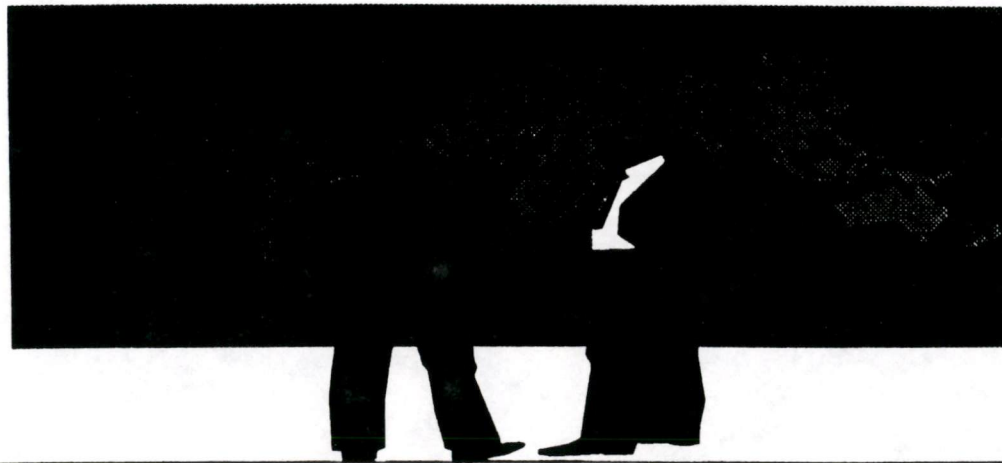


Novell Incorporated

Remote Locations Rollout Opportunity



Information on this Opportunity Summary are strictly confidential. Distribution is restricted.

Customer Briefing:

Date : Friday, February 5, 1993

Time : 7:00 A.M. (Breakfast Meeting)

**Place : Digital Western Area Headquarters
2465 Mission College Blvd.
Santa Clara, CA 95054**

Account Name : Novell Incorporated

Novell Executives :

Jim Tolonen, Vice President & Chief Financial Officer

Gordon Jones, Vice President & Chief Information Officer

Digital Executives:

Russ Gullotti, Vice President

Mark Burton, Santa Clara Account Set Manager - 521-4163

Objectives of the Meeting:

- 1. Discuss the Novell Remote Offices Rollout Opportunity**
- 2. Reinforce and provide Digital Executive Support for Worldwide Deliveries of Hardware, Software and SI Services to accomplish Novell's Remote Offices Rollout Project.**
- 3. Reinforce the importance of Novell & Digital's Strategic Partnership.**
- 4. Request to start implementation of Novell's Remote Offices Rollout with Digital as the Prime Contractor**

Customer Briefing

Account Name: Novell Incorporated

- **Company Background**

- Headquartered in Provo, Utah
- Leading supplier of network software products. Designs, manufactures, markets and services high performance LAN software, systems and related products which enables Personal Computers to share resources
- Revenues of \$ 900 million dollars as of October 26, 1992. Growth Rate 57 %
- Number of employees over 3200 with 46 locations worldwide

- **Business Strategy**

- Aggressive 3 Year Sales & Service Offices Rollout Plan
- Software Focus, Hardware Independence & Extensive Availability of Application Software, Technological Leadership, Multiple Channel Distribution Network & Worldwide Service

- **Digital Novell Relationship**

- Remarketing Agreement
- Strategic Engineering Partner to provide Novell certified solutions
 - Netware Certification of Digital Products
 - AXP Alpha Migration Program
- Digital is a Novell Authorized Education Center
 - To provide NETWARE Courseware
 - To provide customers to become Certified Netware Engineers
- Executive Management Meetings
 - Bob Palmer, Digital CEO & Ray Noorda, Novell CEO (October 1992)
 - Bill Strecker, Digital VP of Engineering & Bob Supnik with Novell Senior Management
 - Bob Supnik to speak at the Novell's Developers Conference in March 1993
- Account Team Focus
 - Cecil Dye, VP Sales & Malcolm Jones, VP PSSI
 - Cindy Sauln, SCAGM & Mark Burton, SC ASM
 - Mike Manalo, Sales Executive & Jose Garcia, Program Manager

CURRENT OPPORTUNITIES:

- **3 Year Remote Offices Rollout**
 - 46 Locations in the US, Europe, Africa, Asia & Australia
 - 26 in FY93, 12 in FY 94 & 8 in FY 95
 - Three Classes of Offices: 12 Class A , 18 Class B, 16 Class C Offices
- **Provide the following Hardware, Software & Services**
 - Program Management & Project Management by location Worldwide
 - Physical Cable Plant ,Network Installation Services (Wide Area Networks, Local Area Networks)
 - Site, Desktop, Education & Training Services
 - PBX Installation Services
 - Video Conferencing Installation Services
 - Provide Hardware (PC (x 4000), Data Com Equipment (Circuits) & Network Equipment (HUBS, Routers)

Estimated Potential Revenue (3 Year Rollout \$ 55.5 Million)

Lines of Business (US, Europe, GIA) : NIS, DTS, OSS, APS, HPS, SPS

FY93 (Q4) \$ 400K (POR Stage Negotiation Proposal)

- SI Office Rollout Phase 1 (Site Survey for 9 Sites)
- SI Office Rollout Phase 2 (9 Site Implementation)
- FY 93 (Q4) \$ 15 million for 9 Sites (6 x Class A, 1 x Class B, 2 x Class C)
- FY 94 \$ 20.75 million for 17 Sites (1 x Class A, 10 x Class B, 6 x Class C)
- FY 95 \$ 19.75 million for 20 sites (1 x Class A, 1 x Class B, 6 x Class C)

CURRENT PROPOSAL

- Phase 1 - Project Management & Documentation Service for UK & NY \$ 95K
- Phase 2 - 9 Site Survey (\$ 400K)