

Novell, Inc.

Product Price List

with Product Discount Class

July 1, 1991

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July 1, 1991

NetWare Operating System Products

Product	Description	Part Number	Class
Price			

Native NetWare Operating System Products

NetWare v3.11

NetWare v3.11 250-User \$12,495	for 5¼" high-density format (1.2 MB)	883-001345-001	A
NetWare v3.11 250-User 12,495	for 3½" high-density format (1.44 MB)	883-001348-001	A
NetWare v3.11 100-User 6,995	for 5¼" high-density format (1.2 MB)	883-001344-001	A
NetWare v3.11 100-User 6,995	for 3½" high-density format (1.44 MB)	883-001347-001	A
NetWare v3.11 20-User 3,495	for 5¼" high-density format (1.2 MB)	883-001343-001	A
NetWare v3.11 20-User 3,495	for 3½" high-density format (1.44 MB)	883-001346-001	A

NetWare v2.2

NetWare v2.2 5-User 895	for 5¼" high-density format (1.2 MB)	883-001161-001	A
NetWare v2.2 5-User 895	for 3½" high-density format (1.44 MB)	883-001162-001	A
NetWare v2.2 10-User 1,995	for 5¼" high-density format (1.2 MB)	883-001163-001	A
NetWare v2.2 10-User 1,995	for 3½" high-density format (1.44 MB)	883-001164-001	A
NetWare v2.2 50-User 3,495	for 5¼" high-density format (1.2 MB)	883-001165-001	A
NetWare v2.2 50-User 3,495	for 3½" high-density format (1.44 MB)	883-001166-001	A
NetWare v2.2 100-User 5,495	for 5¼" high-density format (1.2 MB)	883-001167-001	A
NetWare v2.2 100-User 5,495	for 3½" high-density format (1.44 MB)	883-001168-001	A
NetWare 386 7,995	v3.1 for 5¼" high-density format (1.2 MB)	883-001046-001	A
NetWare 386 7,995	v3.1 for 3½" high-density format (1.44 MB)	883-001045-001	A
SFT NetWare 4,995	v2.15 for 5¼" format	883-000637-001*	A
SFT NetWare 4,995	v2.15 for 3½" format	883-000639-001*	A
Advanced NetWare 3,295	v2.15 for 5¼" format	883-000669-001*	A
Advanced NetWare	v2.15 for 3½" format	883-000670-001*	A

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Prices subject to change without notice.

3,295

ELS NetWare Level II 1,895	v2.15 for 5¼" format	883-000722-001*	A
ELS NetWare Level II 1,895	v2.15 for 3½" format	883-000723-001*	A
ELS NetWare Level I 795	v2.12 for 5¼" high-density format (1.2 MB)	883-000917-001*	A
ELS NetWare Level I 795	v2.12 for 3½" high-density format (1.44 MB)	883-000918-001*	A
NetWare Requester for OS/2 200	v1.2 for 5¼" high-density format (1.2 MB)	883-001075-001**	A
NetWare Requester for OS/2 200	v1.2 for 3½" high-density format (1.44 MB)	883-001076-001**	A

* Dependent upon inventory availability.

** Corporate license included.

NetWare Operating System Products

July 1, 1991

Product Price	Description	Part Number	Class
NetWare Services			
NetWare FTAM \$4,995	v1.1 for both 5¼" and 3½" format	883-001361-001*	A
NetWare NFS 4,995	v1.1 for both 5¼" and 3½" format	883-001360-001*	A
NetWare NNS 1,995	for 5¼" format	883-001126-001**	A
NetWare NNS 1,995	for 3½" format	883-001127-001**	A
NetWare for SAA (64) 5,995	v1.0 for 5¼" format	883-000894-001	E
NetWare for SAA (64) 5,995	v1.0 for 3½" format	883-001400-001	E
NetWare for Macintosh 100-User 1,995	v3.0 for 5¼" high-density format (1.2 MB)	883-001128-001*	A
NetWare for Macintosh 100-User 1,995	v3.0 for 3½" high-density format (1.44 MB)	883-001129-001*	A
NetWare for Macintosh 20-User 895	v3.0 for 5¼" high-density format (1.2 MB)	883-001408-001*	A
NetWare for Macintosh 20-User 895	v3.0 for 3½" high-density format (1.44 MB)	883-001409-001*	A
Add-On Network Drivers			
NetWare Supplemental Driver Kit 100		883-000869-001	A
IBM PC Network Driver Kit 75		883-000552-001	A
IBM PC Cluster Driver Kit 75		883-000553-001	A

* Requires NetWare v3.11. Sold and licensed on a per server basis.

** Works with v2.15, v2.2, v3.0, v3.1, v3.11. Sold and licensed on a per company basis.

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NetWare Operating System Products

<u>Product</u>	<u>Description</u>	<u>Part Number</u>	<u>Class</u>
<u>Price</u>			

Host-Based NetWare Operating System Products

NetWare for VMS Version 2.1

NetWare for VMS v2.1 \$ 5,500 MicroVAX/VAXstation 2000, II, 3100, PCLAN Server 2000 VAX 11/730, 11/750	Class 1 (TK50 and 9 track tape)	883-001003-001	D
NetWare for VMS v2.1 8,500 VAX 11/780, 11/785	Class 2 (9 track tape)	883-001004-001	D
NetWare for VMS v2.1 13,500 MicroVAX/VAXstation/VAXserver 3xxx (except 3100) VAX 8250, 8350 VAX 4xxx	Class 3 (TK50 and 9 track tape)	883-001005-001	D
NetWare for VMS v2.1 19,500 VAX 6xxx; VAX 8500, 8530, 8600, 8650	Class 4 (TK50 and 9 track tape)	883-001006-001	D
NetWare for VMS v2.1 26,500 VAX 8550, 87xx, 88xx, 89xx VAX 9xxx	Class 5 (9 track tape)	883-001007-001	D

NetWare Operating System Options

NetWare Bridge Software 395		883-000108-001	A
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NetWare Manuals

NetWare v3.11 Manuals Kit 200		183-000333-001	B
NetWare v2.2 Manuals Kit 200		183-000336-001	B
NetWare 386 v3.1 Manuals Kit 200		183-000246-001	B
SFT/Advanced NetWare v2.1x Manuals Kit 200		183-000071-001*	B
ELS NetWare Level II v2.15 Manuals Kit 200		183-000144-001*	B
ELS NetWare Level I v2.12 Manuals Kit 95		183-000211-001*	B

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Prices

* Dependent upon inventory availability.

Communications Products

July 1, 1991

Product	Description	Part Number	Class
Price			

IBM Connectivity

Gateways

NetWare SNA Gateway \$2,995	v1.3 (LU6.2)	905-302031-001	E
NetWare SNA Gateway ELS 595	v1.3 (LU6.2)	905-302032-001	E
NetWare 5250 Gateway 995	v2.0	883-001349-001	E

LAN Workstations

NetWare 3270 LAN Workstation 1,495	v2.0	905-302037-002*	E
NetWare 3270 LAN Workstation User Doc. 50		183-000079-001	E
NetWare 5250 LAN Workstation 1,495	v2.0	883-001350-001	E
NetWare 5250 Workstation User Doc. 150		883-001080-001	E

Templates

NetWare 3270 Enhanced 101-Keyboard (set of 10) 50		883-000784-001	E
NetWare 3270 Standard 83-Keyboard (set of 10) 50		883-000785-001	E
NetWare 3270 AS/400 Standard Template 83-Key (set of 10) 50		883-001088-001	E
NetWare 3270 AS/400 Enhanced Template 101-Key (set of 10) 50		883-001089-001	E
NetWare 5250 Enhanced 101-Keyboard (set of 10) 50		883-000879-001	E
NetWare 5250 Standard 101-Keyboard (set of 10) 50		883-000880-001	E

Single-User Products

NetWare 3270 CUT Workstation 350	v1.1	905-301806-001	E
NetWare 3270 Multi Workstation 475	v1.1	905-302033-001	E
Token-Ring Server Option 3,995	v1.1	883-000758-001	E

* Version 1.2 (905-302037-001; \$995) available until v2.0 ships or while supplies last.

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Communications Products

Product	Description	Part Number Class	
Price			

WAN Connectivity

Gateways

NetWare Async Comm Server (NACS) \$1,495	v2.08	905-302021-001	E
NASl: Programmers Reference Manual 75		183-000072-001	E
NetWare X.25 Gateway 1,195	v1.2	883-001020-001	E

NetWare Access Server

NetWare Access Server 2,395	v1.2	883-000770-002	E
OnLAN/PC Quick Access Reference Guide (Set of 4 manuals) 100		883-000877-001	E

NetWare Inter-Networking Products

NetWare Async Remote Router 395	v1.2a	905-301974-001	E
NetWare Link/X.25 1,750	v1.0	883-000896-001	E
NetWare Link/64 1,495	v1.0	883-000842-001	E
NetWare Link/T1 3,995	v1.0	883-000843-001	E

Software Options

NetWare 3270 Vector Graphics Option 295	v1.2	905-301926-001*	E
NetWare 3270 Vector Graphics Option 1,495	v2.0	905-301926-002*	E
NetWare 3270 Tools 100	v1.5	905-301834-001	E
NetWare LU6.2 Tools 295	v1.0	905-301992-001	E

Accessories

Synchronous Modem Cable 75		905-301845-001	E
Twinax Cable 100		905-301846-001	E

Novell Communications Hardware

Novell Coax Adapter for PC		905-301800-001	E
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545			
Novell CoaxMux Adapter for PC	905-301804-001	E	
1,100			
Novell Synchronous Adapter for PC	905-301801-001	E	
395			
Novell Synchronous/V.35 Adapter for PC	883-000757-001	E	
595			
Novell Twinax Adapter for PC	905-301803-001	E	
545			
NetWare X.25 Extended Adapter for PC	905-302013-001	E	
1,495			
NetWare X.25 Extended Adapter for PS/2	883-001074-001	E	
1,495			
WNIM+ Adapter	905-302029-001	E	
895			
Novell Synchronous/V.35+ Adapter	883-000840-001	E	
1,495			
Novell Synchronous/RS-422+ Adapter	883-000890-001	E	
1,495			
Novell Synchronous/RS-232+ Adapter	883-000891-001	E	
1,295			

* Effective August 21, 1991, version 2.0 will replace version 1.2.

Database Products

July 1, 1991

<u>Product Name</u>	<u>Description</u>	<u>Part Number Class</u>	
<u>Price</u>			

NetWare SQL

NetWare SQL \$ 595	v2.11, 5¼" diskettes	883-000710-001	A
NetWare SQL 595	v2.11, 3½" diskettes	883-000711-001	A
NetWare SQL/386 (NLM) 1,495	v2.11, 5¼" diskettes	883-000957-001	A
NetWare SQL/386 (NLM) 1,495	v2.11, 3½" diskettes	883-000958-001	A

XQL Relational Data Management Software

XQL v2.11, 5¼" diskettes	883-440100-100	A	795
XQL v2.11, 3½" diskettes	883-440110-100	A	795
XQL for OS/2 795	v2.11, 5¼" diskettes	883-442100-100	A
XQL for OS/2 795	v2.11, 3½" diskettes	883-442110-100	A

Btrieve Record Management Software

Btrieve for DOS 595	v5.10, 5¼" diskettes	883-411100-400	A
Btrieve for DOS 595	v5.10, 3½" diskettes	883-411110-400	A
Btrieve for OS/2 595	v5.10, 5¼" diskettes	883-416100-400	A
Btrieve for OS/2 595	v5.10, 3½" diskettes	883-416200-400	A
Btrieve for Windows 595	v5.10, 5¼" diskettes	883-001017-001	A
Btrieve for Windows 595	v5.10, 3¼" diskettes	883-001018-001	A
Btrieve VAP Upgrade 125	v5.10a, 5¼" diskettes	883-000706-001	
Btrieve VAP Upgrade 125	v5.10a, 3½" diskettes	883-000707-001	

Xtrieve Query and Report Writer Facility

Xtrieve PLUS 595	v4.01, 5¼" diskettes	883-000772-001	A
Xtrieve PLUS	v4.01, 3½" diskettes	883-000773-001	A

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595

Xtrieve PLUS for OS/2 595	v4.01, 5¼" diskettes	883-000774-001	A
Xtrieve PLUS for OS/2 595	v4.01, 3½" diskettes	883-000775-001	A
Report Executive 145	v4.01, 5¼" diskettes	883-000776-001	A
Report Executive 145	v4.01, 3½" diskettes	883-000777-001	A
Report Executive for OS/2 145	v4.01, 5¼" diskettes	883-000778-001	A
Report Executive for OS/2 145	v4.01, 3½" diskettes	883-000779-001	A

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Novell TCP/IP Connectivity Products

<u>Product</u>	<u>Description</u>	<u>Part Number</u>	<u>Class</u>
<u>Price</u>			

LAN WorkPlace^R for DOS

LAN WorkPlace for DOS 10-User \$1,995	Ver. 4.0 (5¼"/3½")	883-001300-001	F
LAN WorkPlace for DOS Single-User 450	Ver. 4.0 (5¼"/3½")	883-001132-001	F
LAN WorkPlace Toolkit for DOS 595	Ver. 4.0	883-001133-001	F

LAN WorkPlace for Macintosh

TCPort TM Developers Toolkit 2,500	Ver. 2.0	9870115-00	
LAN WorkPlace for Macintosh Single-User 250	Ver. 1.1	9870074-00	F

LAN WorkPlace for OS/2

LAN WorkPlace for OS/2 - Single-User 495	Ver. 2 (5¼" & 3½")	9870111-00	F
LAN WorkPlace for OS/2 - Developer's Toolkit 2,500	Ver. 2 (5¼" & 3½")	9870110-00	

Network Management

July 1, 1991

<u>Product</u>	<u>Description</u>	<u>Part Number</u>	<u>Class</u>
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NetWare Care

NetWare Care, Remote, Level I \$ 195	Will not cross-bridge, incl. Close-Up	883-000426-001	B
NetWare Care, Remote, Level II 495	Will cross-bridge, incl. Close-Up	883-000427-001	B

LANalyzer^R Network Analyzer

LANalyzer Option--StarLAN Adapter Kit 495		9900062-00	*
LANalyzer Kit for Ethernet 9,980	Ver. 3.0	9900130-00	*†
LANalyzer Kit for 4 Mbps Token Ring 9,980	Ver. 3.0	9900131-00	*
LANalyzer Kit for 4/16 Mbps Token Ring 11,980	Ver. 3.05	883-001354-001	*†
LANalyzer Combined Kit for Ethernet and 4/16 Mbps Token-Ring 19,980		883-001355-001	*

LANternTM Product Line

LANtern Network Monitor for Ethernet 4,495	Ver. 1.21	9900135-00	*
LANtern Services Manager 4,995	Ver. 1.01	883-001393-001	*
LANtern LTD Network Monitor for Ethernet 2,495	Ver. 1.21	883-001359-001	*
LANtern LTD Network Monitor Upgrade 2,495	Ver. 1.0	883-001491-001	*

* U.S. and Canada customers call LANalyzer Products Division for purchasing information (1-800-2GETLAN, 1-800-243-8526, or 408-473-8333). All countries except U.S. and Canada please call your local Account Manager.

† Effective August 1, 1991, the list price will increase to \$12,500.

July 1, 1991

NetWare Messaging

<u>Product Name</u>	<u>Description</u>	<u>Part Number</u>	<u>Class</u>
<u>Price</u>			

NetWare MHS

NetWare MHS Network Edition \$495	v1.5N, 5¼" diskettes	883-001365-001*	A
NetWare MHS Network Edition 495	v1.5N, 3½" diskettes	883-001364-001*	A
NetWare MHS Personal Edition 100	v1.5P, 5¼" diskettes	883-001367-001	A
NetWare MHS Personal Edition 100	v1.5P, 3½" diskettes	883-001366-001	A
NetWare MHS Developer's Toolkit 495	v1.5, 3½" and 5¼" diskettes	883-001368-001	A

* Special introductory promotion: First time users can purchase NetWare MHS v1.5 for \$100.

Development Products

July 1, 1991

<u>Product Name</u>	<u>Description</u>	<u>Part Number</u>	<u>Class</u>
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NetWare System Interfaces

NetWare System Calls for DOS \$ 195	v1.0, Manual	883-000702-001	A
NetWare C Interface for DOS 295	v1.2, 5¼" diskettes	883-000704-001	A
NetWare C Interface for DOS 295	v1.2, 3½" diskettes	883-000703-001	A
NetWare System Interface Technical Overview A	v1.2, Manual 95	883-000780-001	

NetWare RPC

NetWare RPC for DOS 950	v1.1, 5¼" diskettes	883-000732-001	A
NetWare RPC for DOS 950	v1.1, 3½" diskettes	883-000733-001	A
NetWare RPC 386 1,750	v1.1, 5¼" diskettes	883-000858-001	A
NetWare RPC 386 1,750	v1.1, 3½" diskettes	883-000859-001	A

Network Compilers

C Network Compiler/386 995	v1.1, 5¼" diskettes	883-000872-001	A
C Network Compiler/386 995	v1.1, 3½" diskettes	883-000873-001	A
Network C for DOS 1,195	v2.0, 5¼" diskettes	883-001136-001	A
Network C for DOS 1,195	v2.0, 3½" diskettes	883-001137-001	A

Direct Connect Telephone Support

Per Incident 50		101-000630-001*
Limited Annual Subscription 200		101-000629-001*
Unlimited Annual Subscription 500		101-000628-001*
Direct Connect Fax International 135	5 incidents	051-000011-001*
Direct Connect Fax International 200	10 incidents	051-000012-001*

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Prices

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* Only available through Novell Austin. U.S. and Canada customers call 1-800-REDWORD (800-733-9673). All countries except U.S. and Canada please call your local Account Manager.

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NetWare Assurance

Product	Part Number
Price	

U.S. and Canada customers call LANalyzer Products Division for purchasing information (1-800-2GETLAN, 1-800-243-8526). All countries except U.S. and Canada please call your local Account Manager.

NetWare Assurance for LANalyzer Products

LANalyzer, Network Analyzer Kit for Ethernet	
LANalyzer, Network Analyzer Kit for Token Ring	9890072-00
\$ 995	

International Assurance for LANalyzer Products

LANalyzer, Network Analyzer Kit for Ethernet	
LANalyzer, Network Analyzer Kit for Token Ring	9890076-00
1,805	

NetWare UpGrade and UpDate, U.S. and Canada July 1, 1991

After Market Products

NetWare UpGrade to v2.2 and v3.11 for U.S. and Canada

U.S. and Canada customers call 1-800-346-7177 for ordering information. All countries except U.S. and Canada please call your local Account Manager.

UpGrade to: from:	NetWare v2.2 5-User (New \$895)	NetWare v2.2 10-User (New \$1,995)	NetWare v2.2 50-User (New \$3,495)	NetWare v2.2 100-User (New \$5,495)	NetWare v3.11 20-User (New \$3,495)	NetWare v3.11 100-User (New \$6,995)	NetWare v3.11 250-User (New \$12,495)
ELS Level I v2.0a-v2.12	883-001198-001 \$395	883-001199-001 \$1,495	883-001200-001 \$2,995	883-001201-001 \$4,995	883-001381-001 \$2,995		
ELS Level II v2.0a-v2.15		883-001203-001 \$800	883-001204-001 \$2,300	883-001205-001 \$4,300	883-001380-001 \$2,300		
Advanced v2.0a-v2.15 SFT I v2.0a			883-001208-001 \$1,420	883-001209-001 \$3,420	883-001379-001 \$1,420	883-001374-001 \$4,920	
SFT II v2.0a SFT v2.1x			883-001202-001 \$350	883-001211-001 \$2,350	883-001375-001 \$350	883-001373-001 \$3,850 See Note 1	883-001149-001 \$9,350
NetWare v2.2 5-User		883-001214-001 \$1,430	883-001215-001 \$2,930	883-001216-001 \$4,930	883-001378-001 \$2,930		
NetWare v2.2 10-User			883-001218-001 \$2,240	883-001219-001 \$4,240	883-001377-001 \$2,240		
NetWare v2.2 50-User				883-001221-001 \$3,295	883-001383-001 \$1,295	883-001370-001 \$4,795	
NetWare v2.2 100-User						883-001369-001 \$3,535	883-001223-001 \$9,035
NetWare 386 v3.0						883-001389-001 \$1,960 See Note 2	883-001148-001 \$7,460 See Note 2
NetWare 386 v3.1						883-001390-001 \$1,960 See Notes 2 & 3	883-001382-001 \$7,460 See Note 4
NetWare v3.11 20-User						883-001384-001 \$4,795	883-001387-001 \$10,295
NetWare v3.11 100-User							883-001388-001 \$8,090

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NetWare UpGrade and UpDate, U.S. and Canada

NetWare UpGrade Notes and Special Promotions

1. SFT NetWare users covered by NetWare UpDate or NetWare Assurance have the option of upgrading to NetWare v3.11 100-User for \$2,850 until September 30, 1991.
 2. Registered NetWare 386 v3.0 users will receive a free upgrade to v3.11, at either the 100-User or 250-User version. When choosing which level of NetWare v3.11 to upgrade to, the difference in costs for keeping the O.S. current through annual NetWare UpDate premiums should be considered. Unregistered NetWare 386 v3.0 users have until September 30, 1991 to register and receive the free upgrade to v3.11. After this date, they can purchase a NetWare v3.11 UpGrade at the regular price.
 3. Registered NetWare 386 v3.1 purchasers can receive only one free upgrade to:

<u>NetWare v3.11</u>	<u>by purchasing one of the following:</u>
20 or 100-User	NetWare for Macintosh v3.0 20-User
100 or 250-User	NetWare for Macintosh v3.0 100-User
20 or 100 or 250-User	NetWare NFS v1.1
20 or 100 or 250-User	NetWare FTAM v1.1
20 or 100 or 250-User	NetWare SAA v1.0 64-User
- Proof of purchase is required. Customers who already upgraded free of charge to v3.11 do not qualify for this offer. This offer is effective through September 30, 1991.
4. Customers who purchased NetWare 386 v3.1 between January 12, 1991 and April 30, 1991 and who registered their software will receive a free upgrade to NetWare v3.11 250-User.
 5. NetWare v2.0a users have until September 30, 1991 to upgrade. From then on they must purchase a new product.
 6. Customers purchasing a copy of NetWare v2.1x after March 1, 1991 can upgrade to NetWare v2.2 by paying the difference in the list price, provided the upgrade is offered through the regular UpGrade program. This offer is effective through September 30, 1991.
 7. Customers purchasing NetWare v2.1x after February 18, 1991 may receive an upgrade to a comparable configuration of NetWare v2.2 free of charge (v2.2 5-User for ELS I, v2.2 10-User for ELS II, v2.2 100-User for Advanced or SFT). Proof of purchase and registration of the v2.1x purchase must be received by Novell prior to September 30, 1991. This is a limited time offer while quantities of v2.1x last. In order to qualify for the free upgrade, the v2.1x purchase must have been made between February 18, 1991 and May 18, 1991.

NetWare UpGrade and UpDate, U.S. and Canada July 1, 1991

NetWare UpDate for v2.2 and v3.11 for U.S. and Canada

To keep this software current...	NetWare v2.2 5-User (New \$895)	NetWare v2.2 10-User (New \$1,995)	NetWare v2.2 50-User (New \$3,495)	NetWare v2.2 100-User (New \$5,495)	NetWare v3.11 20-User (New \$3,495)	NetWare v3.11 100-User (New \$6,995)	NetWare v3.11 250-User (New \$12,495)
Order NetWare UpDate	883-001224-001 \$225	883-001225-001 \$500	883-001226-001 \$875	883-001227-001 \$1,375	883-001385-001 \$875	883-001386-001 \$1,750	883-001160-001 \$3,125

1. Six-months of NetWare UpDate releases are included free with each purchase of NetWare UpGrade. Customers receiving a free upgrade do not receive six months of free NetWare UpDate, but may purchase 12 months of NetWare UpDate at the regular price.
2. New purchasers of NetWare v2.2 or v3.11 receive six months of NetWare UpDate coverage free, from the date of purchase, provided they register their software.
3. Before the six months of free NetWare UpDate coverage expires, users should purchase a NetWare UpDate product shown above to continue UpDate coverage for an additional 12 months. No gaps can exist between NetWare UpDate coverage periods.
4. On the day a major new NetWare product release is announced, NetWare UpDate can no longer be purchased for the product being replaced. NetWare UpDate for Advanced NetWare v2.15 is therefore no longer available since NetWare v2.2 was announced on March 25, 1991.

July 1, 1991

NetWare UpGrade and UpDate, U.S. and Canada

NetWare UpGrade Products for NetWare for VMS

UpGrade to: from:	NetWare for VMS Class 1 (New \$5,500)	NetWare for VMS Class 2 (New \$8,500)	NetWare for VMS Class 3 (New \$13,500)	NetWare for VMS Class 4 (New \$19,500)	NetWare for VMS Class 5 (New \$26,500)
Class 1	883-001278-001 \$1,760	883-001279-001 \$4,650	883-001280-001 \$9,650	883-001281-001 \$15,650	883-001282-001 \$22,650
Class 2		883-001283-001 \$2,465	883-001284-001 \$7,550	883-001285-001 \$13,550	883-001286-001 \$20,550
Class 3			883-001287-001 \$3,780	883-001288-001 \$10,050	883-001289-001 \$17,050
Class 4				883-001290-001 \$5,265	883-001291-001 \$12,850
Class 5					883-001292-001 \$7,155

NetWare UpDate for NetWare for VMS

To keep this software current...	NetWare for VMS Class 1	NetWare for VMS Class 2	NetWare for VMS Class 3	NetWare for VMS Class 4	NetWare for VMS Class 5
Order this one-year contract:	883-001293-001 \$1,650	883-001294-001 \$2,295	883-001295-001 \$3,510	883-001296-001 \$4,875	883-001297-001 \$6,625

NetWare UpGrade and UpDate, U.S. and Canada July 1, 1991

NetWare UpGrade for NetWare SNA Gateway Products

Upgrade to: from:	NetWare SNA Gateway ELS v1.3 905-303032-001 (New \$595)	NetWare SNA Gateway v1.3 905-303031-001 (New \$2,995)
Upgrade from NetWare SNA Gateway ELS	883-001178-001 \$325	883-001179-001 \$2,650
Upgrade from NetWare SNA Gateway		883-001180-001 \$1,600

<u>Product Name</u> <u>Price</u>	<u>Description</u>	<u>Part Number</u>	<u>Class</u>
NetWare 5250 Gateway Upgrade \$500	from v1.2 to v2.0	883-001542-001	E
NetWare 5250 LAN Workstation Upgrade 600	from v1.0 to v2.0	883-001543-001	E

NetWare UpDate for NetWare for Macintosh v3.0

To keep this software current...	NetWare for Macintosh v3.0 20-User (New \$895)	NetWare for Macintosh v3.0 100-User (New \$1,995)
Order NetWare UpDate	883-001413-001 \$225	883-001412-001 \$500

July 1, 1991

Service and Support Products

Field Service Programs

Certified NetWare Engineer Program Certification Tests

For registration, U.S. and Canada customers call Institute of Advanced Technology at 1-800-638-6590; in Minnesota call 1-612-921-7000. All countries except U.S. and Canada please contact your local Account Manager.

Program	Serial No.	Duration	Price/person
DOS Understanding	50-1	30 minutes	\$ 70
Micro Hardware Understanding	50-2	30 minutes	70
2.1 System Manager	50-3	60 minutes	70
2.1 Advanced Features	50-4	60 minutes	70
Service & Support	50-8	60 minutes	70
Introduction to Data Communications	50-7	60 minutes	70
NetWare 386: OS Features Review	50-9	45 minutes	70

Group Certification Tests

Group 1 (50-1, 50-2, 50-3, 50-7)	50-10	180 minutes	150
Group 2 (50-4, 50-8)	50-14	120 minutes	100

For cost savings, Novell recommends CNE candidates take the group certification tests.

Certified NetWare Engineer Program Certification Courses

Course	Length	Price/person
103 Introduction to Data Communications	2 days	\$ 595
501 NetWare v2.1: System Manager	3 days	895
502 NetWare v2.1: Update and Advanced Features	2 days	695
506 NetWare 386: OS Features Review	1 day	295
701 NetWare Service & Support	4 days	1,195
710 Novell Enhanced Support Training	3 days	895

Service and Support Products

July 1, 1991

Product Education

The following Novell Courses are taught through Novell Authorized Education Centers (NAECs). For course information and locations call 800-233-3382, UK (011)(44)(344)860400, Australia (011)(612)413-3077.

<u>Course</u>	<u>Length</u>
101 Introduction to LANs	1 or ½ day
103 Introduction to Data Communications	2 days
302 NetWare for Macintosh v1.0: Reseller	1 day
501 NetWare v2.1: System Manager	3 days
502 NetWare v2.1: Update and Advanced Features	2 days
503 NetWare for Macintosh v1.0: Administration and Installation	2 days
505 NetWare 386: System Manager	4 days
506 NetWare 386: OS Features Review	1 day
701 NetWare Service and Support	4 days
710 Novell Enhanced Support Training (NEST)	3 days

The following Novell Courses are taught through Novell Education Centers (NECs). For course information and registration call 800-233-3382, UK (011)(44)(344)860400, Australia (011)(612)413-3077.

<u>Course</u>	<u>Length</u>
104 Introduction to Networking Technology	2 days
107 LAN WorkPlace ^R : End User	1 day
307 Open Standard Protocol Technology: Design Basics	1 day
308 VMS Product Reseller Certification Training	3 days
504 NetWare for VMS: System Manager	1 day
507 LAN WorkPlace: System Administrators	3 days
509 LAN Service NFS TM	1 day
510 MultiNet TM	2 days
511 FastPath ^R	2 days
703 LANalyzer ^R Network Analyzer Basics	2 days
704 Advanced LANalyzer ^R Network Analyzer for Ethernet	3 days
705 NetWare SNA Gateway	2 days
711 Advanced LANalyzer ^R Network Analyzer for Token Ring	3 days
901 Programming with NetWare Client APIs	3 days
905 Programming with Btrieve	3 days
907 Xtrieve Plus	3 days
910 Programming with XQL	3 days
920 Programming with NetWare Communication Services	1 day
921 Programming with Value Added Processes (VAPs)	1 day
922 Programming with Queue Management Services	1 day

July 1, 1991

Service and Support Products

Product Education, continued

Self-Paced Training Price	Description	Length/Media	Part Number	Class
Computer-Based Training				
1102	NetWare: User Basics \$295		883-001728-001	B
1103	Introduction to Data Communications 395	12 to 16 hours	883-000760-001	B
1107	ELS v2.1x: System Supervisor 295	10 to 14 hours	883-000820-001	B
1109	NetWare v2.15: System Supervisor I B 495		12 to 16 hours 883-000878-001	
1111	NetWare v3.1x: System Supervisor I B 645	Single User License	3½" kit 883-001698-001	
	645	Single User License	5¼" kit 883-001699-001	B
	6,995	50 User License	3½" kit 883-001719-001	B
	6,995	50 User License	5¼" kit 883-001718-001	B
1112	NetWare v2.15: System Supervisor II B 495		10 to 12 hours 883-000920-001	
1113	NetWare v3.1x: System Supervisor II B 545	Single User License	3½" kit 883-001701-001	
	545	Single User License	5¼" kit 883-001700-001	B
	5,995	50 User License	3½" kit 883-001720-001	B
	5,995	50 User License	5¼" kit 883-001721-001	B

Service and Support Products

July 1, 1991

<u>Product Name</u>	<u>Description</u>	<u>Part Number Class</u>
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Price

Other Service and Support Products

Advanced Technical Telephone Support

Support Contract \$10,000		051-000013-001*
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Technical Support Incident 100		051-000010-001**
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TIDB

Technical Information Database 995	Single file server license--per year	883-000447-002 B
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NetWire Information Service

NetWire Usage Rates
12.50/Hour

For information, contact CompuServe at 1-800-848-8199; ask for Rep. #200.

* Available to end users. Discount applicable to Signed National and Major Accounts. Purchase from Novell.

** Available through AMP. Discounts applicable to CNEs and Signed National Accounts. Incidents expire one year after purchase. Not for resale.

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Novell Enhancement Products

Product	Description	Part Number	Class
Price			

Ethernet Adapters

NE3200 \$1,295	32-bit EISA Card	883-000815-001*	B
NE1000 395	8-bit Ethernet Card	883-200122-001**	B
NE1000 Ethernet Adapter Kit/NC 395	8-bit Ethernet Card w/o cable	883-200122-002†	B
NE2000 495	16-bit Ethernet Card	883-000556-001**	B
NE2000 Ethernet Adapter Kit/NC 495	16-bit Ethernet Card w/o cable	883-000556-002†	B
NE/2 495	16-bit Micro Channel Ethernet Card	883-000559-001**	B
NE/2-32 995	32-bit Micro Channel Ethernet Card	883-000816-001**	B

* Requires NetWare v3.xx.

** Please refer all new orders to Anthem Electronics.

† Please refer all new orders to Eagle Technology.

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July 1, 1991

Part Number	Class	Price	Page	Part Number	Class	Price	Page
051-000010-001		100	20				
051-000011-001		135	10				
051-000012-001		200	10				
051-000013-001		10,000	20				
101-000628-001		500	10				
101-000629-001		200	10				
101-000630-001		50	10				
183-000071-001	B	200	3				
183-000072-001	E	75	5				
183-000079-001	E	50	4				
183-000144-001	B	200	3				
183-000152-001	B	45	3				
183-000211-001	B	95	3				
183-000246-001	B	200	3				
183-000333-001	B	200	3				
183-000336-001	B	200	3				
883-000108-001	A	395	3				
883-000426-001	B	195	8				
883-000427-001	B	495	8				
883-000447-002	B	995	20				
883-000552-001	A	75	2				
883-000553-001	A	75	2				
883-000556-001	B	495	21				
883-000556-002	B	495	21				
883-000559-001	B	495	21				
883-000637-001	A	4,995	1				
883-000639-001	A	4,995	1				
883-000669-001	A	3,295	1				
883-000670-001	A	3,295	1				
883-000702-001	A	195	10				
883-000703-001	A	295	10				
883-000704-001	A	295	10				
883-000706-001		125	6				
883-000707-001		125	6				
883-000710-001	A	595	6				
883-000711-001	A	595	6				
883-000722-001	A	1,895	1				
883-000723-001	A	1,895	1				
883-000732-001	A	950	10				
883-000733-001	A	950	10				
883-000757-001	E	595	5				
883-000758-001	E	3,995	4				
883-000760-001	B	395	19				
883-000770-002	E	2,395	5				
883-000772-001	A	595	6				
883-000773-001	A	595	6				
883-000774-001	A	595	6				
883-000775-001	A	595	6				
883-000776-001	A	145	6				
883-000777-001	A	145	6				
883-000778-001	A	145	6				
883-000779-001	A	145	6				
883-000780-001	A	95	10				
883-000784-001	E	50	4				
883-000785-001	E	50	4				
883-000815-001	B	1,295	21				
883-000816-001	B	995	21				

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Part Number	Class	Price	Page	Part Number	Class	Price	Page
883-000820-001	B	295	19				
883-000840-001	E	1,495	5				
883-000842-001	E	1,495	5				
883-000843-001	E	3,995	5				
883-000858-001	A	1,750	10				
883-000859-001	A	1,750	10				
883-000869-001	A	100	2				
883-000872-001	A	995	10				
883-000873-001	A	995	10				
883-000877-001	E	100	5				
883-000878-001	B	495	19				
883-000879-001	E	50	4				
883-000880-001	E	50	4				
883-000890-001	E	1,495	5				
883-000891-001	E	1,295	5				
883-000894-001	E	5,995	2				
883-000896-001	E	1,750	5				
883-000917-001	A	795	1				
883-000918-001	A	795	1				
883-000920-001	B	495	19				
883-000957-001	A	1,495	6				
883-000958-001	A	1,495	6				
883-001003-001	D	5,500	3				
883-001004-001	D	8,500	3				
883-001005-001	D	13,500	3				
883-001006-001	D	19,500	3				
883-001007-001	D	26,500	3				
883-001017-001	A	595	6				
883-001018-001	A	595	6				
883-001020-001	E	1,195	5				
883-001045-001	A	7,995	1				
883-001046-001	A	7,995	1				
883-001074-001	E	1,495	5				
883-001075-001	A	200	1				
883-001076-001	A	200	1				
883-001080-001	E	150	4				
883-001088-001	E	50	4				
883-001089-001	E	50	4				
883-001126-001	A	1,995	2				
883-001127-001	A	1,995	2				
883-001128-001	A	1,995	2				
883-001129-001	A	1,995	2				
883-001132-001	F	450	7				
883-001133-001	F	595	7				
883-001136-001	A	1,195	10				
883-001137-001	A	1,195	10				
883-001148-001		7,460	12				
883-001149-001		9,350	12				
883-001160-001		3,125	14				
883-001161-001	A	895	1				
883-001162-001	A	895	1				
883-001163-001	A	1,995	1				
883-001164-001	A	1,995	1				
883-001165-001	A	3,495	1				
883-001166-001	A	3,495	1				
883-001167-001	A	5,495	1				
883-001168-001	A	5,495	1				

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883-001178-001			325				16
883-001179-001			2,650				16
883-001180-001			1,600				16
883-001198-001			395				12
883-001199-001			1,495				12
883-001200-001			2,995				12
883-001201-001			4,995				12
883-001202-001			350				12
883-001203-001			800				12
883-001204-001			2,300				12
883-001205-001			4,300				12
883-001208-001			1,420				12
883-001209-001			3,420				12
883-001211-001			2,350				12
883-001214-001			1,430				12
883-001215-001			2,930				12
883-001216-001			4,930				12
883-001218-001			2,240				12
883-001219-001			4,240				12
883-001221-001			3,295				12
883-001223-001			9,035				12
883-001224-001			225				14
883-001225-001			500				14
883-001226-001			875				14
883-001227-001			1,375				14
883-001278-001			1,760				15
883-001279-001			4,650				15
883-001280-001			9,650				15
883-001281-001			15,650				15
883-001282-001			22,650				15
883-001283-001			2,465				15
883-001284-001			7,550				15
883-001285-001			13,550				15
883-001286-001			20,550				15
883-001287-001			3,780				15
883-001288-001			10,050				15
883-001289-001			17,050				15
883-001290-001			5,265				15
883-001291-001			12,850				15
883-001292-001			7,155				15
883-001293-001			1,650				15
883-001294-001			2,295				15
883-001295-001			3,510				15
883-001296-001			4,875				15
883-001297-001			6,625				15
883-001300-001	F		1,995				7
883-001343-001	A		3,495				1
883-001344-001	A		6,995				1
883-001345-001	A		12,495				1
883-001346-001	A		3,495				1
883-001347-001	A		6,995				1
883-001348-001	A		12,495				1
883-001349-001	E		995				4
883-001350-001	E		1,495				4
883-001354-001			11,980				8
883-001355-001			19,980				8
883-001359-001			2,495				8

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883-001360-001	A	4,995	2				
883-001361-001	A	4,995	2				
883-001364-001	A	495	9				
883-001365-001	A	495	9				
883-001366-001	A	100	9				
883-001367-001	A	100	9				
883-001368-001	A	495	9				
883-001369-001		3,535	12				
883-001370-001		4,795	12				
883-001373-001		3,850	12				
883-001374-001		4,920	12				
883-001375-001		350	12				
883-001377-001		2,240	12				
883-001378-001		2,930	12				
883-001379-001		1,420	12				
883-001380-001		2,300	12				
883-001381-001		2,995	12				
883-001382-001		7,460	12				
883-001383-001		1,295	12				
883-001384-001		4,795	12				
883-001385-001		875	14				
883-001386-001		1,750	14				
883-001387-001		10,295	12				
883-001388-001		8,090	12				
883-001389-001		1,960	12				
883-001390-001		1,960	12				
883-001393-001		4,995	8				
883-001400-001	E	5,995	2				
883-001408-001	A	895	2				
883-001409-001	A	895	2				
883-001412-001		500	16				
883-001413-001		225	16				
883-001491-001		2,495	8				
883-001542-001	E	500	16				
883-001543-001	E	600	16				
883-001654-001	A	595	2				
883-001655-001	A	250	2				
883-001698-001	B	645	19				
883-001699-001	B	645	19				
883-001700-001	B	545	19				
883-001701-001	B	545	19				
883-001718-001	B	6,995	19				
883-001719-001	B	6,995	19				
883-001720-001	B	5,995	19				
883-001721-001	B	5,995	19				
883-001728-001	B	295	19				
883-200122-001	B	395	21				
883-200122-002	B	395	21				
883-411100-400	A	595	6				
883-411110-400	A	595	6				
883-416100-400	A	595	6				
883-416200-400	A	595	6				
883-440100-100	A	795	6				
883-440110-100	A	795	6				
883-442100-100	A	795	6				
883-442110-100	A	795	6				
905-301800-001	E	545	5				

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905-301801-001	E	395	5	5			
905-301803-001	E	545	5	5			
905-301804-001	E	1,100	5	5			
905-301806-001	E	350	4	4			
905-301834-001	E	100	5	5			
905-301845-001	E	75	5	5			
905-301846-001	E	100	5	5			
905-301926-001	E	295	5	5			
905-301926-002	E	1,495	5	5			
905-301974-001	E	395	5	5			
905-301992-001	E	295	5	5			
905-302013-001	E	1,495	5	5			
905-302021-001	E	1,495	5	5			
905-302029-001	E	895	5	5			

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905-302031-001	E	2,995					4
905-302032-001	E	595					4
905-302033-001	E	475					4
905-302037-002	E	1,495					4
9870074-00	F	250					7
9870110-00		2,500					7
9870111-00	F	495					7
9870115-00		2,500					7
9890072-00		995					11
9890076-00		1,805					11
9900062-00		495					8
9900130-00		9,980					8
9900131-00		9,980					8
9900135-00		4,495					8