



Software Advantage for Workstations International Discount Agreement Exhibit - Education

Exhibit Type: E
Exhibit No.: SA-E-0
Effective Date: July 8, 1997

The following additional terms apply for qualifying Software Advantage Education customers. An education customer must be public or private, non-profit, and accredited by a national or regional accrediting council or commission or appropriate government agency or board of education of the state or country in which the educational institution is located. A qualifying educational institution may be a:

- University or college (2 year or 4 year),
- Pre-kindergarten through grade 12 school,
- Vocational or technical school,
- School for special education, or
- Teaching hospital associated with an accredited institution, or research consortia created for educational purposes and comprised of accredited institutions.

Eligible Programs must be used for academic or administrative purposes of the educational institution, and may not be used in the performance of commercial services for any third party.

1. **Eligible Products:** Eligible Programs and Upgrade Protection are specified in IBM's then generally available Eligible Product List. Additions to the Eligible Product List are eligible as they are announced by IBM. Both Eligible Program and Upgrade Protection products qualify for Software Advantage discounts.
2. **Media Packs:** Separately priced Media Packs are available for selected Software Advantage Eligible Programs. These Packs will be identified in the Software Advantage Eligible Product List. The authorized acquisition and license for the Program in the Media Pack is only available under a Software Advantage for Workstations Agreement. A Pack represents one of the authorized copies. A Pack is in lieu of, not in addition to, one of the authorized copies. A Pack may not be the first license for a Program. Media Packs are not eligible for Software Advantage discounting.
3. **Documentation Packs:** Separately priced Documentation Packs are available for selected Software Advantage Eligible Programs. They will be identified in the Software Advantage Eligible Product List and will be available either as part of, or separate from, a Software Advantage Agreement. Documentation Packs are not eligible for Software Advantage discounting.
4. **Discount Schedule:** Qualifying education customers may acquire Eligible Programs and Upgrade Protection at a 60% discount, without a minimum spending level requirement.
5. **Upgrade Protection Entitlements:** When the customer is entitled to a new version or new release of a program, IBM will provide the 'no charge' upgrade in CD-ROM format. Should CD-ROM not be available, a package including 3 1/2 inch diskette media will be provided.

Selected OS/2, Microsoft Windows (R), and Microsoft Windows NT (R) operating system based programs have counterpart programs that run on one or both of the other operating systems. Using a Supplement, Upgrade Protection, or licenses of Eligible Programs and Upgrade Protection, may be exchanged for those of counterpart programs. IBM will provide a revised Software Advantage Proof of Entitlement reflecting the exchange of qualifying Upgrade Protection and Eligible Program licenses. See your IBM Software Specialist for further information on qualifying programs.

(R)"Microsoft Windows and Microsoft Windows NT are Trademarks or Registered Trademarks of the Microsoft Corporation."