

Product and Price Change Originator: Craig Buchman Ext: 8-6245
Notification

Type of Change: Obsolete product Price Increase Price Decrease New Product Promo/Special Other

Price List Section
FCS Date: 7/5/94 Product announcement date: _____ Month product should be added to price list: Jan. 95

Product Name (one product per page): WordPerfect 6.1 for Windows
(As it should appear on the price list): _____

What section of price list: Business Applications

Description: 3 1/2" HD media

Comments: Add: UK (Westin Eui & Non W.E), FR, DE, SD, IT, ES, DK, NL, OZ, CF, and CB. Delete: 6.0a - CF, FR, and SV. See attached

Attach a copy of the product rollout plan and any other appropriate documentation

Part Number _____
Est. Cost of Goods: \$ 13.95 Royalties: _____

Old part number: See attached Version: 6.0a Obsolete Date: Dec. price list

New part number: See attached Version: 6.1 Activation Date: Jan. price list

Price: _____
Previous: _____ New: See attached

Include in Software Demo Program? Yes No If yes, which category: N/A

Include MLA (Master License Agreement)? Yes No If yes, complete and attach MLA pricing worksheet.
(For more information on completing the MLA worksheet, contact your Corporate Services Program Manager)



After approvals are obtained, send to Juanita Lee (F6-28-1) for distribution.

- White: Price List Management
- Yellow: Order Administration
- Pink: International Bulletin Coordinator
- Green: Corporate Services Program Manager
- Goldenrod: Product Marketing (originator)

For questions concerning this form, contact your assigned corporate services program manager.

Plaintiff's Exhibit
7735
Comes V. Microsoft

Product and Price Change Notification Procedure

A. Complete form.

1. Originator print name in upper-right area marked Originator.
2. Originator print phone no. in upper-right area marked Ext.
3. Originator check appropriate box(es) for Type of Change (enter a brief description if Other is checked).
4. Originator enter FCS Date (this should be confirmed with the Corporate Services Program Manager).
5. Originator enter Product announcement date (this should be confirmed with the Product Manager).
6. Originator enter Month product should be added to price list (this should be confirmed with the Corporate Services Program Manager and Product Manager).
7. Originator enter Product Name, What section of price list.
8. Originator enter Description. The description should be complete, for example:
Netware Lite v1.0 for 5.25" low-density format (360kb) 883-001749-001
9. Originator, Comments can list general information, limitations on pricing, and footnotes which must appear on the published price list.
10. Originator enter Old/New Part Number and Version (X.XX). On obsolete products add the date the product will no longer be active. Note that in some cases the part number will be unchanged.
11. Originator enter Price. Previous Price should match the price that is on the published price list. Enter New Price. If this is for limited time only, enter note in Comments section above.
12. Price List Management enter Class code. (Groups product for discount structure)
13. Originator, an Explanation/Business Case MUST be attached, along with any other supportive or explanatory documents (See note under Comments section for examples of "other supportive or explanatory documents". Footnotes which must appear on the Price List should be entered in comments section also.)
14. Originator check boxes to designate yes or no to MLA (Master License Agreement) or Software Demo Program

B. Get approvals

1. Originator get signature from Product Line Manager or Director Product Marketing.
2. Originator sign Approval on the Product Manager line, get signature from V.P. of Business Units and forward to Corporate Services Program Manager.
3. Corporate Services Program Manager review for accuracy of information and insure that appropriate documents are attached per Section A #13, above. Contact Originator if any changes are required. When complete, sign and return to Corporate Services Program Manager.
4. Originator forwards a copy to the Price List Management, in Sales.

C. Get Pricing Committee approvals.

1. Price List Management will forward Product and Price Change Notification to the Pricing Committee for review and approval. Final approval and signature from E.V.P. Corporate Services.

D. Distribution.

1. Price List Management will distribute per instructions at bottom of form.
2. Price List Management will update Standard Cost File (Maxcim's INCMS Module)
3. Price List Management will publish a new, updated Price List monthly.

Novell is legally obligated to notify the North American distribution channel 30 days prior to a price change and the International distribution channel 45 days prior to a price change. The price list is used to communicate price changes. The deadline for price list submission is the second Friday of every month and distributed the first of every month. Price changes MUST have an effective date that coincide with the 30 - 45 day notification to the channel.