

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20020952**

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Approve the award of Project # EX020768, the purchase of Novell network products and GroupWise licensing and maintenance, for the Lee County Information Technology Group (ITG), at the prices listed in the Florida State Contract, from Software House International. Grand total cost: \$137,476.62. It should be noted that, per the contract, the pricing for this software may change on a monthly basis. Therefore, Board approval is requested to expend the additional monies -- if necessary -- to complete this purchase should the pricing change between Board approval and the issuance of a purchase order.

**WHY ACTION IS NECESSARY:** Section 11.0.3.1 of the Lee County Purchasing and Payment Procedures Manual exempts "the purchase of equipment that has gone through the Administrative Code Procedure, such as State Contracts or Federal General Services Administration Schedules, providing the purchase, rental, or lease amount does not exceed \$50,000.00". As this expenditure will exceed \$50,000.00, Board approval is required.

**WHAT ACTION ACCOMPLISHES:** Provides Lee County with licensing and maintenance for the Novell software products currently in use (NetWare, GroupWise, and ZenWorks) for the period of 2/1/02 through 9/30/03. This software enables County users to access and share network files, communicate via GroupWise e-mail, and allows ITG staff to monitor and maintain the network servers. The annual updates and maintenance fees are required under the State of Florida/Novell Master License Agreement (MLA).

**2. DEPARTMENTAL CATEGORY:  
COMMISSION DISTRICT #**

*CIA*

**3. MEETING DATE:**

*09-03-2002*

**4. AGENDA:**

- CONSENT
- ADMINISTRATIVE APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:  
(Specify)**

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER
- B. DEPARTMENT County Administration
- C. DIVISION County Manager

BY: Bill Hammond, Dpty. Cty. Mgr.

**7. BACKGROUND:**

--BACKGROUND BEGINS ON PAGE TWO--

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

| A<br>Department Director | B<br>Purchasing or Contracts           | C<br>Human Resources | D<br>Other | E<br>County Attorney           | F<br>Budget Services        |                             |                               |                             | G<br>County Manager        |
|--------------------------|--|----------------------|------------|--------------------------------|-----------------------------|-----------------------------|-------------------------------|-----------------------------|----------------------------|
| <i>WOK</i>               | <i>Jamie Sheehan</i><br><i>8/14/02</i> | <i>N/A</i>           |            | <i>Rudra</i><br><i>8/21/02</i> | <i>OA</i><br><i>8/21/02</i> | <i>OM</i><br><i>8/21/02</i> | <i>Risk</i><br><i>8/21/02</i> | <i>GC</i><br><i>8/21/02</i> | <i>Mark</i><br><i>8/14</i> |

**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by *Cathy*  
Date: *8/21/02*  
Time: *9:00 AM*  
Forwarded To:  
*8/21/02 11:00 AM*

BY  
MIN.  
*8-21-02*  
*11:30*  
COUNTY ADMIN.  
FORWARDED TO:  
*8 22 02*  
*4 22 02*

--BACKGROUND CONTINUED FROM PAGE ONE--

On August 15, 2002, the Division of Purchasing received a request from the Lee County Information Technology Group (ITG) to prepare a request to purchase Novell network products and GroupWise licensing and maintenance, at the prices listed in the Florida State Contract, from Software House International. Grand total cost: \$137,476.62.

This purchase will provides Lee County with licensing and maintenance for the Novell software products currently in use (NetWare, GroupWise, and ZenWorks) for the period of 2/1/02 through 9/30/03. This software enables County users to access and share network files, communicate via GroupWise e-mail, and allows ITG staff to monitor and maintain the network servers. The annual updates and maintenance fees are required under the State of Florida/Novell Master License Agreement (MLA).

Section 11.0.3.1 of the Lee County Purchasing and Payment Procedures Manual exempts "the purchase of equipment that has gone through the Administrative Code Procedure, such as State Contracts or Federal General Services Administration Schedules, providing the purchase, rental, or lease amount does not exceed \$50,000.00". As this expenditure will exceed \$50,000.00, Board approval is required.

Funding is available:

KC5132851500.503460 (Licenses)

KC5132851500.503465 (Software)

Attachments:

- (1) Department Request for State Contract Purchase
- (2) Florida State Contract #252-009-02-1/Novell Master Licensing Agreement
- (3) Software House International's Quotation

1615 Heitman Street, Fort Myers, FL 33901  
phone (941) 335-2900 fax (941) 335-2760



# Memo

**To:** Janet Sheehan, Purchasing Director

**From:** Bill O'Kelly, ITG/ACS Account Executive *WJK*

**CC:**

**Date:** August 15, 2002

**Re:** Blue Sheet Request – Novell Master License Agreement

Janet,

We are requesting your help in preparing a blue sheet for the Novell Master License Agreement.

Action Requested: Approve expenditure of \$137,476.62 to Software House International for Novell network products and GroupWise licensing and maintenance.

What Action Accomplishes: Provides Lee County licensing and maintenance for the Novell software products currently in use (NetWare, GroupWise, and ZenWorks) for the period of 2/1/02 through 9/30/03. This software enables County users to access and share network files, communicate via GroupWise email, and ITG staff to monitor and maintain the network servers. The annual updates and maintenance fees are required under the state Master License Agreement.

Funds are budgeted in account strings KC5132851500.503460 (new software licenses) and KC5132851500.503465 (software maintenance).

## I.T.G. Purchase Order Request

|                         |                 |                 |                  |
|-------------------------|-----------------|-----------------|------------------|
| Requested By:           | <u>Sue Toop</u> | Date Requested: | <u>8/13/2002</u> |
| Manager's Approval:     | _____           | Date Needed:    | <u>9/30/2002</u> |
| Site Director Approval: | _____           |                 |                  |

|  |                                     |          |       |
|--|-------------------------------------|----------|-------|
| <b>Vendor Information:</b>                     |                                     |          |       |
| Name   | <u>Software House International</u> | Vendor # | _____ |
| Address  | _____                               | Phone    | _____ |
|  | _____                               | Fax      | _____ |
| Contact  | _____                               |          |       |
| *indicate "Best Price" if no vendor preference |                                     |          |       |

|   |
|---|
| <b>Justification for Purchase:</b>  |
| _____   |
| This is needed for annual updates and maintenance fees for Novell network products and GroupWise which are required under the state Master License Agreement. |
| _____   |
| _____   |

| Item              | Part #          | Description                                    | Qty. | Unit | Unit Price | Amount     |
|-------------------|-----------------|--|------|------|------------|------------|
| 1                 | LIC-005609-001  | NetWare 6 & Prior Node License                 | 167  | ea.  | 93.22      | 15,567.74  |
| 2                 | MNT-005178-001  | NetWare 6 Node Maintenance (2/1/02-9/30/02)    | 167  | ea.  | 15.74      | 2,628.58   |
| 3                 | MNT-005178-001  | NetWare 6 Node Maintenance (10/1/02-9/30/03)   | 1511 | ea.  | 23.60      | 35,659.60  |
| 4                 | 892-000106-001  | Netware 6 Media Kit                            | 1    | ea.  | 0.00       | -          |
| 5                 | 131-0000653-001 | Netware Unlimited User Licensing Diskette      | 1    | ea.  | 0.00       | -          |
| 6                 | LIC-005577-001  | GroupWise 6 & Prior 1-User License             | 404  | ea.  | 76.70      | 30,986.80  |
| 7                 | MNT-005152-001  | GroupWise 6 User Maintenance (2/1/02-9/30/02)  | 404  | ea.  | 12.98      | 5,243.92   |
| 8                 | MNT-005152-001  | GroupWise 6 User Maintenance (10/1/02-9/30/03) | 2259 | ea.  | 19.47      | 43,982.73  |
| 9                 | 892-000022-001  | Groupwise 6 Media Kit                          | 1    | ea.  | 0.00       | -          |
| 10                | MNT-005160-001  | ZEN/Desktops 3.2 Maintenance (2/1/02-9/30/03)  | 50   | ea.  | 8.85       | 442.50     |
| 11                | 892-000102-001  | Zenworks for Desktops 3.2 Media Kit            | 1    | ea.  | 0.00       | -          |
| 12                | MNT-005251-001  | ZEN/Servers 3 Maintenance (2/1/02-9/30/03)     | 335  | ea.  | 8.85       | 2,964.75   |
| 13                | 892-000156-001  | Zenworks for Servers 3 Media Kit               | 1    | ea.  | 0.00       | -          |
| 14                |                 |  |      |      |            | -          |
| 15                |                 |  |      |      |            | -          |
| Subtotal          |                 |  |      |      |            | 137,476.62 |
| Shipping Estimate |                 |  |      |      |            |            |
| Total RPO Amount  |                 |  |      |      |            | 137,476.62 |

|                            |       |                          |       |
|----------------------------|-------|--------------------------|-------|
| <b>For Office Use Only</b> |       |                          |       |
| Date entered               | _____ | RPO#                     | _____ |
| Program #                  | _____ | PO#                      | _____ |
| Object Code                | _____ | Purchasing Agent         | _____ |
| Other                      | _____ | Pass Through or Retained |       |

# ATTACHMENT 2

## Computer Software: Novell, Inc.

252-009-02-1

Effective: 04/01/2002 through 03/31/2005

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### Certification

### Legal Information

Exhibit A - Master License Agreement

Exhibit B - Amendment to MLA

Exhibit C - Novell License Terms

Exhibit D - MLA Customer Guide

Exhibit E - MLA Premium Service Guide

### Price URL

### Ordering Instructions

### Revisions

### Complete Contract

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**Novell, Inc.**  
Authorized Dealers

IKON Office Solutions  
2524 Cathay Court  
Tallahassee, FL 32308  
850-297-2522  
Contact: Billy Merchant  
Email: [amKennedy@ikon.com](mailto:amKennedy@ikon.com)  
SPURS:

SoftChoice  
108 S.E. 8<sup>th</sup> Ave.  
Ft. Lauderdale, FL 33301  
800-268-7638 / 954-763-8502  
Contact: Tom Hocklin  
Email: [thoc@softchoice.com](mailto:thoc@softchoice.com)  
SPURS:

SoftWare House International (SHI)  
241 Duncan Lp. W. #308  
Dunedin, FL 34698  
727-738-4030  
FAX: 727-738-4390  
Contact: Michael Bench  
Email: [michael\\_bench@shi.com](mailto:michael_bench@shi.com)  
SPURS:

(New 14 June 02)

ORDERING INSTRUCTIONS

NOTE: ALL ORDERS SHOULD BE DIRECTED TO:

SPURS VENDOR NUMBER: F87-039339-001

VENDOR: Novell, Inc. (A)

STREET ADDRESS OR P.O. BOX: 1800 South Novell Place

CITY, STATE, ZIP: Provo, UT 84060

TELEPHONE: 888-321-4272

TOLL FREE NO.: 801-228-9511

SERVICES INFORMATION: DIRECT INQUIRY TO:

NAME AND TITLE: Jennifer Light, Account Manager - N. FL

ADDRESS: 1800 S. Novell Place

CITY, STATE, ZIP: Provo, Utah 84098

TELEPHONE: 801-861-6953 / 904-273-1346

(Rev 14 June 02)

URL HOME PAGE ADDRESS: http://www.novell.com

ELECTRONIC MAIL ADDRESS: jlight@novell.com

RE

**Amendment to Master License Agreement**

This Amendment modifies the Master License Agreement, version 5.0b ("MLA"), between The State of Florida ("Customer") and Novell, Inc. ("Novell").

A. **Definitions.** Terms with the initial letter capitalized will have the same meaning as defined in the MLA, unless otherwise defined in this Amendment.

**B. State of Florida Special Contract Terms and Conditions**

The State of Florida Invitation to Negotiate ("ITN") (PUR 7105 Rev. 8/1/98) and the State of Florida Software Contract are hereby incorporated into this Agreement. In the event of conflict between the aforementioned documents and this MLA, the order of precedence for control shall be as follows: 1) The State of Florida Software Contract, 2) the terms and conditions of the MLA, as amended, and 3) any documents expressly incorporated into the MLA by reference in the MLA.

C. **Amendments.** The MLA is amended and supplemented as follows:

1. Section 1 is modified in its entirety and replaced with the following:

**Statement of Purpose.** Novell has created a Master License Agreement program ("Program") to establish a framework relationship which allows the State of Florida and its eligible users, by signing and submitting to Novell a Membership Form and Order Form, to join the Program and obtain Novell software licenses and services as described in the MLA.

2. Section 2.3 is modified in its entirety and replaced with the following:

*Customer means any eligible user as defined in the Special Conditions.*

3. Section 2.14 is modified in its entirety and replaced with the following:

**Membership Form** means Novell's standard Membership Form which each Customer ordering location must complete to place an order under the MLA. The Prime Customer must also sign a Membership Form upon execution of the MLA. The Membership Form is attached and may be changed from time to time upon mutual agreement of both parties.

4. Section 2.20 **Subsidiary** is deleted in its entirety.

5. Section 2.23 **Volume Discount** is modified by adding the following to the end of the first paragraph:

Customer's (including all Eligible Users) discount for all fees payable under this MLA shall be one (1) percentage point less than it would otherwise be in lieu of the surcharge required by Customer under Florida law. Customer's maximum Volume Discount applied to License and Maintenance Fees shall be 41% during the three-year Term of the MLA.

6. Section 3.2 is modified in its entirety and replaced with the following:

Novell will select and designate one or more Fulfillment Agent(s).

7. Section 4.2.2 is deleted in its entirety and replaced with the following:

**Membership Number.** Where a Customer entity submits a Membership Form to Novell, Novell will issue the entity a unique MLA membership number which allows it to receive shipments and be billed directly from Novell. Where a Customer has multiple locations, Novell will only bill a separate location if that location submits a completed Membership Form. Customer may not allow the number to be used by third parties to make MLA purchases.

8. Section 4.3 is deleted in its entirety and replaced with the following:

**MLA Program.** The Program Guide is hereby made a part of the MLA, but is subject to change. Any Program Guide change made pursuant to this Section will only apply to purchases made after the effective date of the





approval. If Customer is unsatisfied with any such proposed change and Novell and Customer cannot resolve Customer's concern, Customer may terminate the MLA upon written notice given with 60 days after Customer's receipt of notification of the change.

9. Section 5.1 is deleted in its entirety and replaced with the following:

**Master Software.** Novell will make available to Customer Master Software from which Customer may copy and install Licensed Works. Delivery details for Master Software are described in the Program Guide. Customer must keep a written record of the location of Master Software it receives under the MLA. Upon MLA termination, Customer's right to use Master Software terminates, and Customer must either return all Master Software to Novell or certify it as destroyed.

10. Section 5.2 is deleted in its entirety and replaced with the following:

**Delivery.** Delivery of Master Software and Documentation from Novell to Customer in the United States will be FOB Destination, Customer's facility, Novell's carrier, ground only. All other freight arrangements will be prepaid, billed to Customer.

11. Section 5.3 is deleted in its entirety and replaced with the following:

Title to any deliverables, exclusive of Novell's rights to intellectual property, and risk of loss will pass to the Customer when it is received at the customer's location.

12. Section 5.4 is deleted in its entirety and replaced with the following:

**Fulfillment Agent.** Novell may name a Fulfillment Agent (up to a total of 5 for all customers at any locations throughout the State). When an eligible user signs a Membership form they must select a fulfillment agent from the list supplied on this contract, to support them through out the period of the contract.

13. Section 7.3 is deleted in its entirety and replaced with the following:

Payment shall be as per Florida Statute 215.422.

14. Section 7.5, Price and Product Changes, is replaced with the following:

Novell may revise the MLA Price List 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. For a license purchased by Customer during the then-current MLA term, however, Customer's price for additional licenses of the same product shall remain at the list price published by Novell the first month of such term. This limited price protection shall expire at the end of each term. Any decrease in list prices will apply to Customer orders received after publication of a new MLA Price List. Novell's obligation to protect Customer's list prices will not apply to special promotions and does not guarantee product availability for the full MLA term.

14. Section 7.6 is deleted in its entirety and replaced with the following:

Late Payments are as per Florida Statute Section 55.03.

15. Section 9.1, Term, is replaced with the following:

The Parties agree that the "Term" of the Contract (which could be a renewal or continuation of an existing agreement), will be for a period of three (3) years commencing on the Effective Date (April 01, 2002 through March 31, 2005), as defined in the MLA and continuing for three (3) years ("Annual Periods" as defined in the MLA) unless extended, terminated or renewed as provided herein. This Contract may be renewed in accordance with Section 287.058(1)(f), F.S., on a yearly basis for up to two (2) one year Annual Periods or for the length of the original Contract term whichever is longer, at the option of the Parties. The Department shall provide written notice to Contractor regarding the intent to renew the Contract. Renewals shall be contingent upon satisfactory performance evaluations by the Department.

16. Section 8.5.1. The last sentence in this section is revised to read:

Customer must return all Master Software to Novell or certify that it has been destroyed.

- 17. Section 9.6 is added as a new section to this MLA.

Availability of Funds Novell understands and agrees that funds required to fund the contract must be appropriated by the State of Florida Legislative Branch for each fiscal year included within the Term of the MLA. The MLA shall expire for any period in which funds are not appropriated, and the Customer shall not be liable for any costs associated with termination due to non-appropriation. Customer agrees to notify Novell 30 days prior to the annual date or maintenance period of any issues regarding availability of funds for this contract or as soon as such information is available if less than 30 days.

In the event that the Customer is forced to discontinue Maintenance solely for the reason that funds for the payment of Maintenance were not appropriated by law, the Customer may, at Novell's sole discretion, continue to use the Licensed Works until such time that the funds for Maintenance have been appropriated or Customer may transition Licensed Works from MLA in accordance with the terms of Section 9.5.1 Transition from MLA of this MLA.

- 18. Section 9.7 is added as a new section to this MLA.

Reinstatement of Maintenance. In the event that Customer cannot continue Maintenance for any subsequent term period due to non-appropriation of State funds by law, Novell, at its sole discretion, may permit services once said funds have become available. In this instance only, Customer will be required to pay the Upgrade and Discounted Maintenance Fee per the terms of Section 7.2 of this MLA to reinstate Maintenance through the end of the then-current term.

- 16. The first sentence of Section 10.4 is deleted in its entirety.

- 17. Section 12.1.1, Novell Liability, is modified by adding the following after the first sentence:

The foregoing limitation of Novell liability shall not apply to (a) personal injury (including death) or damage to real or tangible personal property caused by Novell's negligence or willful misconduct; (b) any willful misconduct or gross negligence; (c) any intentional breach of the confidentiality obligations hereunder; or (d) Novell's obligation to indemnify Customer as described under section 10, Intellectual Property Indemnification.

- 18. Section 13.1, Laws is modified by replacing "Utah" with "Florida" in the first sentence.

- 19. Section 13.2 is amended to add the following sentence to the end of the section:

Notwithstanding any terms and conditions to the contrary, disclosure of any confidential information received by the State of Florida will be governed by the provisions of the Florida Public Records Act, Chapter 119, F.S.

- 22. Upon execution of this addendum, Discounted Maintenance Fees are due and payable for July 01, 2001 through March 31, 2001

D. Continuance. Except as expressly modified by this Amendment, the MLA terms remain unchanged. If an inconsistency exists between the MLA and this Amendment, the Amendment provisions shall control.

Novell, Inc.  
By: [Signature]  
Name: **James Grant**  
Title: **Contact Manager**  
Date: 8 Apr 2002

The State of Florida  
By: [Signature]  
Name: Cynthia A. Henderson  
Title: Secretary, Dept. of Management Services  
Date: April 1, 2002

**Master License Agreement (MLA) August 2002  
Product Availability and Price List**

**Pricing**

**Product Description**

| Class | Part Number | US Dollar | Local Currency** |
|-------|-------------|-----------|------------------|
|-------|-------------|-----------|------------------|

0

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

**For EMEA customers:** please expect a 3 - 4 week lead time for the following language-specific products: Chinese, Korean, Japanese and Portuguese; all Volera Accelerator, 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.

**Network Operating Systems**

column should not be used with US Dollars.

**NetWare 6**

NetWare 6 is a 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 it 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.

Every user license must be purchased for every user who consumes NetWare services. Multiple 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.

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

**Media**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) English    | 1 | 892-000106-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) Portuguese | 1 | 892-000114-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) German     | 1 | 892-000131-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) Italian    | 1 | 892-000130-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) French     | 1 | 892-000132-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit (56 bit) French                         | 1 | 892-000138-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) Spanish    | 1 | 892-000133-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) Russian    | 1 | 892-000134-001 | \$35.00 | 0.00 |
| NetWare 6 Software Media Kit Strong Encryption (128+ bit) Polish     | 1 | 892-000135-001 | \$35.00 | 0.00 |
| Number listed below to enable the software.                          |   |                |         | 0.00 |
| NetWare 6 Unlimited-User Software Media e-License                    | e | 131-000653-001 | \$1.00  | 0.00 |

**Work**

|                                  |   |                |          |      |
|----------------------------------|---|----------------|----------|------|
| NetWare 6 & Prior 1-User License | e | LIC-005610-001 | \$158.00 | 0.00 |
|----------------------------------|---|----------------|----------|------|

**Upgrade**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| Upgrade NetWare 6 & Prior 1-User License from any NetWare | e | LIC-005610-003 | \$84.00 | 0.00 |
|---|---|----------------|---------|------|

**Maintenance**

|                              |   |                |         |      |
|------------------------------|---|----------------|---------|------|
| NetWare 6 1-User Maintenance | e | MNT-005179-001 | \$40.00 | 0.00 |
|------------------------------|---|----------------|---------|------|

**Competitive Upgrades**

on a basis.

Additional competitive products include: Microsoft Windows 2000, Microsoft Windows NT 4.0, Microsoft Windows 2000 Advanced Server, Microsoft Windows 2000 Datacenter Server, IBM OS/2 Warp Server, SCO UnixWare, Microsoft LAN Manager, IBM LAN Server, Banyan V

**Network Operating Systems**

**NetWare® 5.1**

Platform for deploying Web-based centralized management of heterogeneous networks, including desktops, resulting in dramatic savings in administration costs over systems that are directory based. NetWare 5.1 is the most trustworthy server operating system available, offering high reliability, fast performance, and the tightest possible security across public works. 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

**Media**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) English             | 1 | 892-000070-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit (56 bit) English                                 | 1 | 892-000071-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Portuguese          | 2 | 892-000072-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) French              | 2 | 892-000073-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit (56 bit) French                                  | 1 | 892-000074-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Italian             | 2 | 892-000075-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) German              | 1 | 892-000076-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Spanish             | 1 | 892-000077-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Russian             | 1 | 892-000078-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Simplified Chinese  | 2 | 892-000107-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Traditional Chinese | 2 | 892-000108-001 | \$35.00 | 0.00 |
| NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Korean              | 2 | 892-000109-001 | \$35.00 | 0.00 |
| 3 part number listed below to enable the software.                              |   |                |         |      |
| NetWare 5.1 Unlimited-User Software Media e-License                             | e | 131-000556-001 | \$1.00  | 0.00 |

**Novell® Upgrade Wizard**

Novell Upgrade Wizard is an easy-to-use migration tool that lets 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

**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 ability updates for increased dependability. Plus it is fully compatible with NetWare 5. The NetWare 4.2 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 outstanding network for Internet and intranet integration.

**Media**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| NetWare 4.2 Software Media Kit English   | 1 | 892-000079-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit French  | 2 | 892-000080-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit German  | 2 | 892-000081-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit Italian   | 2 | 892-000082-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit Portuguese  | 1 | 892-000083-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit Spanish   | 2 | 892-000084-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit Russian   | 1 | 892-000085-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit Simplified Chinese  | 2 | 892-000086-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit Traditional Chinese   | 2 | 892-000087-001 | \$35.00 | 0.00 |
| NetWare 4.2 Software Media Kit Korean  | 2 | 892-000088-001 | \$35.00 | 0.00 |
| Note: Customers ordering the 892 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  | 0.00 |

**Network Operating Systems**

**Novell® Professional Edition 2.0**

Novell iFolder gives organizations a Net services software solution that allows their mobile users' files to automatically follow them everywhere. Users can access, organize, and manage their files from anywhere — online, offline, all the time — across multiple systems and the Net. iFolder also provides organizations and users worry-free security, ensuring that all files are always safe, secure and up-to-date.

**Note: iFolder Professional Edition 2.0 Strong Encryption (128 bit) is not for use or distribution in France at this time.**

| Media             | Quantity | Part Number    | Price   | Unit Price |
|-------------------|----------|----------------|---------|------------|
| English           | 1        | 878-000073-001 | \$35.00 | 0.00       |
| French            | 1        | 878-000074-001 | \$35.00 | 0.00       |
| German            | 1        | 878-000075-001 | \$35.00 | 0.00       |
| Italian           | 1        | 878-000076-001 | \$35.00 | 0.00       |
| Portuguese-Brazil | 1        | 878-000077-001 | \$35.00 | 0.00       |
| Spanish           | 1        | 878-000078-001 | \$35.00 | 0.00       |
| Hindi             | 1        | 878-000079-001 | \$35.00 | 0.00       |

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Novell iFolder Professional Edition 2.0 & Prior 1-User License | 1 | LIC-005661-001 | \$49.00 | 0.00 |
|--|---|----------------|---------|------|

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Novell iFolder Professional Edition 2.0 & Prior 1-User License | 1 | LIC-005661-003 | \$26.00 | 0.00 |
|--|---|----------------|---------|------|

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Novell iFolder Professional Edition 2.0 1-User Maintenance | 1 | MNT-005249-001 | \$12.00 | 0.00 |
|--|---|----------------|---------|------|

**Novell Native File Access Pack**

Novell Native File Access Pack provides 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 their mailbox. 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®).

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Novell Native File Access Pack Software Media Kit e-Software English | 1 | 878-000031-001 | \$35.00 | 0.00 |
|--|---|----------------|---------|------|

|  |   |                |          |      |
|--|---|----------------|----------|------|
| Novell Native File Access Pack License | 1 | LIC-005593-001 | \$299.00 | 0.00 |
|--|---|----------------|----------|------|

**Novell NetDevice NAS**

Novell NetDevice NAS is a software-independent add-on storage that is ideally suited for branch offices and workgroups where little or no IT support is available. Novell NetDevice NAS is the only soft appliance solution that allows organizations to deploy remote storage space using hardware from their vendor of choice or leverage their hardware investment by re-deploying a solution using existing equipment. Leveraging Novell eDirectory, an entire fleet of appliances can be centrally and remotely managed as easily as managing a few.

Novell NetDevice NAS is available for NetWare 5.1. Novell MLA customers with current maintenance on NetWare may receive NetDevice NAS by requesting it from the Upgrade Fulfillment Website located at <http://www.novell.com/upgrade>.

For additional product information on Novell NetDevice NAS, please visit <http://www.novell.com/netdevice>.

For more information, please go to <http://www.novell.com/netdevice>.

**Note: Novell NetDevice NAS Strong Encryption (128+ bit) is not for use or distribution in France at this time.**

**Advanced Network Services**

**Novell OFFSite Archive for NetWare**

Novell OFFSite Archive for NetWare provides consistent images and transported using a low-speed communication link (WAN) to a remote data vault machine. These images are rebuilt on the remote data vault machine creating an exact duplicate of the data on the primary server. Should a disaster of any kind occur at the local site, all critical data is safeguarded on the remote data vault. Used with Novell's Many-to-One StandbyServer solution, OFFSite Archive can be used to protect data from multiple servers from disaster.

**Note: OFFSite Archive for NetWare is sold via server license.**

**Note: OFFSite Archive for NetWare is not for use or distribution in France at this time.**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Novell OFFSite Archive 2.0 for NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) English | 2 | 892-000090-001 | \$35.00 | 0.00 |
|--|---|----------------|---------|------|

|  |   |                |          |      |
|--|---|----------------|----------|------|
| Novell OFFSite Archive 2.0 for NetWare 5.1 License | 1 | LIC-005593-001 | \$299.00 | 0.00 |
|--|---|----------------|----------|------|

|   |   |                |            |      |
|---|---|----------------|------------|------|
| FSite Archive 2.0 for NetWare 5.1 License         | e | LIC-005576-001 | \$3,999.00 | 0.00 |
| <b>grade</b>                                      |   |                |            | 0.00 |
| grade OFFSite Archive 2.0 for NetWare 5.1 License | e | LIC-005576-003 | \$2,120.00 | 0.00 |
| <b>aintenance</b>                                 |   |                |            | 0.00 |
| FSite Archive 2.0 for NetWare 5.1 Maintenance     | e | MNT-005151-001 | \$1,000.00 | 0.00 |

**Novell Cluster Services 1.6**

Novell Cluster Services 1.6 provides 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.

|  |   |                |            |      |
|--|---|----------------|------------|------|
| <b>edia</b>  |   |                |            | 0.00 |
| 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     | 0.00 |
| <b>w</b>   |   |                |            | 0.00 |
| Novell Cluster Services 1.6 for NetWare 6 Cluster Server License   | e | LIC-005615-001 | \$4,995.00 | 0.00 |
| <b>grade</b>   |   |                |            | 0.00 |
| Novell Cluster Services 1.6 for NetWare 6 Cluster Server License   | e | LIC-005615-003 | \$2,650.00 | 0.00 |
| <b>aintenance</b>  |   |                |            | 0.00 |
| Novell Cluster Services 1.6 for NetWare 6 Cluster Server Maintenance   | e | MNT-005184-001 | \$1,250.00 | 0.00 |

**Advanced Network Services**

**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 reliability 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 the failover of any server to any or all of the other servers in the cluster. NWCS 1.01 allows the implementation of a storage area network to maximize hardware investments and reduce the costs of data storage management. Without taking the cluster down or ever 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.

|   |   |                |            |      |
|---|---|----------------|------------|------|
| <b>edia</b>   |   |                |            | 0.00 |
| NetWare Cluster Services 1.01 for NetWare 5/5.1 Software Media Kit EPFGS (number listed below to enable the software).  | 1 | 892-000089-001 | \$35.00    | 0.00 |
| NetWare Cluster Services 1.01 for NetWare 5/5.1 Software Media e-License  | e | 131-000659-001 | \$1.00     | 0.00 |
| <b>w</b>  |   |                |            | 0.00 |
| NetWare Cluster Services 1.01 for NetWare 5 or 5.1 Cluster Server   | e | LIC-005410-001 | \$4,995.00 | 0.00 |
| NetWare Cluster Services 1.01 for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL  | e | LIC-005522-001 | \$3,999.00 | 0.00 |
| <b>grade</b>  |   |                |            | 0.00 |
| grade NetWare Cluster Services 1.01 for NetWare 5 or 5.1 Cluster Server   | e | LIC-005410-003 | \$2,650.00 | 0.00 |
| grade NetWare Cluster Services 1.01 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 | 0.00 |
| <b>aintenance</b>   |   |                |            | 0.00 |
| NetWare Cluster Services 1.01 for NetWare 5 or 5.1 Cluster Server Maintenance   | e | MNT-004908-001 | \$1,249.00 | 0.00 |
| NetWare Cluster Services 1.01 for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL  | e | MNT-005085-001 | \$1,000.00 | 0.00 |

**Novell Replication Services 1.21**

0.00

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-peak hours, NRS lowers WAN communication costs. NRS eliminates manual replication and

|   |   |                |          |      |
|---|---|----------------|----------|------|
| <b>Media</b>  |   |                |          | 0.00 |
| Novell Replication Services 1.21 Software Media Kit English | 1 | 892-000047-001 | \$35.00  | 0.00 |
| <b>License</b>  |   |                |          | 0.00 |
| Novell Replication Services 1.21 License                    | e | LIC-004969-001 | \$995.00 | 0.00 |
| <b>Maintenance</b>  |   |                |          | 0.00 |
| Novell Replication Services 1.21 Maintenance                | e | 051-000550-001 | \$54.00  | 0.00 |

**Advanced Network Services**

**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.

|   |   |                |            |      |
|---|---|----------------|------------|------|
| <b>Media</b>  |   |                |            | 0.00 |
| 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  |
| <b>License</b>  |   |                |            | 0.00 |
| NetWare 4.2 SFT III 100-Users or Less License               | e | LIC-005138-001 | \$1,495.00 | 0.00 |
| NetWare 4.2 SFT III Greater than 100-Users License          | e | LIC-005139-001 | \$3,995.00 | 0.00 |
| <b>Upgrade</b>  |   |                |            | 0.00 |
| Upgrade NetWare 4.2 SFT III 100-Users or Less License       | e | LIC-005138-003 | \$900.00   | 0.00 |
| Upgrade NetWare 4.2 SFT III Greater than 100-Users License  | e | LIC-005139-003 | \$2,400.00 | 0.00 |
| <b>Maintenance</b>  |   |                |            | 0.00 |
| NetWare 4.2 SFT III 100-Users or Less Maintenance           | e | 051-000538-001 | \$80.00    | 0.00 |
| NetWare 4.2 SFT III Greater than 100-Users Maintenance      | e | 051-000539-001 | \$210.00   | 0.00 |

**StandbyServer 5.3 for NetWare**

Many-to-One connects a single standby machine directly to several mission-critical servers. Both versions of StandbyServer provide a real-time mirroring solution, ensuring continuous up-to-the-minute data protection, providing real-time high-availability. Data is mirrored between the machines to create a fully redundant system protecting users against both hardware and software failures, including planned system maintenance. Mirrored data flows over an industry-standard, dedicated data link or over existing network wiring. StandbyServer 5.3 for NetWare supports NetWare 4.x and

Note: StandbyServer 5.3 for Netware is sold via server license.

|   |   |                |            |      |
|---|---|----------------|------------|------|
| <b>Media</b>  |   |                |            | 0.00 |
| StandbyServer 5.3 for NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) English | 1 | 892-000064-001 | \$35.00    | 0.00 |
| <b>License</b>  |   |                |            | 0.00 |
| StandbyServer 5.3 for NetWare 5.1 License   | e | LIC-005574-001 | \$4,285.00 | 0.00 |
| <b>Upgrade</b>  |   |                |            | 0.00 |
| Upgrade StandbyServer 5.3 for NetWare 5.1 License   | e | LIC-005574-003 | \$2,275.00 | 0.00 |
| <b>Maintenance</b>  |   |                |            | 0.00 |
| StandbyServer 5.3 for NetWare 5.1 Maintenance   | e | MNT-005149-001 | \$1,071.00 | 0.00 |

**Advanced Network Services**

**StandbyServer 5.3 Many-to-One for NetWare**

with versions of StandbyServer provide a real-time mirroring solution, ensuring continuous up-to-the-moment data protection, providing real-time high-availability. Data is mirrored between machines to create a fully redundant system protecting users against both hardware and software failures, including planned system maintenance. Mirrored data flows over an industry-standard, dedicated data link or over existing network wiring. StandbyServer 5.3 Many-to-One supports NetWare 4.x and 5.x.

Note: StandbyServer 5.3 Many-to-One for NetWare is sold via server license.

| Product Name  | Quantity | Product ID     | Price      | Unit Price |
|---|----------|----------------|------------|------------|
| StandbyServer 5.3 Many-to-One for NetWare 5.1 License     | 2        | 892-000065-001 | \$35.00    | 0.00       |
| StandbyServer 5.3 Many-to-One for NetWare 5.1 License     | 1        | LIC-005575-001 | \$5,995.00 | 0.00       |
| StandbyServer 5.3 Many-to-One for NetWare 5.1 License     | 1        | LIC-005584-003 | \$3,180.00 | 0.00       |
| StandbyServer 5.3 Many-to-One for NetWare 5.1 Maintenance | 1        | MNT-005150-001 | \$1,500.00 | 0.00       |

**Network Associates, McAfee VirusScan™**

McAfee VirusScan, from Network Associates, Inc. provides the most comprehensive and effective corporate desktop security available for protection against viruses, web attacks, and e-mail intrusions. Already in use on more than 50 million desktops, VirusScan is the world's most popular desktop anti-virus solution for any company seeking smart security together with easy-to-use, time-saving management tools.

|   |   |                |             |      |
|---|---|----------------|-------------|------|
| McAfee VirusScan 1 Year Subscription 25-User    | 2 | 00662644325729 | \$775.00    | 0.00 |
| McAfee VirusScan 1 Year Subscription 100-User   | 2 | 00662644325743 | \$2,300.00  | 0.00 |
| McAfee VirusScan 1 Year Subscription 500-User   | 2 | 00662644325767 | \$9,500.00  | 0.00 |
| McAfee VirusScan 1 Year Subscription 1,000-User | 2 | 00662644325774 | \$15,000.00 | 0.00 |
| McAfee VirusScan 2 Year Subscription 25-User    | 2 | 00662644325828 | \$1,150.00  | 0.00 |
| McAfee VirusScan 2 Year Subscription 100-User   | 2 | 00662644325842 | \$3,400.00  | 0.00 |
| McAfee VirusScan 2 Year Subscription 500-User   | 2 | 00662644325866 | \$13,500.00 | 0.00 |
| McAfee VirusScan 2 Year Subscription 1,000-User | 2 | 00662644325873 | \$22,000.00 | 0.00 |

**Shield Virus Protection Subscription**

Shield update subscriptions offer comprehensive server-based virus protection that helps prevent the spread of viruses at critical server control in the corporate network. Protect server files, shared folders and any important data on the server that could be accessed by users in the network.

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| Shield Virus Protection 1 Year Subscription 25-User    | 2 | 00662644338552 | \$475.00    | 0.00 |
| Shield Virus Protection 1 Year Subscription 100-User   | 2 | 00662644338576 | \$1,600.00  | 0.00 |
| Shield Virus Protection 1 Year Subscription 500-User   | 2 | 00662644338590 | \$7,000.00  | 0.00 |
| Shield Virus Protection 1 Year Subscription 1,000-User | 2 | 00662644338606 | \$13,000.00 | 0.00 |
| Shield Virus Protection 2 Year Subscription 25-User    | 2 | 00662644338651 | \$800.00    | 0.00 |
| Shield Virus Protection 2 Year Subscription 100-User   | 2 | 00662644338675 | \$2,700.00  | 0.00 |
| Shield Virus Protection 2 Year Subscription 500-User   | 2 | 00662644338699 | \$12,000.00 | 0.00 |
| Shield Virus Protection 2 Year Subscription 1,000-User | 2 | 00662644338705 | \$21,000.00 | 0.00 |

**Advanced Network Services**

**Novell Portal Services 1.5**

Today's business environment demands that organizations make better use of their information they can boost their efficiency, build value and achieve competitive advantage. Novell Portal Services provides the framework for bringing together all of the enterprise applications and information resources necessary to make those critical business process improvements.

Novell Portal Services provides web-based access to all Novell Net Services including security, access, identity, and collaboration. It gives professional service providers the tools they need to bring an integrated and individually relevant view of an organization's information and processes to that organization's workforce, customers and business partners.

Note: Novell Portal Services 1.5 is not for use or distribution in France at this time.



| <b>Media</b>   |   |                |             |      |
|--|---|----------------|-------------|------|
| Novell Portal Services 1.5 Software Media Kit Strong Encryption (128+ bit) English | 1 | 892-000145-001 | \$35.00     | 0.00 |
| <b>Work</b>  |   |                |             |      |
| Novell Portal Services 1.5 & Prior 1-User License                                  | e | LIC-005634-001 | \$59.00     | 0.00 |
| Novell Portal Services 1.5 & Prior CPU License                                     | e | LIC-005635-001 | \$49,000.00 | 0.00 |
| <b>Upgrade</b>   |   |                |             |      |
| Novell Portal Services 1.5 & Prior 1-User License                                  | e | LIC-005634-003 | \$31.00     | 0.00 |
| Novell Portal Services 1.5 & Prior CPU License                                     | e | LIC-005635-003 | \$25,970.00 | 0.00 |
| <b>Maintenance</b>   |   |                |             |      |
| Novell Portal Services 1.5 & Prior 1-User Maintenance                              | e | MNT-005207-001 | \$15.00     | 0.00 |
| Novell Portal Services 1.5 & Prior CPU Maintenance                                 | e | MNT-005208-001 | \$12,250.00 | 0.00 |

**Managed Server Hierarchical Storage Management 4.0**

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 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.

| <b>Media</b>                                      |   |                |            |      |
|---|---|----------------|------------|------|
| Managed Server HSM 4.0 Software Media Kit English | 2 | 892-000141-001 | \$35.00    | 0.00 |
| <b>Work</b>                                       |   |                |            |      |
| Managed Server HSM 4.0 Server License             | e | LIC-005631-001 | \$4,995.00 | 0.00 |
| <b>Maintenance</b>                                |   |                |            |      |
| Managed Server HSM 4.0 Server Maintenance         | e | MNT-005202-001 | \$1,250.00 | 0.00 |

**Orange Server Hierarchical Storage Management 3.8**

Stores. It provides similar policy management for its data volumes, except that it facilitates 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 CD as well.)

| <b>Media</b>                                     |   |                |            |      |
|--|---|----------------|------------|------|
| Orange Server HSM 3.8 Software Media Kit English | 2 | 892-000143-001 | \$35.00    | 0.00 |
| <b>Work</b>                                      |   |                |            |      |
| Orange Server HSM 3.8 Server License             | e | LIC-005632-001 | \$8,995.00 | 0.00 |
| <b>Maintenance</b>                               |   |                |            |      |
| Orange Server HSM 3.8 Server Maintenance         | e | MNT-005203-001 | \$2,250.00 | 0.00 |

**Advanced Network Services**

**Yahoo! Portal Solutions**

Yahoo! Interface and personalization engine to the corporate desktop. With Yahoo! Portal Builder 4.0 running behind the corporate firewall, companies can take advantage of a robust feature set that puts greater control in the hands of IS administrators while empowering employees with content from over 2200+ sources - available from 24 properties worldwide from the global Yahoo! network.

**Distribution in France at this time.**

| <b>Media</b>   |   |                |         |      |
|--|---|----------------|---------|------|
| Yahoo! Portal Builder 4 Software Media Kit e-Software Strong Encryption (128+ bit) English | e | 878-000062-001 | \$35.00 | 0.00 |
| <b>Work</b>  |   |                |         |      |
| Yahoo! Portal Builder 4 1-Authorized User License  | e | LIC-005633-001 | \$69.00 | 0.00 |
| <b>Maintenance</b>   |   |                |         |      |
| Yahoo! Portal Builder 4 1-Authorized User Maintenance                                      | e | MNT-005205-001 | \$15.00 | 0.00 |
| Yahoo! Enterprise Package Subscription Renewal 1-Authorized User Maintenance               | e | MNT-005206-001 | \$10.00 | 0.00 |

**Internet/Intranet Security**

0.00

**Novell BorderManager 3.7**

In 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

It is permitted 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: 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 Software Media Kit Strong Encryption (128+ bit) EPFGS | 1 | 892-000160-001 | \$35.00 | 0.00 |
|---|---|----------------|---------|------|

**Web**

|                                    |   |                |         |      |
|------------------------------------|---|----------------|---------|------|
| BorderManager 3.7 1-User e-License | e | LIC-005662-001 | \$40.00 | 0.00 |
|------------------------------------|---|----------------|---------|------|

**Upgrade**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Upgrade BorderManager 3.7 1-User e-License | e | LIC-005662-003 | \$21.00 | 0.00 |
|--|---|----------------|---------|------|

**Maintenance**

|                                      |   |                |         |      |
|--------------------------------------|---|----------------|---------|------|
| BorderManager 3.7 1-User Maintenance | e | MNT-005250-001 | \$10.00 | 0.00 |
|--------------------------------------|---|----------------|---------|------|

**Internet/Intranet Access**

0.00

**Novell WorkPlace® Pro 5.2**

Novell 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, 3270 and VT420), File Transfer Protocol (FTP) file transfer, file and print sharing between Unix and PC systems, X-Server and more.

**Media**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| Novell WorkPlace Pro 5.2 Software Media Kit English | 1 | 892-000036-001 | \$35.00 | 0.00 |
|---|---|----------------|---------|------|

**Web**

|   |   |                |          |      |
|---|---|----------------|----------|------|
| Novell WorkPlace Pro 5.2 1-User License | e | LIC-005204-001 | \$249.00 | 0.00 |
|---|---|----------------|----------|------|

|  |   |                |            |      |
|--|---|----------------|------------|------|
| Novell WorkPlace Pro 5.2 10-User License | e | LIC-005205-001 | \$1,995.00 | 0.00 |
|--|---|----------------|------------|------|

|  |   |                |            |      |
|--|---|----------------|------------|------|
| Novell WorkPlace Pro 5.2 50-User License | e | LIC-005206-001 | \$4,995.00 | 0.00 |
|--|---|----------------|------------|------|

|   |   |                |            |      |
|---|---|----------------|------------|------|
| Novell WorkPlace Pro 5.2 100-User License | e | LIC-005207-001 | \$6,999.00 | 0.00 |
|---|---|----------------|------------|------|

|   |   |                |             |      |
|---|---|----------------|-------------|------|
| Novell WorkPlace Pro 5.2 250-User License | e | LIC-005208-001 | \$11,999.00 | 0.00 |
|---|---|----------------|-------------|------|

**Upgrade**

|  |   |                |          |      |
|--|---|----------------|----------|------|
| Upgrade LAN WorkPlace Pro 5.2 1-User License | e | LIC-005204-003 | \$132.00 | 0.00 |
|--|---|----------------|----------|------|

|   |   |                |            |      |
|---|---|----------------|------------|------|
| Upgrade LAN WorkPlace Pro 5.2 10-User License | e | LIC-005205-003 | \$1,060.00 | 0.00 |
|---|---|----------------|------------|------|

|   |   |                |            |      |
|---|---|----------------|------------|------|
| Upgrade LAN WorkPlace Pro 5.2 50-User License | e | LIC-005206-003 | \$2,650.00 | 0.00 |
|---|---|----------------|------------|------|

|  |   |                |            |      |
|--|---|----------------|------------|------|
| Upgrade LAN WorkPlace Pro 5.2 100-User License | e | LIC-005207-003 | \$3,710.00 | 0.00 |
|--|---|----------------|------------|------|

|  |   |                |            |      |
|--|---|----------------|------------|------|
| Upgrade LAN WorkPlace Pro 5.2 250-User License | e | LIC-005208-003 | \$6,360.00 | 0.00 |
|--|---|----------------|------------|------|

**Maintenance**

|  |   |                |            |      |
|--|---|----------------|------------|------|
| N WorkPlace Pro 5.2 1-User Maintenance   | e | MNT-004871-001 | \$62.00    | 0.00 |
| N WorkPlace Pro 5.2 10-User Maintenance  | e | MNT-004872-001 | \$499.00   | 0.00 |
| N WorkPlace Pro 5.2 50-User Maintenance  | e | MNT-004873-001 | \$1,249.00 | 0.00 |
| N WorkPlace Pro 5.2 100-User Maintenance | e | MNT-004874-001 | \$1,750.00 | 0.00 |
| N WorkPlace Pro 5.2 250-User Maintenance | e | MNT-004875-001 | \$3,000.00 | 0.00 |

**Volera Fast Start (aka Volera Now) Promotion**

For additional information on Volera products, visit:

Promotion end date: October 31, 2002

**Note: Fast Start Promotion is not for use or distribution in France at this time.**

**Media**

Note: Customers ordering the Fast Start promotion will need to order both the 131-000862-001 and the 131-000859-001 for the product to function.

|   |   |                |        |      |
|---|---|----------------|--------|------|
| Media Excelerator 1.2 for Microsoft Windows Media e-License | e | 131-000859-001 | \$1.00 | 0.00 |
| Fast Start Promotion 25-User e-License                      | e | 131-000862-001 | \$1.00 | 0.00 |

**Workplace**

|                                      |   |                |            |      |
|--------------------------------------|---|----------------|------------|------|
| Fast Start Promotion 25-User License | e | LIC-005733-001 | \$3,525.00 | 0.00 |
|--------------------------------------|---|----------------|------------|------|

**Upgrade**

|   |   |                |            |      |
|---|---|----------------|------------|------|
| Remote Office License                   | e | LIC-005734-003 | \$3,955.00 | 0.00 |
| Excelerator 2.2 Remote Office e-License | e | 131-000831-001 | \$1.00     | 0.00 |

Note: Customers ordering the upgrade need to order 131-000831-001 also.

**Internet/Intranet Access**

0.00

**Volera Excelerator 2.2**

For additional information on Volera products, visit:

**Note: Excelerator 2.2 Strong Encryption (128 bit) is not for use or distribution in France at this time.**

**Media**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Excelerator 2.2 Strong Encryption (128 bit) Software Media Kit English               | 2 | 892-000166-001 | \$35.00 | 0.00 |
| Excelerator 2.2 Remote Office e-License  | e | 131-000831-001 | \$1.00  | 0.00 |
| Excelerator 2.2 Small Business e-License   | e | 131-000832-001 | \$1.00  | 0.00 |
| Excelerator 2.2 Enterprise e-License   | e | 131-000833-001 | \$1.00  | 0.00 |
| Excelerator 2.2 Large Enterprise e-License   | e | 131-000834-001 | \$1.00  | 0.00 |
| Excelerator 2.2 Datacenter e-License   | e | 131-000835-001 | \$1.00  | 0.00 |
| Excelerator 2.2 Remote Office e-License Memory Upgrade                               | e | 131-000836-001 | \$1.00  | 0.00 |
| Excelerator 2.2 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License | e | 131-000837-001 | \$1.00  | 0.00 |

|   |   |                |        |      |
|---|---|----------------|--------|------|
| Excelerator 2.2 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License | e | 131-000838-001 | \$1.00 | 0.00 |
|---|---|----------------|--------|------|

|   |   |                |        |      |
|---|---|----------------|--------|------|
| Excelerator 2.2 Enterprise 1Gb to Large Enterprise 2Gb memory Upgrade e-License | e | 131-000839-001 | \$1.00 | 0.00 |
|---|---|----------------|--------|------|

|  |   |                |        |      |
|--|---|----------------|--------|------|
| Excelerator 2.2 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License<br>Upgrade ICS customers will need to order the appropriate 131 license. | e | 131-000840-001 | \$1.00 | 0.00 |
|--|---|----------------|--------|------|

**Workplace**

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| Excelerator 2.2 Remote Office License    | e | LIC-005699-001 | \$3,595.00  | 0.00 |
| Excelerator 2.2 Small Business License   | e | LIC-005700-001 | \$5,395.00  | 0.00 |
| Excelerator 2.2 Enterprise License       | e | LIC-005701-001 | \$12,495.00 | 0.00 |
| Excelerator 2.2 Large Enterprise License | e | LIC-005702-001 | \$21,995.00 | 0.00 |
| Excelerator 2.2 Datacenter License       | e | LIC-005703-001 | \$44,995.00 | 0.00 |

**Memory Upgrade**

|  |   |                |            |      |
|--|---|----------------|------------|------|
| Excelerator 2.2 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License | e | LIC-005704-003 | \$2,395.00 | 0.00 |
|--|---|----------------|------------|------|

|   |   |                |            |      |
|---|---|----------------|------------|------|
| Excelerator 2.2 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License | e | LIC-005705-003 | \$6,595.00 | 0.00 |
|---|---|----------------|------------|------|

|   |   |                 |             |      |
|---|---|-----------------|-------------|------|
| Excelerator 2.2 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License | e | LIC-005706-003* | \$13,195.00 | 0.00 |
|---|---|-----------------|-------------|------|

|   |           |   |                |             |      |
|---|-----------|---|----------------|-------------|------|
| celerator 2.2 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade | e-License | e | LIC-005707-003 | \$23,995.00 | 0.00 |
|---|-----------|---|----------------|-------------|------|

**grade**

te: Customers need to obtain the applicable Excelerator 2.2 131 license listed above for the media section.

|   |  |   |                |            |      |
|---|--|---|----------------|------------|------|
| grade ICS 1.x to Excelerator 2.2 Small Business-512Mb License |  | e | LIC-005729-003 | \$955.00   | 0.00 |
| grade ICS 1.x to Excelerator 2.2 Enterprise-1Gb License       |  | e | LIC-005730-003 | \$1,315.00 | 0.00 |
| grade ICS 1.x to Excelerator 2.2 Large Enterprise-2Gb License |  | e | LIC-005731-003 | \$1,795.00 | 0.00 |
| grade ICS 1.x to Excelerator 2.2 Datacenter-4Gb License       |  | e | LIC-005732-003 | \$2,515.00 | 0.00 |

**aintenance**

|  |  |   |                |             |      |
|--|--|---|----------------|-------------|------|
| celerator 2.2 Remote Office Maintenance    |  | e | MNT-005296-001 | \$900.00    | 0.00 |
| celerator 2.2 Small Business Maintenance   |  | e | MNT-005297-001 | \$1,350.00  | 0.00 |
| celerator 2.2 Enterprise Maintenance       |  | e | MNT-005298-001 | \$3,120.00  | 0.00 |
| celerator 2.2 Large Enterprise Maintenance |  | e | MNT-005299-001 | \$5,500.00  | 0.00 |
| celerator 2.2 Datacenter Maintenance       |  | e | MNT-005300-001 | \$11,250.00 | 0.00 |

**ternet/Intranet Access**

0.00

**edia Excelerator 1.2**

or Real, Microsoft and Quicktime Protocols)

additional information on Volera products, visit:

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

**edia**

|  |  |   |                |        |      |
|--|--|---|----------------|--------|------|
| edia Excelerator 1.2 for RealSystem Proxy 8 e-License      |  | e | 131-000857-001 | \$1.00 | 0.00 |
| al Networks for RealSystem Proxy 8 Configuration e-License |  | e | 131-000858-001 | \$1.00 | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media e-License |  | e | 131-000859-001 | \$1.00 | 0.00 |

**w**

|   |  |   |                |             |      |
|---|--|---|----------------|-------------|------|
| edia Excelerator 1.2 for RealSystem Proxy 8: Enterprise License       |  | e | LIC-005708-001 | \$6,595.00  | 0.00 |
| edia Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise License |  | e | LIC-005709-001 | \$11,995.00 | 0.00 |
| edia Excelerator 1.2 for RealSystem Proxy 8: Datacenter License       |  | e | LIC-005710-001 | \$22,795.00 | 0.00 |

te: Customers wanting the RealSystem Proxy 8 product will need to additionally order the 1-000857-001 and 131-000858-001 license part numbers listed above.

|  |  |   |                |             |      |
|--|--|---|----------------|-------------|------|
| edia Excelerator 1.2 for Microsoft Windows Media: Remote Office License    |  | e | LIC-005712-001 | \$2,995.00  | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media: Small Business License   |  | e | LIC-005713-001 | \$3,795.00  | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media: Enterprise License       |  | e | LIC-005714-001 | \$6,595.00  | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media: Large Enterprise License |  | e | LIC-005715-001 | \$11,995.00 | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media: Datacenter License       |  | e | LIC-005716-001 | \$22,795.00 | 0.00 |

te: Customers need to order 131-000859-001 listed above for Microsoft Windows.

|  |  |   |                |             |      |
|--|--|---|----------------|-------------|------|
| edia Excelerator 1.2 for Streaming Suite: Remote Office License    |  | e | LIC-005717-001 | \$4,195.00  | 0.00 |
| edia Excelerator 1.2 for Streaming Suite: Small Business License   |  | e | LIC-005719-001 | \$5,394.00  | 0.00 |
| edia Excelerator 1.2 for Streaming Suite: Enterprise License       |  | e | LIC-005720-001 | \$10,795.00 | 0.00 |
| edia Excelerator 1.2 for Streaming Suite: Large Enterprise License |  | e | LIC-005721-001 | \$19,195.00 | 0.00 |
| edia Excelerator 1.2 for Streaming Suite: Datacenter License       |  | e | LIC-005722-001 | \$35,995.00 | 0.00 |

te: Customers wanting the Streaming Suite product will need to additionally order the 131-0859-001, 131-000858-001 and 131-000857-001 licenses listed above.

**emory Upgrade**

|  |  |   |                |             |      |
|--|--|---|----------------|-------------|------|
| edia Excelerator 1.2 for RealSystem Proxy 8: Enterprise 1Gb to Large Enterprise 2Gb memory Upgrade License |  | e | LIC-005723-003 | \$7,145.00  | 0.00 |
| edia Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise 2Gb to Datacenter 4Gb memory Upgrade License |  | e | LIC-005724-003 | \$14,295.00 | 0.00 |

te: Customers wanting memory upgrade for RealSystem Proxy 8 will need to additionally order 131-000857-001.

|  |  |   |                |             |      |
|--|--|---|----------------|-------------|------|
| edia Excelerator 1.2 for Microsoft Windows Media: Remote Office 256Mb to Small Business 2Mb Memory Upgrade e-License |  | e | LIC-005725-003 | \$645.00    | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media: Small Business 512Mb to Enterprise 1Gb memory Upgrade License      |  | e | LIC-005726-003 | \$4,285.00  | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media: Enterprise 1Gb to Large Enterprise 2Gb memory Upgrade License      |  | e | LIC-005727-003 | \$7,145.00  | 0.00 |
| edia Excelerator 1.2 for Microsoft Windows Media: Large Enterprise 2Gb to Datacenter 4Gb memory Upgrade License      |  | e | LIC-005728-003 | \$14,295.00 | 0.00 |

te: Customers wanting memory upgrade for Microsoft Windows will need to additionally order 131-000859-001.

| <b>Maintenance</b>  |   |                |            |      |
|---|---|----------------|------------|------|
| Media Excelsior 1.2 for RealSystem Proxy 8: Enterprise Maintenance            | e | MNT-005301-001 | \$1,650.00 | 0.00 |
| Media Excelsior 1.2 for RealSystem Proxy 8: Large Enterprise Maintenance      | e | MNT-005302-001 | \$3,000.00 | 0.00 |
| Media Excelsior 1.2 for RealSystem Proxy 8: Datacenter Maintenance            | e | MNT-005303-001 | \$5,700.00 | 0.00 |
| Media Excelsior 1.2 for Microsoft Windows Media: Remote Office Maintenance    | e | MNT-005304-001 | \$750.00   | 0.00 |
| Media Excelsior 1.2 for Microsoft Windows Media: Small Business Maintenance   | e | MNT-005305-001 | \$950.00   | 0.00 |
| Media Excelsior 1.2 for Microsoft Windows Media: Enterprise Maintenance       | e | MNT-005306-001 | \$1,650.00 | 0.00 |
| Media Excelsior 1.2 for Microsoft Windows Media: Large Enterprise Maintenance | e | MNT-005307-001 | \$3,000.00 | 0.00 |
| Media Excelsior 1.2 for Microsoft Windows Media: Datacenter Maintenance       | e | MNT-005308-001 | \$5,700.00 | 0.00 |
| Media Excelsior 1.2 for Streaming Suite: Remote Office Maintenance            | e | MNT-005309-001 | \$1,050.00 | 0.00 |
| Media Excelsior 1.2 for Streaming Suite: Small Business Maintenance           | e | MNT-005310-001 | \$1,350.00 | 0.00 |
| Media Excelsior 1.2 for Streaming Suite: Enterprise Maintenance               | e | MNT-005311-001 | \$2,700.00 | 0.00 |
| Media Excelsior 1.2 for Streaming Suite: Large Enterprise Maintenance         | e | MNT-005312-001 | \$4,800.00 | 0.00 |
| Media Excelsior 1.2 for Streaming Suite: Datacenter Maintenance               | e | MNT-005313-001 | \$9,000.00 | 0.00 |

**Internet/Intranet Access**

0.00

**Content Controller 1.2**

For additional information on Volera products, visit:

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

| <b>Media</b>   |   |                |         |      |
|--|---|----------------|---------|------|
| Content Controller Server 1.2 Server + 10-Pack Software Media Kit English            | 2 | 892-000164-001 | \$35.00 | 0.00 |
| Content Controller Accountant Server 1.2 Server + 10-Pack Software Media Kit English | 2 | 892-000165-001 | \$35.00 | 0.00 |
| Content Controller Server 1.2 Server + 10-Pack e-License                             | e | 131-000817-001 | \$1.00  | 0.00 |
| Content Controller Accountant Server 1.2 Server + 10-Pack e-License                  | e | 131-000818-001 | \$1.00  | 0.00 |
| Content Controller 1.2 10-Pack e-License   | e | 131-000823-001 | \$1.00  | 0.00 |
| Content Controller 1.2 25-Pack e-License   | e | 131-000824-001 | \$1.00  | 0.00 |
| Content Controller 1.2 50-Pack e-License   | e | 131-000825-001 | \$1.00  | 0.00 |
| Content Controller 1.2 100-Pack e-License  | e | 131-000826-001 | \$1.00  | 0.00 |

**License**

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 | 0.00 |
| Content Controller Excelsior 1.2 10-Pack License       | e | LIC-005684-001 | \$11,995.00 | 0.00 |
| Content Controller Excelsior 1.2 25-Pack License       | e | LIC-005685-001 | \$23,995.00 | 0.00 |
| Content Controller Excelsior 1.2 50-Pack License       | e | LIC-005686-001 | \$41,995.00 | 0.00 |
| Content Controller Excelsior 1.2 100-Pack License      | e | LIC-005687-001 | \$71,995.00 | 0.00 |

**Maintenance**

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| Content Controller Server 1.2 Server + 10-Pack Maintenance | e | MNT-005281-001 | \$12,000.00 | 0.00 |
| Content Controller Excelsior 1.2 10-Pack Maintenance       | e | MNT-005288-001 | \$3,000.00  | 0.00 |
| Content Controller Excelsior 1.2 25-Pack Maintenance       | e | MNT-005289-001 | \$6,000.00  | 0.00 |
| Content Controller Excelsior 1.2 50-Pack Maintenance       | e | MNT-005290-001 | \$10,500.00 | 0.00 |
| Content Controller Excelsior 1.2 100-Pack Maintenance      | e | MNT-005291-001 | \$18,000.00 | 0.00 |

**System Controller 1.2**

For additional information on Volera products, visit:

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

| <b>Media</b>  |   |                |         |      |
|---|---|----------------|---------|------|
| System Controller Server 1.2 Server + 10-Pack High Encryption License     | 2 | 892-000162-001 | \$35.00 | 0.00 |
| System Controller Server 1.2 Server + 10-Pack Standard Encryption License | 2 | 892-000163-001 | \$35.00 | 0.00 |
| System Controller Server 1.2 Server + 10-Pack High Encryption License     | e | 131-000815-001 | \$1.00  | 0.00 |
| System Controller Server 1.2 Server + 10-Pack Standard Encryption License | e | 131-000816-001 | \$1.00  | 0.00 |
| System Controller Server 1.2 10-Pack e-License                            | e | 131-000819-001 | \$1.00  | 0.00 |
| System Controller Server 1.2 25-Pack e-License                            | e | 131-000820-001 | \$1.00  | 0.00 |
| System Controller Server 1.2 50-Pack e-License                            | e | 131-000821-001 | \$1.00  | 0.00 |
| System Controller Server 1.2 100-Pack e-License                           | e | 131-000822-001 | \$1.00  | 0.00 |

**License**

|   |   |                |             |      |
|---|---|----------------|-------------|------|
| System Controller Server 1.2 Server + 10-Pack High Encryption License     | e | LIC-005677-001 | \$17,995.00 | 0.00 |
| System Controller Server 1.2 Server + 10-Pack Standard Encryption License | e | LIC-005678-001 | \$17,995.00 | 0.00 |
| System Controller Excelsior 1.2 10-Pack License                           | e | LIC-005679-001 | \$5,995.00  | 0.00 |
| System Controller Excelsior 1.2 25-Pack License                           | e | LIC-005680-001 | \$11,995.00 | 0.00 |
| System Controller Excelsior 1.2 50-Pack License                           | e | LIC-005681-001 | \$20,395.00 | 0.00 |

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| System Controller Excelerator 1.2 100-Pack License     | e | LIC-005682-001 | \$35,995.00 | 0.00 |
| <b>Maintenance</b>                                     |   |                |             |      |
| System Controller Server 1.2 Server Maintenance        | e | MNT-005279-001 | \$4,500.00  | 0.00 |
| System Controller Excelerator 1.2 10-Pack Maintenance  | e | MNT-005284-001 | \$1,500.00  | 0.00 |
| System Controller Excelerator 1.2 25-Pack Maintenance  | e | MNT-005285-001 | \$3,000.00  | 0.00 |
| System Controller Excelerator 1.2 50-Pack Maintenance  | e | MNT-005286-001 | \$5,100.00  | 0.00 |
| System Controller Excelerator 1.2 100-Pack Maintenance | e | MNT-005287-001 | \$9,000.00  | 0.00 |

**Internet/Intranet Access**

0.00

**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.

|   |   |                |        |      |
|---|---|----------------|--------|------|
| <b>Media</b>                              |   |                |        |      |
| Content Accountant 1.2 10-Pack e-License  | e | 131-000827-001 | \$1.00 | 0.00 |
| Content Accountant 1.2 25-Pack e-License  | e | 131-000828-001 | \$1.00 | 0.00 |
| Content Accountant 1.2 50-Pack e-License  | e | 131-000829-001 | \$1.00 | 0.00 |
| Content Accountant 1.2 100-Pack e-License | e | 131-000830-001 | \$1.00 | 0.00 |

**W**

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 | 0.00 |
| Content Accountant Excelerator 1.2 10-Pack License     | e | LIC-005689-001 | \$11,995.00 | 0.00 |
| Content Accountant Excelerator 1.2 25-Pack License     | e | LIC-005690-001 | \$23,995.00 | 0.00 |
| Content Accountant Excelerator 1.2 50-Pack License     | e | LIC-005691-001 | \$41,995.00 | 0.00 |
| Content Accountant Excelerator 1.2 100-Pack License    | e | LIC-005692-001 | \$71,995.00 | 0.00 |

**Maintenance**

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| Content Accountant Server 1.2 Server + 10-Pack Maintenance | e | MNT-005282-001 | \$15,000.00 | 0.00 |
| Content Accountant Excelerator 1.2 10-Pack Maintenance     | e | MNT-005292-001 | \$3,000.00  | 0.00 |
| Content Accountant Excelerator 1.2 25-Pack Maintenance     | e | MNT-005293-001 | \$6,000.00  | 0.00 |
| Content Accountant Excelerator 1.2 50-Pack Maintenance     | e | MNT-005294-001 | \$10,500.00 | 0.00 |
| Content Accountant Excelerator 1.2 100-Pack Maintenance    | e | MNT-005295-001 | \$18,000.00 | 0.00 |

**NetWare 3.0/4.0 and UNIX Connectivity**

0.00

**Novell Service Offerings**  
 Novell offers consulting, 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**  
 NetWare NFS Services 3.0 provides 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.

|  |   |                |         |      |
|--|---|----------------|---------|------|
| <b>Media</b>   |   |                |         |      |
| NetWare NFS Services 3.0 Software Media Kit English  | 1 | 892-000044-001 | \$35.00 | 0.00 |
| Note: Customers ordering the 892 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  | 0.00 |

**W**

|   |   |                |            |      |
|---|---|----------------|------------|------|
| NetWare NFS Services 3.0 License                      | e | LIC-005409-001 | \$2,995.00 | 0.00 |
| <b>Upgrade</b>  |   |                |            |      |
| Upgrade NetWare NFS Services 3.0 License from any NFS | e | LIC-005409-003 | \$1,590.00 | 0.00 |

**Maintenance**

|                                      |   |                |          |      |
|--------------------------------------|---|----------------|----------|------|
| NetWare NFS Services 3.0 Maintenance | e | MNT-004907-001 | \$750.00 | 0.00 |
|--------------------------------------|---|----------------|----------|------|

**Directory Services**

0.00

**Novell Modular Authentication Services Enterprise Edition 2.0**

...forming, grading, and accessing an biometric, smart card, token, and digital certificate authentication to your enterprise. NMAS Enterprise Edition reduces the risk of information compromise within an organization by enabling and enhancing secure enterprise access management.

...day organizations are looking to secure access to co<sup><</sup> corporate resources by implementing stronger forms of authentication and authorization. Organizations are also looking to remove the complexity and administrative overhead of having to maintain passwords throughout an organization. Novell Modular Authentication Service enables and enhances ongoing authentication solutions while removing the complexity of authentication to eDirec

|  |   |                |         |      |      |
|--|---|----------------|---------|------|------|
| <b>Media</b>   |   |                |         |      |      |
| Novell Modular Authentication Services 2.0 Enterprise Edition 1-User License     | 1 | 892-000045-001 | \$35.00 | 0.00 | 0.00 |
| <b>Software</b>  |   |                |         |      |      |
| Novell Modular Authentication Services 2.0 Enterprise Edition 1-User License     | e | LIC-005567-001 | \$49.00 | 0.00 | 0.00 |
| <b>Grade</b>   |   |                |         |      |      |
| Novell Modular Authentication Service 2.0 Enterprise Edition 1-User License      | e | LIC-005567-003 | \$20.00 | 0.00 | 0.00 |
| <b>Maintenance</b>   |   |                |         |      |      |
| Novell Modular Authentication Services 2.0 Enterprise Edition 1-User Maintenance | e | MNT-005139-001 | \$12.00 | 0.00 | 0.00 |

**NDS Authentication Services for Unix/Windows 2000 Servers**

Novell provides simple and secure enterprise solutions for accessing the NET with one password. NDS Authentication Services minimizes logon time and administrative complexity to NetWare platforms (including IBM RACF® and CA-ACF2® with NDS-AS for OS/390) with one user ID and password without the need for user training.

Note: Customers purchasing NDS-AS products through the Secure Access Suite will need to obtain the Software Media Kit and the applicable license (131 and/or 133) to unlock the software.

|  |   |                |         |      |             |
|--|---|----------------|---------|------|-------------|
| <b>Media</b>   |   |                |         |      | <b>0.00</b> |
| NDS Authentication Services for Unix/Windows Servers Software Media Kit (56 bit) English   | 2 | 892-000006-001 | \$35.00 | 0.00 | 0.00        |
| Note: Customers ordering the 892 Software Media Kit will also need to order the 131 part number listed below to enable the software. |   |                |         |      | 0.00        |
| <b>Software</b>  |   |                |         |      |             |
| NDS Authentication Services for Unix/Windows Servers Software Media e-License  | e | 131-000654-001 | \$1.00  | 0.00 | 0.00        |
| <b>License</b>   |   |                |         |      |             |
| NDS Authentication Services for Unix/Windows Servers 1-User License  | e | LIC-005516-001 | \$26.00 | 0.00 | 0.00        |
| <b>Maintenance</b>   |   |                |         |      |             |
| NDS Authentication Services for Unix/Windows Servers 1-User Maintenance  | e | MNT-004963-001 | \$7.00  | 0.00 | 0.00        |

**Directory Services**

**NDS Authentication Services for OS/390**

Novell provides simple and secure enterprise solutions for accessing the NET with one password. NDS Authentication Services minimizes platforms (including IBM RACF® and CA-ACF2®) with one user ID and password without the need for user training.

NDS-AS Unix product required for purchase of NDS-AS OS/390)

Note: Customers purchasing NDS-AS products through the Secure Access Suite will need to obtain the Software Media Kit and the applicable license (131) to unlock the software.

|  |   |                |         |      |             |
|--|---|----------------|---------|------|-------------|
| <b>Media</b>   |   |                |         |      | <b>0.00</b> |
| NDS Authentication Services for Unix/Windows Servers Software Media Kit (56 bit) English   | 2 | 892-000006-001 | \$35.00 | 0.00 | 0.00        |
| Note: Customers ordering the 892 Software Media Kit will also need to order the 131 part number listed below to enable the software. |   |                |         |      | 0.00        |
| <b>Software</b>  |   |                |         |      |             |
| NDS Authentication Services for Unix/Windows Servers Software Media e-License  | e | 131-000654-001 | \$1.00  | 0.00 | 0.00        |
| NDS Authentication Services for OS/390 Unlimited MSU License Diskette English  |   | 133-000751-001 | \$5.00  | 0.00 | 0.00        |

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| IS Authentication Services for OS/390 1-10 MSU License   | e | LIC-005496-001 | \$10,000.00 | 0.01 |
| IS Authentication Services for OS/390 11-29 MSU License  | e | LIC-005497-001 | \$20,000.00 | 0.01 |
| IS Authentication Services for OS/390 30-80 MSU License  | e | LIC-005498-001 | \$30,000.00 | 0.01 |
| IS Authentication Services for OS/390 81-200 MSU License | e | LIC-005499-001 | \$40,000.00 | 0.01 |
| IS Authentication Services for OS/390 200+ MSU License   | e | LIC-005500-001 | \$50,000.00 | 0.01 |

**Maintenance**

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| IS Authentication Services for OS/390 1-10 MSU Maintenance   | e | MNT-004964-001 | \$2,500.00  | 0.01 |
| IS Authentication Services for OS/390 11-29 MSU Maintenance  | e | MNT-004965-001 | \$5,000.00  | 0.01 |
| IS Authentication Services for OS/390 30-80 MSU Maintenance  | e | MNT-004966-001 | \$7,500.00  | 0.01 |
| IS Authentication Services for OS/390 81-200 MSU Maintenance | e | MNT-004967-001 | \$10,000.00 | 0.01 |
| IS Authentication Services for OS/390 200+ MSU Maintenance   | e | MNT-004968-001 | \$12,500.00 | 0.01 |

**DirXML 1.1**

ways that allow identity-based information to flow freely between applications, data stores and network platforms, regardless of technical or organizational boundaries – inside or outside firewall walls. 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 business transformations by accelerating the flow of information throughout the organization.

**Download:** <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.

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>Media</b>  |   |                |         |      |
| XML 1.1 Software Media Kit Strong Encryption (128+ bit) English | 2 | 892-000019-001 | \$35.00 | 0.01 |
| <b>Work</b>   |   |                |         |      |
| XML 1.1 & Prior 1-User e-License                                | e | 979-000005-001 | \$29.00 | 0.01 |
| <b>Upgrade</b>  |   |                |         |      |
| grade DirXML 1.1 & Prior 1-User e-License                       | e | 979-000006-001 | \$15.00 | 0.01 |
| <b>Maintenance</b>  |   |                |         |      |
| XML 1.1 & Prior 1-User Maintenance                              | e | MNT-005166-001 | \$7.00  | 0.01 |

**Directory Services**

**DirXML Driver 3.6 for PeopleSoft**

In the DirXML Driver for PeopleSoft, customers can create new accounts in PeopleSoft, integrate PeopleSoft with data housed in other applications, and leverage data in PeopleSoft across the enterprise and outside the firewall to business partners' systems. The DirXML Driver for PeopleSoft also offers enhanced fail over connection support.

**Download:** <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.

**DirXML Driver 3.6 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.

|  |   |                |         |      |
|--|---|----------------|---------|------|
| <b>Work</b>  |   |                |         |      |
| XML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License       | e | 979-000001-001 | \$10.00 | 0.01 |
| <b>Upgrade</b>   |   |                |         |      |
| grade DirXML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.11-User License | e | 979-000007-001 | \$5.30  | 0.01 |
| <b>Maintenance</b>   |   |                |         |      |
| XML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User Maintenance     | e | MNT-005199-001 | \$2.50  | 0.01 |

**DirXML Driver 1.0 for SAP HR**



base 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.

|  |   |                |         |      |
|--|---|----------------|---------|------|
| <b>License</b>                               |   |                |         |      |
| XML Driver 1.0 for SAP HR 1-User e-License   | e | 979-000004-001 | \$10.00 | 0.00 |
| <b>Maintenance</b>                           |   |                |         |      |
| XML Driver 1.0 for SAP HR 1-User Maintenance | e | MNT-005190-001 | \$2.50  | 0.00 |

**DirXML Driver 1.5 for JDBC**

Directory and JDBC compliant databases.

**Note:** The DirXML Driver 1.5 for JDBC 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.

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>License</b>  |   |                |         |      |
| XML Driver 1.5 & Prior for JDBC 1-User e-License            | e | 979-000002-001 | \$10.00 | 0.00 |
| <b>Upgrade</b>  |   |                |         |      |
| Upgrade DirXML Driver 1.5 & Prior for JDBC 1-User e-License | e | 979-000008-001 | \$5.30  | 0.00 |
| <b>Maintenance</b>  |   |                |         |      |
| XML Driver 1.5 for JDBC 1-User Maintenance                  | e | MNT-005198-001 | \$2.50  | 0.00 |

**Directory Services**

**DirXML Password Synchronization 1.0 for Windows**

Windows-based directory synchronization 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.

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>License</b>  |   |                |         |      |
| XML Password Synchronization for Windows 1-User License     | e | 979-000009-001 | \$12.00 | 0.00 |
| <b>Maintenance</b>  |   |                |         |      |
| XML Password Synchronization for Windows 1-User Maintenance | e | MNT-005210-001 | \$3.00  | 0.00 |

**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 users between eDirectory and the NT Domain.

**Note:** 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.

|   |   |                |        |      |
|---|---|----------------|--------|------|
| <b>License</b>                                  |   |                |        |      |
| XML Driver 1.1 for NT Domain 1-User License     | e | 979-000013-001 | \$6.00 | 0.00 |
| <b>Maintenance</b>                              |   |                |        |      |
| XML Driver 1.1 for NT Domain 1-User Maintenance | e | MNT-005214-001 | \$1.50 | 0.00 |

**XML Driver for Notes**

XML 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 eDirectory and the Lotus Notes R5 database and Address Book.

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.

|   |   |                |        |      |
|---|---|----------------|--------|------|
| <b>License</b>                              |   |                |        |      |
| XML Driver 1.5 for Notes 1-User License     | e | 979-000023-001 | \$6.00 | 0.00 |
| <b>Maintenance</b>                          |   |                |        |      |
| XML Driver 1.5 for Notes 1-User Maintenance | e | MNT-005224-001 | \$1.50 | 0.00 |

**Directory Services**

**XML Driver for LDAP**

XML 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

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.

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>License</b>                             |   |                |        |      |
| XML Driver 1.5 for LDAP 1-User License     | e | 979-000025-001 | \$6.00 | 0.00 |
| <b>Maintenance</b>                         |   |                |        |      |
| XML Driver 1.5 for LDAP 1-User Maintenance | e | MNT-005226-001 | \$1.50 | 0.00 |

**XML Driver for GroupWise**

XML 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 1.1 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.

|   |   |                |        |      |
|---|---|----------------|--------|------|
| <b>License</b>                                  |   |                |        |      |
| XML Driver 1.1 for GroupWise 1-User License     | e | 979-000015-001 | \$6.00 | 0.00 |
| <b>Maintenance</b>                              |   |                |        |      |
| XML Driver 1.1 for GroupWise 1-User Maintenance | e | MNT-005216-001 | \$1.50 | 0.00 |

**XML Driver for Exchange**

XML 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 1.1 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.

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>License</b>                                     |   |                |        |      |
| XML Driver 1.5 for Exchange 5.5 1-User License     | e | 979-000027-001 | \$6.00 | 0.00 |
| <b>Maintenance</b>                                 |   |                |        |      |
| XML Driver 1.5 for Exchange 5.5 1-User Maintenance | e | MNT-005228-001 | \$1.50 | 0.00 |

**Directory Services**

0.00

**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 1.1 software download which is available at: [http://www.novell.com/Products/DirXML/Products/Products.htm](#). This product requires "activation" prior to installation and use in a production environment. See [http://www.novell.com/Products/DirXML/Products/Products.htm](#) for details.**

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>License</b>                               |   |                |        |      |
| XML Driver 1.1 for eDirectory 1-User License | e | 979-000019-001 | \$6.00 | 0.00 |

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>Maintenance</b>                               |   |                |        |      |
| XML Driver 1.1 for eDirectory 1-User Maintenance | e | MNT-005220-001 | \$1.50 | 0.00 |

**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 accessible XML formats. (For more information on XDS format, refer to the DirXML Driver Kit.)

**Software for this driver is included with the full DirXML 1.1 software download which is available at: [http://www.novell.com/Products/DirXML/Products/Products.htm](#). This product requires "activation" prior to installation and use in a production environment. See [http://www.novell.com/Products/DirXML/Products/Products.htm](#) for details.**

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>License</b>                                   |   |                |        |      |
| XML Driver 1.1 for Delimited Text 1-User License | e | 979-000017-001 | \$6.00 | 0.00 |

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>Maintenance</b>                                   |   |                |        |      |
| XML Driver 1.1 for Delimited Text 1-User Maintenance | e | MNT-005218-001 | \$1.50 | 0.00 |

**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 1.1 software download which is available at: [http://www.novell.com/Products/DirXML/Products/Products.htm](#). This product requires "activation" prior to installation and use in a production environment. See [http://www.novell.com/Products/DirXML/Products/Products.htm](#) for details.**

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>License</b>                                     |   |                |        |      |
| XML Driver 2.0 for Active Directory 1-User License | e | 979-000021-001 | \$6.00 | 0.00 |

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>Maintenance</b>                                     |   |                |        |      |
| XML Driver 2.0 for Active Directory 1-User Maintenance | e | MNT-005222-001 | \$1.50 | 0.00 |

**Directory Services**

0.00

**DirXML Driver License for non-Novell Production Driver**

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://www.novell.com/Products/DirXML/Products/Products.htm](#). This product requires "activation" prior to installation and use in a production environment. See [http://www.novell.com/Products/DirXML/Products/Products.htm](#) for details.**

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>License</b>   |   |                |        |      |
| XML Driver License for non-Novell Production Driver 1-User e-License | e | 979-000029-001 | \$2.00 | 0.00 |

|  |   |                |        |      |
|--|---|----------------|--------|------|
| <b>Grade Protection</b>  |   |                |        |      |
| XML Driver License for non-Novell Production Driver 1-User Maintenance | e | MNT-005253-001 | \$1.00 | 0.00 |

**Novell DirXML Driver for WebSphere MQ by The Wiring Company**

IBM 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 migration 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:

www

|   |   |                |         |      |
|---|---|----------------|---------|------|
| DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User e-License | e | 979-000048-001 | \$10.00 | 0.00 |
|---|---|----------------|---------|------|

**Maintenance**

|   |   |                |        |      |
|---|---|----------------|--------|------|
| DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User Maintenance | e | MNT-005324-001 | \$2.50 | 0.00 |
|---|---|----------------|--------|------|

**iChain 2.1**

iChain 2.1 is an integrated security solution that offers secure authentication and access to eBusiness, 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 make them online. In fact, iChain is the most secure foundation for identity and access management for your eBusiness.

**Media**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| iChain 2.1 Software Media Kit Strong Encryption (128+ bit) English | 1 | 892-000159-001 | \$35.00 | 0.00 |
|--|---|----------------|---------|------|

www

|                             |   |                |         |      |
|-----------------------------|---|----------------|---------|------|
| iChain 2.1 1-User e-License | e | 979-000031-001 | \$10.00 | 0.00 |
|-----------------------------|---|----------------|---------|------|

**Upgrade**

|   |   |                |        |      |
|---|---|----------------|--------|------|
| Upgrade iChain 2.1 1-User e-License             | e | 979-000031-003 | \$5.30 | 0.00 |
| Competitive Upgrade iChain 2.1 1-User e-License | e | 979-000032-003 | \$5.30 | 0.00 |

**Maintenance**

|                               |   |                |        |      |
|-------------------------------|---|----------------|--------|------|
| iChain 2.1 1-User Maintenance | e | MNT-005270-001 | \$2.50 | 0.00 |
|-------------------------------|---|----------------|--------|------|

**Directory Services**

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**Novell Account Management 2.1**

Novell Account Management 2.1 is a comprehensive security solution that offers secure authentication and access to eBusiness, 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 make them online. In fact, iChain is the most secure foundation for identity and access management for your eBusiness.

**Note: Account Management 2.1 Strong Encryption (128+ bit) is not for use or distribution in France at this time.**

**Media**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| Account Management 2.1 Software Media Kit Strong Encryption (128+ bit) EPFIGS | 1 | 892-000002-001 | \$35.00 | 0.00 |
| Account Management 2.1 Software Media Kit (56 bit) French                     | 2 | 892-000003-001 | \$35.00 | 0.00 |
| Account Management 2.1 Software Media Kit (56 bit) French                     | 2 | 892-000004-001 | \$35.00 | 0.00 |
| Account Management 2.1 Software Media Kit Strong Encryption (128+ bit) KCC    | 2 | 892-000005-001 | \$35.00 | 0.00 |

www

|                                       |   |                |         |      |
|---------------------------------------|---|----------------|---------|------|
| Account Management 2.1 1-User License | e | LIC-005490-001 | \$26.00 | 0.00 |
|---------------------------------------|---|----------------|---------|------|

**Upgrade**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| Upgrade Account Management 2.1 1-User License | e | LIC-005493-003 | \$14.00 | 0.00 |
|---|---|----------------|---------|------|

**Maintenance**

|   |   |                |        |      |
|---|---|----------------|--------|------|
| Account Management 2.1 1-User Maintenance | e | MNT-004961-001 | \$7.00 | 0.00 |
|---|---|----------------|--------|------|

**Novell eDirectory 8.6.1**

...ate new possibilities through the centralized management of identities, hardware resources, mobile devices, etc. and their inter-relationships. With eDirectory, accounts and access privileges can be controlled with precision — for employees, customers, partners and suppliers across networks, operating systems and application platforms. And it provides the levels of performance, reliability, replication and other capabilities unequalled by any other directory. As a result, enterprise customers can simplify identity management, secure and protect resources and accelerate the ability to grow their eBusiness environment.

...vell eDirectory powers e-businesses. It enables net services by providing the profile storage, access controls, authentication, security, and management required to compete in the Net economy.

| Media   | Part Number      | Price   | Unit Price |
|---|------------------|---------|------------|
| vell eDirectory 8.6.1 Software Media Kit Strong Encryption (128+ bit) EFJCC | 1 892-000115-001 | \$35.00 | 0.00       |
| vell eDirectory 8.6.1 e-Software EFJCC                                      | e 131-000676-001 | \$1.00  | 0.00       |
| <b>W</b>  |                  |         | 0.00       |
| vell eDirectory 8.6.1 1-User License  | e LIC-005616-001 | \$2.00  | 0.00       |
| <b>grade</b>  |                  |         | 0.00       |
| grade Novell eDirectory 8.6.1 1-User License                                | e LIC-005616-003 | \$1.00  | 0.00       |
| <b>Maintenance</b>  |                  |         | 0.00       |
| vell eDirectory 8.6.1 1-User Maintenance                                    | e MNT-005187-001 | \$0.50  | 0.00       |

**Directory Services**

0.00

**SecureLogin 3.0**

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

vell 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 has also been enhanced.

...er object in the directory tree.

| Media   | Part Number      | Price   | Unit Price |
|---|------------------|---------|------------|
| SecureLogin 3.0 Software Media Kit e-Software English | e 878-000060-001 | \$35.00 | 0.00       |
| SecureLogin 3.0 Software Media Kit Multilingual       | 1 892-000148-001 | \$35.00 | 0.00       |
| <b>W</b>  |                  |         | 0.00       |
| SecureLogin 3.0 1-User License                        | e LIC-005630-001 | \$79.00 | 0.00       |
| <b>grade</b>  |                  |         | 0.00       |
| grade SecureLogin 3.0 1-User License                  | e LIC-005630-003 | \$42.00 | 0.00       |
| <b>Maintenance</b>                                    |                  |         | 0.00       |
| SecureLogin 3.0 1-User Maintenance                    | e MNT-005201-001 | \$20.00 | 0.00       |

...e 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)

**Novell Secure Access**

vell 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.

...res 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.

**Products Included:**

vell Secure Access consists of NDS-Authentication Services 3.0, Novell Modular Authentication Service Enterprise Edition 2.0, Novell SecureLogin 3.0, Novell iChain 2.0, and OrderManager Enterprise Edition 3.6.

**Note: Customers will need to obtain the individual product media kits, but will purchase a suite license. Upgrade protection will be sold on the suite and not the individual products.**

**Note: Customers in France must ensure that they order French import approved versions of the individual products that comprise the SecureAccess Suite.**

|  |   |                |          |      |
|--|---|----------------|----------|------|
| <b>Novell Secure Access Suite 1-User License</b>                     | e | LIC-005636-001 | \$159.00 | 0.00 |
| <b>Novell Secure Access Suite for SecureLogin 3.0 1-User License</b> | e | LIC-005637-003 | \$90.00  | 0.00 |
| <b>Novell Secure Access Suite 1-User License</b>                     | e | LIC-005636-003 | \$119.00 | 0.00 |
| <b>Novell Secure Access Suite 1-User Maintenance</b>                 | e | MNT-005209-001 | \$53.00  | 0.00 |

**Novell Collaboration Services**

**GroupWise 6**

GroupWise 6 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.**

GroupWise 6 Multilingual includes the following languages: English (Client + Admin), Portuguese (Client + Admin), French (Client + Admin), Italian (Client only), German (Client + Admin), Spanish (Client + Admin), Dutch (Client only), Danish (Client only), Norwegian (Client only), Finnish (Client only), Swedish (Client only).

|   |   |                |          |      |
|---|---|----------------|----------|------|
| <b>GroupWise 6 Software Media Kit Strong Encryption (128+ bit) Multilingual</b>                 | 1 | 892-000022-001 | \$35.00  | 0.00 |
| <b>GroupWise 6 Software Media Kit (56 bit) Multilingual</b>                                     | 1 | 892-000023-001 | \$35.00  | 0.00 |
| <b>GroupWise 6 Software Media Kit Strong Encryption (128+ bit) Russian and Eastern-European</b> | 1 | 892-000024-001 | \$35.00  | 0.00 |
| <b>GroupWise 6 Software Media Kit Strong Encryption (128+ bit) TH, HB, AR, TR, JA, SC, TC</b>   | 1 | 892-000113-001 | \$35.00  | 0.00 |
| <b>GroupWise 6 &amp; Prior 1-User License</b>   | e | LIC-005577-001 | \$130.00 | 0.00 |
| <b>GroupWise 6 Web/Wireless 1-User License</b>  | e | LIC-005578-001 | \$30.00  | 0.00 |
| <b>GroupWise 6 &amp; Prior 1-User License</b>   | e | LIC-005579-003 | \$69.00  | 0.00 |

Qualifying competitive products include: Microsoft Mail, Microsoft Exchange, Lotus Notes, Lotus cc:Mail, IBM PROFS, IBM OfficeVision, ICL SmartOffice, On Technology DaVinci, Banyan BeyondMail, Infinite Technology ExpressIT!, Futurus TEAM, Futurus MAIL Plus, QuickMail MHS, iClickMail Pro, FirstClass® Intranet Server(FCIS), WordPerfect Office, and MailGate.

|  |   |                |         |      |
|--|---|----------------|---------|------|
| <b>GroupWise 6 1-User Maintenance</b>              | e | MNT-005152-001 | \$33.00 | 0.00 |
| <b>GroupWise 6 Web/Wireless 1-User Maintenance</b> | e | MNT-005153-001 | \$8.00  | 0.00 |

**Novell Collaboration Services**

**Castorm e-Work 5.3**

Castorm e-Work Version 5.3, a Business Process Management (BPM) is a platform that integrates and leverages Novell's suite of eDirectory, iChain, Portal Services, DirXML and GroupWise offerings.

Castorm e-Work solutions automate the people-intensive and paper-based processes that divert employees from their higher-value activities. Flexible, scalable and compatible with legacy systems, e-Work solutions deploy quickly to provide efficiency with near-immediate and scalable ROI across the enterprise. Version 5.3 of e-Work provides a full set of Web Services that quickly and easily integrate with legacy systems and enable you to deliver automated business process and services across the Web.

|  |   |                |         |      |
|--|---|----------------|---------|------|
| <b>Castorm e-Work 5.3 Software Media Kit English, French, and German</b> | 2 | 892-000161-001 | \$35.00 | 0.00 |
|--|---|----------------|---------|------|

| <b>w</b>  |   |                |             |      |
|---|---|----------------|-------------|------|
| Metastorm e-Work 5.3 Enterprise Server License                    | e | LIC-005670-001 | \$55,000.00 | 0.00 |
| Metastorm e-Work 5.3 Additional CPU for Enterprise Server License | e | LIC-005671-001 | \$25,000.00 | 0.00 |
| Metastorm e-Work 5.3 Designer License                             | e | LIC-005672-001 | \$1,000.00  | 0.00 |
| Metastorm e-Work 5.3 Public Access License                        | e | LIC-005673-001 | \$25,000.00 | 0.00 |
| Metastorm e-Work 5.3 1-User Full Client License                   | e | LIC-005674-001 | \$250.00    | 0.00 |
| Metastorm e-Work 5.3 1-User Initiator Client License              | e | LIC-005675-001 | \$150.00    | 0.00 |

| <b>grade</b>   |   |                |          |      |
|--|---|----------------|----------|------|
| grade Metastorm e-Work 5.3 1-User Full Client License              | e | LIC-005674-003 | \$125.00 | 0.00 |
| grade Metastorm e-Work 5.3 1-User Initiator to Full Client License | e | LIC-005675-003 | \$125.00 | 0.00 |

| <b>maintenance</b>                                       |   |                |             |      |
|--|---|----------------|-------------|------|
| Metastorm e-Work 5.3 Enterprise Server Maintenance       | e | MNT-005271-001 | \$13,750.00 | 0.00 |
| Metastorm e-Work 5.3 Additional CPU Server Maintenance   | e | MNT-005272-001 | \$6,250.00  | 0.00 |
| Metastorm e-Work 5.3 Designer Maintenance                | e | MNT-005273-001 | \$250.00    | 0.00 |
| Metastorm e-Work 5.3 Public Access Maintenance           | e | MNT-005274-001 | \$6,250.00  | 0.00 |
| Metastorm e-Work 5.3 1-User Full Client Maintenance      | e | MNT-005275-001 | \$63.00     | 0.00 |
| Metastorm e-Work 5.3 1-User Initiator Client Maintenance | e | MNT-005276-001 | \$38.00     | 0.00 |

**Novell High Availability Messaging Solution**  
 As the business grows, the need to keep 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 6.0 respectively.

**distribution in France at this time.**

| <b>Media</b>   |   |                |         |      |
|--|---|----------------|---------|------|
| High Availability Messaging Software Media Kit Strong Encryption (128+ bit) Multilingual | 1 | 892-000032-001 | \$35.00 | 0.00 |

**GroupWise Gateways, Agents, and Print Packs**

GroupWise Gateways, Agents, and Print Packs can be accessed for download at [http://www.novell.com](#)

**Novell Collaboration Services** 0.00

**NetMail 3.1**  
 NetMail 3.1 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 Novell GroupWise 5.1 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.**

| <b>Media</b>   |   |                |         |      |
|--|---|----------------|---------|------|
| NetMail 3.1 e-Software Media Kit Strong Encryption (128+ bit) Multilingual | e | 878-000081-001 | \$35.00 | 0.00 |

| <b>w</b>                   |   |                |         |      |
|----------------------------|---|----------------|---------|------|
| NetMail 3.1 1-User License | e | LIC-005735-001 | \$15.00 | 0.00 |

| <b>grade</b>                     |   |                |        |      |
|----------------------------------|---|----------------|--------|------|
| grade NetMail 3.1 1-User License | e | LIC-005735-003 | \$8.00 | 0.00 |

| <b>maintenance</b>             |   |                |        |      |
|--------------------------------|---|----------------|--------|------|
| NetMail 3.1 1-User Maintenance | e | MNT-005318-001 | \$3.75 | 0.00 |

**act s/mail**

With act s/mail™, customers can secure their Novell Groupwise™ email using digital signatures and encryption that comply with GISA (German Information Security Agency). act s/mail includes all of the email encryption and digital signatures features required by the laws of GISA. In addition to Novell GroupWise, act s/mail supports Microsoft® Outlook™ and can facilitate secure communications between both products.

is product is available in EMEA only.

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>Media</b>  |   |                |         |      |
| act s/mail Strong Encryption (128+ bit) Software Media Kit English and German | 2 | 892-000147-001 | \$35.00 | 0.00 |
| <b>License</b>  |   |                |         |      |
| act s/mail 1-User License   | e | LIC-005638-001 | \$89.00 | 0.00 |
| <b>Upgrade Protection</b>   |   |                |         |      |
| act s/mail 1-User Annual Upgrade Protection                                   | e | 051-001350-001 | \$19.00 | 0.00 |

**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.

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| <b>Media</b>   |   |                |             |      |
| ManageWise 2.7 Software Media Kit English  | 1 | 892-000037-001 | \$35.00     | 0.00 |
| Note: Customers ordering the 892 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      | 0.00 |
| <b>License</b>   |   |                |             |      |
| ManageWise 2.7 5-User License  | e | LIC-005294-001 | \$795.00    | 0.00 |
| ManageWise 2.7 10-User License   | e | LIC-005295-001 | \$1,195.00  | 0.00 |
| ManageWise 2.7 25-User License   | e | LIC-005296-001 | \$1,995.00  | 0.00 |
| ManageWise 2.7 50-User License   | e | LIC-005297-001 | \$3,750.00  | 0.00 |
| ManageWise 2.7 100-User License  | e | LIC-005298-001 | \$7,500.00  | 0.00 |
| ManageWise 2.7 250-User License  | e | LIC-005299-001 | \$18,750.00 | 0.00 |
| ManageWise 2.7 500-User License  | e | LIC-005300-001 | \$37,500.00 | 0.00 |

**Upgrade**

|  |          |   |                |             |      |
|--|----------|---|----------------|-------------|------|
| Upgrade ManageWise 2.7 5-User License from ManageWise PV/Competitive Product   | 5-User   | e | LIC-005294-003 | \$430.00    | 0.00 |
| Upgrade ManageWise 2.7 10-User License from ManageWise PV/Competitive Product  | 10-User  | e | LIC-005295-003 | \$640.00    | 0.00 |
| Upgrade ManageWise 2.7 25-User License from ManageWise PV/Competitive Product  | 25-User  | e | LIC-005296-003 | \$1,000.00  | 0.00 |
| Upgrade ManageWise 2.7 50-User License from ManageWise PV/Competitive Product  | 50-User  | e | LIC-005297-003 | \$1,990.00  | 0.00 |
| Upgrade ManageWise 2.7 100-User License from ManageWise PV/Competitive Product | 100-User | e | LIC-005298-003 | \$4,000.00  | 0.00 |
| Upgrade ManageWise 2.7 250-User License from ManageWise PV/Competitive Product | 250-User | e | LIC-005299-003 | \$9,940.00  | 0.00 |
| Upgrade ManageWise 2.7 500-User License from ManageWise PV/Competitive Product | 500-User | e | LIC-005300-003 | \$19,880.00 | 0.00 |

**Maintenance**

|                                     |   |                |            |      |
|-------------------------------------|---|----------------|------------|------|
| ManageWise 2.7 5-User Maintenance   | e | MNT-004833-001 | \$200.00   | 0.00 |
| ManageWise 2.7 10-User Maintenance  | e | MNT-004834-001 | \$300.00   | 0.00 |
| ManageWise 2.7 25-User Maintenance  | e | MNT-004835-001 | \$500.00   | 0.00 |
| ManageWise 2.7 50-User Maintenance  | e | MNT-004836-001 | \$938.00   | 0.00 |
| ManageWise 2.7 100-User Maintenance | e | MNT-004837-001 | \$1,875.00 | 0.00 |
| ManageWise 2.7 250-User Maintenance | e | MNT-004838-001 | \$4,688.00 | 0.00 |
| ManageWise 2.7 500-User Maintenance | e | MNT-004839-001 | \$9,375.00 | 0.00 |

**Network Management (NetWare and Windows NT)**

**Networks for Servers 3**





powering 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 enjoy 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:**  
ZFS is the upgrade path for ManageWise; all ManageWise customers may upgrade to ZFS3 at the upgrade price. All ManageWise customers with maintenance or upgrade protection may upgrade their licenses to ZFS3 and must purchase ZFS maintenance at the time of their upgrade.

Associate's Software Distribution Option (SDO), HP OpenView for Windows Professional Edition, HP OpenView Network Node Manager, IBM Netfinity Manager, LANDesk Management Suite, Novadigm Radia Management Suite, Tivoli IT Director, Microsoft System Management Server (SMS).

**Media**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| Nworks for Servers 3 Software Media Kit (128 bit) e-License English | e | 878-000080-001 | \$35.00 | 0.00 |
| Nworks for Servers 3 Software Media Kit English                     | 1 | 892-000156-001 | \$35.00 | 0.00 |

**License**

|                                       |   |                |            |      |
|---------------------------------------|---|----------------|------------|------|
| Nworks for Servers 3 1-User e-License | e | LIC-005663-001 | \$59.00    | 0.00 |
| Nworks for Servers 3 Server e-Li      | e | LIC-005664-001 | \$3,000.00 | 0.00 |

**Upgrade**

|   |   |                |            |      |
|---|---|----------------|------------|------|
| Upgrade ZENworks for Servers 3 1-User e-License | e | LIC-005663-003 | \$31.00    | 0.00 |
| Upgrade ZENworks for Servers 3 Server e-License | e | LIC-005664-003 | \$1,590.00 | 0.00 |

**Maintenance**

|   |   |                |          |      |
|---|---|----------------|----------|------|
| Nworks for Servers 3 1-User Maintenance | e | MNT-005251-001 | \$15.00  | 0.00 |
| Nworks for Servers 3 Server Maintenance | e | MNT-005252-001 | \$750.00 | 0.00 |

**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 imaging system imaging, allowing businesses to accelerate technology transformations, securely extend networks, and increase end-user productivity.

**Media**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Nworks for Desktops 3.2 Software Media Kit English, French, and German | 2 | 892-000102-001 | \$35.00 | 0.00 |
|--|---|----------------|---------|------|

**License**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Nworks for Desktops 3.2 & Prior 1-User License | e | LIC-005585-001 | \$59.00 | 0.00 |
|--|---|----------------|---------|------|

**Upgrade**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Upgrade ZENworks for Desktops 3.2 & Prior 1-User License             | e | LIC-005585-003 | \$31.00 | 0.00 |
| Competitive Upgrade ZENworks for Desktops 3.2 & Prior 1-User License | e | LIC-005586-003 | \$39.00 | 0.00 |

**Maintenance**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| Nworks for Desktops 3.2 1-User Maintenance | e | MNT-005160-001 | \$15.00 | 0.00 |
|--|---|----------------|---------|------|

**Network Management (NetWare and Windows NT)**

**ZENworks Starter Pack and ZENworks for Desktops 2 Promotion**

The "ZENworks Starter Pack and ZENworks for Desktops 2 Promotion" adds ZENworks Starter Pack to the upgrade eligibility list on a promotional basis when purchased with ZENworks Starter Pack and ZENworks for Desktops 2 (ZFD 2) customers may order Nworks for Desktops 3.2 at 20% off the upgrade price and maintenance. This brings the price of ZENworks for Desktops 3.2 and maintenance from \$74 to \$37 for ZENworks Starter Pack customers, a 50% savings.

Customers may purchase ZENworks for Desktops 3.2 licenses and maintenance up to the number of ZENworks Starter Pack or ZFD 2 licenses currently in use. The number of licenses purchased may not exceed the number of NetWare licenses that maintenance licenses to be eligible for this promotion. If a customer desires to purchase an unequal number of licenses they must purchase these additional licenses using the full price SKUs.

This promotion applies to the purchase of first time ZENworks for Desktops 3.2 licenses and the upgrade of ZENworks Starter Pack and ZFD 2 licenses not under upgrade protection. It cannot be used to add incremental licenses to existing ZENworks for Desktops 3.2 pools.

Promotion end date for customers Worldwide: August 19, 2002

**grade**

grade to ZENworks for Desktops 3.2 from ZENworks for Desktops 2 or Starter Pack 1-User license

|   |                |         |      |
|---|----------------|---------|------|
| e | LIC-005639-003 | \$25.00 | 0.00 |
|---|----------------|---------|------|

**Maintenance**

ZENworks for Desktops 3.2 1-User Maintenance

|   |                |         |      |
|---|----------------|---------|------|
| e | MNT-005230-001 | \$12.00 | 0.00 |
|---|----------------|---------|------|

**Novell ZENworks OnDemand Services 2**

Novell ZENworks OnDemand Services 2 is a complimentary product to ZENworks for Desktops 3.2 and ZENworks Servers 2 bundle. ZENworks OnDemand Services 2 is an implementation of the Preboot Execution Environment, – a component of the Intel Wired for Management specifications. Preboot Execution Environment allows a workstation to boot and be managed from the network before the workstation operating system starts.

Novell will accelerate the deployment of applications as needs change – one more way Novell is making the vision of OneNet a reality for customers, today.

Note: ZENworks OnDemand Services 2 Strong Encryption (128+ bit) is not available for distribution or use in France at this time.

**Media**

ZENworks OnDemand Services 2 Software Media Kit Strong Encryption (128+ bit) English

|   |                |         |      |
|---|----------------|---------|------|
| 1 | 892-000157-001 | \$35.00 | 0.00 |
|---|----------------|---------|------|

Novell ZENworks OnDemand Services 2 & Prior 1-User License

|   |                |         |      |
|---|----------------|---------|------|
| e | LIC-005665-001 | \$79.00 | 0.00 |
|---|----------------|---------|------|

**grade**

grade to ZENworks OnDemand Services 2 & Prior 1-User License

|   |                |         |      |
|---|----------------|---------|------|
| e | LIC-005665-003 | \$42.00 | 0.00 |
|---|----------------|---------|------|

**Maintenance**

ZENworks OnDemand Services 2 & Prior 1-User Maintenance

|   |                |         |      |
|---|----------------|---------|------|
| e | MNT-005255-001 | \$20.00 | 0.00 |
|---|----------------|---------|------|

**Network Management (NetWare and Windows NT)**

0.00

**ZENworks for Desktops 3.2 Preboot Services**

ZENworks for Desktops 3.2 Preboot Services is a complimentary product to ZENworks for Desktops 3.2 and ZENworks Servers 2 bundle.

ZENworks for Desktops 3.2 Preboot Services is an implementation of the Preboot Execution Environment, – a component of the Intel Wired for Management specifications. Preboot Execution Environment allows a workstation to boot and be managed from the network before the workstation operating system starts.

**Media**

ZENworks for Desktops 3.2 Preboot Services Software Media Kit software English

|   |                |         |      |
|---|----------------|---------|------|
| e | 878-000026-001 | \$35.00 | 0.00 |
|---|----------------|---------|------|

ZENworks for Desktops 3.2 Preboot Services Software Media Kit English

|   |                |         |      |
|---|----------------|---------|------|
| 1 | 892-000104-001 | \$35.00 | 0.00 |
|---|----------------|---------|------|

Novell ZENworks for Desktops 3.2 Preboot Services 1-User License

|   |                |         |      |
|---|----------------|---------|------|
| e | LIC-005590-001 | \$10.00 | 0.00 |
|---|----------------|---------|------|

**Maintenance**

ZENworks for Desktops 3.2 Preboot Services 1-User Maintenance

|   |                |        |      |
|---|----------------|--------|------|
| e | MNT-005162-001 | \$2.50 | 0.00 |
|---|----------------|--------|------|

**ZENworks for Desktops 3**



tribution, software repair, desktop configuration and remote management, allowing businesses to accelerate technology transformations, securely extend networks, and increase end-user productivity.

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>Media</b>  |   |                |         |      |
| Nworks for Desktops 3 Software Media Kit English, Polish, and Russian | 2 | 892-000099-001 | \$35.00 | 0.00 |
| Nworks for Desktops 3 Software Media Kit KCC                          | 2 | 892-000100-001 | \$35.00 | 0.00 |
| Nworks for Desktops 3 Software Media Kit EPFIGS                       | 1 | 892-000101-001 | \$35.00 | 0.00 |

**ZENworks for Desktops 3.2/Servers 3 Suite**

The Suite now consists of ZENworks for Desktops 3.2 and ZENworks for Servers 3. The ZENworks Desktops/Servers D/S Suite provides balance, control and confidence to make change happen. The ZENworks D/S Suite balances the customer's need to control IT resources, user and IT staff efficiencies, and management costs with the need to confidently extend and personalize business processes to employees, customers and partners.

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>Media</b>  |   |                |         |      |
| Nworks for Servers 3 Software Media Kit English   | 2 | 892-000156-001 | \$35.00 | 0.00 |
| Nworks for Desktops 3.2 Software Media Kit English, French, German                      | 1 | 892-000102-001 | \$35.00 | 0.00 |
| <b>License</b>  |   |                |         |      |
| Nworks for Desktops 3.2/Servers 3 Suite & Prior 1-User License                          | e | LIC-005693-001 | \$79.00 | 0.00 |
| <b>Upgrade</b>  |   |                |         |      |
| Previous Versions to ZENworks for Desktops 3.2/Servers 3 Suite & Prior 1-User License   | e | LIC-005696-003 | \$42.00 | 0.00 |
| ZFD, ZFS, or MW to ZENworks for Desktops 3.2/Servers 3 Suite & Prior 1-User License     | e | LIC-005697-003 | \$42.00 | 0.00 |
| Competitive Upgrade to ZENworks for Desktops 3.2/Servers 3 Suite & Prior 1-User License | e | LIC-005698-003 | \$53.00 | 0.00 |
| <b>Maintenance</b>  |   |                |         |      |
| Nworks for Desktops 3.2/Servers 3 Suite 1-User Maintenance                              | e | MNT-005283-001 | \$20.00 | 0.00 |

**Network Management (NetWare and Windows NT)**

**ZENworks for Handhelds 4.7**

Handheld management functions including software inventory, hardware inventory, and software distribution. With this powerful feature set, businesses can automate the management of handheld lifecycles, bring down the high cost of supporting these devices, and increase end user productivity.

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>Media</b>  |   |                |         |      |
| Nworks for Handhelds 4.7 Software Media Kit English | 1 | 892-000150-001 | \$35.00 | 0.00 |
| <b>License</b>                                      |   |                |         |      |
| Nworks for Handhelds 4.7 1-User e-License           | e | LIC-005653-001 | \$49.00 | 0.00 |
| <b>Maintenance</b>                                  |   |                |         |      |
| Nworks for Handhelds 4.7 1-User Maintenance         | e | MNT-005244-001 | \$15.00 | 0.00 |

**Novell ZENworks Synergy**

Inventory of applications, content and Web services. Licensed on an individual NDS-user basis, ZENworks Synergy identifies those users' digital persona and provides immediate access to a personalized set of applications and business information through a single interface, independent of location or system. Administrators gain multi-environment control, extending their directory investments to securely manage thin-, traditional and web-client environments. They can monitor, track and bill usage with precision, from a single point, and they gain the ability to change or deploy new applications and resources without disruption. As a result, organizations can simplify access, secure and manage multiple environments, and accelerate the deployment of applications as needs change – one more way Novell is making the vision of e-business a reality for customers, today.

Note: ZENworks Synergy Suite is not available for distribution or use in France at this time.

|                                     |   |                |          |      |
|-------------------------------------|---|----------------|----------|------|
| <b>License</b>                      |   |                |          |      |
| Nworks Synergy Suite 1-User License | e | LIC-005667-001 | \$159.00 | 0.00 |
| <b>Upgrade</b>                      |   |                |          |      |

|  |   |                |          |      |
|--|---|----------------|----------|------|
| grade from 1 Component to ZENworks Synergy Suite 1-User License  | e | LIC-005668-003 | \$109.00 | 0.00 |
| grade from 2 Components to ZENworks Synergy Suite 1-User License | e | LIC-005669-003 | \$59.00  | 0.00 |

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>Maintenance</b><br>Zenworks Synergy Suite 1-User Maintenance | e | MNT-005257-001 | \$49.00 | 0.00 |
|---|---|----------------|---------|------|

**Protocom SecureConsole 3.4 for NetWare**

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.

**Note: Protocom SecureConsole 3.4 for NetWare is not for use or distribution in France at this time.**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| <b>Media</b><br>SecureConsole 3.4 for NetWare Software Media Kit (56 bit) English | 2 | 892-000158-001 | \$35.00 | 0.00 |
|---|---|----------------|---------|------|

|  |   |                |          |      |
|--|---|----------------|----------|------|
| <b>License</b><br>SecureConsole 3.4 for NetWare Server e-License | e | LIC-005666-001 | \$595.00 | 0.00 |
|--|---|----------------|----------|------|

|  |   |                |          |      |
|--|---|----------------|----------|------|
| <b>Maintenance</b><br>SecureConsole 3.4 for NetWare Server Maintenance | e | MNT-005256-001 | \$150.00 | 0.00 |
|--|---|----------------|----------|------|

**Novell Customer Services**

**Novell Premium Service--Americas**

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 new level Premium Service program. Completely overhauled and improved to address specific customer needs and improve service offerings, the new Premium Service program is a 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 levels 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 Connection® software, 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
- Developer Notes, AppNotes™, and DeveloperNet® Professional subscriptions
- ThinShare® Passes

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

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

|                       |   |                |              |      |
|-----------------------|---|----------------|--------------|------|
| Premium 100--Americas | e | 051-000915-001 | \$5,700.00   | 0.00 |
| Premium 200--Americas | e | 051-000916-001 | \$15,500.00  | 0.00 |
| Premium 300--Americas | e | 051-000917-001 | \$36,000.00  | 0.00 |
| Premium 400--Americas | e | 051-000918-001 | \$62,000.00  | 0.00 |
| Premium 500--Americas | e | 051-001257-001 | \$96,000.00  | 0.00 |
| Premium 600--Americas | e | 051-000920-001 | \$149,000.00 | 0.00 |
| Premium 700--Americas | e | 051-000921-001 | \$360,000.00 | 0.00 |

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

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.

|   |   |                |             |      |
|---|---|----------------|-------------|------|
| <b>Upgrade</b><br>Premium Upgrade--Maintenance 1 & 2 to Premium 100--Americas | e | 051-000863-001 | \$3,200.00  | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 200--Americas                   | e | 051-000864-001 | \$13,000.00 | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 300--Americas                   | e | 051-000865-001 | \$33,500.00 | 0.00 |

|  |   |                |              |      |
|--|---|----------------|--------------|------|
| mium Upgrade--Maintenance 1 & 2 to Premium 400--Americas | e | 051-000866-001 | \$59,500.00  | 0.00 |
| mium Upgrade--Maintenance 1 & 2 to Premium 500--Americas | e | 051-001267-001 | \$93,500.00  | 0.00 |
| mium Upgrade--Maintenance 1 & 2 to Premium 600--Americas | e | 051-000868-001 | \$146,500.00 | 0.00 |
| mium Upgrade--Maintenance 1 & 2 to Premium 700--Americas | e | 051-000869-001 | \$357,500.00 | 0.00 |
| mium Upgrade--Premium 100 to 200--Americas               | e | 051-000870-001 | \$9,800.00   | 0.00 |
| mium Upgrade--Premium 100 to 300--Americas               | e | 051-000871-001 | \$30,300.00  | 0.00 |
| mium Upgrade--Premium 100 to 400--Americas               | e | 051-000872-001 | \$56,300.00  | 0.00 |
| mium Upgrade--Premium 100 to 500--Americas               | e | 051-001268-001 | \$90,300.00  | 0.00 |
| mium Upgrade--Premium 100 to 600--Americas               | e | 051-000874-001 | \$143,300.00 | 0.00 |
| mium Upgrade--Premium 100 to 700--Americas               | e | 051-000875-001 | \$354,300.00 | 0.00 |
| mium Upgrade--Premium 200 to 300--Americas               | e | 051-000876-001 | \$20,500.00  | 0.00 |
| mium Upgrade--Premium 200 to 400--Americas               | e | 051-000877-001 | \$46,500.00  | 0.00 |

**Novell Customer Services**

**Novell Premium Service--Americas** (continued from previous page)

|  |   |                |              |      |
|--|---|----------------|--------------|------|
| mium Upgrade--Premium 200 to 500--Americas | e | 051-001269-001 | \$80,500.00  | 0.00 |
| mium Upgrade--Premium 200 to 600--Americas | e | 051-000879-001 | \$133,500.00 | 0.00 |
| mium Upgrade--Premium 200 to 700--Americas | e | 051-000880-001 | \$344,500.00 | 0.00 |
| mium Upgrade--Premium 300 to 400--Americas | e | 051-000881-001 | \$26,000.00  | 0.00 |
| mium Upgrade--Premium 300 to 500--Americas | e | 051-001270-001 | \$60,000.00  | 0.00 |
| mium Upgrade--Premium 300 to 600--Americas | e | 051-000883-001 | \$113,000.00 | 0.00 |
| mium Upgrade--Premium 300 to 700--Americas | e | 051-000884-001 | \$324,000.00 | 0.00 |
| mium Upgrade--Premium 400 to 500--Americas | e | 051-001271-001 | \$34,000.00  | 0.00 |
| mium Upgrade--Premium 400 to 600--Americas | e | 051-000886-001 | \$87,000.00  | 0.00 |
| mium Upgrade--Premium 400 to 700--Americas | e | 051-000887-001 | \$298,000.00 | 0.00 |
| mium Upgrade--Premium 500 to 600--Americas | e | 051-000888-001 | \$53,000.00  | 0.00 |
| mium Upgrade--Premium 500 to 700--Americas | e | 051-000889-001 | \$264,000.00 | 0.00 |
| mium Upgrade--Premium 600 to 700--Americas | e | 051-000890-001 | \$211,000.00 | 0.00 |

**Additional 10 Incident Pack--Americas**  
**Additional 5 Incident Pack--Americas**

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 purchase 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 100-700 package.

**Scheduled Standby--Americas**

**Emergency Scheduled Standby** (Less than 48 hours advanced notice)  
 Americas

**Scheduled Standby Cancellation Fee--Americas**

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 needed 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.

**On-site Support: Premium Support Engineer--Americas**

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\*--Americas**

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. A 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--Americas**

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. A 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 and after business hours for high-severity issues.

|   |                |              |      |
|---|----------------|--------------|------|
| e | 051-000866-001 | \$59,500.00  | 0.00 |
| e | 051-001267-001 | \$93,500.00  | 0.00 |
| e | 051-000868-001 | \$146,500.00 | 0.00 |
| e | 051-000869-001 | \$357,500.00 | 0.00 |
| e | 051-000870-001 | \$9,800.00   | 0.00 |
| e | 051-000871-001 | \$30,300.00  | 0.00 |
| e | 051-000872-001 | \$56,300.00  | 0.00 |
| e | 051-001268-001 | \$90,300.00  | 0.00 |
| e | 051-000874-001 | \$143,300.00 | 0.00 |
| e | 051-000875-001 | \$354,300.00 | 0.00 |
| e | 051-000876-001 | \$20,500.00  | 0.00 |
| e | 051-000877-001 | \$46,500.00  | 0.00 |
| e | 051-001269-001 | \$80,500.00  | 0.00 |
| e | 051-000879-001 | \$133,500.00 | 0.00 |
| e | 051-000880-001 | \$344,500.00 | 0.00 |
| e | 051-000881-001 | \$26,000.00  | 0.00 |
| e | 051-001270-001 | \$60,000.00  | 0.00 |
| e | 051-000883-001 | \$113,000.00 | 0.00 |
| e | 051-000884-001 | \$324,000.00 | 0.00 |
| e | 051-001271-001 | \$34,000.00  | 0.00 |
| e | 051-000886-001 | \$87,000.00  | 0.00 |
| e | 051-000887-001 | \$298,000.00 | 0.00 |
| e | 051-000888-001 | \$53,000.00  | 0.00 |
| e | 051-000889-001 | \$264,000.00 | 0.00 |
| e | 051-000890-001 | \$211,000.00 | 0.00 |
| e | 051-000922-001 | \$4,500.00   | 0.00 |
| e | 051-000958-001 | \$2,250.00   | 0.00 |
| e | 051-000843-001 | \$1,000.00   | 0.00 |
| e | 051-000844-001 | \$1,500.00   | 0.00 |
| e | 051-000923-001 | \$500.00     | 0.00 |
| e | 051-000390-001 | \$2,200.00   | 0.00 |
| e | 051-000578-001 | \$80,000.00  | 0.00 |
| e | 051-000576-001 | \$265,000.00 | 0.00 |

Note: Additional copies of the Novell Support Connection CD are available at a discount only 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. U.S. 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

0.00  
0.00  
0.00  
0.00

**Novell Customer Services**

**Novell Premium Services Options - EMEA ONLY**

Novell Premium Service 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 next-level Premium Service program. Completely overhauled and improved to address specific customer needs and improve service offerings, the new PremiumService program is your next best support connection, providing a personalized and accessible relationship with Novell's most experienced support engineers.

Choose the level 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 iManage™ 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
- Direct access to a Service Account Manager
- Direct access to a Primary Support Engineer
- Direct access to a Dedicated Support Engineer
- iShare® Passes

To help you determine the level of service you need to support your business, Novell has 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 iManage CD-ROMs.

For more information, visit our web site at

|                          |   |                |              |      |
|--------------------------|---|----------------|--------------|------|
| Novell Premium 1000-EMEA | e | 051-001153-001 | \$7,000.00   | 0.00 |
| Novell Premium 2000-EMEA | e | 051-001154-001 | \$24,000.00  | 0.00 |
| Novell Premium 3000-EMEA | e | 051-001155-001 | \$50,000.00  | 0.00 |
| Novell Premium 4000-EMEA | e | 051-001156-001 | \$115,000.00 | 0.00 |
| Novell Premium 5000-EMEA | e | 051-001157-001 | \$300,000.00 | 0.00 |

**Upgrade**

|  |   |                |              |      |
|--|---|----------------|--------------|------|
| Novell Premium Upgrade-Premium 1000 to 2000-EMEA | e | 051-001158-001 | \$17,000.00  | 0.00 |
| Novell Premium Upgrade-Premium 1000 to 3000-EMEA | e | 051-001159-001 | \$43,000.00  | 0.00 |
| Novell Premium Upgrade-Premium 1000 to 4000-EMEA | e | 051-001160-001 | \$108,000.00 | 0.00 |
| Novell Premium Upgrade-Premium 1000 to 5000-EMEA | e | 051-001161-001 | \$293,000.00 | 0.00 |
| Novell Premium Upgrade-Premium 2000 to 3000-EMEA | e | 051-001162-001 | \$26,000.00  | 0.00 |
| Novell Premium Upgrade-Premium 2000 to 4000-EMEA | e | 051-001163-001 | \$91,000.00  | 0.00 |
| Novell Premium Upgrade-Premium 2000 to 5000-EMEA | e | 051-001164-001 | \$276,000.00 | 0.00 |
| Novell Premium Upgrade-Premium 3000 to 4000-EMEA | e | 051-001165-001 | \$65,000.00  | 0.00 |
| Novell Premium Upgrade-Premium 3000 to 5000-EMEA | e | 051-001166-001 | \$250,000.00 | 0.00 |
| Novell Premium Upgrade-Premium 4000 to 5000-EMEA | e | 051-001167-001 | \$185,000.00 | 0.00 |
| Novell Premium Additional 10 Incident Pack-EMEA  | e | 051-001168-001 | \$7,000.00   | 0.00 |
| Novell Premium Additional 5 Incident Pack-EMEA   | e | 051-001169-001 | \$3,500.00   | 0.00 |

Novell 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 times of your Premium 1000-5000 package.

**Novell Customer Services**

0.00  
0.00

**Novell Premium Services Options - EMEA ONLY**

(continued from previous page)

|  |   |                |           |          |
|--|---|----------------|-----------|----------|
| Novell Premium Proactive Analysis (+Travel Expenses)-EMEA*** | e | 051-000202-001 | Varies*** | Varies** |
|--|---|----------------|-----------|----------|

Active Analysis provides customers with an analysis of the functionality of their network systems. A group of Premium support engineers will visit the customer site for a specified period of time to analyse and troubleshoot pre-specified configurations. The team provides the customer with a comprehensive report of the analysis including recommendations for optimisation of the customer's systems.

|  |   |                |            |          |
|--|---|----------------|------------|----------|
| <b>Site Support: Service Account Manager (+Travel Expenses)-EMEA</b>     | e | 051-000168-001 | \$1,500.00 | 0.00     |
| <b>Site Support: Premium Support Engineer (+Travel Expenses)-EMEA***</b> | 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.

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| <b>Additional Primary Support Engineer - EMEA*</b> | e | 051-000170-001 | \$75,000.00 | 0.00 |
|--|---|----------------|-------------|------|

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.

|   |   |                |              |      |
|---|---|----------------|--------------|------|
| <b>Additional Dedicated Support Engineer - EMEA**</b> | e | 051-000171-001 | \$250,000.00 | 0.00 |
|---|---|----------------|--------------|------|

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.

|                                    |   |                |           |          |
|------------------------------------|---|----------------|-----------|----------|
| <b>Scheduled Standby - EMEA***</b> | 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 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.

Customer must have Premium 4000 or Premium 5000 to order.

Customer must have Premium 5000 to order.

For pricing details, please contact your local Novell Sales Office.

A Customer receives a 10% discount on Premium Service purchases. 0.00

## Novell Customer Services 0.00

### Novell Premium Service - Latin America

Novell Technical Services is taking service and support to a higher level with the introduction of a next-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 world's 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   | 0.00 |
| Premium 2000 - Latin America   | e | 051-001483-001  | \$10,000  | 0.00 |
| Premium 3000 - Latin America   | e | 051-001487-001  | \$26,000  | 0.00 |
| Premium 4000 - Latin America   | e | 051-001491-001  | \$56,500  | 0.00 |
| Premium 5000 - Latin America   | e | 051-001495-001  | \$155,000 | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 1000--Latin America        | e | 051-001497-001  | \$1,500   | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 2000--Latin America        | e | 051-001498-001  | \$7,500   | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 3000--Latin America        | e | 051-001499-001  | \$23,500  | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 4000--Latin America        | e | 051-001500-001  | \$54,000  | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 5000--Latin America        | e | 051-001501-001  | \$152,500 | 0.00 |
| Premium Upgrade--Maintenance Premium 1000 to Premium 2000--Latin America | e | 051-001502-001  | \$6,000   | 0.00 |
| Premium Upgrade--Maintenance Premium 1000 to Premium 3000--Latin America | e | 051-001503-001  | \$22,000  | 0.00 |
| Premium Upgrade--Maintenance Premium 1000 to Premium 4000--Latin America | e | 051-001504-001  | \$52,500  | 0.00 |
| Premium Upgrade--Maintenance Premium 1000 to Premium 5000--Latin America | e | 051-001505-001  | \$151,000 | 0.00 |
| Premium Upgrade--Maintenance Premium 2000 to Premium 3000--Latin America | e | 051-001506-001  | \$16,000  | 0.00 |
| Premium Upgrade--Maintenance Premium 2000 to Premium 4000--Latin America | e | 051-001507-001  | \$46,500  | 0.00 |
| Premium Upgrade--Maintenance Premium 2000 to Premium 5000--Latin America | e | 051-001508-001  | \$145,000 | 0.00 |
| Premium Upgrade--Maintenance Premium 3000 to Premium 4000--Latin America | e | 051-001509-001* | \$30,500  | 0.00 |
| Premium Upgrade--Maintenance Premium 3000 to Premium 5000--Latin America | e | 051-001510-001  | \$129,000 | 0.00 |

|  |   |                |           |        |
|--|---|----------------|-----------|--------|
| Premium Upgrade--Maintenance Premium 4000 to Premium 5000--Latin America   | e | 051-001511-001 | \$98,500  | 0.00   |
| Premium Additional 10 Incident Pack - Latin America                        | e | 051-001514-001 | \$3,800   | 0.00   |
| Premium Additional 5 Incident Pack - Latin America                         | e | 051-001518-001 | \$2,000   | 0.00   |
| Site Support: Proactive Analysis (+ Travel Expenses) - Latin America       | e | 051-001522-001 | Varies    | Varie: |
| Site Support: Service Account Manager (+ Travel Expenses) - Latin America  | e | 051-001526-001 | Varies    | Varie: |
| Site Support: Premium Support Engineer (+ Travel Expenses) - Latin America | e | 051-001530-001 | \$1,889   | 0.00   |
| Additional Primary Support Engineer - Latin America                        | e | 051-001534-001 | \$44,000  | 0.00   |
| Additional Dedicated Support Engineer - Latin America                      | e | 051-001538-001 | \$130,000 | 0.00   |
| Scheduled Standby - Latin America  | e | 051-001542-001 | Varies    | Varie: |
| Additional 8 Hour Time Block - Latin America                               | e | 051-001546-001 | \$1,000   | 0.00   |

All Customers receive a 10% discount on Premium Service purchases. 0.00

**Novell Customer Services 0.00**

**Novell Premium Service - Asia Pacific**

Novell Technical Services is taking service and support to a higher level with the introduction of a next-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 [www.novell.com](http://www.novell.com) or to purchase a support contract please contact your Novell Sales Representative.

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

|   |   |                |              |        |
|---|---|----------------|--------------|--------|
| Premium 1000 - Asia Pacific   | e | 051-001550-001 | \$3,500.00   | 0.00   |
| Premium 2000 - Asia Pacific   | e | 051-001554-001 | \$12,000.00  | 0.00   |
| Premium 3000 - Asia Pacific   | e | 051-001558-001 | \$30,000.00  | 0.00   |
| Premium 4000 - Asia Pacific   | e | 051-001562-001 | \$70,000.00  | 0.00   |
| Premium 5000 - Asia Pacific   | e | 051-001566-001 | \$180,000.00 | 0.00   |
| Premium Upgrade--Maintenance 1 & 2 to Premium 1000--Asia Pacific          | e | 051-001568-001 | \$1,000.00   | 0.00   |
| Premium Upgrade--Maintenance 1 & 2 to Premium 2000--Asia Pacific          | e | 051-001569-001 | \$9,500.00   | 0.00   |
| Premium Upgrade--Maintenance 1 & 2 to Premium 3000--Asia Pacific          | e | 051-001570-001 | \$27,500.00  | 0.00   |
| Premium Upgrade--Maintenance 1 & 2 to Premium 4000--Asia Pacific          | e | 051-001571-001 | \$67,500.00  | 0.00   |
| Premium Upgrade--Maintenance 1 & 2 to Premium 5000--Asia Pacific          | e | 051-001572-001 | \$177,500.00 | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 2000--Asia Pacific   | e | 051-001573-001 | \$8,500.00   | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 3000--Asia Pacific   | e | 051-001574-001 | \$26,500.00  | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 4000--Asia Pacific   | e | 051-001575-001 | \$66,500.00  | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 5000--Asia Pacific   | e | 051-001576-001 | \$176,500.00 | 0.00   |
| Premium Upgrade--Maintenance Premium 2000 to Premium 3000--Asia Pacific   | e | 051-001577-001 | \$18,000.00  | 0.00   |
| Premium Upgrade--Maintenance Premium 2000 to Premium 4000--Asia Pacific   | e | 051-001578-001 | \$58,000.00  | 0.00   |
| Premium Upgrade--Maintenance Premium 2000 to Premium 5000--Asia Pacific   | e | 051-001579-001 | \$168,000.00 | 0.00   |
| Premium Upgrade--Maintenance Premium 3000 to Premium 4000--Asia Pacific   | e | 051-001580-001 | \$40,000.00  | 0.00   |
| Premium Upgrade--Maintenance Premium 3000 to Premium 5000--Asia Pacific   | e | 051-001581-001 | \$150,000.00 | 0.00   |
| Premium Upgrade--Maintenance Premium 4000 to Premium 5000--Asia Pacific   | e | 051-001582-001 | \$110,000.00 | 0.00   |
| Premium Additional 10 Incident Pack - Asia Pacific                        | e | 051-001585-001 | \$3,100.00   | 0.00   |
| Premium Additional 5 Incident Pack - Asia Pacific                         | e | 051-001589-001 | \$1,600.00   | 0.00   |
| Site Support: Proactive Analysis (+ Travel Expenses) - Asia Pacific       | e | 051-001593-001 | Varies       | Varie: |
| Site Support: Premium Support Engineer (+ Travel Expenses) - Asia Pacific | e | 051-001601-001 | Varies       | Varie: |
| Additional Primary Support Engineer - Asia Pacific                        | e | 051-001605-001 | \$60,000.00  | 0.00   |
| Additional Dedicated Support Engineer - Asia Pacific                      | e | 051-001609-001 | \$160,000.00 | 0.00   |
| Scheduled Standby - Asia Pacific  | e | 051-001613-001 | Varies       | Varie: |
| Additional 8 Hour Time Block - Asia Pacific                               | e | 051-001617-001 | \$1,000.00   | 0.00   |

**Novell Customer Services 0.00**

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

**Region 2: Malaysia, Thailand, Philippines, Indonesia, China**

|  |   |                |           |      |
|--|---|----------------|-----------|------|
| Premium 1000 - Asia Pacific                                      | e | 051-001621-001 | \$3,500   | 0.00 |
| Premium 2000 - Asia Pacific                                      | e | 051-001625-001 | \$12,000  | 0.00 |
| Premium 3000 - Asia Pacific                                      | e | 051-001629-001 | \$25,000  | 0.00 |
| Premium 4000 - Asia Pacific                                      | e | 051-001633-001 | \$55,000  | 0.00 |
| Premium 5000 - Asia Pacific                                      | e | 051-001637-001 | \$135,000 | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 1000--Asia Pacific | e | 051-001639-001 | \$1,000   | 0.00 |
| Premium Upgrade--Maintenance 1 & 2 to Premium 2000--Asia Pacific | e | 051-001640-001 | \$9,500   | 0.00 |



|   |   |                |           |        |
|---|---|----------------|-----------|--------|
| Premium Upgrade--Maintenance 1 & 2 to Premium 3000--Asia Pacific          | e | 051-001641-001 | \$22,500  | 0.00   |
| Premium Upgrade--Maintenance 1 & 2 to Premium 4000--Asia Pacific          | e | 051-001642-001 | \$52,500  | 0.00   |
| Premium Upgrade--Maintenance 1 & 2 to Premium 5000--Asia Pacific          | e | 051-001643-001 | \$132,500 | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 2000--Asia Pacific   | e | 051-001644-001 | \$8,500   | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 3000--Asia Pacific   | e | 051-001645-001 | \$21,500  | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 4000--Asia Pacific   | e | 051-001646-001 | \$51,500  | 0.00   |
| Premium Upgrade--Maintenance Premium 1000 to Premium 5000--Asia Pacific   | e | 051-001647-001 | \$131,500 | 0.00   |
| Premium Upgrade--Maintenance Premium 2000 to Premium 3000--Asia Pacific   | e | 051-001648-001 | \$13,000  | 0.00   |
| Premium Upgrade--Maintenance Premium 2000 to Premium 4000--Asia Pacific   | e | 051-001649-001 | \$43,000  | 0.00   |
| Premium Upgrade--Maintenance Premium 2000 to Premium 5000--Asia Pacific   | e | 051-001650-001 | \$123,000 | 0.00   |
| Premium Upgrade--Maintenance Premium 3000 to Premium 4000--Asia Pacific   | e | 051-001651-001 | \$30,000  | 0.00   |
| Premium Upgrade--Maintenance Premium 3000 to Premium 5000--Asia Pacific   | e | 051-001652-001 | \$110,000 | 0.00   |
| Premium Upgrade--Maintenance Premium 4000 to Premium 5000--Asia Pacific   | e | 051-001653-001 | \$80,000  | 0.00   |
| Site Support: Proactive Analysis (+ Travel Expenses) - Asia Pacific       | e | 051-001656-001 | Varies    | Varies |
| Site 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  | 0.00   |
| Additional Dedicated Support Engineer - Asia Pacific                      | e | 051-001672-001 | \$95,000  | 0.00   |
| Scheduled Standby - Asia Pacific  | e | 051-001676-001 | Varies    | Varies |
| Additional 8 Hour Time Block - Asia Pacific                               | e | 051-001680-001 | \$1,000   | 0.00   |

Novell Customer Services

0.00

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 offers a complete end-to-end solution for customised solutions involving eDirectory, DirXML, iPrint, iView, or Portal Services. When signed 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 24x7 custom support available.

|  |   |                |           |      |
|--|---|----------------|-----------|------|
| Net Solutions 4-Star to 5-Star Upgrade   | e | 051-001003-001 | \$225,000 | 0.00 |
| Net Solutions 3-Star to 4-Star Upgrade   | e | 051-001004-001 | \$65,000  | 0.00 |
| Net Solutions 3-Star to 5-Star Upgrade   | e | 051-001005-001 | \$290,000 | 0.00 |
| Net Solutions 2-Star to 3-Star Upgrade   | e | 051-001006-001 | \$40,000  | 0.00 |
| Net Solutions 2-Star to 4-Star Upgrade   | e | 051-001007-001 | \$105,000 | 0.00 |
| Net Solutions 2-Star to 5-Star Upgrade   | e | 051-001008-001 | \$330,000 | 0.00 |
| 4-Star Solution Support Lead; NSM, Dedicated on-site or Novell corporate-based | e | 051-001021-001 | \$349,000 | 0.00 |
| 4-Star Solution Support Lead; SSE 1:3  | e | 051-001033-001 | \$124,000 | 0.00 |
| 4-Star Solution Support Lead; SSE 1:7  | e | 051-001046-001 | \$59,000  | 0.00 |
| 4-Star Remote Solution Review, Solution Support Team Incidents (15)            | e | 051-001058-001 | \$19,000  | 0.00 |
| On-site Support - 1 day  | e | 051-001070-001 | \$2,200   | 0.00 |
| On-site Solution Support Lead - 1 Week   | e | 051-001082-001 | \$10,000  | 0.00 |
| Remote Solution Support Lead - 1 Day   | e | 051-001094-001 | \$1,500   | 0.00 |
| Remote Solution Support Lead - 1 Week  | e | 051-001106-001 | \$6,000   | 0.00 |
| Ident 5 Pack   | e | 051-001118-001 | \$3,250   | 0.00 |
| Solution Support Engineer (SSE) - 1:3  | e | 051-001130-001 | \$99,000  | 0.00 |
| Net Solutions Manager (NSM) - Additional Dedicated                             | e | 051-001141-001 | \$295,000 | 0.00 |
| Solution Support Engineer (SSE) 1:7  | e | 051-001272-001 | \$45,000  | 0.00 |
| Additional 8 hours of Solution Support Engineer time - Americas                | e | 051-001284-001 | \$1,500   | 0.00 |

All 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 offers a complete end-to-end solution for customised solutions involving eDirectory, DirXML, iPrint, iView, or Portal Services. When signed 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 24x7 custom support available.

|   |   |                 |           |      |
|---|---|-----------------|-----------|------|
| Premium 3000 NS - EMEA                                      | e | 051-001309-001  | \$61,000  | 0.00 |
| Premium 4000 NS - EMEA                                      | e | 051-001310-001  | \$124,000 | 0.00 |
| Premium 5000 NS - EMEA                                      | e | 051-001311-001  | \$330,000 | 0.00 |
| On-site Solution Support Lead 1 Week - EMEA                 | e | 051-001315-001  | \$11,000  | 0.00 |
| Solution Support Engineer 1:7 - EMEA                        | e | 051-001319-001  | \$45,000  | 0.00 |
| Solution Support Engineer 1:3 - EMEA                        | e | 051-001323-001  | \$99,000  | 0.00 |
| Net Solutions Engineer (Dedicated) - EMEA*                  | e | 051-001327-001  | \$295,000 | 0.00 |
| Additional 8 hours of Solution Support Engineer time - EMEA | e | 051-001331-001, | \$1,500   | 0.00 |

requires Premium 4000, 5000 or Premium 4000 NS or Premium 5000 NS

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

**Novell Customer Services**

0.00

**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 offers a complete end-to-end solution for customised solutions involving eDirectory, DirXML, iPrint, iMail, or Portal Services.

When signed 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.

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

|   |   |                |              |             |
|---|---|----------------|--------------|-------------|
| Star Solution Support Lead; NSM, Dedicated on-site or Novell corporate based APAC | e | 051-001367-001 | \$180,000.00 | 0.00        |
| Star Solution Support Lead; SSE 1:3 APAC  | e | 051-001371-001 | \$70,000.00  | 0.00        |
| Star Solution Support Lead; SSE 1:7 APAC  | e | 051-001375-001 | \$30,000.00  | 0.00        |
| Star Remote Solution Review; Solution Support Team Incidents (15) APAC            | e | 051-001379-001 | \$19,000.00  | 0.00        |
| -site Support - 1 Day APAC  | e | 051-001383-001 | \$1,800.00   | 0.00        |
| -site Solution Support Lead - 5 Days Week APAC                                    | e | 051-001387-001 | \$10,000.00  | 0.00        |
| Remote Solution Support Lead - 1 Day APAC   | e | 051-001391-001 | \$1,000.00   | 0.00        |
| Remote Solution Support Lead - 5 Days APAC  | e | 051-001395-001 | \$4,000.00   | 0.00        |
| Ident 5 Pack APAC   | e | 051-001399-001 | \$3,250.00   | 0.00        |
| Solution Support Engineer (SSE) - 1:7 APAC  | e | 051-001403-001 | \$25,000.00  | 0.00        |
| Solution Support Engineer (SSE) - 1:3 APAC  | e | 051-001407-001 | \$60,000.00  | 0.00        |
| Additional Net Solutions Manager (NSM) 1:1 APAC                                   | e | 051-001411-001 | \$165,000.00 | 0.00        |
| Additional 8 hours of Solution Support Engineer time APAC                         | e | 051-001415-001 | \$1,000.00   | 0.00        |
|   |   |                |              | <b>0.00</b> |

**Region 2: Malaysia, Thailand, Philippines, Indonesia, China**

0.00

|   |   |                |              |      |
|---|---|----------------|--------------|------|
| Star Solution Support Lead: NSM, Dedicated on-site or Novell corporate based APAC | e | 051-001425-001 | \$135,000.00 | 0.00 |
| Star Solution Support Lead: SSE 1:3 APAC  | e | 051-001429-001 | \$55,000.00  | 0.00 |
| Star Solution Support Lead: SSE 1:7 APAC  | e | 051-001433-001 | \$25,000.00  | 0.00 |
| Star Remote Solution Review; Solution Support Team Incidents (15) APAC            | e | 051-001437-001 | \$19,000.00  | 0.00 |
| -site Support - 1 Day APAC  | e | 051-001441-001 | \$1,200.00   | 0.00 |
| -site Solution Support Lead - 5 Days APAC   | e | 051-001445-001 | \$10,000.00  | 0.00 |
| Remote Solution Support Lead - 1 Day APAC   | e | 051-001449-001 | \$1,000.00   | 0.00 |
| Remote Solution Support Lead - 5 Days APAC  | e | 051-001453-001 | \$4,000.00   | 0.00 |
| Ident 5 Pack APAC   | e | 051-001457-001 | \$3,250.00   | 0.00 |
| Solution Support Engineer (SSE) - 1:7 APAC  | e | 051-001461-001 | \$15,000.00  | 0.00 |
| Solution Support Engineer (SSE) - 1:3 APAC  | e | 051-001465-001 | \$35,000.00  | 0.00 |
| Additional Net Solutions Manager (NSM) 1:1 APAC                                   | e | 051-001469-001 | \$100,000.00 | 0.00 |
| Additional 8 hours of Solution Support Engineer time APAC                         | e | 051-001473-001 | \$1,000.00   | 0.00 |

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

0.00

**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.

Requirements.

Through proper planning, good communication, and the correct application of technology to satisfy your business and business needs. Cost of each Requirements Analysis ranges from \$25,000 to \$50,000, based on the complexity of the business 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.

**SO / RA Price Sheet**

|  |   |                 |             |      |
|--|---|-----------------|-------------|------|
| Single Sign-On - Requirements Analysis                             | e | 017-000077-001* | \$60,000.00 | 0.00 |
| NetWare 5.1 Upgrade - Requirements Analysis, Design, and Prototype | e | 017-000078-001  | \$40,000.00 | 0.00 |

|   |   |                |              |      |
|---|---|----------------|--------------|------|
| sktop Management with ZENworks - Requirements Analysis and Design               | e | 017-000079-001 | \$60,000.00  | 0.00 |
| Novell Directory Service (NDS) - Requirements Analysis and Design               | e | 017-000080-001 | \$30,000.00  | 0.00 |
| Business to Business Directory and Database Integration - Requirements Analysis | e | 017-000082-001 | \$40,000.00  | 0.00 |
| Digital Identity Management - Requirements Analysis, Design, and Prototype      | e | 017-000083-001 | \$40,000.00  | 0.00 |
| Security Assessment - Requirements Analysis                                     | e | 017-000084-001 | \$100,000.00 | 0.00 |
| Novell Directory Deployment - Requirements Analysis and Design                  | e | 017-000086-001 | \$30,000.00  | 0.00 |
| Novell Network Operations Center (GNOC) - Requirements Analysis and Design      | e | 017-000087-001 | \$250,000.00 | 0.00 |
| Routing Analysis and Planning - Requirements Analysis                           | e | 017-000088-001 | \$30,000.00  | 0.00 |
| Monitoring and Proactive Analysis - Novell Directory Services                   | e | 017-000085-001 | \$30,000.00  | 0.00 |
| Personalized Storefront - Requirements Analysis                                 | e | 017-000089-001 | \$150,000.00 | 0.00 |
| Business Readiness Assessment - Requirements Analysis                           | e | 017-000090-001 | \$40,000.00  | 0.00 |
| AAA: Technology Assessment  | e | 017-000091-001 | \$60,000.00  | 0.00 |
| AAA: Security Requirements Assessment   | e | 017-000092-001 | \$60,000.00  | 0.00 |

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.

For project descriptions can be found at

**Standard Rate Pricing Sheet - Custom Engagements**

This pricing is the standard "time and materials" pricing, that is used for custom engagements not listed above.

|                                    |   |                |          |      |
|------------------------------------|---|----------------|----------|------|
| Novell Consulting Service—Per Hour | e | 017-000001-001 |          | 0.00 |
| Chief Architect                    |   |                | \$500.00 | 0.00 |
| Project Manager                    |   |                | \$425.00 | 0.00 |
| Senior Architect (Programmer)      |   |                | \$400.00 | 0.00 |
| Programmer Analyst                 |   |                | \$350.00 | 0.00 |
| Programmer                         |   |                | \$300.00 | 0.00 |
| Consultant Level V                 |   |                | \$425.00 | 0.00 |
| Consultant Level IV                |   |                | \$350.00 | 0.00 |
| Consultant Level III               |   |                | \$300.00 | 0.00 |
| Consultant Level II                |   |                | \$250.00 | 0.00 |

**Novell Customer Services**

**Novell Consulting** (continued from previous page)

**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 | 0.00 |
|--|---|----------------|-----------|------|

**Rate on standard rate structure:** 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 revert 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.

All 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 committed separately from product or

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

Review the terms and conditions listed in the MLA Premium Services Guide, found at [http://www.novell.com/licensing/mla\\_documents.html](http://www.novell.com/licensing/mla_documents.html)

If you have already been submitted, you can retrieve the Form from [http://www.novell.com/programs/ncc/mla\\_documents.html](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  
 30 S Novell Place  
 S D-232  
 Provo, UT 84606

Submit the following:  
 Novell Consulting Service Order Form  
 Purchase Order  
 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) 861-2629

Resulting Business Solution Offerings and Project Descriptions can be  
 found at: <http://consulting.novell.com>

Customers may request services from Novell Consulting by filling out the  
 Novell Consulting form found at:  
<http://consulting.novell.com/onsite/engage.html>

**Novell Customer Services**

0.00

**DeveloperNet**

Build solutions on the Net services foundation, creating cross-platform, directory-enabled products and tools that can dramatically change your business and the business of your customers overnight. Best of all, DeveloperNet is a dynamic program that helps you stay in touch with Novell's rapid pace of technology innovation, so you can keep your solutions at the cutting edge.

|  |   |                |                       |        |
|--|---|----------------|-----------------------|--------|
| Developer Support Strategic Systems          | e | 061-000092-001 | \$173,000.00          | 0.00   |
| Developer Support Executive Corporate        | e | 061-000093-001 | \$75,000.00           | 0.00   |
| Developer Support Executive Device           | e | 061-000094-001 | \$15,000.00           | 0.00   |
| Developer Support Executive Lan              | e | 061-000095-001 | \$25,000.00           | 0.00   |
| Developer Support Integrated Solutions       | e | 061-000096-001 | \$50,000.00           | 0.00   |
| Developer Support NATC Authorized Testcenter | e | 061-000097-001 | \$40,000.00           | 0.00   |
| Developer Support Executive Printer          | e | 061-000098-001 | \$15,000.00           | 0.00   |
| Developer Support Executive Software         | e | 061-000099-001 | \$15,000.00           | 0.00   |
| Developer Support Executive Systems          | e | 061-000100-001 | \$20,000.00           | 0.00   |
| Developer Support Executive WAN              | e | 061-000101-001 | \$15,000.00           | 0.00   |
| Developer Support Developer Labs             | e | 061-000102-001 | \$2000/day            | Varies |
|  |   |                | \$500/day/ per person |        |
| Developer Support Developer Training         | e | 061-000103-001 |                       | Varies |

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

0.00

**Novell Technical Subscriptions**

0.00

**Professional Resource Suite**

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

Subscription queries should be sent to

|  |   |                |            |      |
|--|---|----------------|------------|------|
| Professional Resource Suite - Activation Kit: Single | 2 | 00662644444826 | \$1,249.00 | 0.00 |
| Professional Resource Suite - Activation Kit: Server | 2 | 00662644444864 | \$2,495.00 | 0.00 |

All Customers receive a 10% discount on Professional Resource Suite purchases.

**Novell Product Toolkits**

Novell tools are essential in helping you quickly address complex technical issues yourself. Each Toolkit includes product-specific evaluation and beta software, utilities, LogicSource, and tailored 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 | 0.00 |
| Product Toolkit: GroupWise - Activation Kit: Server  | 2 | 00662644444611 | \$495.00 | 0.00 |
| Product Toolkit: ZENworks - Activation Kit: Single   | 2 | 00662644444659 | \$249.00 | 0.00 |
| Product Toolkit: ZENworks - Activation Kit: Server   | 2 | 00662644444697 | \$495.00 | 0.00 |
| Product Toolkit: eDirectory - Activation Kit: Single | 2 | 00662644444741 | \$249.00 | 0.00 |
| Product Toolkit: eDirectory - Activation Kit: Server | 2 | 00662644444789 | \$495.00 | 0.00 |

A Customers receive a 10% discount on Novell Product Toolkit purchases.

**Novell Customer Services**

0.00  
0.00

**Novell Technical Subscriptions**

0.00

**Software Evaluation Library (SEL)**

0.00

renews every year.

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 included in the subscription price. See [www.novell.com](#) for more information.

|   |                |          |      |
|---|----------------|----------|------|
| Software Evaluation Library - Activation Kit: Standard  | 00662644444413 | \$249.00 | 0.00 |
| Software Evaluation Library - Activation Kit: Corporate | 00662644444451 | \$495.00 | 0.00 |

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

**Support Resource Library**

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

- 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 | 0.00 |
| Support Resource Library - Activation Kit: Server | 2 | 006626444444536 | \$795.00 | 0.00 |

A Customers receive a 10% discount on Support Resource Library purchases.

**Education**

**Professional Education Programs**

For the 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](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.

|   |   |                |  |      |
|---|---|----------------|--|------|
| 1 per student per half day (up to 12 students per half day) | e | 051-000852-001 |  | 0.00 |
|---|---|----------------|--|------|

**Professional Seminars**

Professional Seminars focus on new products, features and functions or the latest use of technology in business bringing critical information and skills to IT

0.00  
0.00  
0.00  
0.00

|  |   |                |  |      |
|--|---|----------------|--|------|
| professionals and the CXO audience.  |   |                |  | 0.01 |
| Public \$350 per person per day (up to 60 participants)  | e | 051-000845-001 |  | 0.01 |
| Private Site \$6000 per day (up to 60 participants)  | e | 051-000846-001 |  | 0.01 |
|  |   |                |  | 0.01 |
| <b>Advanced Technical Training (ATT) Seminars</b>  |   |                |  | 0.01 |
| 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.   |   |                |  | 0.01 |
| Public – Demo \$400 per person per day (up to 100 students)  | e | 051-000847-001 |  | 0.01 |
| Public – Hands on \$600 per person per day (up to 40 students)   | e | 051-000848-001 |  | 0.01 |
| Private – Demo \$8,000 per day; design beyond 1 day at \$250 per hour  | e | 051-000850-001 |  | 0.01 |
| Private – Hands on \$320 per person per day (up to 25 students; additional students \$320 per person)  |   |                |  | 0.01 |
| Private – Hands on \$10,000 per day, design beyond 1 day at \$250 per hour   | e | 051-000851-001 |  | 0.01 |
| Private – Hands on \$480 per person per day (25-40 additional students)  |   |                |  | 0.01 |
|  |   |                |  | 0.01 |
| <b>Education Consulting &amp; Customization</b>  |   |                |  | 0.01 |
| 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.  |   |                |  | 0.01 |
| \$50 per hour  | e | 051-000853-001 |  | 0.01 |
|  |   |                |  | 0.01 |
| <b>Customer Training – Hands-on Environment Specific</b>   |   |                |  | 0.01 |
| Customer Training is designed to fit the specific technical educational needs of an individual customer, focusing on Novell products deployed in that environment.   |   |                |  | 0.01 |
| \$250 per day; design beyond 1 day at \$250 per hour   | e | 051-000849-001 |  | 0.01 |
| \$400 per person per day; additional students \$400 per person per day)  |   |                |  | 0.01 |
|  |   |                |  | 0.01 |
| <b>Skill Gap Analysis Package</b>  |   |                |  | 0.01 |
| Skill Gap Analysis focuses on enhancing the performance of the technical staff by ensuring optimization of their technical environment through advanced skills and knowledge of the support team and aligning their technical teams to help drive business goals; \$5,000. | e | 051-000970-001 |  | 0.01 |

**Education**

**Annual Education Subscriptions**

**Education 100**

|  |   |                |             |      |
|--|---|----------------|-------------|------|
| 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. | e | 051-001345-001 | \$39,000.00 | 0.01 |
|--|---|----------------|-------------|------|

**Education 300**

|   |   |                |              |      |
|---|---|----------------|--------------|------|
| Education 300 includes: 150 Education Vouchers, 4 custom/private training days, 20 attendees direct training (includes Advanced Technical Training (ATT), First Class, Novell Bootcamps), 1 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. | e | 051-001341-001 | \$140,000.00 | 0.01 |
|---|---|----------------|--------------|------|

**Education 500**

|   |   |                |              |      |
|---|---|----------------|--------------|------|
| Education 500 includes: 300 Education Vouchers, 5 custom/private training days, 35 attendees direct training (includes Advanced Technical Training (ATT), First Class, Novell Bootcamps), 1 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. | e | 051-001337-001 | \$235,000.00 | 0.01 |
|---|---|----------------|--------------|------|

**Education 700**

0.01

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.

|   |                |              |      |
|---|----------------|--------------|------|
| e | 051-001333-001 | \$365,000.00 | 0.00 |
|---|----------------|--------------|------|

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

## Education

### Certification Program Tests

Novell offers industry-leading tests for its certification programs, which include:

- Certified Directory Engineer 0.00
- Certified Novell Administrator 0.00
- Certified Novell Engineer 0.00
- Master CNE 0.00
- Certified Novell Instructor 0.00
- Master Certified Novell Instructor 0.00
- Certified Internet Professional 0.00

Information about specific program and testing requirements for Novell certifications is available

certification tests, except the Oracle test and Novell Practicum, are \$100 in developed countries and \$55 in developing countries. 0.00

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. 0.00

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 (AECs) and Novell Education Academic Partners (NEAPs). For a complete listing of training centers in your area, go to our Authorized Training Locator on our Web site at:

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: [www.novell.com/education](#) or 0.00

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.

### 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 a part of the Novell Certified Engineer (CNE) certification.

|  |          |                       |                 |             |
|--|----------|-----------------------|-----------------|-------------|
| <b>Fundamentals of Networking (3003, Self-Study Kit)</b>                 | <b>2</b> | <b>00662644445984</b> | <b>\$495.00</b> | <b>0.00</b> |
| Foundations of Novell Networking: NetWare 6 (Course 3001) Self-Study Kit | 2        | 00662644444086        | \$495.00        | 0.00        |
| NetWare 4 to NetWare 6 CNE Upgrade Prerequisite Self-Study Kit (3002)    | 2        | 00662644443492        | \$250.00        | 0.00        |
| Upgrading to NetWare 6 (3000, v1.0, Self-Study Kit)                      | 2        | 00662644438375        | \$495.00        | 0.00        |
| NetWare 5.1 Administration (560, v2.0, Self-Study Kit)                   | 2        | 00662644423463        | \$495.00        | 0.00        |
| NetWare 5.0/5.1 CNE (Self-Study Kit)                                     | 2        | 00662644414485        | \$1,495.00      | 0.00        |
| NetWare 5.1 Advanced Administration (570, v2.0 Self-Study Kit)           | 2        | 00662644401058        | \$495.00        | 0.00        |
| Novell Networking Technologies (565, 1.0 Self-Study Kit)                 | 2        | 00662644356037        | \$495.00        | 0.00        |
| Novell Design and Implementation (575, 1.0 Self-Study Kit)               | 2        | 00662644356047        | \$495.00        | 0.00        |
| Novell Service and Support (580, 1.0 Self-Study Kit)                     | 2        | 00662644356068        | \$495.00        | 0.00        |

|   |   |                |          |      |
|---|---|----------------|----------|------|
| NetWare 4.11 to NetWare 5.1 Update (529, v2.0 Self-Study Kit)               | 2 | 00662644379784 | \$495.00 | 0.00 |
| Directory and Database Integration using DirXML (992, v1.0, Self-Study Kit) | 2 | 00662644423760 | \$495.00 | 0.00 |
| Desktop Management with ZENworks for Desktops 3 (781, v2.0, Self-Study Kit) | 2 | 00662644427478 | \$495.00 | 0.00 |
| Integrating Novell eDirectory and Windows NT (555, v2.0, Self-Study Kit)    | 2 | 00662644427942 | \$495.00 | 0.00 |
| Novell GroupWise 6 Administration (370, v1.0, Self-Study Kit)               | 2 | 00662644427768 | \$495.00 | 0.00 |
| Integrating NDS eDirectory and Active Directory (556, v1.0, Self-Study Kit) | 2 | 00662644428116 | \$495.00 | 0.00 |

**Education** 0.00

**Novell Training Voucher Program**

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

|   |   |                |          |      |
|---|---|----------------|----------|------|
| Education Training Vouchers Market Type 1 | 2 | 00662644433899 | \$400.00 | 0.00 |
| Education Training Vouchers Market Type 2 | 2 | 00662644433905 | \$370.00 | 0.00 |
| Education Training Vouchers Market Type 3 | 2 | 00662644433912 | \$300.00 | 0.00 |
| Education Training Vouchers Market Type 4 | 2 | 00662644433929 | \$450.00 | 0.00 |
| Education Training Vouchers Market Type 5 | 2 | 00662644433943 | \$160.00 | 0.00 |
| Education Training Vouchers Market Type 6 | 2 | 00662644433950 | \$110.00 | 0.00 |

- Market Type 1 - United Kingdom, Germany, France
- Market Type 2 - United States, Netherlands, Belgium/Luxembourg, Switzerland, Austria, Denmark
- Market Type 3 - Canada, Australia, Italy
- Market Type 4 - Sweden
- Market Type 5 - Argentina, Brazil, Venezuela, Mexico, Spain, Portugal, South Africa (all Africa), Taiwan, Philippines, Korea, Thailand, Indonesia, CIS

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

**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 on 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.

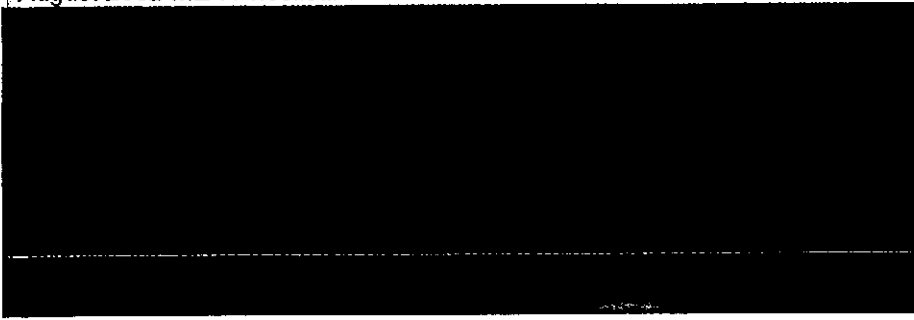
**Novell Press™**

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 at all technical levels to fit your information needs. Written by experts with the full participation of Novell's staff, these books are the premier information source in the networking industry.

All customers ordering through IDG Books Worldwide 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:

Novell Press titles and other countries. CNE is a registered service mark of Novell, Inc. in the United States and other countries. InForms, HostPublisher, LAN WorkGroup, LANalyzer Agent, ImageWise Agent, NetWare Flex/IP, NetWare HostPrint/400, NetWare Lite, NetWare Management Agent, NetWare MultiProtocol Router, NetWare Telephony Services, Novell Application Launcher, Novell BorderManager FastCache, Novell Client, Novell Distributed Print Services, Novell Replication Services, Novell Web Server, Personal NetWare, SFT (System File Transfer Tolerance), and SFTIII are trademarks of Novell, Inc. in the United States and other countries. Novell Authorized Education Center is a service mark of Novell, Inc. in the United States and other countries.





**Master License Agreement (MLA) August 2002  
Product Change Notification**

**Pricing**

**Product Description**

| Class | Part Number | US Dollar | Local Currency** |
|-------|-------------|-----------|------------------|
|       |             |           | \$0.00           |

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

Classification. For EMEA customers, please expect a 3 - 4 week lead time for the following language-specific products: Chinese, Korean, Japanese and Portuguese; Volera Excelsior, Controller, and Accountant products. For NALAAP customers: please expect a 3 - 4 week lead time for the following products: All 56 (regardless of language) and Japanese, Russian, Polish, Czech, Hungarian, Finnish, Scandinavian, Hebrew, Arabic, and German languages.

**Product Change Notification**

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

**New Product**

**Self-Study Kits**

Fundamentals of Networking (3003, Self-Study Kit)

|   |                |          |     |
|---|----------------|----------|-----|
| 2 | 00662644445984 | \$495.00 | 0.0 |
|   |                |          | 0.0 |
|   |                |          | 0.0 |

**Novell DirXML Driver for WebSphere MQ by The Wiring Company**

ew

DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User e-License

|   |                |         |     |
|---|----------------|---------|-----|
| e | 979-000048-001 | \$10.00 | 0.0 |
|---|----------------|---------|-----|

Maintenance

DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User Maintenance

|   |                |        |     |
|---|----------------|--------|-----|
| e | MNT-005324-001 | \$2.50 | 0.0 |
|---|----------------|--------|-----|

**Product Change Notification**

**Obsolete Product**

**Novell Networks for Desktops/OnDemand Services Bundle 1.0**

ew

Novell Networks for Desktops 3.2/OnDemand Services 1.5 Bundle & Prior 1-User License

|   |                |          |     |
|---|----------------|----------|-----|
| e | LIC-005599-001 | \$119.00 | 0.0 |
|---|----------------|----------|-----|

Maintenance

Novell Networks for Desktops 3.2/OnDemand Services 1.5 Bundle 1-User Maintenance

|   |                |         |     |
|---|----------------|---------|-----|
| e | MNT-005169-001 | \$30.00 | 0.0 |
|---|----------------|---------|-----|

**Guide**

edia

Novell Guide 2.0 for Windows NT/2000 Install Software Media Kit e-Software (56 bit)

English

|   |                |         |     |
|---|----------------|---------|-----|
| e | 878-000042-001 | \$35.00 | 0.0 |
|---|----------------|---------|-----|

Guide 2.0 for NetWare 5.1 or Later Install Software Media Kit  
Software (56 bit) English  
32 bit) English

|   |                |         |     |
|---|----------------|---------|-----|
| e | 878-000043-001 | \$35.00 | 0.0 |
| e | 878-000044-001 | \$35.00 | 0.0 |

**Master License Agreement (MLA) August 2002  
Product Availability and Price List  
Product Description**

**License Pricing**

| Class | Part Number | US Dollar | Local Currency** |
|-------|-------------|-----------|------------------|
|-------|-------------|-----------|------------------|

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.

\*\*The Local Currency columns should not be used with US Dollars. Reference worksheet to calculate your local currency.

**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.

**NetWare 6**

Note: NetWare 6 is not available for sale or use in France.

|  |   |                |          |      |
|--|---|----------------|----------|------|
| NetWare 6 & Prior Node License         | e | LIC-005609-001 | \$158.00 | 0.00 |
| Upgrade NetWare 6 & Prior Node License | e | LIC-005609-003 | \$84.00  | 0.00 |
| NetWare 6 Node Maintenance             | e | MNT-005178-001 | \$40.00  | 0.00 |

**Novell Replication Services 1.21**

|   |   |                |         |      |
|---|---|----------------|---------|------|
| Novell Replication Services 1.21 Node License     | e | LIC-004968-001 | \$34.00 | 0.00 |
| Novell Replication Services 1.21 Node Maintenance | e | 051-000549-001 | \$2.00  | 0.00 |

Note: Customers who purchase NRS on a Node License basis must equal their NetWare Node Licenses.

**NetWare SFT III™ for NetWare® 4.2**

|  |   |                |         |      |
|--|---|----------------|---------|------|
| NetWare 4.2 SFT III Node License         | e | LIC-005137-001 | \$12.00 | 0.00 |
| Upgrade NetWare 4.2 SFT III Node License | e | LIC-005137-003 | \$7.00  | 0.00 |
| NetWare 4.2 SFT III Node Maintenance     | e | 051-000537-001 | \$1.00  | 0.00 |

**OrderManager 3.7**

|  |   |                |         |             |
|--|---|----------------|---------|-------------|
| <b>License</b>                         |   |                |         |             |
| OrderManager 3.7 Node License          | e | LIC-005676-001 | \$40.00 | 0.00        |
|  |   |                |         | <b>0.00</b> |
| <b>Upgrade</b>                         |   |                |         | <b>0.00</b> |
| Upgrade BorderManager 3.7 Node License | e | LIC-005676-003 | \$21.00 | 0.00        |
|  |   |                |         | <b>0.00</b> |
| <b>Maintenance</b>                     |   |                |         | <b>0.00</b> |
| OrderManager 3.7 Node Maintenance      | e | MNT-005278-001 | \$10.00 | 0.00        |

**LAN WorkPlace® Pro 5.2**

|  |   |                |          |      |
|--|---|----------------|----------|------|
|  |   |                |          | 0.00 |
|  |   |                |          | 0.00 |
| <b>License</b>                             |   |                |          | 0.00 |
| LAN WorkPlace Pro 5.2 Node License         | e | LIC-005203-001 | \$119.00 | 0.00 |
|  |   |                |          | 0.00 |
| <b>Upgrade</b>                             |   |                |          | 0.00 |
| Upgrade LAN WorkPlace Pro 5.2 Node License | e | LIC-005203-003 | \$63.00  | 0.00 |
|  |   |                |          | 0.00 |
| <b>Maintenance</b>                         |   |                |          | 0.00 |
| LAN WorkPlace Pro 5.2 Node Maintenance     | e | MNT-004870-001 | \$30.00  | 0.00 |

**ManageWise® 2.7**

|                                     |   |                |         |      |
|-------------------------------------|---|----------------|---------|------|
|                                     |   |                |         | 0.00 |
|                                     |   |                |         | 0.00 |
| <b>License</b>                      |   |                |         | 0.00 |
| ManageWise 2.7 Node License         | e | LIC-005293-001 | \$75.00 | 0.00 |
|                                     |   |                |         | 0.00 |
| <b>Upgrade</b>                      |   |                |         | 0.00 |
| Upgrade ManageWise 2.7 Node License | e | LIC-005293-003 | \$40.00 | 0.00 |
|                                     |   |                |         | 0.00 |
| <b>Maintenance</b>                  |   |                |         | 0.00 |
| ManageWise 2.7 Node Maintenance     | e | MNT-004832-001 | \$19.00 | 0.00 |

**SHI**

software house international

Pricing Proposal  
Quotation #: 321800  
Quote Valid Until: 8/31/2002**Lee County****SHI Account Exec****Sue Toop**Phone: 941-335-2448  
Fax: 941-335-2690**David Milewski**2 Riverview Drive  
Somerset, NJ 08873  
Phone: 800-543-0432  
Fax: 732-868-6055

All Prices are in US Dollar (USD)

|    | Product  | Qty  | Your Price   | Total             |
|----|--|------|--------------|-------------------|
| 1  | NetWare 6 & Prior Node License<br>Mfg Part#: LIC-005609-001  | 167  | 93.22        | 15,567.74         |
| 2  | NetWare 6 Node Maintenance (8 months)<br>Mfg Part#: MNT-005178-001<br>Note: From 2/1/02 thru 9/30/02         | 167  | 15.74        | 2,628.58          |
| 3  | NetWare 6 Node Maintenance (1 year)<br>Mfg Part#: MNT-005178-001<br>Note: From 10/1/02 thru 9/30/03          | 1511 | 23.60        | 35,659.60         |
| 4  | Netware 6 Media Kit<br>Mfg Part#: 892-000106-001<br>Note: Works with 131-0000653-001                         | 1    | 0.00         | 0.00              |
| 5  | Netware Unlimited User Licensing Diskette<br>Mfg Part#: 131-0000653-001<br>Note: Works with 892-000106-001   | 1    | 0.00         | 0.00              |
| 6  | GroupWise 6 & Prior 1-User License<br>Mfg Part#: LIC-005577-001  | 404  | 76.70        | 30,986.80         |
| 7  | GroupWise 6 1-User Maintenance (8 months)<br>Mfg Part#: MNT-005152-001<br>Note: From 2/1/02 thru 9/30/02     | 404  | 12.98        | 5,243.92          |
| 8  | GroupWise 6 1-User Maintenance (1 year)<br>Mfg Part#: MNT-005152-001<br>Note: From 10/1/02 thru 9/30/03      | 2259 | 19.47        | 43,982.73         |
| 9  | Groupwise 6 Media Kit<br>Mfg Part#: 892-000022-001   | 1    | 0.00         | 0.00              |
| 10 | ZENworks for Desktops 3.2 1-User Maintenance<br>Mfg Part#: MNT-005160-001<br>Note: From 10/1/02 thru 9/30/03 | 50   | 8.85         | 442.50            |
| 11 | Zenworks for Desktops 3.2 Media Kit<br>Mfg Part#: 892-000102-001   | 1    | 0.00         | 0.00              |
| 12 | ZENworks for Servers 3 1-User Maintenance<br>Mfg Part#: MNT-005251-001<br>Note: From 10/1/02 thru 9/30/03    | 335  | 8.85         | 2,964.75          |
| 13 | Zenworks for Servers 3 Media Kit<br>Mfg Part#: 892-000156-001  | 1    | 0.00         | 0.00              |
|    |  |      | <b>Total</b> | <b>137,476.62</b> |

**Additional Comments**

Novell Contract# 252-009-02-1

You are entitled to free media with this purchase. Just make sure to include the part numbers provided in the quote.

Thank you for choosing SHI.

**MEMORANDUM  
FROM  
THE DIVISION OF PURCHASING**

DATE: AUGUST 19, 2002

TO: BILL O'KELLY  
ITG DIRECTOR

  
FROM: JANET SHEEHAN, CPPB  
PURCHASING DIRECTOR

RE: BLUE SHEET # 20020952

PROJECT: Novell Licensing

TYPE: State Contract

AWARDED TO: Software House International

When you have finished your review of this package (and signed off), please forward it Kristie Kroslack in the County Attorney's Office.

If there are any questions or concerns with this package, please contact Bob Franceschini at 689-7385.