit: Server	2	00662644444697	$495.00	560.00
Product Toolkit: eDirectory - Activation Kit: Single	2	00662644444741	$249.00	279.00
Product Toolkit: eDirectory - Activation Kit: Server	2	00662644444789	$495.00	560.00

MLA Customers receive a 10% discount on Novell Product Toolkit purchases

Software Evaluation Library (SEL)

The Novell Software Evaluation Library, an annual subscription, will now be updated six to eight times a year.

The Standard version of the Novell Software Evaluation Library is now available to everyone. This version provides a 2-server, 5-user license for testing, development, and evaluation. Fully functional, time-restricted versions of Novell software are included. The retail price of the Standard SEL has also been lowered by $50 to $249 for an annual subscription. Discounted pricing is available to participants in certain Novell programs. Shipping, duties, and taxes are not included in the subscription price. See http://support.novell.com/subscriptions for more information.

Software Evaluation Library - Activation Kit: Standard		00662644444413	$249.00	279.00
Software Evaluation Library - Activation Kit: Corporate		00662644444451	$495.00	560.00

MLA Customers receive a 10% discount off the retail price of the Novell Software Evaluation Library.

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Novell Customer Services

Novell Technical Subscriptions

Support Resource Library

The Novell Support Resource Library saves you time and money by placing the latest technical resources at your fingertips. Everything from Support Packs and Technical Information Documents to Cool Solutions, Novell Connection magazine articles, Novell AppNotes® and product documentation are available when and where you need them. Powerful searches help you troubleshoot problems quickly and accurately. There's no waiting for large files to download from the Web. Updated monthly on CD by annual subscription and with Web access for daily updates through the new Subscriber Portal, the Novell Support Resource Library ensures you can handle any technical challenge that comes your way.

This replacement to the Novell Support Connection CD contains all the features you are familiar with and more. With the new Novell Support Resource Library you get:

- More content
- More space for more files
- Upgraded CD search engine
- Subscriber portal
- New packaging

Because this is a subscription product, it will just keep getting better. Each month you will receive additional TIDs, files, and other information on the CD. New information will also be added to the Subscriber Portal. The Novell Support Resource Library provides you with a single source for your Novell technical resource needs.

Support Resource Library - Activation Kit: Single	2	00662644444499	$399.00	448.00
Support Resource Library - Activation Kit: Server	2	00662644444536	$795.00	890.00

MLA Customers receive a 10% discount on Support Resource Library purchases

Education

Professional Education Programs

Professional Education Programs offer solutions, directly to the customer, designed for the entire organizational infrastructure, with tailored offerings for executives, line of business managers, consultants, project managers, hands-on technical personnel and marketing and sales professionals. Each audience has unique educational requirements. With Novell solutions, we can match education to each person's role, skill level and job requirements, maximizing their investment in training and expanding expertise at all levels of their organization.

To engage these services, please go to: http://www.novell.com/education/pep/custom_training.html and fill out the engagement form. Your local Area Education Manager will contact you.

Application Training Application Training focuses on software applications. Currently GroupWise training is our primary offering. **$90** per student per half day (up to 12 students per half day)	e	051-000852-001
Professional Seminars Professional Seminars focus on new products, features and functions or the role of technology in business bringing critical information and skills to IT professionals and the CXO audience.		
Public **$350** per person per day (up to 60 participants)	e	051-000845-001
Private Site **$6000** per day (up to 60 participants)	e	051-000846-001
Advanced Technical Training (ATT) Seminars ATT Seminars are in-depth technical seminars designed around common problems and troubleshooting. These seminars are appropriate for highly skilled IT professionals already involved with the products.		
Public – Demo **$400** per person per day (up to 100 students)	e	051-000847-001
Public – Hands on **$600** per person per day (up to 40 students)	e	051-000848-001
Private – Demo **$8,000** per day; design beyond 1 day at $250 per hour (up to 25 students; additional students $320 per person)	e	051-000850-001
Private – Hands on **$10,000** per day, design beyond 1 day at $250 per hour (up to 25 students; 25-40 additional students $480 per person)	e	051-000851-001
Education Consulting & Customization Education Consulting & Customization consists of performing a Front End Analysis (FEA) including skill-level needs assessment, current skill inventories, skill gap analysis and the development of training plans. **$250** per hour	e	051-000853-001
Custom Training – Hands-on Environment Specific Customer Training is designed to fit the specific technical educational needs of an individual customer, focusing on Novell products deployed in that environment. **$6,000** per day; design beyond 1 day at $250 per hour (up to 12 students per day; additional students $400 per person per day)	e	051-000849-001
Skill Gap Analysis Package A Skill Gap Analysis focuses on enhancing the performance of the technical staff by ensuring optimization of their technical environment through enhanced skills and knowledge of the support team and aligning their technical teams to help drive business goals; $5,000.	e	051-000970-001

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Education

Annual Education Subscriptions

Education 100	e	051-001345-001	$39,000.00	43800.00

Education 100 includes: 60 Education Vouchers, 5 attendees at direct training (includes Advanced Technical Training (ATT), First Class, Novell Bootcamps), 1 Performance Consultation Interview, 1 Skills Gap Analysis and 4 Novell Self Study Kits. The EDUC 100 subscription is renewable on an annual basis. This subscription level is focused on customers with up to 25 IT staff members, including Help Desk, Administrators, Desktop and Server teams, Web teams, Security team, Directory team, Messaging teams, and System Architects.

Education 300	e	051-001341-001	$140,000.00	157000.00

Education 300 includes: 150 Education Vouchers, 4 custom/private training days, 20 attendees at direct training (includes Advanced Technical Training (ATT), First Class, Novell Bootcamps, 2 Performance Consultation Interview, 1 Skills Gap Analysis and 6 Novell Self Study Kits. The EDUC 300 subscription is renewable on an annual basis. This subscription level is focused on customers with 26 to 75 IT staff members, including Help Desk, Administrators, Desktop and Server teams, Web teams, Security team, Directory team, Messaging teams, and System Architects.

Education 500	e	051-001337-001	$235,000.00	264000.00

Education 500 includes: 300 Education Vouchers, 5 custom/private training days, 35 attendees at direct training (includes Advanced Technical Training (ATT), First Class, Novell Bootcamps, 2 Performance Consultation Interview, 2 Skills Gap Analysis and 8 Novell Self Study Kits. EDUC 500 includes a dedicated point of contact. The EDUC 500 subscription is renewable on an annual basis. This subscription level is focused on customers with 76 - 149 IT staff members, including Help Desk, Administrators, Desktop and Server teams, Web teams, Security team, Directory team, Messaging teams, and System Architects.

Education 700	e	051-001333-001	$365,000.00	410000.00

Education 700 includes: 450 Education Vouchers, 10 custom/private training days, 50 attendees at direct training (includes Advanced Technical Training (ATT), First Class, Novell Bootcamps, 2 Performance Consultation Interview, 2 Skills Gap Analysis and 10 Novell Self Study Kits. EDUC 700 also includes a dedicated point of contact and US BrainShare “Meet the Expert” reception. The EDUC 700 subscription is renewable on an annual basis. This subscription level is focused on customers with over 150 IT staff members, including Help Desk, Administrators, Desktop and Server teams, Web teams, Security team, Directory team, Messaging teams, and System Architects.

These annual education subscription are available for all licensing levels. The standard services discount of 10% for MLA customers will apply.

Certification Program Tests

Novell offers industry-leading tests for its certification programs, which include:
Certified Directory Engineer
Certified Novell Administrator
Certified Novell Engineer
Master CNE
Certified Novell Instructor
Master Certified Novell Instructor
Certified Internet Professional

Information about specific program and testing requirements for Novell certifications is available at http://www.novell.com/education/certinfo/explorer.html.

All certification tests, except the Oracle test and Novell Practicum, are $100 in developed countries and $55 in developing countries.

To register for tests in the United States and Canada, contact Sylvan Prometric Learning Centers at 1-800-RED-EXAM or Virtual University Enterprises at 1-800-TEST-CNE. For all other countries, contact your local Sylvan Prometric Learning Center, regional Virtual University Enterprises’ office or your local Novell office.

You can request and immediately receive up-to-date documents via fax by calling Novell Education’s FaxResponse service at 1-800-233-EDUC (option 3) or 1-801-861-5363. FaxResponse provides you with Novell's current courses and certification program information.

Authorized Training Courses

Novell authorized training courses are available through Novell Authorized Education Centers (NAECs) and Novell Education Academic Partners (NEAPs). For a complete listing of training partners in your area, go to our Authorized Training Locator on our Web site at: **http://www.novell.com/education/training/index.html.**

For more information about Novell Education programs and products, call 1-800-233-EDUC or 1-801-861-EDUC. You can also visit our web site at: http://www.novell.com/education or contact your local Novell office.

You can also request and immediately receive up-to-date documentation via fax by calling Novell Education's FaxResponse service at 1-800-233-EDUC (option 3) or 1-801-861-5363. FaxResponse provides you with Novell's current courses and certification program information.

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Education

Self-Study Kits

With a unique combination of manuals, digitized video, task simulation and test preparation the Novell Self-Study Kits give real-world, hands-on instruction in preparation for the exams which are part of the Novell Certified Engineer (CNE) certification.

Novell eDirectory Tools and Diagnostics (3007, 2.0, Self-Study Kit)	**2**	**00662644448985**	**$495.00**	**560.00**
NetWare 6 CNE Training Kit Update (Self-Study Kit)	2	00662644448398	$1,195.00	1340.00
Advanced Novell Network Management (3005, Self-Study Kit)	2	00662644447469	$495.00	560.00
iFolder 2.0 (3011, Self-Study Kit)	2	00662644447902	$99.00	111.00
Desktop Management with ZENworks for Desktops 4 (3006, Self-Study Kit)	2	00662644447605	$495.00	560.00
IT Project + Self-Study Kit	2	00662644447032	$495.00	560.00
Novell Network Management: NetWare 6 (3004, Self-Study Kit)	2	00662644446424	$495.00	560.00
Fundamentals of Networking (3003, Self-Study Kit)	2	00662644445984	$495.00	560.00
Foundations of Novell Networking: NetWare 6 (Course 3001) Self-Study Kit	2	00662644444086	$495.00	560.00
NetWare 4 to NetWare 6 CNE Upgrade Prerequisite Self-Study Kit (3002)	2	00662644443492	$250.00	281.00
Upgrading to NetWare 6 (3000, v1.0, Self-Study Kit)	2	00662644438375	$495.00	560.00
NetWare 5.1 Administration (560, v2.0, Self-Study Kit)	2	00662644423463	$495.00	560.00
NetWare 5.1 Advanced Administration (570, v2.0 Self-Study Kit)	2	00662644401058	$495.00	560.00
Networking Technologies (565, 1.0 Self-Study Kit)	2	00662644356037	$495.00	560.00
NDS Design and Implementation (575, 1.0 Self-Study Kit)	2	00662644356044	$495.00	560.00
Novell Service and Support (580, 1.0 Self-Study Kit)	2	00662644356068	$495.00	560.00
NetWare 4.11 to NetWare 5.1 Update (529, v2.0 Self-Study Kit)	2	00662644379784	$495.00	560.00
Directory and Database Integration using DirXML (992, v1.0, Self-Study Kit)	2	00662644423760	$495.00	560.00
Desktop Management with ZENworks for Desktops 3 (781, v2.0, Self-Study Kit)	2	00662644427478	$495.00	560.00
Integrating Novell eDirectory and Windows NT (555, v2.0, Self-Study Kit)	2	00662644427942	$495.00	560.00
GroupWise 6 Administration (370, v1.0, Self-Study Kit)	2	00662644427768	$495.00	560.00
Integrating NDS eDirectory and Active Directory (556, v1.0, Self-Study Kit)	2	00662644428116	$495.00	560.00

Novell Training Voucher Program

These vouchers can be purchased for training offered worldwide through Novell Authorized Education Centers (NAEC) and Novell's Professional Education Progrmas. Redemption and discounts vary based on training deliverables and sales region. For additional details visit: **www.novell.com/education/vouchers**

Education Training Vouchers Market Type 1	2	00662644433899	**$365.00**	**410.00**
Education Training Vouchers Market Type 2	2	00662644433905	**$345.00**	**387.00**
Education Training Vouchers Market Type 3	2	00662644433912	**$280.00**	**314.00**
Education Training Vouchers Market Type 4	2	00662644433929	**$160.00**	**180.00**
Education Training Vouchers Market Type 5	2	00662644433943	**$145.00**	**163.00**
Education Training Vouchers Market Type 6	2	00662644433950	$110.00	123.00

Market Type 1 - United Kingdom, Germany, France
Market Type 2 - United States, Netherlands, Belgium/Luxembourg, Switzerland, Austria, Finland, Norway, Denmark
Market Type 3 - Canada, Australia, Italy
Market Type 4 - Sweden
Market Type 5 - Argentina, Brazil, Venezuela, Mexico, Spain, Portugal, South Africa (all Africa, Poland, Singapore, Malaysia, Columbia, Central America, New Zealand,
Market Type 6 - Taiwan, Philippines, Korea, Thailand, Indonesia, CIS

MLA Customers receive a 10% discount on Education Training purchases.

exteNd Education

exteNd education is available to all customers in North America. exteNd Education provides comprehensive training on all exteNd products and related technologies.

exteNd Administration (61508)	e	051-001945-001	$1,000.00	1120.00
exteNd XML for Developers (61155)	e	051-001953-001	$1,000.00	1120.00
exteNd Web Services Concepts (61166)	e	051-001957-001	$800.00	900.00
exteNd Building J2EE Applications (61164)	e	051-001961-001	$1,995.00	2240.00
Using exteNd Director (61174)	e	051-001965-001	$1,500.00	1680.00
Using exteNd Composer (61176)	e	051-001969-001	$1,995.00	2240.00

MLA Customers receive a 10% discount on exteNd Education purchases.

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Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Additional Offerings

DeveloperNet™

Through DeveloperNet, developers have an unprecedented opportunity to build solutions on the Net services foundation, creating products, and tools that can dramatically change their companies and their customers' companies overnight. Novell is enhancing the DeveloperNet program to enable developers to tap the full power of Net services.

As part of the DeveloperNet program, MLA customers receive a 10% discount off the list price of all DeveloperNet Program levels. Please contact the local fulfillment center to subscribe to the DeveloperNet level of your choice. Go to **http://developer.novell.com/contact** to locate your local fulfillment center.

Novell Press™

Novell Press is a corporate press that provides customers with technical information about Novell products and programs. Novell Press has the number one line of networking books with over one million copies sold worldwide. Novell Press titles cover a broad spectrum of topics and technical levels to fit your information needs. Written by experts with the full participation of Novell's staff, these books are the premier informationsource in the networking industry.

MLA customers ordering through IDG Books Worlwide U.S. offices will receive a 50% discount off the suggested retail U.S. price. To order, call IDG at (800) 434-3422 or outside the U.S. call (317) 596-5530. For a complete listing of Novell Press Books, please refer to: http://www.novell.com/education/books

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Master License Agreement (MLA) June 2003 Product Change Notification Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

While every effort is made to ensure the price list is as current as possible at time of publication, Novell Product Announcements (NPAs) may be issued which supersede information found within the price list. Please refer to NPAs for the most updated information regarding product information and pricing.

Special Note: A column has been added to the price list showing the lead time classification for each product. This classification system indicates the expected average number of days for product to be shipped from Novell after receipt of customer order. Products are classified into three main categories:

- "e" – electronic/billing parts, 1 day average lead time
- "1" – physical parts, 3 day average lead time
- "2" – physical parts, 5 day average lead time

Certain products require a longer lead time for delivery depending upon ordering location. *For EMEA customers*: please expect a 3 - 4 week lead time for the following language-specific products: Chinese, Korean, Japanese and Portuguese; all Volera Excelerator, Controller, and Accountant products. For NALAAP customers: please expect a 3 - 4 week lead time for the following products: All 56 bit (regardless of language) and Japanese, Russian, Polish, Czech, Hungarian, Dutch, Scandinavian, Hebrew, Arabic, and German languages.

***878-xxxxxx-001 e-Software Media Kits:**

ISO Image eMedia Kits require the download of one or more ISO images. These ISO images are electronic duplicates of the CDs that are included in the physical software media kit. After downloading the ISO image(s), you will be required to "burn" that ISO image onto a CDR in order to install the product. Once the CDR is burned, you can proceed to install the product as if you had received CDs in a physical software media kit. If the description of the media kit does not specify Executable File (EXE) then the files to be downloaded are ISO Images.

Executable File eMedia kits require the download of one or more executable files. Unlike the "ISO Images" eMedia kits, you will not be required to "burn" CDRs in order to install the product. The software is installed by simply running the executable file(s) you have downloaded. These eMedia kits will have "Executable Files" or "EXE" in their descriptions.

Product Change Notification

**The Local Currency column should not be used with US Dollars.

New Products

Novell Consulting

Consulting Services T&M SIM	e	017-000102-002	Varies	Varies
Consulting Services T&M Portals	e	017-000102-003	Varies	Varies
Consulting Services T&M Web Services	e	017-000102-004	Varies	Varies
Consulting Services T&M Business	e	017-000102-005	Varies	Varies
Consulting Services T&M Technical	e	017-000102-006	Varies	Varies
Consulting Services Expenses SIM	e	017-000103-002	Varies	Varies
Consulting Services Expenses Portals	e	017-000103-003	Varies	Varies
Consulting Services Expenses Web Services	e	017-000103-004	Varies	Varies
Consulting Services Expenses Business	e	017-000103-005	Varies	Varies
Consulting Services Expenses Technical	e	017-000103-006	Varies	Varies
Consulting Services Fixed Fee SIM	e	017-000105-002	Varies	Varies
Consulting Services Fixed Fee Portals	e	017-000105-003	Varies	Varies
Consulting Services Fixed Fee Web Services	e	017-000105-004	Varies	Varies
Consulting Services Fixed Fee Business	e	017-000105-005	Varies	Varies
Consulting Services Fixed Fee Technical	e	017-000105-006	Varies	Varies

File System Factory

Media				
File System Factory 1.1 e-Software Media Kit English	e	878-000232-001	$15.00	17.00
New				
File System Factory 1.1 1-User e-License	e	879-000183-001	$12.00	13.00
Maintenance				
File System Factory 1.1 1-User Maintenance	e	MNT-005597-001	$3.00	3.40

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Product Change Notification

New Products

Excelerator 2.3

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Media				
Excelerator 2.3 e-Software Media Kit Strong Encryption (128 bit) English	e	878-000248-001	$15.00	17.00
Excelerator 2.3 Strong Encryption (128 bit) Software Media Kit English	2	892-000238-001	$35.00	39.00
New				
Excelerator 2.3 Remote Office e-License	e	131-001188-001	$1.00	1.10
Excelerator 2.3 Small Business e-License	e	131-001189-001	$1.00	1.10
Excelerator 2.3 Enterprise e-License	e	131-001190-001	$1.00	1.10
Excelerator 2.3 Large Enterprise e-License	e	131-001191-001	$1.00	1.10
Excelerator 2.3 Datacenter e-License	e	131-001192-001	$1.00	1.10
Excelerator 2.3 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	131-001193-001	$1.00	1.10
Excelerator 2.3 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License	e	131-001194-001	$1.00	1.10
Excelerator 2.3 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License	e	131-001195-001	$1.00	1.10
Excelerator 2.3 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	e	131-001196-001	$1.00	1.10
Excelerator 2.3 Remote Office e-License	e	879-000189-001	$3,595.00	4030.00
Excelerator 2.3 Small Business e-License	e	879-000190-001	$5,395.00	6100.00
Excelerator 2.3 Enterprise e-License	e	879-000191-001	$12,495.00	14000.00
Excelerator 2.3 Large Enterprise e-License	e	879-000192-001	$21,995.00	24700.00
Excelerator 2.3 Datacenter e-License	e	879-000193-001	$44,995.00	50000.00
Upgrade				
Upgrade Excelerator 2.3 Remote Office e-License	e	879-000189-003	$1,910.00	2140.00
Upgrade Excelerator 2.3 Small Business-512Mb e-License	e	879-000190-003	$2,860.00	3210.00
Upgrade Excelerator 2.3 Enterprise-1Gb e-License	e	879-000191-003	$6,620.00	7400.00
Upgrade Excelerator 2.3 Large Enterprise-2Gb e-License	e	879-000192-003	$11,660.00	13100.00
Upgrade Excelerator 2.3 Datacenter-4Gb e-License	e	879-000193-003	$23,850.00	26800.00
Memory Upgrade				
Excelerator 2.3 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	879-000194-003	$2,395.00	2690.00
Excelerator 2.3 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License	e	879-000195-003	$6,595.00	7400.00
Excelerator 2.3 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License	e	879-000196-003	$13,195.00	14800.00
Excelerator 2.3 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	e	879-000197-003	$23,995.00	26900.00
Maintenance				
Excelerator 2.3 Remote Office Maintenance	e	MNT-005618-001	$900.00	1010.00
Excelerator 2.3 Small Business Maintenance	e	MNT-005619-001	$1,350.00	1520.00
Excelerator 2.3 Enterprise Maintenance	e	MNT-005620-001	$3,120.00	3500.00
Excelerator 2.3 Large Enterprise Maintenance	e	MNT-005621-001	$5,500.00	6200.00
Excelerator 2.3 Datacenter Maintenance	e	MNT-005622-001	$11,250.00	12600.00

Secure Excelerator 1.2

New				
Secure Excelerator 1.2 1-CPU e-License	e	879-000198-001	$5,995.00	6700.00
Maintenance				
Secure Excelerator 1.2 1-CPU Maintenance	e	MNT-005623-001	$1,500.00	1680.00

Novell exteNd Composer 4.2

Media				
Novell exteNd Composer 4.2 Developer Edition e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000250-001	$15.00	17.00
Novell exteNd Composer 4.2 Enterprise Edition for NT e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000251-001	$15.00	17.00
Novell exteNd Composer 4.2 Enterprise Edition for Solaris e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000252-001	$15.00	17.00
Novell exteNd Composer 4.2 Enterprise Edition for HP-UX e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000253-001	$15.00	17.00
Novell exteNd Composer 4.2 Enterprise Edition for AIX e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000254-001	$15.00	17.00
Novell exteNd Composer 4.2 Developer Edition Software Media Kit Strong Encryption (128+ bit) English	2	892-000240-001	$35.00	39.00
Novell exteNd Composer 4.2 Enterprise Edition for NT Software Media Kit Strong Encryption (128+ bit) English	2	892-000241-001	$35.00	39.00
Novell exteNd Composer 4.2 Enterprise Edition for Solaris Software Media Kit Strong Encryption (128+ bit) English	2	892-000242-001	$35.00	39.00
Novell exteNd Composer 4.2 Enterprise Edition for HP-UX Software Media Kit Strong Encryption (128+ bit) English	2	892-000243-001	$35.00	39.00
Novell exteNd Composer 4.2 Enterprise Edition for AIX Software Media Kit Strong Encryption (128+ bit) English	2	892-000244-001	$35.00	39.00
Novell exteNd Composer 4.2 & Prior Developer Edition 1-User e-License	e	879-000199-001	$995.00	1120.00
Novell exteNd Composer 4.2 & Prior Enterprise Edition 1-CPU e-License	e	879-000200-001	$40,000.00	44900.00

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Product Change Notification

New Products

Novell exteNd Composer 4.2 (continued from previous page)

Product Description	Pricing: Class	Part Number	US Dollar	Local Currency** eur
Upgrade				
Upgrade Novell exteNd Composer 4.2 & Prior Developer Edition 1-User e-License	e	879-000201-003	$530.00	590.00
Upgrade Novell exteNd Composer 4.2 & Prior Enterprise Edition 1-CPU e-License	e	879-000202-003	$21,200.00	23800.00
Maintenance				
Novell exteNd Composer 4.2 Developer Edition 1-User Maintenance	e	MNT-005624-001	$250.00	281.00
Novell exteNd Composer 4.2 Enterprise Edition 1-CPU Maintenance	e	MNT-005625-001	$10,000.00	11200.00

Novell exteNd Composer 4.2 Connectors

Product Description	Class	Part Number	US Dollar	Local Currency** eur
New				
Novell exteNd Composer 4.2 & Prior Telnet Connector 1-CPU e-License	e	879-000203-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior JMS Connector 1-CPU e-License	e	879-000204-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior 3270 Connector 1-CPU e-License	e	879-000205-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior 5250 Connector 1-CPU e-License	e	879-000206-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior CICS RPC Connector 1-CPU e-License	e	879-000207-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior HTML Connector 1-CPU e-License	e	879-000208-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior EDI Connector 1-CPU e-License	e	879-000209-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior SAP Connector 1-CPU e-License	e	879-000210-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 HP3000 Connector 1-CPU e-License	e	879-000211-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 Tandem Connector 1-CPU e-License	e	879-000212-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU e-License	e	879-000213-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior Telnet Connector Developer Edition 1-User e-License	e	879-000214-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior JMS Connector Developer Edition 1-User e-License	e	879-000215-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior 3270 Connector Developer Edition 1-User e-License	e	879-000216-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior 5250 Connector Developer Edition 1-User e-License	e	879-000217-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior CICS RPC Connector Developer Edition 1-User e-License	e	879-000218-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior HTML Connector Developer Edition 1-User e-License	e	879-000219-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior EDI Connector Developer Edition 1-User e-License	e	879-000220-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior SAP Connector Developer Edition 1-User e-License	e	879-000221-001	$99.00	111.00
Novell exteNd Composer 4.2 HP3000 Connector Developer Edition 1-User e-License	e	879-000222-001	$99.00	111.00
Novell exteNd Composer 4.2 Tandem Connector Developer Edition 1-User e-License	e	879-000223-001	$99.00	111.00
Novell exteNd Composer 4.2 DataGeneral Connector Developer Edition 1-User e-License	e	879-000224-001	$99.00	111.00
Upgrade				
Upgrade Novell exteNd Composer 4.2 & Prior Telnet Connector 1-CPU e-License	e	879-000203-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior JMS Connector 1-CPU e-License	e	879-000204-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior 3270 Connector 1-CPU e-License	e	879-000205-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior 5250 Connector 1-CPU e-License	e	879-000206-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior CICS RPC Connector 1-CPU e-License	e	879-000207-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior HTML Connector 1-CPU e-License	e	879-000208-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior EDI Connector 1-CPU e-License	e	879-000209-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior SAP Connector 1-CPU e-License	e	879-000210-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 HP3000 Connector 1-CPU e-License	e	879-000211-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 Tandem Connector 1-CPU e-License	e	879-000212-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU e-License	e	879-000213-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior Telnet Connector Developer Edition 1-User e-License	e	879-000214-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior JMS Connector Developer Edition 1-User e-License	e	879-000215-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior 3270 Connector Developer Edition 1-User e-License	e	879-000216-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior 5250 Connector Developer Edition 1-User e-License	e	879-000217-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior CICS RPC Connector Developer Edition 1-User e-License	e	879-000218-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior HTML Connector Developer Edition 1-User e-License	e	879-000219-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior EDI Connector Developer Edition 1-User e-License	e	879-000220-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior SAP Connector Developer Edition 1-User e-License	e	879-000221-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 HP3000 Connector Developer Edition 1-User e-License	e	879-000222-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 Tandem Connector Developer Edition 1-User e-License	e	879-000223-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 DataGeneral Connector Developer Edition 1-User e-License	e	879-000224-003	$52.00	58.00
Maintenance				
Novell exteNd Composer 4.2 Telnet Connector 1-CPU Maintenance	e	MNT-005626-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 JMS Connector 1-CPU Maintenance	e	MNT-005627-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 3270 Connector 1-CPU Maintenance	e	MNT-005628-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 5250 Connector 1-CPU Maintenance	e	MNT-005629-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 CICS RPC Connector 1-CPU Maintenance	e	MNT-005630-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 HTML Connector 1-CPU Maintenance	e	MNT-005631-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 EDI Connector 1-CPU Maintenance	e	MNT-005632-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 SAP Connector 1-CPU Maintenance	e	MNT-005633-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 HP3000 Connector 1-CPU Maintenance	e	MNT-005634-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 Tandem Connector 1-CPU Maintenance	e	MNT-005635-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU Maintenance	e	MNT-005636-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 Telnet Connector 1-User Developer Edition Maintenance	e	MNT-005637-001	$25.00	28.00
Novell exteNd Composer 4.2 JMS Connector 1-User Developer Edition Maintenance	e	MNT-005638-001	$25.00	28.00
Novell exteNd Composer 4.2 3270 Connector 1-User Developer Edition Maintenance	e	MNT-005639-001	$25.00	28.00
Novell exteNd Composer 4.2 5250 Connector 1-User Developer Edition Maintenance	e	MNT-005640-001	$25.00	28.00
Novell exteNd Composer 4.2 CICS RPC Connector 1-User Developer Edition Maintenance	e	MNT-005641-001	$25.00	28.00

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*Please note statements at beginning of price list.

Product Description	Pricing			
	Class	Part Number	US Dollar	Local Currency** eur

Product Change Notification

New Products

Novell exteNd Composer 4.2 Connectors (continued from previous page)

Novell exteNd Composer 4.2 HTML Connector 1-User Developer Edition Maintenance	e	MNT-005642-001	$25.00	28.00
Novell exteNd Composer 4.2 EDI Connector 1-User Developer Edition Maintenance	e	MNT-005643-001	$25.00	28.00
Novell exteNd Composer 4.2 SAP Connector 1-User Developer Edition Maintenance	e	MNT-005644-001	$25.00	28.00
Novell exteNd Composer 4.2 HP3000 Connector 1-User Developer Edition Maintenance	e	MNT-005645-001	$25.00	28.00
Novell exteNd Composer 4.2 Tandem Connector 1-User Developer Edition Maintenance	e	MNT-005646-001	$25.00	28.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-User Developer Edition Maintenance	e	MNT-005647-001	$25.00	28.00

Novell exteNd Composer Process Manager 4.2

New				
Novell exteNd Composer Process Manager 4.2 & Prior Enterprise Edition 1-CPU e-License	e	879-000225-001	$20,000.00	22400.00
Novell exteNd Composer Process Manager 4.2 & Prior Developer Edition 1-User e-License	e	879-000226-001	$99.00	111.00
Upgrade				
Upgrade Novell exteNd Composer Process Manager 4.2 & Prior Enterprise Edition 1-CPU e-License	e	879-000225-003	$10,600.00	11900.00
Upgrade Novell exteNd Composer Process Manager 4.2 & Prior Developer Edition 1-User e-License	e	879-000226-003	$52.00	58.00
Maintenance				
Novell exteNd Composer Process Manager 4.2 Enterprise Edition 1-CPU Maintenance	e	MNT-005648-001	$5,000.00	5600.00
Novell exteNd Composer Process Manager 4.2 Developer Edition Maintenance	e	MNT-005649-001	$25.00	28.00

Self-Study Kits

Novell eDirectory Tools and Diagnostics (3007, 2.0, Self-Study Kit)	2	00662644448985	$495.00	560.00

Reduced Price

Novell Training Voucher Program

New Price				
Education Training Vouchers Market Type 1	2	00662644433899	$365.00	410.00
Education Training Vouchers Market Type 2	2	00662644433905	$345.00	387.00
Education Training Vouchers Market Type 3	2	00662644433912	$280.00	314.00
Education Training Vouchers Market Type 4	2	00662644433929	$160.00	180.00
Education Training Vouchers Market Type 5	2	00662644433943	$145.00	163.00
Education Training Vouchers Market Type 6	2	00662644433950	$110.00	123.00
Old Price				
Education Training Vouchers Market Type 1	2	00662644433899	$400.00	449.00
Education Training Vouchers Market Type 2	2	00662644433905	$370.00	415.00
Education Training Vouchers Market Type 3	2	00662644433912	$300.00	337.00
Education Training Vouchers Market Type 4	2	00662644433929	$450.00	510.00
Education Training Vouchers Market Type 5	2	00662644433943	$160.00	180.00
Education Training Vouchers Market Type 6	2	00662644433950	$110.00	123.00

Obsolete Product

Novell Consulting

Single Sign-On - Requirements Analysis	e	017-000077-001	$60,000.00	67000.00
NetWare 5.1 Upgrade - Requirements Analysis, Design, and Prototype	e	017-000078-001	$40,000.00	44900.00
Desktop Management with ZENworks - Requirements Analysis and Design	e	017-000079-001	$60,000.00	67000.00
Novell Directory Service (NDS) - Requirements Analysis and Design	e	017-000080-001	$30,000.00	33700.00
Business to Business Directory and Database Integration - Requirements Analysis	e	017-000082-001	$40,000.00	44900.00
Digital Identity Management - Requirements Analysis, Design, and Prototype	e	017-000083-001	$40,000.00	44900.00
Security Assessment - Requirements Analysis	e	017-000084-001	$100,000.00	112000.00
Global Directory Deployment - Requirements Analysis and Design	e	017-000086-001	$30,000.00	33700.00
Global Network Operations Center (GNOC) - Requirements Analysis and Design	e	017-000087-001	$250,000.00	281000.00
Clustering Analysis and Planning - Requirements Analysis	e	017-000088-001	$30,000.00	33700.00
Tuning and Proactive Analysis - Novell Directory Services	e	017-000085-001	$30,000.00	33700.00
Personalized Storefront - Requirements Analysis	e	017-000089-001	$150,000.00	168000.00
eBusiness Readiness Assessment - Requirements Analysis	e	017-000090-001	$40,000.00	44900.00
HIPAA: Technology Assessment	e	017-000091-001	$60,000.00	67000.00
HIPAA: Security Requirements Assesment	e	017-000092-001	$60,000.00	67000.00

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*Please note statements at beginning of price list.

Product Change Notification

Obsolete Products

Volera Excelerator 2.2

Product Description	Class	Part Number	US Dollar	Local Currency** eur
Excelerator 2.2 Strong Encryption (128 bit) Software Media Kit English	2	892-000166-001	$35.00	39.00
Excelerator 2.2 Remote Office e-License	e	131-000831-001	$1.00	1.10
Excelerator 2.2 Small Business e-License	e	131-000832-001	$1.00	1.10
Excelerator 2.2 Enterprise e-License	e	131-000833-001	$1.00	1.10
Excelerator 2.2 Large Enterprise e-License	e	131-000834-001	$1.00	1.10
Excelerator 2.2 Datacenter e-License	e	131-000835-001	$1.00	1.10
Excelerator 2.2 Remote Office e-License Memory Upgrade	e	131-000836-001	$1.00	1.10
Excelerator 2.2 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	131-000837-001	$1.00	1.10
Excelerator 2.2 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License	e	131-000838-001	$1.00	1.10
Excelerator 2.2 Enterprise 1Gb to Large Enterprise 2Gb memory Upgrade e-License	e	131-000839-001	$1.00	1.10
Excelerator 2.2 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	e	131-000840-001	$1.00	1.10
Excelerator 2.2 Remote Office License	e	LIC-005699-001	$3,595.00	4030.00
Excelerator 2.2 Small Business License	e	LIC-005700-001	$5,395.00	6100.00
Excelerator 2.2 Enterprise License	e	LIC-005701-001	$12,495.00	14000.00
Excelerator 2.2 Large Enterprise License	e	LIC-005702-001	$21,995.00	24700.00
Excelerator 2.2 Datacenter License	e	LIC-005703-001	$44,995.00	50000.00
Excelerator 2.2 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	LIC-005704-003	$2,395.00	2690.00
Excelerator 2.2 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e- License	e	LIC-005705-003	$6,595.00	7400.00
Excelerator 2.2 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License	e	LIC-005706-003	$13,195.00	14800.00
Excelerator 2.2 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	e	LIC-005707-003	$23,995.00	26900.00
Upgrade ICS 1.x to Excelerator 2.2 Small Business-512Mb License	e	LIC-005729-003	$955.00	1070.00
Upgrade ICS 1.x to Excelerator 2.2 Enterprise-1Gb License	e	LIC-005730-003	$1,315.00	1480.00
Upgrade ICS 1.x to Excelerator 2.2 Large Enterprise-2Gb License	e	LIC-005731-003	$1,795.00	2010.00
Upgrade ICS 1.x to Excelerator 2.2 Datacenter-4Gb License	e	LIC-005732-003	$2,515.00	2820.00
Excelerator 2.2 Remote Office Maintenance	e	MNT-005296-001	$900.00	1010.00
Excelerator 2.2 Small Business Maintenance	e	MNT-005297-001	$1,350.00	1520.00
Excelerator 2.2 Enterprise Maintenance	e	MNT-005298-001	$3,120.00	3500.00
Excelerator 2.2 Large Enterprise Maintenance	e	MNT-005299-001	$5,500.00	6200.00
Excelerator 2.2 Datacenter Maintenance	e	MNT-005300-001	$11,250.00	12600.00

ZENworks Starter Pack Promotion

Upgrade Starter Pack Promotion to ZENworks for Desktops 4/Servers 3 Suite 1-User e-License	e	979-000097-003	$38.00	43.00
ZENworks for Desktops 4/Servers 3 Suite 1-User Promotion Maintenance	e	MNT-005396-001	$18.00	20.00

Self-Study Kits

NetWare 5.0/5.1 CNE (Self-Study Kit)	2	00662644414485	$1,495.00	1680.00
Novell eDirectory Tools and Diagnostics (3007, Self-Study Kit)	2	00662644447759	$495.00	560.00

NetWare 5.1

NetWare 5.1 Software Media Kit (56 bit) French	2	892-000074-001	$35.00	39.00

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*Please note statements at beginning of price list.

Master License Agreement (MLA) June 2003 Product Availability and Price List Product Description	Class	License Pricing Part Number	US Dollar	Local Currency** eur

While every effort is made to ensure the price list is as current as possible at time of publication, Novell Product Announcements (NPAs) may be issued which supersede information found within the price list. Please refer to NPAs for the most updated information regarding product information and pricing.

Attention: For Existing Node Customers Only
The MLA Node license option is no longer available for new customers. The Node option is discontinued for new customers on all products October 15, 2001. New MLA customers, including subsidiaries, should now purchase standard user licenses from the main MLA Product Availability and Price List tab. Only MLA customers who ALREADY have a product on the Node license option will continue to purchase Node licenses and Maintenance. The Node part numbers listed here are for exclusive use by MLA customers who already had a product on the Node license option prior to October 15, 2001.

****The Local Currency column should not be used with US Dollars.**

NetWare 6				
New NetWare 6 & Prior Node License	e	LIC-005609-001	$158.00	177.00
Upgrade Upgrade NetWare 6 & Prior Node License	e	LIC-005609-003	$84.00	94.00
Maintenance NetWare 6 Node Maintenance	e	MNT-005178-001	$40.00	45.00
Novell Replication Services 1.21				
New Novell Replication Services 1.21& Prior Node License	e	LIC-004968-001	$34.00	38.00
Maintenance Novell Replication Services 1.21 Node Maintenance	e	051-000549-001	$2.00	2.20
***Note: Customers who purchase NRS on a Node License basis must equal their NetWare Node Licenses.**				
SFT III™ for NetWare® 4.2				
New NetWare 4.2 SFT III Node License	e	LIC-005137-001	$12.00	13.00
Upgrade Upgrade NetWare 4.2 SFT III Node License	e	LIC-005137-003	$7.00	7.90
Maintenance NetWare 4.2 SFT III Node Maintenance	e	051-000537-001	$1.00	1.10
BorderManager 3.7				
New BorderManager 3.7 & Prior Node License	e	LIC-005676-001	$40.00	45.00
Upgrade Upgrade BorderManager 3.7 & Prior Node License	e	LIC-005676-003	$21.00	24.00
Maintenance BorderManager 3.7 Node Maintenance	e	MNT-005278-001	$10.00	11.00
LAN WorkPlace® Pro 5.2				
New LAN WorkPlace Pro 5.2 Node License	e	LIC-005203-001	$119.00	134.00
Upgrade Upgrade LAN WorkPlace Pro 5.2 Node License	e	LIC-005203-003	$63.00	71.00
Maintenance LAN WorkPlace Pro 5.2 Node Maintenance	e	MNT-004870-001	$30.00	34.00
ManageWise® 2.7				
New ManageWise 2.7 & Prior Node License	e	LIC-005293-001	$75.00	84.00
Upgrade Upgrade ManageWise 2.7 & Prior Node License	e	LIC-005293-003	$40.00	45.00
Maintenance ManageWise 2.7 Node Maintenance	e	MNT-004832-001	$19.00	21.00

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ATTACHMENT "B"
TO
CONTRACT VA-030700-NOVL

CERTIFICATION REGARDING LOBBYING

The undersigned certifies, to the best of his or her knowledge and belief, that:

a. No Federal appropriated funds have been paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee or an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal Contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal Contract, grant, loan, or cooperative agreement.

b. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal Contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

c. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and Contracts under grants, loans and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

Signature: _____

Printed Name: James Grant

Organization: Contract Manager

Date: 10 Sept 2003