

Novell Buying Programs: Academic License Agreement

ACADEMIC LICENSE AGREEMENT PROGRAM GUIDE

The Academic License Agreement (ALA) is the ideal licensing vehicle for Colleges and Universities. With a short, simple contract and easy annual payment calculations, this agreement perfectly meets the evolving requirements of higher education institutions to license, implement, and maintain their software investments. This program not only lowers software ownership costs but also helps you spend less time on software acquisition and more time focusing on your business-education.

Here are just a few of the benefits you'll find in the ALA program:

- Flexible bundle options
- Upgrade Protection included at no additional charge
- Three year initial agreement term with renewal in one year increments
- Minimum annual fee of US\$5,000

A Program that Works for You

As a qualified academic institution¹, you can radically simplify software management for your organization by purchasing through the ALA. You decide which counting method works best for your organization: Full-time Equivalent (FTE) population or workstation count. You also have control of the products you want to use throughout your organization. You may select from the pre-determined value bundles offered or opt to build your own product bundle (four-product minimum) to suit the needs of your organization. To determine your Annual Fee, simply use the pricing and product information on the ALA Annual Fee Worksheet and multiply it by the FTE or workstation count. Once you pay this fee, you have completed your licensing of these Novell products for the year!

Latest Product Versions

The software you license through the ALA program is automatically covered with Upgrade Protection, ensuring you always have access to the latest version of the software. This benefit lowers the cost of software procurement and gives you access to the latest versions of Novell software throughout the term of your ALA.

Easy Installation

Once you have enrolled in the ALA and submitted your Annual Fee Worksheet, you are entitled to one free Software Media Kit per product to install the software you have purchased through the ALA. You may install the software throughout the organization as needed from a single media kit. Should you need to add another server, no problem! Your licenses have already been paid for via your Annual License Fee.

¹ Eligibility to purchase under the Novell Academic Buying Programs or to receive academic pricing is limited to qualified educational institutions. Proof of status may be required upon execution of any licensing agreement. See www.novell.com/licensing/academic/qualify.html for eligibility details.

Transitioning Existing Licenses

The Novell software licenses you already own can be included as part of your ALA. After three years they are eligible to be upgraded to the current version if the revision of the product has changed from what you previously owned (please see the contract for details). No additional upgrade fees are necessary!

Earning Additional License Rights

Each year, as you pay your ALA Annual Fee, you earn the right to purchase perpetual licenses for the products included on your worksheet. At any time during your contract term, or upon termination, you may apply up to 30% of each year's fee toward the purchase of perpetual licenses for the products you subscribe to under the ALA. Pricing for such licenses shall be determined from the current Novell Corporate Price List (see www.novell.com/licensing/price/). To find out more about how this option works, please refer to the ALA contract terms and the Academic Perpetual Licenses Worksheet (see www.novell.com/licensing/academic/perpetual_licenses.pdf).

Discounts on Perpetual License Purchases

As an ALA customer, you may purchase perpetual software licenses and other offerings at a discounted price through the VLA for Education. You can purchase these additional Novell offerings in a single purchase order by including the required order information with your annual fee payment. For details on the VLA for Education, please see the VLA Program Guide (www.novell.com/licensing/collateral/vla_programguide.pdf).

Strong Partnership with Novell

Your participation in a Novell buying program not only ensures you receive preferential pricing, but also offers assistance in planning, managing, and protecting your software investments. As we partner to minimize the cost and complexity associated with software procurement, Novell will keep you up to date with current product and program information and services. We encourage you to review additional contract details provided in the contracts below. In addition, you may find helpful information in the Academic section of our Frequently Asked Questions (see www.novell.com/licensing/faq/academic.html) and throughout our website. Please contact your local Novell Reseller or Novell representative with any additional questions.

Enroll or Renew

New customers must submit a signed copy of the contract and an Annual Fee Worksheet in their first year of enrollment. Existing customers should submit a completed Annual Fee Worksheet each year. Contract Forms and Program documentation can be found online at www.novell.com/licensing/academic/ala.html.