



Novell® Academic Partnerships Silver Partner Program

Your IT students face unique challenges as they prepare to enter the workforce. IT environments have evolved, and most organizations now favor a multivendor, best-of-breed approach to technology solutions. The Novell® Academic Training Partner (NATP) program is the ideal way to teach Linux* and other Novell technologies on your campus.

Give Students the Competitive Advantage

As part of the NATP program, the instructors in your program receive access to cutting-edge software. In addition, students can delve into some of the IT industry's most advanced networking and security solutions. All of this material, software and support are offered at a fraction of the cost of what other vendors charge. By aligning with Novell, your institution can give students the competitive, diversified edge they need to launch successful IT careers.

A Complete Solution for You and Your Students

Novell has partnered with industry-recognized Thomson Course Technology and CompTIA to provide you with many benefits:

- *Discounts on certifications*
- *Instructor resources such as lesson plans, syllabi, slide decks and much more*
- *Student resources such as review questions, labs and other learning activities*
- *Online courseware options*

Highlights of the NATP Program Include the Following:

- *100 software licenses for instructional use on all Novell technologies*
- *One year free membership in CompTIA's E2C program†*
- *Free and low-cost instructor-led and online "Train-the-teacher" opportunities*
- *Access to Novell collateral and marketing materials*
- *Up to 85 percent off all Novell direct courseware*
- *All Novell certification exams for US\$55 at authorized testing sites*

■ **Solutions:**

Academic Partner Program

■ **Products:**

Global Services

Sign up now! Simply visit www.novell.com/natp for details and easy online instructions.

† Terms and conditions apply. Visit www.novell.com/natp for details or call 800 233 3382, option 3.



“As a training partner, we receive substantial discounts on software and are authorized to use the official Novell textbooks and course materials. ... Our students benefit by earning a course-completion certificate and have the option to pursue certification. Being a Novell Academic Training Partner is a win-win situation for everyone!”

Astrid Hoy Todd

*Associate Professor of Information Technology, Network Support and Administration
Guilford Technical Community College, Jamestown, N.C.*

www.novell.com

Novell Academic Training Partner Program Matrix (2006)

Partner Benefits	Details
CompTIA E2C membership	Receive one year free membership in CompTIA's E2C program. [†]
Software licenses for instructional use	Keep your students up to date with the latest Novell technologies by receiving 100 user licenses on all Novell software.
Exam discounts	Receive all certification exams for US\$55 at any VUE, Prometric or Practicum testing site.
Satellite campuses	Teach Novell technology at multiple campuses at no additional fee. [†]
Novell Advanced Technical Training™ discount	Receive 50 percent off Novell Advanced Technical Training costs.
Courseware discounts	Give your students, faculty and staff the advantage of a discount of up to 85 percent on Novell direct courseware.
Co-branding	As a Novell Academic Partner, you can use Novell collateral to attract students to your classes. You will have access to logos, branding guidelines, program brochures course outlines and more.
Welcome Aboard Kit	This kit includes a Novell plaque, a classroom banner, contact information and other administrator training.
Web presence	Be recognized on Novell.com .
Instructor training	Help your instructors get started with free and low-cost instructor-led and online Train-the-teacher opportunities.
PartnerNet. Portal access	Access to all Web resources available to Novell partners.
Monthly communication	Stay up to date with monthly newsletters, correspondence and news about Novell products, courseware and other opportunities.
Novell Technical Subscription	Enjoy a complimentary annual subscription to the complete Novell Software Evaluation and Development Library (a US\$299 value).
Certified Instructor Program	Sign up for this additional program at no cost and receive access to support forums, online training and instructor's manuals.
Partner Connection	Connect with other partners to share ideas.
Technical support discounts	Receive a 10-percent discount on all technical support packages.
Participation in corporate events	Be eligible to be invited to participate at Partner Summit and regional conferences.
Success story highlights	Visit the PartnerNet portal to see or be a part of partner success stories.
Partner support	Contact our Partner Support Team by phone or e-mail for assistance.
Partner Requirement	Details
Partner application	Partner sign-up and renewal available online. Participants are approved at the regional level.
Course offerings	Offer at least one Novell course per year as part of your degree-granting program to enroll.
Administrator certification	Maintain at least 1 NCTS in your program.
Annual partnership fee	Submit US\$295 annually.
Classroom quality measurement	Novell reserves the right to request student evaluations on any Novell course you teach.
Authorized courseware	Use only courseware authorized by Novell or vendor-approved material.
Qualified academic institution	Maintain accreditation as a university, community college, vocational or private school, technology training center, secondary school or grade school.
Training hour maximum	Cannot teach any one Novell course for more than 7 hours per week (for exceptions, contact Novell).



For additional information about the NATP/NTI program, call 1 800 233 3382, option 3, e-mail napt@novell.com or visit www.novell.com/natp

Novell, Inc.

404 Wyman Street
Waltham, MA 02451 USA

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