US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: NOVELL **February 18, 2003**

SECTION I - Approval Requests:

HQAPP Requests:
1. 45% Discount on E-Business Suite. E-Business + 20% worst case for migration.

Previously approved requests (include date of approval):
1. November 2002 - discount previously approved at 50%.

SECTION II – Deal Summary:

Deal Summary	
Programs	E-Business Suite Prof. Users + E-Business Suite Employee Users
License Discount	45% (ebiz + 20%) Worst Case; Draft at 45% (ebiz + 20%)
Support Discount	45 % (ebiz + 20%) Worst Case; Draft at 45% (ebiz + 20%)
Support Options/Holds	
Price Holds	
List License	$2,475,200
List Support	$544,544
Net License	$683,430
Net Support	$148,054
Net Total Price	$831,484
Price List Used	Current Jan, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/A
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification:

-Novell currently running 11.0.2 core ERP, Siebel CRM, PSFt HR
-Evaluating migration to single applications vendor
-Migration to E-Business suite would position Oracle to take lead in eval.
-Would only license them for users they currently have w/ Oracle Corporation
-Would not impact future user licenses as new products are adopted.
-Would help expedite 11i upgrade. Upgrade to 11.0.3 originally planned.
-Deal was previously approved in November at 50% discount

Note: The Strategic team is positioning for Q3 business, teaming agreement with NAWS organization is in place through Q3.

Recommendation: (*leave blank for HQAPP to fill out)*

PENGAD-Bayonne, N. J.
GOVERNMENT EXHIBIT
P1184

Submitted By: Strategic Accounts, VP Steve Wellen 713 750 5097, RM Jim Rooney 425 637 3232, AM Derek Cordon 801 595 5810

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

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PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained -	FEB 20, 2003
Opportunity I.D. (OSO Number):	
Deal Structure:	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	XX No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	XX No
Quote Valid Through (insert date):	FEB 26, 2003
MIGRATIONS OR UPDATES:	XX Yes (worksheet attached)
PREMIUM SERVICES:	XX No
INCIDENT PACKS:	XX No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	XX Yes
Payment Terms:	XX Net 30 XX Other (Specify) OFD (May Require)
Referenced Agreement:	XX Other (Specify) SLSA-

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	**Novell**
Business Address:	1800 South Novell Place
City / State / Zip:	Provo, UT 84606
Customer Contract Admin:	Peter Maughan
Phone #:	(801)861-3092
Fax #:	(801)861-4624
E-mail ID:	**jpmaughan@novell.com**
Billing Contact:	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ___
Shipping Contact:	**Chris Mason**
Address:	1800 So. Novell Place
City / State / Zip:	Provo, UT 84606
Phone #:	(801)861-7506
Fax #:	
E-mail ID:	**cmason@novell.com**
Technical Support Contact:	**Nate Jensen**
Address:	1800 So. Novell Place
City / State / Zip:	Provo, UT 84606
Phone #:	(801)368-2545
Fax #:	
Email ID:	**njensen@novell.com**

Education (EPPC)	
Education Prepaid Credit Amount:	$_____
Education Discount:	_____%
Education Revenue:	$_____
Education Sales Rep:	

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make: HP
OS: HP-UX
PROGRAMS: E-Business Suite

Applications	
Will applications be modified:	XX No
Will users be accessing modified Apps from the web:	XX No
Have all prerequisites been included:	XX Yes
Will users use Fast Forward RPM:	XX No
Will applications be hosted:	XX No
Indicate database that Apps will run on:	Existing CSI
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Derek Cordon
Technology Sales Manager	
Account Manager	Derek Cordon
iSD Rep	Warren Parti
Education Sales Rep	MaryBeth Miller
Support Renewals Rep	Mike Cosenza
Premium Support Rep	Margo Fichenscher
Migrations Manager	Matt Kocina
Is there a teaming agreement?	XX Yes-100% Sales Credit through Feb.
Requester:	Name: Derek Cordon Business Telephone: (801)595-5810 Cell Phone: (801)230-3503