Lee County Board Of County Commissioners
Agenda Item Summary

Blue Sheet No. 20031172

1. REQUESTED MOTION:

ACTION REQUESTED: Approve the award of Project # EX040002, the purchase of Novell network products and GroupWise licensing and maintenance, for Lee County ITG, at Florida State Contract pricing, from Software House International. Grand total cost: $91,950.91. 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.

WHY ACTION IS NECESSARY: Purchases over $50,000 must be approved by the Board.

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 10/1/03 through 9/30/04.

2. **DEPARTMENTAL CATEGORY:** COMMISSION DISTRICT # *C I B*		3. **MEETING DATE:** *10-28-2003*

4. **AGENDA:**	5. **REQUIREMENT/PURPOSE:** *(Specify)*	6. **REQUESTOR OF INFORMATION:**
X CONSENT	____ STATUTE	A. COMMISSIONER _____
____ ADMINISTRATIVE	____ ORDINANCE	B. DEPARTMENT County Administration
____ APPEALS	X ADMIN. AC-4-1	C. DIVISION County Manager
	CODE	
____ PUBLIC	____ OTHER	BY: Jim Desjarlais
____ WALK ON		
TIME REQUIRED:		
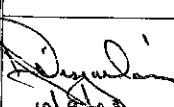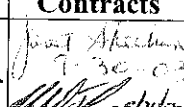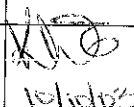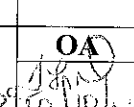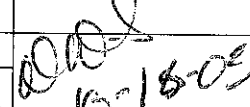
7. **BACKGROUND:** On September 29, 2003, the Division of Purchasing received a request from Lee County ITG to prepare a request to purchase Novell network products and GroupWise licensing and maintenance, at the prices listed in the Florida State Contract.

Funding is available: KC5132851500.503460

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

8. **MANAGEMENT RECOMMENDATIONS:**

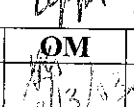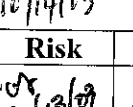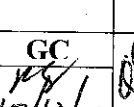9. **RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
					(sig) 10/14/03				
					OA	OM	Risk	GC	
(sig) 10/9/03	*(sig) 9/30/03*			*(sig) 10/10/03*	*10/10/03*	*10/3/03*	*10/13/03*	*10/13/03*	*(sig) 10-18-03*

10. COMMISSION ACTION:

_____ APPROVED

_____ DENIED

_____ DEFERRED

_____ OTHER

<table>
<tr><td>Rec. by CoAtty
Date: 10/10/03
Time: 1:00 pm
Forwarded To:</td><td>RECEIVED BY COUNTY ADMIN:
10/10/03
3:20 pm SLT
COUNTY ADMIN FORWARDED TO:</td></tr>
</table>

ATTACHMENT # 1

From:	Clint Dean
To:	Franceschini, Robert
Date:	9/29/03 9:02AM
Subject:	Fwd: Re: novell...

Hi Bob,

Please proceed with a bluesheet for the novell maintenance items as quoted by SHI for 91950.91.

Thanks,
Clint

CC: Desjarlais, Jim

ATTACHMENT #2

Computer Software: Novell, Inc.
252-009-02-1

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

Certification
Price URL
Ordering Instructions
Contract Documents

Novell, Inc.
Authorized Dealers

IKON Office Solutions   (A)
2524 Cathay Court
Tallahassee, FL 32308
PHONE: (850) 297-2522 ext 208 / 888-293-IKON
FAX: (850) 297-2521
Contact: Billy Merchant, Sales Manager
E-mail: bmerchant@ikon.com
URL HOME PAGE ADDRESS: http://www/ikon.com
SPURS: F-230334400-096

SoftChoice   (A)
108 S.E. 8th Ave.
Ft. Lauderdale, FL 33301
PHONE: 800-268-7638 / (954) 763-8502
FAX: (954) 763-8193
Contact: Tom Hockin, Branch Manager
E-mail: thoc@softchoice.com
URL HOME PAGE ADDRESS: http://www.softchoice.com
SPURS: F-133827773-005

SoftWare House International (SHI)   (P)
11270 Warm Wind Way
Weeki Wachee, FL 34613
PHONE: (352) 597-2880 / 800-543-0432
FAX: (352) 597-2899
Contact: Michael Bench, Government Account Executive
E-mail: michael_bench@shi.com
URL HOME PAGE ADDRESS: http://www.shi.com
SPURS: F-223009648-001

Big Sur Technologies, Inc.   (M)
10014 N. Dale Mabry Hwy., Suite 222
Tampa, FL 33618
PHONE: 877-724-4787 / (813) 269-9145
FAX: (813) 849-1066
Contact: Sam Sandusky, President
E-mail: sam@bigsurtech.com
URL HOME PAGE ADDRESS: http://www.bigsurtech.com
SPURS: F-593604223-001

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

Special Note: A column has been added to the price list showing the lead time classification for each product. This classification system indicates the expected average number of days for product to be shipped from Novell after receipt of customer order. Products are classified into three main categories:
- "e" – electronic/billing parts, 1 day average lead time
- "1" – physical parts, 3 day average lead time
- "2" – physical parts, 5 day average lead time

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

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

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

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

Product Change Notificatior

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

New Products

NetWare 6.5

Media

Product Description	Class	Part Number	US Dollar	Local Currency
NetWare 6.5 e-Software Media Kit Strong Encryption (128+ bit) English, Portuguese, French, Italian, German, Spanish and Russian	e	878-000255-001	$15.00	17.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) English	1	892-000245-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) French	2	892-000250-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) German	1	892-000251-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Italian	1	892-000252-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Polish	1	892-000256-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Portuguese	1	892-000253-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Russian	1	892-000254-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Spanish	1	892-000255-001	$35.00	39.00
New				
NetWare 6.5 & Prior 1-User e-License	e	879-000230-001	$158.00	177.00
NetWare 6.5 & Prior Node e-License	e	879-000229-001	$158.00	177.00
NetWare 6.5 & Prior 1-Business-to-Consumer e-License	e	879-000231-001	$40.00	45.00
NetWare 6.5 & Prior 1-Government-to-Citizen e-License	e	879-000232-001	$16.00	18.00
Upgrade				
Upgrade NetWare 6.5 & Prior 1-User e-License from any NetWare	e	879-000230-003	$84.00	94.00
Upgrade NetWare 6.5 & Prior Node e-License	e	879-000229-003	$84.00	94.00
Upgrade NetWare 6.5 & Prior 1-Business-to-Consumer e-License from any NetWare	e	879-000231-003	$21.00	24.00
Upgrade NetWare 6.5 & Prior 1-Government-to-Citizen e-License from any NetWare	e	879-000232-003	$8.00	9.00
Maintenance				
NetWare 6.5 1-User Maintenance	e	MNT-005654-001	$40.00	45.00
NetWare 6.5 Node Maintenance	e	MNT-005653-001	$40.00	45.00
NetWare 6.5 1-Business-to-Consumer Maintenance	e	MNT-005655-001	$10.00	11.00
NetWare 6.5 1-Government-to-Citizen Maintenance	e	MNT-005656-001	$4.00	4.50

Self-Study Kits

Product Description	Class	Part Number	US Dollar	Local Currency
NetWare 6 CNE Training Kit Update (Self-Study Kit 2.0)	2	00662644451312	$1,195.00	1340.00
GroupWise 6.5 Administration (3014, Self-Study Kit)	2	00662644450445	$495.00	560.00
Foundations of Novell Networking: NetWare 6 (3001, 2.0, Self-Study Kit, English)	2	00662644449326	$495.00	560.00
Desktop Management with ZENworks for Desktops 4 (3006, 2.0, Self-Study Kit)	2	00662644449180	$495.00	560.00

Novell DirXML Driver for WebSphere MQ by The Wiring Company

Product Description	Class	Part Number	US Dollar	Local Currency
New				
DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 5,000,000-User e-License	e	979-000049-001	$600,000.00	673,392.00
Maintenance				
DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 5,000,000-User Maintenance	e	MNT-005325-001	$150,000.00	168000.00

Master License Agreement (MLA) August 200: Product Change Notificatior	Pricing			
Product Description	Class	Part Number	US Dollar	Local Currency**

Product Change Notificatior

New Products

Novell Cluster Services 1.7

New
Novell Cluster Services 1.7 & Prior for NetWare 6.5 Cluster Server e-License

	e	879-000234-001	$4,995.00	5600.00

Upgrade
Upgrade Novell Cluster Services 1.7 & Prior for NetWare 6.5 Cluster Server e-License

	e	879-000235-001	$2,650.00	2970.00

Maintenance
Novell Cluster Services 1.7 for NetWare 6.5 Cluster Server Maintenance

	e	MNT-005657-001	$1,250.00	1400.00

Novell eDirectory 8.7.1

Media
Novell eDirectory 8.7.1 Software Media Kit Strong Encryption (128+ blt) English and French

	2	892-000247-001	$35.00	39.00

Obsolete Producl

Novell Secure Access Suite
Account Management 3 Suite e-Software Media Kit Strong Encryption (128+bit English

	e	878-000082-001	$15.00	17.00

Self-Study Kits
Foundations of Novell Networking: NetWare 6 (Course 3001) Self-Study Kit
Desktop Management with ZENworks for Desktops 4 (3006, Self-Study Kit)

	2	00662644444086	$495.00	560.00
	2	00662644447605	$495.00	560.00

Novell Consulting
Custom Consulting Service—Per Hour
Annual On-Site Dedicated Consultant—Per Year

	e	017-000001-001		
	e	017-000003-001	$300,000.00	337000.00

Novell Cluster Services 1.6
Novell Cluster Services 1.6 for NetWare 6 Cluster Server Maintenance

	e	MNT-005184-001	$1,250.00	1400.00

NetMail 3.1
NetMail 3.1 e-Software Media Kit (56 blt) Multilingual

	e	878-000090-001	$15.00	17.00

Novell eDirectory 8.7
Novell eDirectory 8.7 Software Media Kit Strong Encryption (128+ blt) English and French

	2	892-000205-001	$35.00	39.00

Application Server 4.0
exteNd Application Server for AIX 3.75 Edition e-License String

	e	131-001077-001	$1.00	1.10

All rights reserved. Prices are subject to change without notice. Pricing is based on US currency.
*Please note statements at beginning of price list.   Page 2 of 2

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Network Operating Systems

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

NetWare 6.5

NetWare 6.5 is the most reliable services platform for delivering secure, non-stop access to network and information resources; engineered to deploy business critical, open source-enabled services. With NetWare, Novell provides customer choice and flexibility, greater application interoperability, continuous availability, and tools that deliver new levels of productivity. NetWare 6.5 provides the customer with an open gateway and ideal path for adopting the NetWare strategy that includes future support for Linux.

Media

Product Description	Class	Part Number	US Dollar	Local Currency
NetWare 6.5 e-Software Media Kit Strong Encryption (128+ bit) English, Portuguese, French, Italian, German, Spanish and Russian	e	878-000255-001	$15.00	17.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) English	1	892-000245-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) French	2	892-000250-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) German	1	892-000251-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Italian	1	892-000252-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Polish	1	892-000256-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Portuguese	1	892-000253-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Russian	1	892-000254-001	$35.00	39.00
NetWare 6.5 Software Media Kit Strong Encryption (128+ bit) Spanish	1	892-000255-001	$35.00	39.00

New

	Class	Part Number	US Dollar	Local Currency
NetWare 6.5 & Prior 1-User e-License	e	879-000230-001	$158.00	177.00

Upgrade

	Class	Part Number	US Dollar	Local Currency
Upgrade NetWare 6.5 & Prior 1-User e-License from any NetWare	e	879-000230-003	$84.00	94.00

Maintenance

	Class	Part Number	US Dollar	Local Currency
NetWare 6.5 1-User Maintenance	e	MNT-005654-001	$40.00	45.00

NetWare 6

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

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000136-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) German*	e	878-000137-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Italian*	e	878-000138-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Polish*	e	878-000139-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Portuguese*	e	878-000140-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Russian*	e	878-000141-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) Spanish*	e	878-000142-001	$15.00	17.00
NetWare 6 e-Software Media Kit Strong Encryption (128+ bit) French*	e	878-000143-001	$15.00	17.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) English	2	892-000106-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Portuguese	2	892-000114-001	$35.00	39.00

Network Operating Systems

NetWare 6 (continued from previous page)

				eur
NetWare 6 Software Media Kit Strong Encryption (128+ bit) German	2	892-000131-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Italian	2	892-000130-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) French	2	892-000132-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Spanish	2	892-000133-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Russian	2	892-000134-001	$35.00	39.00
NetWare 6 Software Media Kit Strong Encryption (128+ bit) Polish	2	892-000135-001	$35.00	39.00

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

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

New

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

Upgrade

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

Maintenance for France only.

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

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

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

Network Operating Systems

NetWare® 5.1

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

Media

NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000124-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Spanish*	e	878-000125-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Portuguese*	e	878-000126-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Italian*	e	878-000127-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) German*	e	878-000128-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) Russian*	e	878-000129-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit Strong Encryption (128+ bit) French*	e	878-000130-001	$15.00	17.00
NetWare 5.1 e-Software Media Kit (56 bit) French*	e	878-000131-001	$15.00	17.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) English	2	892-000070-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Portuguese	2	892-000072-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) French	2	892-000073-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Italian	2	892-000075-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) German	2	892-000076-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Spanish	2	892-000077-001	$35.00	39.00
NetWare 5.1 Software Media Kit Strong Encryption (128+ bit) Russian	2	892-000078-001	$35.00	39.00

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

NetWare 5.1 Unlimited-User Software Media e-License	e	131-000556-001	$1.00	1.10

Novell® Upgrade Wizard

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

Network Operating Systems

NetWare® 4.2

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
NetWare 4.2 e-Software Media Kit EFIG*	e	878-000132-001	$15.00	17.00
NetWare 4.2 e-Software Media Kit PO/SP*	e	878-000133-001	$15.00	17.00
NetWare 4.2 e-Software Media Kit Russian*	e	878-000134-001	$15.00	17.00
NetWare 4.2 Software Media Kit English	2	892-000079-001	$35.00	39.00
NetWare 4.2 Software Media Kit French	2	892-000080-001	$35.00	39.00
NetWare 4.2 Software Media Kit German	2	892-000081-001	$35.00	39.00
NetWare 4.2 Software Media Kit Italian	2	892-000082-001	$35.00	39.00
NetWare 4.2 Software Media Kit Portuguese	2	892-000083-001	$35.00	39.00
NetWare 4.2 Software Media Kit Spanish	2	892-000084-001	$35.00	39.00
NetWare 4.2 Software Media Kit Russian	2	892-000085-001	$35.00	39.00

Note: Customers ordering the 892 or 878 Software Media Kit will also need to order the 133 part number listed below to enable the software.

Product Description	Class	Part Number	US Dollar	Local Currency
NetWare 4.2 Unlimited-User Software Media License Diskette	2	133-000705-001	$5.00	5.60

iFolder 2.1

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
iFolder 2.1 e-Software Media Kit Strong Encryption (128+ bit) English (Executable Files*)	e	878-000194-001	$15.00	17.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
iFolder 2.1 & Prior 1-User License	e	LIC-005883-001	$49.00	55.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade iFolder 2.1 & Prior 1-User License	e	LIC-005883-003	$26.00	29.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
iFolder 2.1 1-User Maintenance	e	MNT-005533-001	$12.00	13.00

Novell Native File Access Pack

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
Native File Access Pack Software Media Kit e-Software English	e	878-000031-001	$15.00	17.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
Native File Access Pack License	e	LIC-005593 001	$299.00	336.00

eur

Advanced Network Services

Novell Cluster Services 1.7

Novell Cluster Services (NCS) 1.7 is a cost-effective storage area network (SAN) management solution that ensures secure, non-stop access to mission critical data and resources from both server based applications and databases (Groupwise, Apache, MySQL, PHP and other J2EE Web Applications) and those using native file access protocols of client workstations including Novell, Windows, UNIX, Linux, Macintosh, Web and Internet clients and servers. NCS 1.7 easily scales up to meet expanding service and storage requirements by allowing up to 32 NetWare 6 servers in a cluster and up to 32 processors per server.

Note: Because the software for NCS 1.7 is included in NetWare 6.5, there is no separate software media kit for NCS 1.7. All of the necessary documentation and media for NCS 1.7 is included in the NetWare 6.5 documentation and media kit.

New
Novell Cluster Services 1.7 & Prior for NetWare 6.5 Cluster Server e-License e 879-000234-001 $4,995.00 5600.00

Upgrade
Upgrade Novell Cluster Services 1.7 & Prior for NetWare 6.5 Cluster Server e-License e 879-000235-001 $2,650.00 2970.00

Maintenance
Novell Cluster Services 1.7 for NetWare 6.5 Cluster Server Maintenance e MNT-005657-001 $1,250.00 1400.00

Novell Cluster Services 1.6

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

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

Media
Novell Cluster Services 1.6 for NetWare 6 Cluster Server Software Media e-License (Other media included in the NetWare 6 Software Media Kit) e 131-000689-001 $1.00 1.10

New
Novell Cluster Services 1.6 & Prior for NetWare 6 Cluster Server License e LIC-005615-001 $4,995.00 5600.00

Upgrade

Upgrade any Novell Cluster Services to Novell Cluster Services 1.6 & Prior for NetWare 6 Server License e LIC-005615-003 $2,650.00 2970.00

NetWare Cluster Services 1.01 for NetWare 5 or 5.1

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

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

Media
NetWare Cluster Services 1.01 for NetWare 5/5.1 e-Software Media Kit EPFGS e 878-000135-001 $15.00 17.00
NetWare Cluster Services 1.01 for NetWare 5/5.1 Software Media Kit EPFGS 2 892-000089-001 $35.00 39.00
Note: Customers ordering the 892 or 878 Software Media Kit will also need to order the 131 part number listed below to enable the software.
NetWare Cluster Services 1.01 for NetWare 5/5.1 Software Media e-License e 131-000659-001 $1.00 1.10

New
NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 Cluster Server e LIC-005410-001 $4,995.00 5600.00
NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL e LIC-005522-001 $3,999.00 4490.00

Upgrade
Upgrade NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 Cluster Server e LIC-005410-003 $2,650.00 2970.00
Upgrade NetWare Cluster Services 1.01 & Prior for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL from any NetWare SFT III, Novell StandbyServer, or Novell High Availability Server e LIC-005568-003 $2,650.00 2970.00

Maintenance
NetWare Cluster Services 1.01 for NetWare 5 or 5.1 Cluster Server Maintenance e MNT-004908-001 $1,249.00 1400.00
NetWare Cluster Services 1.01 for NetWare 5 or 5.1 2-Server Cluster + 10-User CUAL Maintenance o MNT-005085-001 $1,000.00 1120.00

eur

Advanced Network Services

Novell Replication Services 1.21

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

Media

	Class	Part Number	US Dollar	Local Currency**
Novell Replication Services 1.21 e-Software Media Kit English	e	878-000106-001	$15.00	17.00
Novell Replication Services 1.21 Software Media Kit English	2	892-000047-001	$35.00	39.00

New

	Class	Part Number	US Dollar	Local Currency**
Novell Replication Services 1.21 & Prior License	e	LIC-004969-001	$995.00	1120.00

Maintenance

	Class	Part Number	US Dollar	Local Currency**
Novell Replication Services 1.21 Maintenance	e	051-000550-001	$54.00	61.00

SFT III™ for NetWare® 4.2

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

Media

	Class	Part Number	US Dollar	Local Currency**
NetWare 4.2 SFT III 100-Users or Less License Diskette	2	132-018182-001	N/A	N/A
NetWare 4.2 SFT III Greater than 100-Users License Diskette	2	132-018183-001	N/A	N/A

New

	Class	Part Number	US Dollar	Local Currency**
NetWare 4.2 SFT III 100-Users or Less License	e	LIC-005138-001	$1,495.00	1680.00
NetWare 4.2 SFT III Greater than 100-Users License	e	LIC-005139-001	$3,995.00	4480.00

Upgrade

	Class	Part Number	US Dollar	Local Currency**
Upgrade NetWare 4.2 SFT III 100-Users or Less License	e	LIC-005138-003	$900.00	1010.00
Upgrade NetWare 4.2 SFT III Greater than 100-Users License	e	LIC-005139-003	$2,400.00	2690.00

Maintenance

	Class	Part Number	US Dollar	Local Currency**
NetWare 4.2 SFT III 100-Users or Less Maintenance	e	051-000538-001	$80.00	90.00
NetWare 4.2 SFT III Greater than 100-Users Maintenance	e	051-000539-001	$210.00	236.00

Internet/Intranet Security

Novell BorderManager 3.7

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

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

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

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

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

Media				
BorderManager 3.7 e-Software Media Kit Strong Encryption (128+ bit) EPFGS	e	878-000097-001	$15.00	17.00
BorderManager 3.7 Software Media Kit Strong Encryption (128+ bit) EPFGS	2	892-000160-001	$35.00	39.00
New				
BorderManager 3.7 & Prior 1-User License	e	LIC-005662-001	$40.00	45.00
Upgrade				
Upgrade BorderManager 3.7 & Prior 1-User License	e	LIC-005662-003	$21.00	24.00
Maintenance				
BorderManager 3.7 1-User Maintenance	e	MNT-005250-001	$10.00	11.00

CS-Authenticate for Novell

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

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

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

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

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

eur

Internet/Intranet Access

LAN WorkPlace® Pro 5.2

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
LAN WorkPlace Pro 5.2 e-Software Media Kit English	e	878-000102-001	$15.00	17.00
LAN WorkPlace Pro 5.2 Software Media Kit English	2	892-000036-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
LAN WorkPlace Pro 5.2 1-User License	e	LIC-005204-001	$249.00	279.00
LAN WorkPlace Pro 5.2 10-User License	e	LIC-005205-001	$1,995.00	2240.00
LAN WorkPlace Pro 5.2 50-User License	e	LIC-005206-001	$4,995.00	5600.00
LAN WorkPlace Pro 5.2 100-User License	e	LIC-005207-001	$6,999.00	7900.00
LAN WorkPlace Pro 5.2 250-User License	e	LIC-005208-001	$11,999.00	13500.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade LAN WorkPlace Pro 5.2 1-User License	e	LIC-005204-003	$132.00	148.00
Upgrade LAN WorkPlace Pro 5.2 10-User License	e	LIC-005205-003	$1,060.00	1190.00
Upgrade LAN WorkPlace Pro 5.2 50-User License	e	LIC-005206-003	$2,650.00	2970.00
Upgrade LAN WorkPlace Pro 5.2 100-User License	e	LIC-005207-003	$3,710.00	4160.00
Upgrade LAN WorkPlace Pro 5.2 250-User License	e	LIC-005208-003	$6,360.00	7100.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
LAN WorkPlace Pro 5.2 1-User Maintenance	e	MNT-004871-001	$62.00	70.00
LAN WorkPlace Pro 5.2 10-User Maintenance	e	MNT-004872-001	$499.00	560.00
LAN WorkPlace Pro 5.2 50-User Maintenance	e	MNT-004873-001	$1,249.00	1400.00
LAN WorkPlace Pro 5.2 100-User Maintenance	e	MNT-004874-001	$1,750.00	1960.00
LAN WorkPlace Pro 5.2 250-User Maintenance	e	MNT-004875-001	$3,000.00	3370.00

Excelerator 2.3

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

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

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
Excelerator 2.3 e-Software Media Kit Strong Encryption (128 bit) English	e	878-000248-001	$15.00	17.00
Excelerator 2.3 Strong Encryption (128 bit) Software Media Kit English	2	892-000238-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
Excelerator 2.3 Remote Office e-License	e	131-001188-001	$1.00	1.10
Excelerator 2.3 Small Business e-License	e	131-001189-001	$1.00	1.10
Excelerator 2.3 Enterprise e-License	e	131-001190-001	$1.00	1.10
Excelerator 2.3 Large Enterprise e-License	e	131-001191-001	$1.00	1.10
Excelerator 2.3 Datacenter e-License	e	131-001192-001	$1.00	1.10
Excelerator 2.3 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	131-001193-001	$1.00	1.10
Excelerator 2.3 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License	e	131-001194-001	$1.00	1.10
Excelerator 2.3 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License	e	131-001195-001	$1.00	1.10
Excelerator 2.3 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	e	131-001196-001	$1.00	1.10
Excelerator 2.3 Remote Office e-License	e	879-000189-001	$3,595.00	4030.00
Excelerator 2.3 Small Business e-License	e	879-000190-001	$5,395.00	6100.00
Excelerator 2.3 Enterprise e-License	e	879-000191-001	$12,495.00	14000.00
Excelerator 2.3 Large Enterprise e-License	e	879-000192-001	$21,995.00	24700.00
Excelerator 2.3 Datacenter e-License	e	879-000193-001	$44,995.00	50000.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade Excelerator 2.3 Remote Office e-License	e	879-000189-003	$1,910.00	2140.00
Upgrade Excelerator 2.3 Small Business-512Mb e-License	e	879-000190-003	$2,860.00	3210.00
Upgrade Excelerator 2.3 Enterprise-1Gb e-License	e	879-000191-003	$6,620.00	7400.00
Upgrade Excelerator 2.3 Large Enterprise-2Gb e-License	e	879-000192-003	$11,660.00	13100.00
Upgrade Excelerator 2.3 Datacenter-4Gb e-License	e	879-000193-003	$23,850.00	26800.00

Memory Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Excelerator 2.3 Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	879-000194-003	$2,395.00	2690.00
Excelerator 2.3 Small Business 512Mb to Enterprise 1Gb Memory Upgrade e-License	e	879-000195-003	$6,595.00	7400.00
Excelerator 2.3 Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade e-License	e	879-000196-003	$13,195.00	14800.00
Excelerator 2.3 Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade e-License	e	879-000197-003	$23,995.00	26900.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
Excelerator 2.3 Remote Office Maintenance	e	MNT-005618-001	$900.00	1010.00
Excelerator 2.3 Small Business Maintenance	e	MNT-005619-001	$1,350.00	1520.00
Excelerator 2.3 Enterprise Maintenance	e	MNT-005620-001	$3,120.00	3500.00
Excelerator 2.3 Large Enterprise Maintenance	e	MNT-005621-001	$5,500.00	6200.00
Excelerator 2.3 Datacenter Maintenance	e	MNT-005622-001	$11,250.00	12600.00

Master License Agreement (MLA) August 200: Product Availability and Price Lis	Pricing			
Product Description	Class	Part Number	US Dollar	Local Currency**
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Internet/Intranet Access

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

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

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

New
Secure Excelerator 1.2 1-CPU e-License

Secure Excelerator 1.2 1-CPU e-License	e	879-000198-001	$5,995.00	6700.00

Maintenance
Secure Excelerator 1.2 1-CPU Maintenance

Secure Excelerator 1.2 1-CPU Maintenance	e	MNT-005623-001	$1,500.00	1680.00

Media Excelerator 1.2
(For Real, Microsoft and Quicktime Protocols)
For additional information on Volera products, visit: http://www.volera.com/products/

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

Media

Media Excelerator 1.2 for RealSystem Proxy 8 e-License	e	131-000857-001	$1.00	1.10
Real Networks for RealSystem Proxy 8 Configuration e-License	e	131-000858-001	$1.00	1.10
Media Excelerator 1.2 for Microsoft Windows Media e-License	e	131-000859-001	$1.00	1.10

New

Media Excelerator 1.2 for RealSystem Proxy 8: Enterprise License	e	LIC-005708-001	$6,595.00	7400.00
Media Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise License	e	LIC-005709-001	$11,995.00	13500.00
Media Excelerator 1.2 for RealSystem Proxy 8: Datacenter License	e	LIC-005710-001	$22,795.00	25600.00
Note: Customers wanting the RealSystem Proxy 8 product will need to additionally order the 131-000857-001 and 131-000858-001 license part numbers listed above.				
Media Excelerator 1.2 for Microsoft Windows Media: Remote Office License	e	LIC-005712-001	$2,995.00	3360.00
Media Excelerator 1.2 for Microsoft Windows Media: Small Business License	e	LIC-005713-001	$3,795.00	4260.00
Media Excelerator 1.2 for Microsoft Windows Media: Enterprise License	e	LIC-005714-001	$6,595.00	7400.00
Media Excelerator 1.2 for Microsoft Windows Media: Large Enterprise License	e	LIC-005715-001	$11,995.00	13500.00
Media Excelerator 1.2 for Microsoft Windows Media: Datacenter License	e	LIC-005716-001	$22,795.00	25600.00
Note: Customers need to order 131-000859-001 listed above for Microsoft Windows.				
Media Excelerator 1.2 for Streaming Suite: Remote Office License	e	LIC-005717-001	$4,195.00	4710.00
Media Excelerator 1.2 for Streaming Suite: Small Business License	e	LIC-005719-001	$5,394.00	6100.00
Media Excelerator 1.2 for Streaming Suite: Enterprise License	e	LIC-005720-001	$10,795.00	12100.00
Media Excelerator 1.2 for Streaming Suite: Large Enterprise License	e	LIC-005721-001	$19,195.00	21500.00
Media Excelerator 1.2 for Streaming Suite: Datacenter License	e	LIC-005722-001	$35,995.00	40400.00
Note: Customers wanting the Streaming Suite product will need to additionally order the 131-000859-001, 131-000858-001 and 131-000857-001 licenses listed above.				

Memory Upgrade

Media Excelerator 1.2 for RealSystem Proxy 8: Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade License	e	LIC-005723-003	$7,145.00	8000.00
Media Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise 2Gb to Datacenter 4Gb Memory Upgrade License	e	LIC-005724-003	$14,295.00	16000.00
Note: Customers wanting memory upgrade for RealSystem Proxy 8 will need to additionally order 131-000857-001.				
Media Excelerator 1.2 for Microsoft Windows Media: Remote Office 256Mb to Small Business 512Mb Memory Upgrade e-License	e	LIC-005725-003	$645.00	720.00
Media Excelerator 1.2 for Microsoft Windows Media: Small Business 512Mb to Enterprise 1Gb Memory Upgrade License	e	LIC-005726-003	$4,285.00	4810.00
Media Excelerator 1.2 for Microsoft Windows Media: Enterprise 1Gb to Large Enterprise 2Gb Memory Upgrade License	e	LIC-005727-003	$7,145.00	8000.00
Media Excelerator 1.2 for Microsoft Windows Media: Large Enterprise 2Gb to Datacenter 4GB Memory Upgrade License	e	LIC-005728-003	$14,295.00	16000.00
Note: Customers wanting memory upgrade for Microsoft Windows will need to additionally order 131-000859-001.				

Maintenance

Media Excelerator 1.2 for RealSystem Proxy 8: Enterprise Maintenance	e	MNT-005301-001	$1,650.00	1850.00
Media Excelerator 1.2 for RealSystem Proxy 8: Large Enterprise Maintenance	e	MNT-005302-001	$3,000.00	3370.00
Media Excelerator 1.2 for RealSystem Proxy 8: Datacenter Maintenance	e	MNT-005303-001	$5,700.00	6400.00
Media Excelerator 1.2 for Microsoft Windows Media: Remote Office Maintenance	e	MNT-005304-001	$750.00	840.00
Media Excelerator 1.2 for Microsoft Windows Media: Small Business Maintenance	e	MNT-005305-001	$950.00	1070.00
Media Excelerator 1.2 for Microsoft Windows Media: Enterprise Maintenance	e	MNT-005306-001	$1,650.00	1850.00
Media Excelerator 1.2 for Microsoft Windows Media: Large Enterprise Maintenance	e	MNT-005307-001	$3,000.00	3370.00
Media Excelerator 1.2 for Microsoft Windows Media: Datacenter Maintenance	e	MNT-005308-001	$5,700.00	6400.00
Media Excelerator 1.2 for Streaming Suite: Remote Office Maintenance	e	MNT-005309-001	$1,050.00	1180.00
Media Excelerator 1.2 for Streaming Suite: Small Business Maintenance	e	MNT-005310-001	$1,350.00	1520.00
Media Excelerator 1.2 for Streaming Suite: Enterprise Maintenance	e	MNT-005311-001	$2,700.00	3030.00
Media Excelerator 1.2 for Streaming Suite: Large Enterprise Maintenance	e	MNT-005312-001	$4,800.00	5400.00
Media Excelerator 1.2 for Streaming Suite: Datacenter Maintenance	e	MNT-005313-001	$9,000.00	10100.00

Internet/Intranet Access

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Excelerator XL 1.0

Media

Product Description	Class	Part Number	US Dollar	Local Currency**
Excelerator XL 1.0 e-Software Media Kit Strong Encryption (128 bit) English (Linux Platform)	e	878-000260-001	$15.00	17.00
Excelerator XL 1.0 Strong Encryption (128 bit) Software Media Kit English (Linux Platform)	2	892-000248-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency**
Excelerator XL 1.0 Remote Office e-License	e	879-000236-001	$3,595.00	4030.00
Excelerator XL 1.0 Small Business e-License	e	879-000237-001	$5,395.00	6100.00
Excelerator XL 1.0 Enterprise e-License	e	879-000238-001	$12,495.00	14000.00
Excelerator XL 1.0 Large Enterprise e-License	e	879-000239-001	$21,995.00	24700.00
Excelerator XL 1.0 Datacenter e-License	e	879-000240-001	$44,995.00	50000.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency**
Upgrade Excelerator XL 1.0 Remote Office e-License	e	879-000236-003	$1,910.00	2140.00
Upgrade Excelerator XL 1.0 Small Business-512Mb e-License	e	879-000237-003	$2,860.00	3210.00
Upgrade Excelerator XL 1.0 Enterprise-1Gb e-License	e	879-000238-003	$6,620.00	7400.00
Upgrade Excelerator XL 1.0 Large Enterprise-2Gb e-License	e	879-000239-003	$11,660.00	13100.00
Upgrade Excelerator XL 1.0 Datacenter-4Gb e-License	e	879-000240-003	$23,850.00	26800.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency**
Excelerator XL 1.0 Remote Office Maintenance	e	MNT-005661-001	$900.00	1010.00
Excelerator XL 1.0 Small Business Maintenance	e	MNT-005662-001	$1,350.00	1520.00
Excelerator XL 1.0 Enterprise Maintenance	e	MNT-005663-001	$3,120.00	3500.00
Excelerator XL 1.0 Large Enterprise Maintenance	e	MNT-005664-001	$5,500.00	6200.00
Excelerator XL 1.0 Datacenter Maintenance	e	MNT-005665-001	$11,250.00	12600.00

Media Excelerator XL 1.0

New

Product Description	Class	Part Number	US Dollar	Local Currency**
Media Excelerator XL 1.0 for RealSystem Proxy 8: Enterprise e-License	e	879-000241-001	$6,595.00	7400.00
Media Excelerator XL 1.0 for RealSystem Proxy 8: Large Enterprise e-License	e	879-000242-001	$11,995.00	13500.00
Media Excelerator XL 1.0 for RealSystem Proxy 8: Datacenter e-License	e	879-000243-001	$22,795.00	25600.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Remote Office e-License	e	879-000244-001	$2,995.00	3360.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Small Business e-License	e	879-000245-001	$3,795.00	4260.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Enterprise e-License	e	879-000246-001	$6,595.00	7400.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Large Enterprise e-License	e	879-000247-001	$11,995.00	13500.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Datacenter e-License	e	879-000248-001	$22,795.00	25600.00
Media Excelerator XL 1.0 for Streaming Suite: Remote Office e-License	e	879-000249-001	$4,195.00	4710.00
Media Excelerator XL 1.0 for Streaming Suite: Small Business e-License	e	879-000250-001	$5,395.00	6100.00
Media Excelerator XL 1.0 for Streaming Suite: Enterprise e-License	e	879-000251-001	$10,795.00	12100.00
Media Excelerator XL 1.0 for Streaming Suite: Large Enterprise e-License	e	879-000252-001	$19,195.00	21500.00
Media Excelerator XL 1.0 for Streaming Suite: Datacenter e-License	e	879-000253-001	$35,995.00	40400.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency**
Media Excelerator XL 1.0 for RealSystem Proxy 8: Enterprise Maintenance	e	MNT-005666-001	$1,650.00	1850.00
Media Excelerator XL 1.0 for RealSystem Proxy 8: Large Enterprise Maintenance	e	MNT-005667-001	$3,000.00	3370.00
Media Excelerator XL 1.0 for RealSystem Proxy 8: Datacenter Maintenance	e	MNT-005668-001	$5,700.00	6400.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Remote Office Maintenance	e	MNT-005669-001	$750.00	840.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Small Business Maintenance	e	MNT-005670-001	$950.00	1070.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Enterprise Maintenance	e	MNT-005671-001	$1,650.00	1850.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Large Enterprise Maintenance	e	MNT-005672-001	$3,000.00	3370.00
Media Excelerator XL 1.0 for Microsoft Windows Media: Datacenter Maintenance	e	MNT-005673-001	$5,700.00	6400.00
Media Excelerator XL 1.0 for Streaming Suite: Remote Office Maintenance	e	MNT-005674-001	$1,050.00	1180.00
Media Excelerator XL 1.0 for Streaming Suite: Small Business Maintenance	e	MNT-005675-001	$1,350.00	1520.00
Media Excelerator XL 1.0 for Streaming Suite: Enterprise Maintenance	e	MNT-005676-001	$2,700.00	3030.00
Media Excelerator XL 1.0 for Streaming Suite: Large Enterprise Maintenance	e	MNT-005677-001	$4,800.00	5400.00
Media Excelerator XL 1.0 for Streaming Suite: Datacenter Maintenance	e	MNT-005678-001	$9,000.00	10100.00

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Internet/Intranet Access

Content Controller 2.0
For additional information on Volera products, visit: http://www.volera.com/products/

Note: Velocity MGM Media Kit contains the Content Controller, Content Accountant and System Controller products.

Media

Product Description	Class	Part Number	US Dollar	Local Currency
Velocity Management Media Kit 2.0 e-Software Media Kit High Encryption (128 bit) English	e	878-000261-001	$15.00	17.00
Velocity Management Media Kit 2.0 Software Media Kit High Encryption (128bit) English	2	892-000249-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
Content Controller Server 2.0 Server + 10-Pack e-License	e	879-000260-001	$47,995.00	54000.00
Content Controller Excelerator 2.0 10-Pack e-License	e	879-000261-001	$11,995.00	13500.00
Content Controller Excelerator 2.0 25-Pack e-License	e	879-000262-001	$23,995.00	26900.00
Content Controller Excelerator 2.0 50-Pack e-License	e	879-000263-001	$41,995.00	47100.00
Content Controller Excelerator 2.0 100-Pack e-License	e	879-000264-001	$71,995.00	81000.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
Content Controller Server 2.0 Server + 10-Pack Maintenance	e	MNT-005684-001	$12,000.00	13500.00
Content Controller Excelerator 2.0 10-Pack Maintenance	e	MNT-005685-001	$3,000.00	3370.00
Content Controller Excelerator 2.0 25-Pack Maintenance	e	MNT-005686-001	$6,000.00	6700.00
Content Controller Excelerator 2.0 50-Pack Maintenance	e	MNT-005687-001	$10,500.00	11800.00
Content Controller Excelerator 2.0 100-Pack Maintenance	e	MNT-005688-001	$18,000.00	20200.00

System Controller 2.0
For additional information on Volera products, visit: http://www.volera.com/products/

Note: Velocity MGM Media Kit contains the Content Controller, Content Accountant and System Controller products.

Media

Product Description	Class	Part Number	US Dollar	Local Currency
Velocity Management Media Kit 2.0 e-Software Media Kit High Encryption (128 bit) English	o	878-000261-001	$15.00	17.00
Velocity Management Media Kit 2.0 Software Media Kit High Encryption (128bit) English	2	892-000249-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
System Controller Server 2.0 Server + 10-Pack High Encryption e-License	e	879-000254-001	$17,995.00	20200.00
System Controller Excelerator 2.0 10-Pack e-License	e	879-000256-001	$5,995.00	6700.00
System Controller Excelerator 2.0 25-Pack e-License	e	879-000257-001	$11,995.00	13500.00
System Controller Excelerator 2.0 50-Pack e-License	e	879-000258-001	$20,395.00	22900.00
System Controller Excelerator 2.0 100-Pack e-License	e	879-000259-001	$35,995.00	40400.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
System Controller Server 2.0 Server Maintenance	e	MNT-005679-001	$4,500.00	5100.00
System Controller Excelerator 2.0 10-Pack Maintenance	e	MNT-005680-001	$1,500.00	1680.00
System Controller Excelerator 2.0 25-Pack Maintenance	e	MNT-005681-001	$3,000.00	3370.00
System Controller Excelerator 2.0 50-Pack Maintenance	e	MNT-005682-001	$5,100.00	5700.00
System Controller Excelerator 2.0 100-Pack Maintenance	e	MNT-005683-001	$9,000.00	10100.00

Content Accountant 2.0
For additional information on Volera products, visit: http://www.volera.com/products/

Note: Velocity MGM Media Kit contains the Content Controller, Content Accountant and System Controller products.

Media

Product Description	Class	Part Number	US Dollar	Local Currency
Velocity Management Media Kit 2.0 e-Software Media Kit High Encryption (128 bit) English	e	878-000261-001	$15.00	17.00
Velocity Management Media Kit 2.0 Software Media Kit High Encryption (128bit) English	2	892-000249-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
Content Accountant Server 2.0 Server + 10-Pack e-License	e	879-000265-001	$59,995.00	67000.00
Content Accountant Excelerator 2.0 10-Pack e-License	e	879-000266-001	$11,995.00	13500.00
Content Accountant Excelerator 2.0 25-Pack e-License	e	879-000267-001	$23,995.00	26900.00
Content Accountant Excelerator 2.0 50-Pack e-License	e	879-000268-001	$41,995.00	47100.00
Content Accountant Excelerator 2.0 100-Pack e-License	e	879-000269-001	$71,995.00	81000.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
Content Accountant Server 2.0 Server + 10-Pack Maintenance	e	MNT-005689-001	$15,000.00	16800.00
Content Accountant Excelerator 2.0 10-Pack Maintenance	e	MNT-005690-001	$3,000.00	3370.00
Content Accountant Excelerator 2.0 25-Pack Maintenance	e	MNT-005691-001	$6,000.00	6700.00
Content Accountant Excelerator 2.0 50-Pack Maintenance	e	MNT-005692-001	$10,500.00	11800.00
Content Accountant Excelerator 2.0 100-Pack Maintenance	e	MNT-005693-001	$18,000.00	20200.00

TCP/IP and UNIX Connectivity

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Related Service Offerings

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

NetWare® NFS Services 3.0

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency**
Netware NFS Services 3.0 e-Software Media Kit English	e	878-000105-001	$15.00	17.00
Netware NFS Services 3.0 Software Media Kit English	2	892-000044-001	$35.00	39.00

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

Product Description	Class	Part Number	US Dollar	Local Currency**
Netware NFS Services 3.0 Software Media e-License	e	131-000656-001	$1.00	1.10

New

Product Description	Class	Part Number	US Dollar	Local Currency**
NetWare NFS Services 3.0 License	e	LIC-005409-001	$2,995.00	3360.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency**
Upgrade NetWare NFS Services 3.0 License from any NFS	e	LIC-005409-003	$1,590.00	1780.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency**
NetWare NFS Services 3.0 Maintenance	e	MNT-004907-001	$750.00	840.00

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Directory Services

Novell Nterprise Branch Office 1

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

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

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

Novell Nsure Resources 1

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

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

Product Description	Class	Part Number	US Dollar	Local Currency
Media				
Novell Nsure Resources 1 Software Media Kit Strong Encryption (128+ bit) English	2	892-000204-001	$35.00	39.00
New				
Novell Nsure Resources 1 1-User e-License	e	979-000134-001	$35.00	39.00
Maintenance				
Novell Nsure Resources 1 1-User Maintenance	e	MNT-005500-001	$9.00	10.00

Nsure Audit 1

Novell Nsure Audit collects security and system and application event data and filters the collected information to trigger real-time notifications, provide real-time monitoring and perform centralized logging to a single data store in a non-repudiative manner. Nsure Audit is a key component of the Novell Nsure secure identity management solution family.

Product Description	Class	Part Number	US Dollar	Local Currency
Media				
Nsure Audit 1.0 e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000258-001	$15.00	17.00
Nsure Audit 1.0 Software Media Kit Strong Encryption (128+ bit) English	2	892-000246-001	$35.00	39.00
New				
Nsure Audit 1.0 Secure Logging Server License	e	LIC-005901-001	$9,995.00	11200.00
Nsure Audit 1.0 Instrumented System License	e	LIC-005902-001	$1,495.00	1680.00
Maintenance				
Nsure Audit 1.0 Secure Logging Server Maintenance	e	MNT-005659-001	$2,500.00	2810.00
Nsure Audit 1.0 Instrumented System Maintenance	e	MNT-005660-001	$374.00	420.00

Novell Modular Authentication Services 2.1 Enterprise Edition

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

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

Directory Services

DirXML 1.1a

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

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

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

DirXML Driver 4.0 for PeopleSoft

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

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

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

Product	Class	Part Number	US Dollar	Local Currency
New				
DirXML Driver 4.0 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License	e	979-000127-001	$10.00	11.00
DirXML Driver 4.0 & Prior for PeopleSoft 7.0, 7.5, and 8.1 5,000,000-User e-License	e	979-000130-001	$600,000.00	670000.00
Upgrade				
Upgrade DirXML Driver 4.0 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License	e	979-000131-001	$5.30	5.90
Maintenance				
DirXML Driver 4.0 for PeopleSoft 7.0, 7.5, and 8.1 1-User Maintenance	e	MNT-005429-001	$2.50	2.80
DirXML Driver 4.0 for PeopleSoft 7.0, 7.5, and 8.1 5,000,000-User Maintenance	e	MNT-005432-001	$150,000.00	168000.00

DirXML Driver 3.6 for PeopleSoft

Product	Class	Part Number	US Dollar	Local Currency
New				
DirXML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License	e	979-000001-001	$10.00	11.00
DirXML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.1 5,000,000-User e-License	e	979-000012-001	$600,000.00	670000.00
Upgrade				
Upgrade DirXML Driver 3.6 & Prior for PeopleSoft 7.0, 7.5, and 8.1 1-User e-License	e	979-000007-001	$5.30	5.90
Maintenance				
DirXML Driver 3.6 for PeopleSoft 7.0, 7.5, and 8.1 1-User Maintenance	e	MNT-005199-001	$2.50	2.80
DirXML Driver 3.6 for PeopleSoft 7.0, 7.5, and 8.1 5,000,000-User Maintenance	e	MNT-005213-001	$150,000.00	168000.00

DirXML Driver 1.0 for SAP HR

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

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

Product	Class	Part Number	US Dollar	Local Currency
New				
DirXML Driver 1.0 for SAP HR 1-User e-License	e	979-000004-001	$10.00	11.00
DirXML Driver 1.0 for SAP® HR 5,000,000-User License	e	979-000010-001	$600,000.00	670000.00
Maintenance				
DirXML Driver 1.0 for SAP HR 1-User Maintenance	e	MNT-005190-001	$2.50	2.80
DirXML Driver 1.0 for SAP® HR 5,000,000-User Maintenance	e	MNT-005211-001	$150,000.00	168000.00

Directory Services

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DirXML Driver 1.6 for JDBC

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

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

New				
DirXML Driver 1.6 & Prior for JDBC 1-User e-License	e	979-000149-001	$10.00	11.00
DirXML Driver 1.6 & Prior for JDBC 5,000,000-User e-License	e	979-000152-001	$600,000.00	670000.00
Upgrade				
Upgrade DirXML Driver 1.6 & Prior for JDBC 1-User e-License	e	979-000149-003	$5.30	5.90
Maintenance				
DirXML Driver 1.6 for JDBC 1-User Maintenance	e	MNT-005531-001	$2.50	2.80
DirXML Driver 1.6 for JDBC 5,000,000-User Maintenance	e	MNT-005530-001	$150,000.00	168000.00

DirXML Password Synchronization 1.0 for Windows

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

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

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

DirXML Driver for NT Domain

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

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

New				
DirXML Driver 1.1a for NT Domain 1-User License	e	979-000013-001	$6.00	6.70
DirXML Driver 1.1a for NT Domain 5,000,000-User License	e	979-000014-001	$600,000.00	670000.00
Maintenance				
DirXML Driver 1.1a for NT Domain 1-User Maintenance	e	MNT-005214-001	$1.50	1.70
DirXML Driver 1.1a for NT Domain 5,000,000-User Maintenance	e	MNT-005215-001	$150,000.00	168000.00

DirXML Driver for Notes

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

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

New				
DirXML Driver 1.5a for Notes 1-User License	e	979-000023-001	$6.00	6.70
DirXML Driver 1.5a for Notes 5,000,000-User License	e	979-000024-001	$600,000.00	670000.00
Maintenance				
DirXML Driver 1.5a for Notes 1-User Maintenance	e	MNT-005224-001	$1.50	1.70
DirXML Driver 1.5a for Notes 5,000,000-User Maintenance	e	MNT-005225-001	$150,000.00	168000.00

Directory Services

DirXML Driver for LDAP

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

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

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

New

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 1.5a for LDAP 1-User License	e	979-000025-001	$6.00	6.70
DirXML Driver 1.5a for LDAP 5,000,000-User License	e	979-000026-001	$600,000.00	670000.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 1.5a for LDAP 1-User Maintenance	e	MNT-005226-001	$1.50	1.70
DirXML Driver 1.5a for LDAP 5,000,000-User Maintenance	e	MNT-005227-001	$150,000.00	168000.00

DirXML Driver 2.0 for GroupWise

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

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

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

New

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 2.0 for GroupWise 1-User License	e	979-000164-001	$6.00	6.70
DirXML Driver 2.0 for GroupWise 5,000,000-User License	e	979-000167-001	$600,000.00	670000.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade DirXML Driver 2.0 for GroupWise 1-User License	e	979-000164-003	$3.20	3.60

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 2.0 for GroupWise 1-User Maintenance	e	MNT-005593-001	$1.50	1.70
DirXML Driver 2.0 for GroupWise 5,000,000-User Maintenance	e	MNT-005596-001	$150,000.00	168000.00

DirXML Driver 1.1a for GroupWise

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

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

New

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 1.1a for GroupWise 1-User License	e	979-000015-001	$6.00	6.70
DirXML Driver 1.1a for GroupWise 5,000,000-User License	e	979-000016-001	$600,000.00	670000.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 1.1a for GroupWise 1-User Maintenance	e	MNT-005216-001	$1.50	1.70
DirXML Driver 1.1a for GroupWise 5,000,000-User Maintenance	e	MNT-005217-001	$150,000.00	168000.00

DirXML Driver 1.5a for Exchange

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

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

New

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 1.5a for Exchange 5.5 1-User License	e	979-000027-001	$6.00	6.70
DirXML Driver 1.5a for Exchange 5.5 5,000,000-User e-License	e	979-000028-001	$600,000.00	670000.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
DirXML Driver 1.5a for Exchange 5.5 1-User Maintenance	e	MNT-005228-001	$1.50	1.70
DirXML Driver 1.5a for Exchange 5.5 5,000,000-User Maintenance	e	MNT-005229-001	$150,000.00	168000.00

Directory Services

DirXML Driver for Novell eDirectory

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

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

New

DirXML Driver 1.1a for eDirectory 1-User License	e	979-000019-001	$6.00	6.70
DirXML Driver 1.1a for eDirectory 5,000,000-User e-License	e	979-000020-001	$600,000.00	670000.00

Maintenance

DirXML Driver 1.1a for eDirectory 1-User Maintenance	e	MNT-005220-001	$1.50	1.70
DirXML Driver 1.1a for eDirectory 5,000,000-User Maintenance	e	MNT-005221-001	$150,000.00	168000.00

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

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

New

DirXML Driver 1.1a for Delimited Text 1-User License	e	979-000017-001	$6.00	6.70
DirXML Driver 1.1a for Delimited Text 5,000,000-User e-License	e	979-000018-001	$600,000.00	670000.00

Maintenance

DirXML Driver 1.1a for Delimited Text 1-User Maintenance	e	MNT-005218-001	$1.50	1.70
DirXML Driver 1.1a for Delimited Text 5,000,000-User Maintenance	e	MNT-005219-001	$150,000.00	168000.00

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

New

DirXML Driver 2.0a for Active Directory 1-User License	e	979-000021-001	$6.00	6.70
DirXML Driver 2.0a for Active Directory 5,000,000-User e-License	e	979-000022-001	$600,000.00	670000.00

Maintenance

DirXML Driver 2.0a for Active Directory 1-User Maintenance	e	MNT-005222-001	$1.50	1.70
DirXML Driver 2.0a for Active Directory 5,000,000-User Maintenance	e	MNT-005223-001	$150,000.00	168000.00

DirXML Driver License for non-Novell Production Driver

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

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

New

DirXML Driver License for non-Novell Production Driver 1-User e-License	e	979-000029-001	$2.00	2.20
DirXML Driver License for non-Novell Production Driver 5,000,000-User e-License	e	979-000030-001	$200,000.00	224000.00

Maintenance

DirXML Driver License for non-Novell Production Driver 1-User Maintenance	e	MNT-005253-001	$1.00	1.10
DirXML Driver License for non-Novell Production Driver 5,000,000-User Maintenance	e	MNT-005254-001	$50,000.00	56000.00

Novell DirXML Driver for WebSphere MQ by The Wiring Company

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

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

New

DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User e-License	e	979-000048-001	$10.00	11.00
DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 5,000,000-User e-License	e	979-000049-001	$600,000.00	673,392.00

Maintenance

DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 1-User Maintenance	e	MNT-005324-001	$2.50	2.80
DirXML Driver 1.0 for WebSphere MQ by The Wiring Company 5,000,000-User Maintenance	e	MNT-005325-001	$150,000.00	168000.00

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Directory Services

DirXML Driver for Network Information Service (NIS) 1.0

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

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

New

DirXML Driver 1.0 for NIS 1-User e-License	e	979-000050-001	$6.00	6.70
DirXML Driver 1.0 for NIS 5,000,000-User e-License	e	979-000051-001	$600,000.00	670000.00

Maintenance

DirXML Driver 1.0 for NIS 1-User Maintenance	e	MNT-005326-001	$1.50	1.70
DirXML Driver 1.0 for NIS 5,000,000-User Maintenance	e	MNT-005327-001	$150,000.00	168000.00

iChain 2.2

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

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

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

Media

iChain 2.2 Software Media Kit Strong Encryption (128+ bit) English	2	892-000211-001	$35.00	39.00

New

iChain 2.2 & Prior 1-User e-License	e	979-000154-001	$10.00	11.00

Upgrade

Upgrade iChain 2.2 & Prior 1-User e-License	e	979-000154-003	$5.30	5.90
Competitive Upgrade iChain 2.2 & Prior 1-User e-License	e	979-000157-003	$5.30	5.90

Maintenance

iChain 2.2 1-User Maintenance	e	MNT-005544-001	$2.50	2.80

Novell Account Management 3

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

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

Media

Account Management 3 Suite Software Media Kit Strong Encryption (128+ bit) English	2	892-000167-001	$35.00	39.00

New

Account Management 3 for Mainframe & Prior 1-User e-License	e	979-000040-001	$18.00	20.00
Account Management 3 for Unix & Prior 1-User e-License	e	979-000042-001	$18.00	20.00
Account Management 3 for Windows & Prior 1-User e-License	e	979-000044-001	$18.00	20.00
Account Management 3 Suite & Prior 1-User e-License	e	979-000046-001	$54.00	61.00

Upgrade

Upgrade Account Management 3 for Mainframe & Prior 1-User e-License	e	979-000041-001	$10.00	11.00
Upgrade Account Management 3 for Unix & Prior 1-User e-License	e	979-000043-001	$10.00	11.00
Upgrade Account Management 3 for Windows & Prior 1-User e-License	e	979-000045-001	$10.00	11.00
Upgrade Account Management 3 Suite & Prior 1-User e-License	e	979-000047-001	$29.00	33.00

Maintenance

Account Management 3 for Mainframe 1-User Maintenance	e	MNT-005335-001	$5.00	5.60
Account Management 3 for Unix 1-User Maintenance	e	MNT-005334-001	$5.00	5.60
Account Management 3 for Windows 1-User Maintenance	e	MNT-005338-001	$5.00	5.60
Account Management 3 Suite 1-User Maintenance	e	MNT-005333-001	$14.00	16.00

Directory Services

Novell eDirectory 8.7.1

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

Note: The media listed below contains the latest eDirectory 8.7.1 software. If you're currently using eDirectory 8.7, no new licenses are required to run/install eDirectory 8.7.1.

Novell eDirectory 8.7.1 e-software media will be available for free download at http://download.novell.com

Media

Product	Class	Part Number	US Dollar	Local Currency
Novell eDirectory 8.7.1 Software Media Kit Strong Encryption (128+ bit) English and French	2	892-000247-001	$35.00	39.00
New				
Novell eDirectory 8.7 Unlimited-User e-Software	e	131-001078-001	$1.00	1.10
Novell eDirectory 8.7 & Prior 1-User License	e	LIC-005869-001	$2.00	2.20
Upgrade				
Upgrade Novell eDirectory 8.7 & Prior 1-User License	e	LIC-005869-003	$1.00	1.10
Maintenance				
Novell eDirectory 8.7 1-User Maintenance	e	MNT-005507-001	$0.50	0.60

SecureLogin 3.0

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

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

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

Media

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

The following products qualify for an upgrade to Novell SecureLogin 3.0:
- Novell SecureLogin 2.5
- Novell Single Sign-on (all versions, with or without v-GO)

Novell Secure Access Suite

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

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

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

Products Included:

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

Media

Product	Class	Part Number	US Dollar	Local Currency
Account Management 3 Suite Software Media Kit Strong Encryption (128+bit English	2	892-000167-001	$35.00	39.00
Novell Modular Authentication Service 2.1 Enterprise Edition e-Software Media Kit Strong Encryption (128+ bit) English	e	878-000195-001	$15.00	17.00
SecureLogin 3.0 Software Media Kit Multilingual	2	892-000148-001	$35.00	39.00
BorderManager 3.7 Software Media Kit Strong Encryption (128+ bit) EPFGS	2	892-000160-001	$35.00	39.00
iChain 2.2 Software Media Kit Strong Encryption (128+ bit) English	2	892-000211-001	$35.00	39.00

Note: iChain 2.2 and AM 3.0 are available for download at: http://download.novell.com.

New

Product	Class	Part Number	US Dollar	Local Currency
Novell Secure Access Suite 1.6 1-User e-License	e	979-000160-001	$139.00	156.00

Directory Services

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Novell Secure Access Suite (continued from previous page)

Upgrade

Product	Class	Part Number	US Dollar	Local Currency
Upgrade Novell Secure Access Suite 1.6 for SecureLogin 3.0 1-User e-License	e	979-000161-003	$69.00	77.00
Upgrade Novell Secure Access Suite 1.6 for Account Management 3.0 Components 1-User e-License	e	979-000162-003	$119.00	134.00
Upgrade Novell Secure Access Suite 1.6 1-User e-License	e	979-000163-003	$99.00	111.00

Maintenance

Product	Class	Part Number	US Dollar	Local Currency
Novell Secure Access Suite 1.6 1-User Maintenance	e	MNT-005578-001	$46.00	52.00

File System Factory

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

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

Media

Product	Class	Part Number	US Dollar	Local Currency
File System Factory 1.1 e-Software Media Kit English	e	878-000232-001	$15.00	17.00

New

Product	Class	Part Number	US Dollar	Local Currency
File System Factory 1.1 1-User e-License	e	879-000183-001	$12.00	13.00

Maintenance

Product	Class	Part Number	US Dollar	Local Currency
File System Factory 1.1 1-User Maintenance	e	MNT-005597-001	$3.00	3.40

Novell Collaboration Services

GroupWise 6.5

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

Note: Arabic and Hebrew languages are now available for GroupWise 6.5 by ordering the multilingual product and addding Support Pack 1. You can download SP1 for GW6.5 by going to: http://support.novell.com

Media

GroupWise 6.5 e-Software Media Kit Strong Encryption (128+ bit) Multilingual	e	878-000205-001	$15.00	17.00
GroupWise 6.5 Software Media Kit Strong Encryption (128+ bit) Multilingual	2	892-000223-001	$35.00	39.00

New

GroupWise 6.5 & Prior 1-User e-License	e	LIC-005894-001	$130.00	146.00
GroupWise 6.5 Web/Wireless 1-User e-License	e	LIC-005897-001	$30.00	34.00

Upgrade

Upgrade GroupWise 6.5 & Prior 1-User e-License	e	LIC-005894-003	$69.00	77.00
Upgrade GroupWise 6.5 Web/Wireless 1-User e-License	e	LIC-005897-003	$16.00	18.00

Maintenance

GroupWise 6.5 1-User Maintenance	e	MNT-005584-001	$33.00	37.00
GroupWise 6.5 Web/Wireless 1-User Maintenance	e	MNT-005587-001	$8.00	9.00

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

GroupWise 6

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

Media

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

High Availability Messaging Solution

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

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

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

Media

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

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

Novell Collaboration Services

NetMail 3.1

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
NetMail 3.1 e-Software Media Kit Strong Encryption (128+ bit) Multilingual	e	878-000081-001	$15.00	17.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
NetMail 3.1 1-User License	e	LIC-005735-001	$15.00	17.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade NetMail 3.1 1-User License	e	LIC-005735-003	$8.00	9.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
NetMail 3.1 1-User Maintenance	e	MNT-005318-001	$3.75	4.20

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Network Management (NetWare and Windows NT

ManageWise® 2.7

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

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

Media

ManageWise 2.7 e-Software Media Kit English*	e	878-000104-001	$15.00	17.00
ManageWise 2.7 Software Media Kit English	2	892-000037-001	$35.00	39.00

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

ManageWise 2.7 Software Media e-License	e	131-000655-001	$1.00	1.10

New

ManageWise 2.7 & Prior 5-User License	e	LIC-005294-001	$795.00	890.00
ManageWise 2.7 & Prior 10-User License	e	LIC-005295-001	$1,195.00	1340.00
ManageWise 2.7 & Prior & Prior 25-User License	e	LIC-005296-001	$1,995.00	2240.00
ManageWise 2.7 & Prior 50-User License	e	LIC-005297-001	$3,750.00	4210.00
ManageWise 2.7 & Prior & Prior 100-User License	e	LIC-005298-001	$7,500.00	8400.00
ManageWise 2.7 & Prior 250-User License	e	LIC-005299-001	$18,750.00	21000.00
ManageWise 2.7 & Prior & Prior 500-User License	e	LIC-005300-001	$37,500.00	42100.00

Upgrade

Upgrade ManageWise 2.7 & Prior 5-User License from ManageWise PV/Competitive Product 5-User	e	LIC-005294-003	$430.00	483.00
Upgrade ManageWise 2.7 & Prior 10-User License from ManageWise PV/Competitive Product 10-User	e	LIC-005295-003	$640.00	720.00
Upgrade ManageWise 2.7 & Prior 25-User License from ManageWise PV/Competitive Product 25-User	e	LIC-005296-003	$1,000.00	1120.00
Upgrade ManageWise 2.7 & Prior 50-User License from ManageWise PV/Competitive Product 50-User	e	LIC-005297-003	$1,990.00	2230.00
Upgrade ManageWise 2.7 & Prior 100-User License from ManageWise PV/Competitive Product 100-User	e	LIC-005298-003	$4,000.00	4490.00
Upgrade ManageWise 2.7 & Prior 250-User License from ManageWise PV/Competitive Product 250-User	e	LIC-005299-003	$9,940.00	11200.00
Upgrade ManageWise 2.7 & Prior 500-User License from ManageWise PV/Competitive Product 500-User	e	LIC-005300-003	$19,880.00	22300.00

Maintenance

ManageWise 2.7 5-User Maintenance	e	MNT-004833-001	$200.00	224.00
ManageWise 2.7 10-User Maintenance	e	MNT-004834-001	$300.00	337.00
ManageWise 2.7 25-User Maintenance	e	MNT-004835-001	$500.00	560.00
ManageWise 2.7 50-User Maintenance	e	MNT-004836-001	$938.00	1050.00
ManageWise 2.7 100-User Maintenance	e	MNT-004837-001	$1,875.00	2100.00
ManageWise 2.7 250-User Maintenance	e	MNT-004838-001	$4,688.00	5300.00
ManageWise 2.7 500-User Maintenance	e	MNT-004839-001	$9,375.00	10500.00

ZENworks 6 Suite

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

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

Media

ZENworks 6 Suite Software Media Kit Strong Encryption (128+ bit) English	2	892-000228-001	$35.00	39.00
ZENworks 6 Suite e-Software Media Kit Strong Encryption (128+ bit) English*	e	878-000237-001	$15.00	17.00
ZENworks 6 Suite e-Software Media Kit Strong Encryption (128+ bit) English (Executable Files*)	e	878-000238-001	$15.00	17.00

New

ZENworks 6 Suite 1-User e-License	e	979-000172-001	$130.00	146.00

Upgrade

Upgrade ZENworks 6 Suite 1-User e-License	e	979-000172-003	$69.00	77.00
Competitive Upgrade ZENworks 6 Suite 1-User e-License	e	979-000187-003	$69.00	77.00

Maintenance

ZENworks 6 Suite 1-User Maintenance	e	MNT-005601-001	$33.00	37.00

Qualifying Competitive Upgrades:
Customers with LANDesk, Altiris, Novadigm, Microsoft SMS, Tivoli, ON Technology, Marimba and CA Unicenter products re eligible for the competitive upgrade pricing.

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Network Management (NetWare and Windows NT

ZENworks for Servers 3

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

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

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

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

Product Description	Class	Part Number	US Dollar	Local Currency
Media				
ZENworks for Servers 3.0.2 e-Software Media Kit Strong Encryption (128 bit) English (Executable Files*)	e	878-000236-001	$15.00	17.00
ZENworks for Servers 3.0.2 e-Software Media Kit (128+ bit) English*	e	878-000080-001	$15.00	17.00
ZENworks for Servers 3.0.2 Software Media Kit English	2	892-000156-001	$35.00	39.00
New				
ZENworks for Servers 3 & Prior 1-User e-License	e	LIC-005663-001	$59.00	66.00
ZENworks for Servers 3 & Prior Server e-License	e	LIC-005664-001	$3,000.00	3370.00
Upgrade				
Upgrade ZENworks for Servers 3 & Prior 1-User e-License	e	LIC-005663-003	$31.00	35.00
Upgrade ZENworks for Servers 3 & Prior Server e-License	e	LIC-005664-003	$1,590.00	1780.00
Maintenance				
ZENworks for Servers 3 1-User Maintenance	e	MNT-005251-001	$15.00	17.00
ZENworks for Servers 3 Server Maintenance	e	MNT-005252-001	$750.00	840.00

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

Product Description	Class	Part Number	US Dollar	Local Currency
Media				
ZENworks for Desktops 3.2 e-Software Media Kit English, French, and German*	e	878-000095-001	$15.00	17.00
ZENworks for Desktops 3.2 Software Media Kit English, French, and German	2	892-000102-001	$35.00	39.00
New				
ZENworks for Desktops 3.2 & Prior 1-User License	e	LIC-005585-001	$69.00	77.00
Upgrade				
Upgrade ZENworks for Desktops 3.2 & Prior 1-User License	e	LIC-005585-003	$37.00	42.00
Competitive Upgrade ZENworks for Desktops 3.2 & Prior 1-User License	e	LIC-005586-003	$39.00	44.00
Maintenance				
ZENworks for Desktops 3.2 1-User Maintenance	e	MNT-005160-001	$15.00	17.00

Network Management (NetWare and Windows NT

ZENworks Starter Pack Promotion

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

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

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

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

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

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade Starter Pack Promotion to ZENworks for Desktops 4 1-User e-License	e	979-000096-003	$29.00	33.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
ZENworks for Desktops 4 1-User Promotion Maintenance	e	MNT-005330-001	$14.00	16.00

ZENworks for Desktops 4

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

ZENworks for Desktops 4 provides enterprise Windows desktop lifecycle management regardless of the location of the managed PC or laptop. ZENworks for Desktops 4 delivers workstation and user environment management inside the firewall, outside the firewall, across the public internet, through dial-up and other slow connections or even for totally disconnected users.

ZENworks for Desktops 4 includes Novell eDirectory and DirXML Password Synchronization allowing customers with Microsoft server, NT domain and Active Directory environments to seamlessly integrate their Desktop Management with their existing infrastructure. These DirXML components require activation. If not activated, the DirXML components will expire 90 days after installation. For detailed information about Novell's product activation process, please visit

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

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
ZENworks for Desktops 4.0.1 Media Kit Strong Encryption (128+ bit) EPFGS	2	892-000227-001	$35.00	39.00
ZENworks for Desktops 4.0.1 e-Software Media Kit Strong Encryption (128+ bit) EPFGS*	e	878-000233-001	$15.00	17.00
ZENworks for Desktops 4.0.1 e-Software Media Kit Strong Encryption (128+ bit) EPFGS (Executable Files*)	e	878-000234-001	$15.00	17.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
ZENworks for Desktops 4 & Prior 1-User e-License	e	979-000079-001	$69.00	77.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade ZENworks for Desktops 4 & Prior 1-User e-License	e	979-000079-003	$37.00	42.00
Competitive Upgrade ZENworks for Desktops 4 & Prior 1-User e-License	e	979-000080-003	$46.00	52.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
ZENworks for Desktops 4 1-User Maintenance	e	MNT-005329-001	$17.00	19.00

Network Management (NetWare and Windows NT

ZENworks for Desktops/Servers Suite

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

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

ZENworks for Handhelds 5.1

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

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

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

Protocom SecureConsole 3.4 for NetWare

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

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

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

Web Application Developmen

Novell exteNd 4.1

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

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

Web Application Developmen·

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Novell exteNd Application Server 5.0

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Application Server 5.0 Developer Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000239-001	$15.00	17.00
Novell exteNd Application Server 5.0 for NT Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000240-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Solaris Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000241-001	$15.00	17.00
Novell exteNd Application Server 5.0 for HP-UX Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000242-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Linux Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000243-001	$15.00	17.00
Novell exteNd Application Server 5.0 for NT Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000244-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Solaris Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000245-001	$15.00	17.00
Novell exteNd Application Server 5.0 for HP-UX Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000246-001	$15.00	17.00
Novell exteNd Application Server 5.0 for Linux Professional Edition e-Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC (Executable Files*)	e	878-000247-001	$15.00	17.00
Novell exteNd Application Server 5.0 Developer Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000229-001	$35.00	39.00
Novell exteNd Application Server 5.0 for NT Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000230-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Solaris Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000231-001	$35.00	39.00
Novell exteNd Application Server 5.0 for HP-UX Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000232-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Linux Enterprise Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000233-001	$35.00	39.00
Novell exteNd Application Server 5.0 for NT Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000234-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Solaris Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000235-001	$35.00	39.00
Novell exteNd Application Server 5.0 for HP-UX Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000236-001	$35.00	39.00
Novell exteNd Application Server 5.0 for Linux Professional Edition Software Media Kit Strong Encryption (128 bit) EPFIGSRUJKCC	2	892-000237-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Application Server 5.0 Developer Edition e-License	e	879-000184-001	$495.00	560.00
Novell exteNd Application Server 5.0 Enterprise Edition 1-CPU e-License	e	879-000185-001	$10,000.00	11200.00
Novell exteNd Application Server 5.0 Professional Edition 1-CPU e-License	e	879-000186-001	$5,000.00	5600.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade Novell exteNd Application Server 5.0 Developer Edition e-License	e	879-000184-003	$262.00	294.00
Upgrade Novell exteNd Application Server 5.0 Enterprise Edition 1-CPU e-License	e	879-000185-003	$5,300.00	5900.00
Upgrade Novell exteNd Application Server 5.0 Professional Edition 1-CPU e-License	e	879-000186-003	$2,650.00	2970.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Application Server 5.0 Developer Edition Maintenance	e	MNT-005610-001	$125.00	140.00
Novell exteNd Application Server 5.0 Enterprise Edition 1-CPU Maintenance	e	MNT-005611-001	$2,500.00	2810.00
Novell exteNd Application Server 5.0 Professional Edition 1-CPU Maintenance	e	MNT-005612-001	$1,250.00	1400.00

Web Application Developmen

Application Server 4.0

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

Media*

Product Description	Class	Part Number	US Dollar	Local Currency** eur
exteNd Workbench with Application Server Developer Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000159-001	$15.00	17.00
exteNd Application Server for NT Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000161-001	$15.00	17.00
exteNd Application Server for Solaris Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000162-001	$15.00	17.00
exteNd Application Server for HP-UX Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000163-001	$15.00	17.00
exteNd Application Server for Linux Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000164-001	$15.00	17.00
exteNd Application Server for AIX Enterprise Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000165-001	$15.00	17.00
exteNd Application Server for NT Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000189-001	$15.00	17.00
exteNd Application Server for Solaris Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000190-001	$15.00	17.00
exteNd Application Server for HP-UX Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000191-001	$15.00	17.00
exteNd Application Server for Linux Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000192-001	$15.00	17.00
exteNd Application Server for AIX Professional Edition e-Software Media Kit Strong Encryption (128 bit) English*	e	878-000193-001	$15.00	17.00
exteNd Workbench with Application Server Developer Edition Software Media Kit Strong Encryption (128 bit)	2	892-000172-001	$35.00	39.00
exteNd Application Server for NT Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000174-001	$35.00	39.00
exteNd Application Server for Solaris Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000175-001	$35.00	39.00
exteNd Application Server for HP-UX Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000176-001	$35.00	39.00
exteNd Application Server for Linux Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000177-001	$35.00	39.00
exteNd Application Server for AIX Enterprise Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000178-001	$35.00	39.00
exteNd Application Server for NT Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000198-001	$35.00	39.00
exteNd Application Server for Solaris Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000199-001	$35.00	39.00
exteNd Application Server for HP-UX Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000200-001	$35.00	39.00
exteNd Application Server for Linux Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000201-001	$35.00	39.00
exteNd Application Server for AIX Professional Edition Software Media Kit Strong Encryption (128 bit) English	2	892-000202-001	$35.00	39.00

*Note: Customers ordering the Application Server product will also need to order the applicable 131 Application Server license for the product to function.

	Class	Part Number	US Dollar	Local Currency**
exteNd Application Server Developer e-License String	e	131-000998-001	$1.00	1.10
exteNd Application Server Enterprise e-License String	e	131-000999-001	$1.00	1.10

New

	Class	Part Number	US Dollar	Local Currency**
exteNd Workbench with Application Server Developer Edition License	e	LIC-005789-001	$495.00	560.00
exteNd Application Server for NT Enterprise Edition 1-CPU License	e	LIC-005790-001	$10,000.00	11200.00
exteNd Application Server for Solaris Enterprise Edition 1-CPU License	e	LIC-005791-001	$10,000.00	11200.00
exteNd Application Server for HP-UX Enterprise Edition 1-CPU License	e	LIC-005792-001	$10,000.00	11200.00
exteNd Application Server for Linux Enterprise Edition 1-CPU License	e	LIC-005793-001	$10,000.00	11200.00
exteNd Application Server for AIX Enterprise Edition 1-CPU License	e	LIC-005794-001	$10,000.00	11200.00
exteNd Application Server for NT Professional Edition 1-CPU License	e	LIC-005795-001	$5,000.00	5600.00
exteNd Application Server for Solaris Professional Edition 1-CPU License	e	LIC-005796-001	$5,000.00	5600.00
exteNd Application Server for HP-UX Professional Edition 1-CPU License	e	LIC-005797-001	$5,000.00	5600.00
exteNd Application Server for Linux Professional Edition 1-CPU License	e	LIC-005798-001	$5,000.00	5600.00
exteNd Application Server for AIX Professional Edition 1-CPU License	e	LIC-005799-001	$5,000.00	5600.00

Maintenance

	Class	Part Number	US Dollar	Local Currency**
exteNd Workbench with Application Server Developer Edition Maintenance	e	MNT-005433-001	$125.00	140.00
exteNd Application Server for NT Enterprise Edition 1-CPU Maintenance	e	MNT-005434-001	$2,500.00	2810.00
exteNd Application Server for Solaris Enterprise Edition 1-CPU Maintenance	e	MNT-005435-001	$2,500.00	2810.00
exteNd Application Server for HP-UX Enterprise Edition 1-CPU Maintenance	e	MNT-005436-001	$2,500.00	2810.00
exteNd Application Server for Linux Enterprise Edition 1-CPU Maintenance	e	MNT-005437-001	$2,500.00	2810.00
exteNd Application Server for AIX Enterprise Edition 1-CPU Maintenance	e	MNT-005438-001	$2,500.00	2810.00
exteNd Application Server for NT Professional Edition 1-CPU Maintenance	e	MNT-005439-001	$1,250.00	1400.00
exteNd Application Server for Solaris Professional Edition 1-CPU Maintenance	e	MNT-005440-001	$1,250.00	1400.00
exteNd Application Server for HP-UX Professional Edition 1-CPU Maintenance	e	MNT-005441-001	$1,250.00	1400.00
exteNd Application Server for Linux Professional Edition 1-CPU Maintenance	e	MNT-005442-001	$1,250.00	1400.00
exteNd Application Server for AIX Professional Edition 1-CPU Maintenance	e	MNT-005443-001	$1,250.00	1400.00

Note: Maintenance for exteNd Application Server Classic Developer Edition is available for existing customers of the Application Server Classic product only and cannot be ordered by other customers.

	Class	Part Number	US Dollar	Local Currency**
Novell exteNd Application Server Classic Developer Edition Maintenance	e	MNT-005590-001	$125.00	140.00

Web Application Developmen

Novell exteNd Director 4.1 Enterprise Edition

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

Media

Product Description	Class	Part Number	US Dollar	Local Currency
				eur
Novell exteNd Director 4.1 Developer Edition e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000206-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for NT e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000207-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000208-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000209-001	$15.00	17.00
Novell exteNd Director 4.1 Enterprise Edition for AIX e-Software Media Kit Strong Encryption (128+ bit) EFGKJCC*	e	878-000210-001	$15.00	17.00
Novell exteNd Director 4.1 Developer Edition Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000212-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for NT Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000213-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000214-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000215-001	$35.00	39.00
Novell exteNd Director 4.1 Enterprise Edition for AIX Software Media Kit Strong Encryption (128+ bit) EFGKJCC	2	892-000216-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Director 4.1 Developer Edition 1-User e-License	e	879-000072-001	$1,295.00	1450.00
Novell exteNd Director 4.1 Enterprise Edition for NT 1-CPU e-License	e	879-000073-001	$60,000.00	67000.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris 1-CPU e-License	e	879-000074-001	$60,000.00	67000.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX 1-CPU e-License	e	879-000075-001	$60,000.00	67000.00
Novell exteNd Director 4.1 Enterprise Edition for AIX 1-CPU e-License	e	879-000076-001	$60,000.00	67000.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade Novell exteNd Director 4.1 Developer Edition 1-User e-License	e	879-000072-003	$690.00	770.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for NT 1-CPU e-License	e	879-000073-003	$31,800.00	35700.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for Solaris 1-CPU e-License	e	879-000074-003	$31,800.00	35700.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for HP-UX 1-CPU e-License	e	879-000075-003	$31,800.00	35700.00
Upgrade Novell exteNd Director 4.1 Enterprise Edition for AIX 1-CPU e-License	e	879-000076-003	$31,800.00	35700.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Director 4.1 Developer Edition 1-User Maintenance	e	MNT-005547-001	$325.00	365.00
Novell exteNd Director 4.1 Enterprise Edition for NT 1-CPU Maintenance	e	MNT-005548-001	$15,000.00	16800.00
Novell exteNd Director 4.1 Enterprise Edition for Solaris 1-CPU Maintenance	e	MNT-005549-001	$15,000.00	16800.00
Novell exteNd Director 4.1 Enterprise Edition for HP-UX 1-CPU Maintenance	e	MNT-005550-001	$15,000.00	16800.00
Novell exteNd Director 4.1 Enterprise Edition for AIX 1-CPU Maintenance	e	MNT-005551-001	$15,000.00	16800.00

Novell exteNd Director 4.1 Standard Edition

Media

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Director 4.1 Standard Edition e-Software Media Kit Strong Encryption (128+ bit) EPFIGSJ*	e	878-000230-001	$15.00	17.00
Novell exteNd Director 4.1 Standard Edition Software Media Kit Strong Encryption (128+ bit) EPFIGSJ	2	892-000224-001	$35.00	39.00

New

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Director 4.1 Standard Edition 1-CPU e-License	e	879-000180-001	$49,000.00	55000.00
Novell exteNd Director 4.1 Standard Edition 1-User e-License	e	879-000181-001	$59.00	66.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade Novell exteNd Director 4.1 Standard Edition 1-CPU e-License	e	879-000180-003	$25,970.00	29100.00
Upgrade Novell exteNd Director 4.1 Standard Edition 1-User e-License	e	879-000181-003	$31.00	35.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Director 4.1 Standard Edition 1-CPU Maintenance	e	MNT-005591-001	$12,250.00	13700.00
Novell exteNd Director 4.1 Standard Edition 1-User Maintenance	e	MNT-005592-001	$15.00	17.00

Web Application Developmen·

Novell exteNd Composer 4.2

Note: The JDBC Connector and the LDAP Connector are included with any purchase of a license for Composer Developer Edition or for Composer Enterprise Edition.

Media

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

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency
Upgrade Novell exteNd Composer 4.2 & Prior Developer Edition 1-User e-License	e	879-000201-003	$530.00	590.00
Upgrade Novell exteNd Composer 4.2 & Prior Enterprise Edition 1-CPU e-License	e	879-000202-003	$21,200.00	23800.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency
Novell exteNd Composer 4.2 Developer Edition 1-User Maintenance	e	MNT-005624-001	$250.00	281.00
Novell exteNd Composer 4.2 Enterprise Edition 1-CPU Maintenance	e	MNT-005625-001	$10,000.00	11200.00

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Web Application Developmen

Novell exteNd Composer 4.2 Connectors

Note: The JDBC Connector and the LDAP Connector are included with any purchase of a license for Composer Developer Edition or for Composer Enterprise Edition.

New

Product Description	Class	Part Number	US Dollar	Local Currency**
Novell exteNd Composer 4.2 & Prior Telnet Connector 1-CPU e-License	e	879-000203-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior JMS Connector 1-CPU e-License	e	879-000204-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior 3270 Connector 1-CPU e-License	e	879-000205-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior 5250 Connector 1-CPU e-License	e	879-000206-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior CICS RPC Connector 1-CPU e-License	e	879-000207-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior HTML Connector 1-CPU e-License	e	879-000208-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior EDI Connector 1-CPU e-License	e	879-000209-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior SAP Connector 1-CPU e-License	e	879-000210-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 HP3000 Connector 1-CPU e-License	e	879-000211-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 Tandem Connector 1-CPU e-License	e	879-000212-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU e-License	e	879-000213-001	$15,000.00	16800.00
Novell exteNd Composer 4.2 & Prior Telnet Connector Developer Edition 1-User e-License	e	879-000214-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior JMS Connector Developer Edition 1-User e-License	e	879-000215-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior 3270 Connector Developer Edition 1-User e-License	e	879-000216-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior 5250 Connector Developer Edition 1-User e-License	e	879-000217-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior CICS RPC Connector Developer Edition 1-User e-License	e	879-000218-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior HTML Connector Developer Edition 1-User e-License	e	879-000219-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior EDI Connector Developer Edition 1-User e-License	e	879-000220-001	$99.00	111.00
Novell exteNd Composer 4.2 & Prior SAP Connector Developer Edition 1-User e-License	e	879-000221-001	$99.00	111.00
Novell exteNd Composer 4.2 HP3000 Connector Developer Edition 1-User e-License	e	879-000222-001	$99.00	111.00
Novell exteNd Composer 4.2 Tandem Connector Developer Edition 1-User e-License	e	879-000223-001	$99.00	111.00
Novell exteNd Composer 4.2 DataGeneral Connector Developer Edition 1-User e-License	e	879-000224-001	$99.00	111.00

Upgrade

Product Description	Class	Part Number	US Dollar	Local Currency**
Upgrade Novell exteNd Composer 4.2 & Prior Telnet Connector 1-CPU e-License	e	879-000203-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior JMS Connector 1-CPU e-License	e	879-000204-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior 3270 Connector 1-CPU e-License	e	879-000205-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior 5250 Connector 1-CPU e-License	e	879-000206-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior CICS RPC Connector 1-CPU e-License	e	879-000207-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior HTML Connector 1-CPU e-License	e	879-000208-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior EDI Connector 1-CPU e-License	e	879-000209-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior SAP Connector 1-CPU e-License	e	879-000210-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 HP3000 Connector 1-CPU e-License	e	879-000211-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 Tandem Connector 1-CPU e-License	e	879-000212-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU e-License	e	879-000213-003	$7,950.00	8900.00
Upgrade Novell exteNd Composer 4.2 & Prior Telnet Connector Developer Edition 1-User e-License	e	879-000214-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior JMS Connector Developer Edition 1-User e-License	e	879-000215-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior 3270 Connector Developer Edition 1-User e-License	e	879-000216-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior 5250 Connector Developer Edition 1-User e-License	e	879-000217-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior CICS RPC Connector Developer Edition 1-User e-License	e	879-000218-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior HTML Connector Developer Edition 1-User e-License	e	879-000219-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior EDI Connector Developer Edition 1-User e-License	e	879-000220-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 & Prior SAP Connector Developer Edition 1-User e-License	e	879-000221-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 HP3000 Connector Developer Edition 1-User e-License	e	879-000222-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 Tandem Connector Developer Edition 1-User e-License	e	879-000223-003	$52.00	58.00
Upgrade Novell exteNd Composer 4.2 DataGeneral Connector Developer Edition 1-User e-License	e	879-000224-003	$52.00	58.00

Maintenance

Product Description	Class	Part Number	US Dollar	Local Currency**
Novell exteNd Composer 4.2 Telnet Connector 1-CPU Maintenance	e	MNT-005626-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 JMS Connector 1-CPU Maintenance	e	MNT-005627-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 3270 Connector 1-CPU Maintenance	e	MNT-005628-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 5250 Connector 1-CPU Maintenance	e	MNT-005629-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 CICS/RPC Connector 1-CPU Maintenance	e	MNT-005630-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 HTML Connector 1-CPU Maintenance	e	MNT-005631-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 EDI Connector 1-CPU Maintenance	e	MNT-005632-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 SAP Connector 1-CPU Maintenance	e	MNT-005633-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 HP3000 Connector 1-CPU Maintenance	e	MNT-005634-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 Tandem Connector 1-CPU Maintenance	e	MNT-005635-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-CPU Maintenance	e	MNT-005636-001	$3,750.00	4210.00
Novell exteNd Composer 4.2 Telnet Connector 1-User Developer Edition Maintenance	e	MNT-005637-001	$25.00	28.00
Novell exteNd Composer 4.2 JMS Connector 1-User Developer Edition Maintenance	e	MNT-005638-001	$25.00	28.00
Novell exteNd Composer 4.2 3270 Connector 1-User Developer Edition Maintenance	e	MNT-005639-001	$25.00	28.00
Novell exteNd Composer 4.2 5250 Connector 1-User Developer Edition Maintenance	e	MNT-005640-001	$25.00	28.00
Novell exteNd Composer 4.2 CICS RPC Connector 1-User Developer Edition Maintenance	e	MNT-005641-001	$25.00	28.00
Novell exteNd Composer 4.2 HTML Connector 1-User Developer Edition Maintenance	e	MNT-005642-001	$25.00	28.00
Novell exteNd Composer 4.2 EDI Connector 1-User Developer Edition Maintenance	e	MNT-005643-001	$25.00	28.00
Novell exteNd Composer 4.2 SAP Connector 1-User Developer Edition Maintenance	e	MNT-005644-001	$25.00	28.00
Novell exteNd Composer 4.2 HP3000 Connector 1-User Developer Edition Maintenance	e	MNT-005645-001	$25.00	28.00
Novell exteNd Composer 4.2 Tandem Connector 1-User Developer Edition Maintenance	e	MNT-005646-001	$25.00	28.00
Novell exteNd Composer 4.2 DataGeneral Connector 1-User Developer Edition Maintenance	e	MNT-005647-001	$25.00	28.00

Master License Agreement (MLA) August 200: Product Availability and Price Lis	Pricing			
Product Description	Class	Part Number	US Dollar	Local Currency**

Web Application Developmen

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Novell exteNd Composer Process Manager 4.2

New

Novell exteNd Composer Process Manager 4.2 & Prior Enterprise Edition 1-CPU e-License	e	879-000225-001	$20,000.00	22400.00
Novell exteNd Composer Process Manager 4.2 & Prior Developer Edition 1-User e-License	e	879-000226-001	$99.00	111.00

Upgrade

Upgrade Novell exteNd Composer Process Manager 4.2 & Prior Enterprise Edition 1-CPU e-License	e	879-000225-003	$10,600.00	11900.00
Upgrade Novell exteNd Composer Process Manager 4.2 & Prior Developer Edition 1-User e-License	e	879-000226-003	$52.00	58.00

Maintenance

Novell exteNd Composer Process Manager 4.2 Enterprise Edition 1-CPU Maintenance	e	MNT-005648-001	$5,000.00	5600.00
Novell exteNd Composer Process Manager 4.2 Developer Edition Maintenance	e	MNT-005649-001	$25.00	28.00

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Novell Customer Services

Novell Premium Service--United States

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

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

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

Novell Service Modules

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

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

Product	Class	Part Number	US Dollar	Local Currency
Net Solutions Services Module-US	e	051-002080-001	$19,000.00	21300.00

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

Product	Class	Part Number	US Dollar	Local Currency
Implementation Services -US	e	051-002083-001	$30,000.00	33700.00

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

Product	Class	Part Number	US Dollar	Local Currency
Proactive System Analysis-US	e	051-002074-001	$15,000.00	16800.00

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

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

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

Upgrade

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

Novell Customer Services

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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Novell Customer Services

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

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

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

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

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

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

Product Description	Class	Part Number	US Dollar	Local Currency**
Premium 1000-EMEA	e	051-001153-001	$7,200.00	8100.00
Premium 2000-EMEA	e	051-001154-001	$24,500.00	27500.00
Premium 3000-EMEA	e	051-001155-001	$51,000.00	57000.00
Premium 4000-EMEA	e	051-001156-001	$118,000.00	132000.00
Premium 5000-EMEA	e	051-001157-001	$306,000.00	343000.00
Upgrade				
Premium Upgrade-Premium 1000 to 2000-EMEA	e	051-001158-001	$17,300.00	19400.00
Premium Upgrade-Premium 1000 to 3000-EMEA	e	051-001159-001	$43,800.00	49200.00
Premium Upgrade-Premium 1000 to 4000-EMEA	e	051-001160-001	$110,800.00	124000.00
Premium Upgrade-Premium 1000 to 5000-EMEA	e	051-001161-001	$298,800.00	335000.00
Premium Upgrade-Premium 2000 to 3000-EMEA	e	051-001162-001	$26,500.00	29700.00
Premium Upgrade-Premium 2000 to 4000-EMEA	e	051-001163-001	$93,500.00	105000.00
Premium Upgrade-Premium 2000 to 5000-EMEA	e	051-001164-001	$281,500.00	316000.00
Premium Upgrade-Premium 3000 to 4000-EMEA	e	051-001165-001	$67,000.00	75000.00
Premium Upgrade-Premium 3000 to 5000-EMEA	e	051-001166-001	$255,000.00	286000.00
Premium Upgrade-Premium 4000 to 5000-EMEA	e	051-001167-001	$188,000.00	211000.00
Premium Additional 10 Incident Pack-EMEA	e	051-001168-001	$7,200.00	8100.00
Premium Additional 5 Incident Pack-EMEA	e	051-001169-001	$3,600.00	4040.00

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

Novell Service Modules

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

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

	Class	Part Number	US Dollar	Local Currency**
Net Solutions Services Module Standard-EMEA	e	051-002024-001	$13,200.00	14800.00
Net Solutions Services Module-EMEA	e	051-002025-001	Varies	Varies

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

	Class	Part Number	US Dollar	Local Currency**
Proactive System Analysis Standard-EMEA	e	051-002039-001	$12,000.00	13500.00
Proactive System Analysis Tailored-EMEA	e	051-000202-001	Varies	Varies

	Class	Part Number	US Dollar	Local Currency**
Onsite Support: Service Account Manager (+Travel Expenses)-EMEA	e	051-000168-001	$1,500.00	1680.00
Onsite Support: Premium Support Engineer (+Travel Expenses)-EMEA***	e	051-000169-001	Varies***	Varies***

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

	Class	Part Number	US Dollar	Local Currency**
Additional Primary Support Engineer - EMEA*	e	051-000170-001	$87,000.00	98000.00

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

	Class	Part Number	US Dollar	Local Currency**
Additional Dedicated Support Engineer - EMEA**	e	051-000171-001	$285,000.00	320000.00

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

	Class	Part Number	US Dollar	Local Currency**
Additional Service Account Manager-EMEA	e	051-002142-001	$14,000.00	15700.00

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Novell Customer Services

Novell Premium Services Options - Europe, Middle East, and Africa
Scheduled Standby - EMEA***

	e	051-000257-001	Varies***	Varies***

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

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

MLA Customers receive a 10% discount on Premium Service purchases.

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

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

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

MLA Customers receive a 10% discount on Premium Service purchases.

Novell Customer Services

Novell Premium Service - Asia Pacific

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

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

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

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

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

MLA Customers receive a 10% discount on Premium Service purchases.

Novell Customer Services

Novell Premium Service - Asia Pacific (continued from previous page)
Zone 2: Malaysia, Thailand, Philippines, Indonesia, China

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

MLA Customers receive a 10% discount on Premium Service purchases.

Premium Service - Canada

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

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

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

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

MLA Customers receive a 10% discount on Premium Service purchases.

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Novell Customer Services

Net Solutions Support - Americas

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

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

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

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

Net Solutions Support - EMEA

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

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

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

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

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

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Novell Customer Services

Net Solutions Support - Asia Pacific

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

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

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

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

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

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

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

Net Solutions Support - Canada

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

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

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

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

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Novell Customer Services

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

Business Solution Offerings (BSOs)
These offerings are targeted at the business and IT professional, addressing a specific business technology challenge.

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

This process delivers a solid understanding of your project objectives and enables proper planning, good communication, and the correct application of technology to satisfy your I.T. and business needs. Cost of each Requirements Analysis ranges from $25,000 to $250,000, based on the complexity of 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.

BSO / RA Price Sheet

Product Description	Class	Part Number	US Dollar	Local Currency
Consulting Services T&M SIM	e	017-000102-002	Varies	Varies
Consulting Services T&M Portals	e	017-000102-003	Varies	Varies
Consulting Services T&M Web Services	e	017-000102-004	Varies	Varies
Consulting Services T&M Business	e	017-000102-005	Varies	Varies
Consulting Services T&M Technical	e	017-000102-006	Varies	Varies
Consulting Services Expenses SIM	e	017-000103-002	Varies	Varies
Consulting Services Expenses Portals	e	017-000103-003	Varies	Varies
Consulting Services Expenses Web Services	e	017-000103-004	Varies	Varies
Consulting Services Expenses Business	e	017-000103-005	Varies	Varies
Consulting Services Expenses Technical	e	017-000103-006	Varies	Varies
Consulting Services Fixed Fee SIM	e	017-000105-002	Varies	Varies
Consulting Services Fixed Fee Portals	e	017-000105-003	Varies	Varies
Consulting Services Fixed Fee Web Services	e	017-000105-004	Varies	Varies
Consulting Services Fixed Fee Business	e	017-000105-005	Varies	Varies
Consulting Services Fixed Fee Technical	e	017-000105-006	Varies	Varies

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

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

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

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

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

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

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

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

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

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

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

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

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Novell Customer Services

exteNd ISV (Independent Software Vendor) Consulting Program

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

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

DeveloperNet Advantage Developer

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

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

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

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

Novell Technical Subscriptions

Professional Resource Suite

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

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

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

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

Novell Product Toolkits

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

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

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

Software Evaluation Library (SEL)

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

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

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

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

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Novell Customer Services

Novell Technical Subscriptions

Support Resource Library

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

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

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

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

Product Description	Class	Part Number	US Dollar	Local Currency
Support Resource Library - Activation Kit: Single	2	00662644444499	$399.00	448.00
Support Resource Library - Activation Kit: Server	2	00662644444536	$795.00	890.00

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

Education

Professional Education Programs

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

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

Application Training
Application Training focuses on software applications. Currently GroupWise training is our primary offering.

	Class	Part Number
$90 per student per half day (up to 12 students per half day)	e	051-000852-001

Professional Seminars
Professional Seminars focus on new products, features and functions or the role of technology in business bringing critical information and skills to IT professionals and the CXO audience.

	Class	Part Number
Public $350 per person per day (up to 60 participants)	e	051-000845-001
Private Site $6000 per day (up to 60 participants)	e	051-000846-001

Advanced Technical Training (ATT) Seminars
ATT Seminars are in-depth technical seminars designed around common problems and troubleshooting. These seminars are appropriate for highly skilled IT professionals already involved with the products.

	Class	Part Number
Public – Demo $400 per person per day (up to 100 students)	e	051-000847-001
Public – Hands on $600 per person per day (up to 40 students)	e	051-000848-001
Private – Demo $8,000 per day; design beyond 1 day at $250 per hour (up to 25 students; additional students $320 per person)	e	051-000850-001
Private – Hands on $10,000 per day, design beyond 1 day at $250 per hour (up to 25 students; 25-40 additional students $480 per person)	e	051-000851-001

Education Consulting & Customization
Education Consulting & Customization consists of performing a Front End Analysis (FEA) including skill-level needs assessment, current skill inventories, skill gap analysis and the development of training plans.

	Class	Part Number
$250 per hour	e	051-000853-001

Custom Training – Hands-on Environment Specific
Customer Training is designed to fit the specific technical educational needs of an individual customer, focusing on Novell products deployed in that environment.

	Class	Part Number
$6,000 per day; design beyond 1 day at $250 per hour (up to 12 students per day; additional students $400 per person per day)	e	051-000849-001

Skill Gap Analysis Package
A Skill Gap Analysis focuses on enhancing the performance of the technical staff by ensuring optimization of their technical environment through enhanced skills and knowledge of the support team and aligning their technical teams to help drive business goals; $5,000.

	Class	Part Number
	e	051-000970-001

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Education

Annual Education Subscriptions

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

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

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

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

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

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

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

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

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

Certification Program Tests

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

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

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

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

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

Authorized Training Courses

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

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

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

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Education

Self-Study Kits

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

Product Description	Class	Part Number	US Dollar	Local Currency
NetWare 6 CNE Training Kit Update (Self-Study Kit 2.0)	2	00662644451312	$1,195.00	1340.00
GroupWise 6.5 Administration (3014, Self-Study Kit)	2	00662644450445	$495.00	560.00
Foundations of Novell Networking: NetWare 6 (3001, 2.0, Self-Study Kit, English)	2	00662644449326	$495.00	560.00
Desktop Management with ZENworks for Desktops 4 (3006, 2.0, Self-Study Kit)	2	00662644449180	$495.00	560.00
Novell eDirectory Tools and Diagnostics (3007, 2.0, Self-Study Kit)	2	00662644448985	$495.00	560.00
NetWare 6 CNE Training Kit Update (Self-Study Kit)	2	00662644448398	$1,195.00	1340.00
Advanced Novell Network Management (3005, Self-Study Kit)	2	00662644447469	$495.00	560.00
iFolder 2.0 (3011, Self-Study Kit)	2	00662644447902	$99.00	111.00
Novell Network Management: NetWare 6 (3004, Self-Study Kit)	2	00662644446424	$495.00	560.00
Fundamentals of Networking (3003, Self-Study Kit)	2	00662644445984	$495.00	560.00
NetWare 4 to NetWare 6 CNE Upgrade Prerequisite Self-Study Kit (3002)	2	00662644443492	$250.00	281.00
Upgrading to NetWare 6 (3000, v1.0, Self-Study Kit)	2	00662644438375	$495.00	560.00
NetWare 5.1 Administration (560, v2.0, Self-Study Kit)	2	00662644423463	$495.00	560.00
NetWare 5.1 Advanced Administration (570, v2.0 Self-Study Kit)	2	00662644401058	$495.00	560.00
Networking Technologies (565, 1.0 Self-Study Kit)	2	00662644356037	$495.00	560.00
NDS Design and Implementation (575, 1.0 Self-Study Kit)	2	00662644356044	$495.00	560.00
Novell Service and Support (580, 1.0 Self-Study Kit)	2	00662644356068	$495.00	560.00
NetWare 4.11 to NetWare 5.1 Update (529, Self-Study Kit)	2	00662644379784	$495.00	560.00
Desktop Management with ZENworks for Desktops 3 (781, v2.0, Self-Study Kit)	2	00662644427478	$495.00	560.00
Integrating Novell eDirectory and Windows NT (555, v2.0, Self-Study Kit)	2	00662644427942	$495.00	560.00
GroupWise 6 Administration (370, v1.0, Self-Study Kit)	2	00662644427768	$495.00	560.00
Integrating NDS eDirectory and Active Directory (556, v1.0, Self-Study Kit)	2	00662644428116	$495.00	560.00

Novell Training Voucher Program

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

Product Description	Class	Part Number	US Dollar	Local Currency
Education Training Vouchers Market Type 1	2	00662644433899	$365.00	410.00
Education Training Vouchers Market Type 2	2	00662644433905	$345.00	387.00
Education Training Vouchers Market Type 3	2	00662644433912	$280.00	314.00
Education Training Vouchers Market Type 4	2	00662644433929	$160.00	180.00
Education Training Vouchers Market Type 5	2	00662644433943	$145.00	163.00
Education Training Vouchers Market Type 6	2	00662644433950	$110.00	123.00

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

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

exteNd Education

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

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

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

Additional Offerings

DeveloperNet™

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

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

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

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SHI

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Fax: 305-971-5283

All Prices are in US Dollar (USD)

	Product	Qty	Retail	Your Price	Total
1	Netware 6.1 Single User Annual Maintenance Florida MLA Mfg Part#: MNT-005179-001	1678	40.00	23.60	39,600.80
2	Groupwise 6.5 Single User Annual Maintenance Florida MLA Mfg Part#: MNT-005584-001	2663	33.00	19.47	51,848.61
3	ZENWorks for Desktops Single User Annual Maintenance Florida MLA Mfg Part#: MNT-005329-001	50	17.00	10.03	501.50
				Total	91,950.91

Additional Comments

To process your order, you can e-mail your request to floridateam@shi.com. You can also fax it to 732-868-6055.
Please include a contact e-mail address on all orders, as this is required by most vendors Thanks!

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