

Use the Pull Down Menu Below to Pick a Country.	Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
	Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
	Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars											
PRODUCT NAME											
iAnywhere Solutions											
iAnywhere m-Business Studio (WP & Ent) Addenda required	17222 NT; 17816 Solaris										D
Networked Seat (ST)				\$2 199	\$517						
iAnywhere Mobile Mail™ (WP & Ent) Addenda required											D
Base Package: Server and 1 User (SR)	17827	\$131	\$28								
User						\$131	\$28				
Mobile Mail Scheduled Synchronization Option											
Scheduled Synchronization - Server (SR)	17697	\$22	\$6								
Scheduled Synchronization - User						\$22	\$6				
iAnywhere Mobile Manager (R) (WP)											D
Server (SR)	17815	\$10 995	\$1 980								
iAnywhere Mobile Manager – Additional Licenses (R) (WP)											D
Command Server (SR)	17716	\$10 995	\$1 980								
Relay Server (SR)	17717	\$3 850	\$693								
Agent Seat (ST)	17718			\$94	\$17						
Handheld Agent Seat (ST)	17719			\$39	\$11						
iAnywhere TimeTracker for SAP R/3 (WP) TimeTracker Addendum											D
Server Base Package (SR)	17619 NT	\$659	\$116								
Networked Seat (ST) Minimum Networked Seats per Server 100	17621 NT			\$274	\$50						
iAnywhere Wireless Server 2.0 - Advanced Edition (CPU Model) (WP) Addenda required	17223 WindowsNT										E
CPU (IC)		\$27 500	\$4 950								
Standby CPU (SF)		\$6 875	\$1 238								
iAnywhere Wireless Server 2.0 - Advanced Edition (CPU Model) (Ent) Addenda required	17817 Solaris										E
CPU (IC)		\$47 250	\$8 505								
Standby CPU (SF)		\$11 813	\$2 126								
iAnywhere Wireless Server 2.0 - Advanced Edition (Networked Seat Model) (WP) Addenda required	17231 WindowsNT ; 17819 Solaris										D
Networked Seat (ST) Minimum Networked Seats per Server 100				\$274	\$50						
Standby Networked Seat (SE)				\$72	\$13						
iAnywhere Wireless Server 2.0 - Enterprise Edition (CPU Model) (WP) Addenda required	17224 WindowsNT										E
CPU (IC)		\$38 500	\$6 930								
Standby CPU (SF)		\$9 625	\$1 733								
iAnywhere Wireless Server 2.0 - Enterprise Edition (CPU Model) (Ent) Addenda required	17818 Solaris										E
CPU (IC)		\$49 500	\$8 910								
Standby CPU (SF)		\$12 375	\$2 228								
iAnywhere Wireless Server 2.0 - Enterprise Edition (Networked Seat Model) (WP & Ent) Addenda required	17226 WindowsNT										D
Networked Seat (ST) Minimum Networked Seats per Server 100	17822 Solaris			\$384	\$72						
Standby Networked Seat (SE)				\$99	\$18						
iAnywhere Wireless Server for SAP R/3 Deployment (CPU Model) (WP) Addenda required	17235 WindowsNT										E
CPU (IC)		\$55 000	\$9 900								
Standby CPU (SF)		\$13 750	\$2 475								

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power Mhz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support			(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales only
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX	Extended support	Extended support				Extended support	With CU			
Note all Currency in EMEA Dollars												
PRODUCT NAME												
iAnywhere Wireless Server for SAP R/3 Deployment (Networked Seat Model) (WP & Ent) Addenda required		17244 WindowsNT										D
Networked Seat (ST) Minimum Networked Seats per Server 100												
Standby Networked Seat (SE)												
iAnywhere Wireless Server for SAP R/3 - Developer Edition (WP) Addenda required		17242 WindowsNT										D
iAnywhere Wireless Server for SAP R/3 - Enterprise Edition (Networked Seat Model) (WP) Addenda required		17244 WindowsNT										D
iAnywhere Wireless Messaging SDK (Royalty) (WP & Ent) Addenda required		17234 WindowsNT										N
iAnywhere Wireless Server - Messaging Deployment Licenses (Royalty) (Networked Seat) (WP) Addenda required												D
ExpressQ (ST)												
Windows (except CE)		17246										D
Windows CE		17247										D
EPOC32		17248										D
Palm OS		17254										D
RIM 857/ 957		17255										D
RIM 850/ 950		17256										D
SmartIP (ST)												
Windows (except CE)		17257										D
Windows CE		17258										D
Palm OS		17259										D
Mobility Manager (SR)												
WindowsNT - 1st Server		17264	\$5 495	\$990								N
WindowsNT - Additional Servers		17266	\$2 195	\$396								N
SQL Anywhere Studio 8.0												D
SAS ALK PD 1Pk for Unix		17558	\$131	\$50								
SAS ALK PD 20Pk for Unix		17565	\$2 618	\$996								
SAS ALK PD 5PK for Unix		17559	\$655	\$253								
SAS ALK PDB w/Syn&PD 1Pk for Unix		17566	\$164									
SAS ALK PDB w/Syn&PD 1Pk for Unix		17566	\$197									
SAS ALK PDB w/Syn&PD 20Pk for Unix		17568	\$3 938	\$1 496								
SAS ALK PDB w/Syn&PD 5Pk for Unix		17567	\$985	\$374								
SSA Studio ALK PDB w/Sync&PD 1 Pk		17356	\$164									
SSA Studio ALK PDB w/Sync&PD 20 pk		17359	\$3 938	\$1 496								
SSA Studio ALK PDB w/Sync&PD 5 PK		17357	\$985	\$374								
SSA Studio ALk Pers DB 1pk		17354	\$131									
SSA Studio ALk Pers DB 20pk		17358	\$2 618	\$996								
SSA Studio ALk Pers DB 5pk		17355	\$655	\$253								
SAS ALK Add'l Server 1 Pack UNIX		17721	\$329									
SAS ALK Add'l Server 1 pk UPD		17485	\$329									
SAS ALK Java In the Database Option		17203										
SQL Anywhere Studio Base		17322	\$439									
SQL Anywhere Studio Base German		17609	\$439									
SQL Anywhere Studio UNIX Base		17332	\$439	\$171								
SQL Anywhere Studio UNIX for Wrkgrp		17334	\$1 099	\$418								
SQL Anywhere Studio Wrkgrp for WIN		17890	\$1 099									
SQL Anywhere Studio for Windows		17889	\$439									
SQL Anywhere Studio for Workgroups		17324	\$1 099									
SSA for Wrkgrp 10 User in French		17611	\$1 099									
SSA for Wrkgrp 10 User in German		17612	\$1 099									
SSQL Anywhere Studio Base French		17608	\$439									
SAS ALK Java In the Database Option		17203										
SAS ALK NERWORK SEAT 20PK FOR UNIX		17553	\$2 618	\$996								
SAS ALK NETWORK SEAT 5PK FOR UNIX		17552	\$655	\$253								

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
		Note all Currency in			EMEA Dollars							
PRODUCT NAME												
SAS ALK Network Seat 1 Pk for Unix		17551	\$131									
SSA Studio ALK Networked seat 1pk		17347	\$131									
SSA Studio ALK Networked seat 20pk		17349	\$2 618	\$996								
SSA Studio ALK Networked seat 5pk		17348	\$655									
SAS ALK CONCURRENT 1PK FOR UNIX		17555	\$131	\$50								
SAS ALK Concurrent 20Pk for UNIX		17557	\$2 618	\$996								
SAS ALK Concurrent 5Pk for Unix		17556	\$655	\$253								
SSA Studio ALK Concurrent seat 1pk		17351	\$131	\$50								
SSA Studio ALK Concurrent seat 20pk		17353	\$2 618	\$996								
SSA Studio ALK Concurrent seat 5pk		17352	\$655	\$253								
SAS ALK Add'l Server 1 pk UPD		17485	\$83									
SQL Anywhere Studio Base		17322	\$110	\$44								
SQL Anywhere Studio UNIX Base		17332	\$110	\$44								
SAS ALK PD 1Pk for Unix		17558	\$33	\$11								
SSA Studio ALK Concurrent seat 1pk		17351	\$33	\$11								
SSA Studio Alk Pers DB 1pk		17354	\$33	\$11								
USP - SQL Anywhere Studio												
USP SAS ALK PDB sync Pdyn 20pk (SS)		17451									\$743	
USP SAS ALK PDB sync Pdyn 5pk (SS)		17449									\$186	
USP SAS ALK Java Database Option (OT)		17847										
USP SAS ALK PDB for WIN CE w/Sync (OT)		17849									\$24	
USP SAS Add'l Netw Seat (OT)		P16960									\$24	
Updates, and Upgrades for all SQL Anywhere platforms, version 8.0.												
SAS Upd SR to Ad'l PDB w/SR&PD Unix		17577	\$83									
SAS up add s/a sqlrem - PDB sqlrem		17381	\$83									
SAS upd delx seat to 1 PDB sync dyn		17380	\$153	\$132								
SSA Studio ALK Per DB w/Sync WIN CE		17985	\$65									
SAS Add'l Server Update for Unix		17573	\$164									
SAS Personal DB Update for Unix		17576	\$76									
SAS add svr upd any		17375	\$164									
SAS con usr up 16 usr to wkgrp+6		17386	\$938									
SAS con usr up 3 usr to base+2		17382	\$349									
SAS con usr up 32 usr to wkgrp+22		17387	\$1 977									
SAS con usr up 4 usr to base+3		17383	\$414									
SAS pers DB upd any		17379	\$76									
SQL Anywhere Studio UNIX Update		17333	\$219									
SQL Anywhere Studio UNIX Wrkgrp UPD		17335	\$32									
Update SAS Base to 1 User ANY		17374	\$219									
upd SAS 5usr or wkgrp to 10usr any		17373	\$549									
SAS Upd CL AC to Add'l Ntwrk Unix		17574	\$76	\$50								
SAS upd cl acc to add netwk seat		17376	\$76	\$50								
SAS Concurrent User Update ANY		17377	\$76	\$50								
SAS Concurrent Usr Update for Unix		17575	\$76	\$50								
SAS UL Server Update to Seat 5 pk		17389	\$160	\$50								
SAS con usr up 6 usr to base+5		17384	\$598	\$424								
SAS con usr up 8 usr to base+7		17385	\$750	\$578								
SAS con usr up ul usr to wkgrp+22		17388	\$2 572	\$1 535								
ASA ALK PDB Upgr PDB wSy/PD 1 PK		17476	\$109	\$77								
SAS ALK PDB Upgr Destp Bdl 5 PK		17468	\$710	\$418								
SAS ALK PDB Upgr PDBwSy/PD 5 pk		17475	\$545	\$374								
SAS ALK PDB Upgr to Destp Bdl 20 pk		17467	\$2 838	\$1 667								
SAS ALK PDB Upgr to PDBwSy/PD 20pk		17469	\$2 195	\$1 496								
SAS ALK PDB sync/PD upgr 20pk		17466	\$270	\$418								
SAs ALK PDB syn/PD Upgr 5 PK		17465	\$1 078	\$1 667								
SSA PDB sync Pdyn up SAS dsktp bndl		17454	\$54	\$83								
SSA PDB up SAS desktop bundl		17453	\$142	\$83								
SQL Anywhere Studio 7												D
SQL Anywhere Studio Server - Base with 1 user: PC platforms (SR)		17322 English; 17608 French; 17609 German; W16920 USP	\$439	\$171							\$87	

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
		Note all Currency in EMEA Dollars										
PRODUCT NAME												
SQL Anywhere Studio Server for Workgroups- Base with 10 user: PC platforms (SR)		17324 English; 17611 French; 17612 German; W16921 USP	\$1 099	\$418								\$197
SQL Anywhere Studio Server - Base with 1 user: UNIX platforms (SR)		17332; P17250 USP	\$439	\$171								\$87
SQL Anywhere Studio Server for Workgroups- Base with 10 user: UNIX platforms (SR)		17334; P17251 USP	\$1 099	\$418								\$197
Secondary Licenses (license only – no shippable card)												
Specify Secondary License N/S (non shippable) when ordering. Specify version number when ordering												
Additional ASA Server		17485; 17478 USP	\$329	\$127								\$61
1 Pack (ST)		17347 PC; 17551 UNIX P16960 PC USP; 17659 UNIX USP			\$131	\$50						\$24
5 Pack (ST)		17348 PC; 17552 UNIX P17009 PC USP; 17658 UNIX USP			\$655	\$253						\$120
20 Pack (ST)		17349 PC; 17553 UNIX P17011 PC USP; 17657 UNIX USP			\$2 618	\$996						\$479
1 Pack (CU)		17351 PC; 17555 UNIX W16957 PC USP; 17656 UNIX USP							\$131	\$50		\$24
5 Pack (CU)		17352 PC; 17556 UNIX W16922 PC USP; 17654 UNIX USP							\$655	\$253		\$120
20 Pack (CU)		17353 PC; 17557 UNIX W16923 PC USP; 17653 UNIX USP							\$2 618	\$996		\$479
1 Pack ASA Personal Database (SS)		17354 PC; 17558 UNIX W16958 PC USP; 17652 UNIX USP					\$131	\$50				\$24
5 Pack ASA Personal Database (SS)		17355 PC; 17559 UNIX W16927 PC USP; 17651 UNIX USP					\$655	\$253				\$120
20 Pack ASA Personal Database (SS)		17358 PC; 17559 UNIX W16928 PC USP; 17649 UNIX USP					\$2 618	\$996				\$479
1 Pack Personal Database w/Synch & PowerDynamo (SS)		17356 PC; 17566 UNIX 17448 PC USP; 17648 UNIX USP					\$197	\$77				\$37
5 Pack Personal Database w/Synch & PowerDynamo (SS)		17357 PC; 17567 UNIX 17449 PC USP; 17647 UNIX USP					\$985	\$374				\$186
20 Pack Personal Database w/Synch & PowerDynamo (SS)		17359 PC; 17568 UNIX 17451 PC USP; 17646 UNIX USP					\$3 938	\$1 496				\$743
MEC Bundle (PC platforms): ASA Personal Database with Synchronization and PowerDynamo, UltraLite Database with Synchronization and MobiLink single-user Server		17364; 17445 USP					\$219	\$83				\$40
Upgrades												
Upgrade From Personal Database to Personal Database with Synchronization and PowerDynamo		PC 17408; 17448 USP UNIX 17571; P17244					\$109	\$77				\$37
Upgrade From Personal Database to Desktop Bundle		17453; 17445 USP					\$142	\$83				\$40
Upgrade From Personal Database with Synchronization and PowerDynamo to Desktop Bundle		17454; 17445 USP					\$54	\$83				\$40
ADDITIONAL LICENSE KITS, Shippable license card (no software)												
Additional Server 1 Pack		17485; 17478 USP	\$329	\$127								\$61
Additional Seat 1 Pack (ST)		17347; P16960 USP			\$131	\$51						\$24
Additional Seat 5 Pack (ST)		17348; P17009 USP			\$655	\$253						\$120
Additional Seat 20 Pack (ST)		17349; P17011 USP			\$2 618	\$1 001						\$479
Additional Concurrent User 1 Pack (CU)		17351; W16957 USP							\$131	\$51		\$24
Additional Concurrent User 5 Pack (CU)		17352; W16922 USP							\$655	\$253		\$120
Additional Concurrent User 20 Pack (CU)		17353; W16923 USP							\$2 618	\$1 001		\$479
ASA Personal Database 1 Pack (SS)		17354; W16958 USP					\$131	\$51				\$24
ASA Personal Database 5 Pack (SS)		17355; W16927 USP					\$655	\$253				\$120
ASA Personal Database 20 Pack (SS)		17358; W16928 USP					\$2 618	\$1 001				\$479
ASA Personal Database with Synchronization and PowerDynamo 1 Pack (SS)		17356; 17448 USP					\$197	\$76				\$37
ASA Personal Database with Synchronization and PowerDynamo 5 Pack (SS)		17357; 17449 USP					\$985	\$380				\$186
ASA Personal Database with Synchronization and PowerDynamo 20 Pack (SS)		17359; 17451 USP					\$3 938	\$1 507				\$743

For details refer to the Expanded Product Price List.

Sybase, Inc. **Proprietary and Confidential**

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Additional License Kit - Desktop Bundle - ASA Personal Database with Synchronization and PowerDynamo, and one UltraLite seat with Synchronization and a single-user license for MobiLink Synchronization Server 1 Pack (SS)		17364; 17445 USP					\$219	\$83			\$40	
5 Pack (SS)		17366; 17446 USP					\$1 095	\$413			\$198	
10 Pack (SS)		17367; 17447 USP					\$4 378	\$1 650			\$792	
Upgrades - Additional License Kit												
Upgrade From Personal Database to Personal Database with Synchronization & PowerDynamo												
1 Pack (SS)		17476; 17448 USP					\$109	\$76			\$37	
5 Pack (SS)		17475; 17449 USP					\$545	\$380			\$186	
20 Pack (SS)		17469; 17451 USP					\$2 195	\$1 496			\$743	
Upgrade From Personal Database to Desktop Bundle												
1 Pack (SS)		17453; 17445 USP					\$142	\$83			\$40	
5 Pack (SS)		17468; 17446 USP					\$710	\$413			\$198	
20 Pack (SS)		17467; 17447 USP					\$2 838	\$1 667			\$792	
Upgrade From Personal Database with Synchronization & PowerDynamo to Desktop Bundle												
1 Pack (SS)		17454; 17445 USP					\$54	\$83			\$40	
5 Pack (SS)		17466; 17446 USP					\$270	\$413			\$198	
20 Pack (SS)		17465; 17447 USP					\$1 078	\$1 667			\$792	
Updates From Previous Versions												
Any Base Package to SQL Anywhere Studio v7.x		PC 17374; W16920 USP UNIX 17333; P17250					\$219	\$171			\$87	
Any Studio 5 User Package or Studio for Workgroups Package		17373 PC; W16921 PC USP			\$549	\$418					\$197	
From Additional Server to Additional Server		PC 17375; 17478 USP UNIX 17573; XXXXX USP					\$219	\$171			\$61	
From Client Access License or Networked Seat to SAS Networked Seat License		PC 17376; W16997 USP UNIX 17574; P17241					\$76	\$51			\$24	
From Concurrent User to Concurrent User		PC 17377; W16996 USP UNIX 17575; P17242					\$76	\$51			\$24	
From Standalone or Personal Database to SAS Personal Database		PC 17379; P16958 USP UNIX 17576; P17243 USP					\$76	\$51			\$24	
From Add'l Standalone with SQL Remote or Personal Database with SQL Remote and PowerDynamo to SAS Personal DB with Synchronization and Power Dynamo		PC 17381; W16999 USP UNIX 17577; P17244					\$153	\$61			\$37	
From Deluxe Seat to SAS one Seat License and one Personal DB with Synchronization and PowerDynamo		17380; P16999 USP					\$153	\$132			\$37	
3 Concurrent User Server to SAS 3 Concurrent User		17382; W16920 & 2 x W16957 USP					\$371	\$275			\$135	
4 Concurrent User Server to SAS 4 Concurrent User		17383; W16920 & 3 x W16957 USP					\$447	\$325			\$160	
6 Concurrent User Server to SAS 6 Concurrent User		17384; W16920 & 5 x W16957 USP					\$598	\$424			\$208	
8 Concurrent User Server to SAS 8 Concurrent User		17385; W16920 & 7 x W16957 USP					\$750	\$578			\$256	
16 Concurrent User Server to SAS 16 Concurrent User		17386; W16921 & 6 x W16957 USP					\$1 357	\$726			\$342	
32 Concurrent User Server to SAS 32 Concurrent User		17387; W16921 & 22 x W16957 USP					\$2 572	\$1 535			\$729	
Unlimited Concurrent User Server to SAS 32 User		17388; W16921 & 22 x W16957 USP					\$2 572	\$1 535			\$729	
Special Offer: Additional Seat License 5 Pack available only at time of updating from Unlimited server only; prices on cc user and per cc user USP are per Conc user		17389; W16921 USP					\$160	\$51			\$24	
Special Instructions: Eligible previous versions, which may be upgraded include any version of SQL Anywhere Studio, SQL Anywhere Professional, SQL Anywhere or Watcom SQL												
SQL Anywhere Studio Doc Set		17329 English; 17613 French; 17614 German; 17615 Japanese									\$109	N
Encryption Option for Adaptive Server Anywhere (WP) Royalty						\$32	\$12					D
Secondary Licenses - No Shippable Item Specify as Secondary Copy N/S (Non Shippable) when ordering												
Additional License Kits												
Seat (ST) 1 Pack		17417				\$32	\$12					
Seat (ST) 5 Pack		17416				\$160	\$61					
Seat (ST) 20 Pack		17415				\$638	\$242					
MobiLink and UltraLite Deployment Option for SQL Anywhere (WP)												D

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Secondary Licenses - license only, no shippable card												
Customers must have purchased a SQL Anywhere Studio base package for non-Unix platforms in order to use MobiLink or UltraLite												
SPECIFY V7 OR V6 WHEN ORDERING (NOT AVAILABLE FOR V5.5)												
Standalone Seat for UltraLite Deployment Database w/Synchronization		Windows CE or Palm OS - 17372					\$131	\$51				
Standalone Seat for UltraLite Deployment Database w/Synchronization USP		Windows CE or Palm OS - 17442									\$24	
MobiLink Synchronization Server (multi-user) (SR)		17371	\$2 199	\$836								
MobiLink Synchronization Server (multi-user) (SR) USP		P17223									\$396	
Desktop Bundle – see SQL Anywhere Studio v7 price pages for description of components		17364	\$219	\$83								
Desktop Bundle USP – see SQL Anywhere Studio v7 price pages for description of components		P17275									\$42	
Additional License Kits:												
Standalone Seat for UltraLite Database with Synchronization– 1 Pack (SS)		17372					\$131	\$51				D
Standalone Seat for UltraLite Database with Synchronization– 1 Pack (SS) USP		17442									\$24	
Standalone Seat for UltraLite Database with Synchronization– 5 Pack (SS)		17368					\$655	\$253				D
Standalone Seat for UltraLite Database with Synchronization– 5 Pack (SS) USP		17443									\$121	
Standalone Seat for UltraLite Database with Synchronization – 20 Pack (SS)		17369					\$2 618	\$996				
Standalone Seat for UltraLite Database with Synchronization – 20 Pack (SS) USP		17444									\$484	
Desktop Bundle – see SQL Anywhere Studio v7 price pages for description of components – 1 Pack		17364					\$219	\$83				
Desktop Bundle – see SQL Anywhere Studio v7 price pages for description of components – 1 Pack USP		17445									\$40	
Desktop Bundle – 5 Pack (SS)		17366					\$1 095	\$413				
Desktop Bundle – 5 Pack (SS) USP		17446									\$198	D
Desktop Bundle– 20 Pack (SS)		17367					\$4 378	\$1 650				
Desktop Bundle– 20 Pack (SS) USP		17447									\$792	
MobiLink Synchronization Server (SR)		17371	\$2 199	\$836								
MobiLink Synchronization Server (SR) USP		P17223									\$396	
Updates from Version 6												
Secondary Licenses (license only – no shippable card) Specify Secondary Copy N/S (Non Shippable) When ordering												
From Standalone Seat for Ultralite Database to Standalone Seat for UltraLite Database with Synchronization (SS)		17405					\$76	\$51				D
From Standalone Seat for Ultralite Database to Standalone Seat for UltraLite Database with Synchronization (SS) USP		17442									\$22	
From MobiLink Synchronization Server to MobiLink Synchronization Server (SR)		17406	\$1 099	\$836								
From MobiLink Synchronization Server to MobiLink Synchronization Server (SR) USP		P17223									\$360	
From Desktop Bundle to Desktop Bundle		17484	\$109	\$83								
From Desktop Bundle to Desktop Bundle USP		17445									\$40	
Updates from Version 6:												
From Standalone Seat for Ultralite Database to Standalone Seat for UltraLite Database with Synchronization (SS) – 1 Pack		17398; 17442 USP					\$69	\$46			\$22	
From Standalone Seat for Ultralite Database to Standalone Seat for UltraLite Database with Synchronization (SS) – 5 Pack		17399; 17443 USP					\$345	\$230			\$110	
From Standalone Seat for Ultralite Database to Standalone Seat for UltraLite Database with Synchronization (SS) – 20 Pack		17401; 17444 USP					\$1 380	\$920			\$440	
From MobiLink Synchronization Server to MobiLink Synchronization Server (SR)		17402; P17223 USP					\$999	\$760			\$360	
Standalone Seat for Personal Database with SQL Remote, PowerDynamo, UltraLite Database MobiLink single-user Server and one MobiLink Seat to Desktop Bundle – 1 Pack (SS)		17484; 17445 USP					\$99	\$75			\$36	
Standalone Seat for Personal Database with SQL Remote, PowerDynamo, UltraLite Database MobiLink single-user Server and one MobiLink Seat (SS) to Desktop Bundle – 5 Pack (SS)		17479; 17446 USP					\$495	\$375			\$180	
Standalone Seat for Personal Database with SQL Remote, PowerDynamo, UltraLite Database MobiLink single-user Server and one MobiLink Seat (SS) to Desktop Bundle– 20 Pack (SS)		17477; 17447 USP					\$1 980	\$1 500			\$720	
Replication Agent for Adaptive Server Anywhere (WP) V7.0 (SQL Anywhere Studio v7 is required)		Version 7 - 17427 NT; 17432 Netware; 17428 Solaris; 17429 HP; 17431 Linux Version 6 - P17160 NT; P17161 Sun Solaris; P17162 HP; P17284 Linux; P17285 Netware	\$3 300	\$528								D

Use the Pull Down Menu Below to Pick a Country.	Catalog	Server (SR):	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP:	Volume
	Numbers*	Machine Power MHz (MP):	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
	Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars											
PRODUCT NAME											
Updates from any prior version to version 7	17414 NT; 17411 Netware; 17412 Linux; 17413 Solaris; 17409 HP									\$1 500	
SQL Anywhere Studio Internet Access License (WP) Addenda required CPU Fee (IC)	P17309 Linux; P17310 NT; P17114 Sun; P17115 HP; P17116 IBM; P17117 Sunx86										
		\$1 099	\$176								D
Sybase SQL Remote for Adaptive Server Enterprise (WP) Note: Workplace pricing for SQL Remote for ASE is based on the same machines for ASE Workplace Pricing. A SQL Anywhere Studio Version 7 base package is required	Version 7 17426 NT										
Update from any prior version to version 7	Version 6 - P17156 NT; P17158 HP; P17159 Sun; P17157; P17283 Linux	\$1 095	\$418								A
	17390 NT										
USP including Workplace UNIX - to be purchased within 30 days of full product purchase	P17263 NT; P17264 IBM; P17265 HP; P17262 Sun									\$197	N
Sybase SQL Remote for Adaptive Server Enterprise (Ent) Enterprise USP	Version 6 - P17276 HP; P17277 Sun; P17278 IBM	\$5 393	\$2 052							\$1 187	A
	P17271 IBM; P17272 Sun; P17273 HP									\$791	N
BUSINESS INTELLIGENCE DIVISION											
BusinessObjects ® Administrative Bundle (Royalty) Cannot be sold without Support											
Not available for Partners nor Distributors	Please check EPPL for other DB										
BusinessObjects Administrative Bundle Initial User Seat (ST)	16442				\$4 988						N
BusinessObjects Administrative Bundle Additional Users Seat (ST)	16310				\$4 988						N
BusinessObjects Silver Support	16448					\$998					N
BusinessObjects Gold Support (24x5)	16306					\$1 248					N
BusinessObjects ® Broadcast Agent Scheduler (Royalty) (WP) Cannot be sold without Support											
Not available for Partners nor Distributors											
Server (SR) 1-4 CPUs on single machine	20052; 20612; 13314; 20532	\$62 500									N
BusinessObjects ® Broadcast Agent Scheduler(Royalty) (Ent) Cannot be sold without Support											
Not available for Partners nor Distributors											
Server (SR) 1-4 CPUs on single machine	20048 Sun ; 20051 HP-UX ; 20049 IBM	\$93 750									N
BusinessObjects ® Designer (Royalty) Cannot be sold without Support											
Not available for Partners nor Distributors											
Seat (ST) per named user	20097				\$2 494						N
BusinessObjects ® Explorer (Royalty) Cannot be sold without Support											
Not available for Partners nor Distributors											
Seat (ST)	20053				\$494						N
BusinessObjects ® Full-Client End User Tools (Royalty) Cannot be sold without Support											
Not available for Partners nor Distributors	Please check EPPL for other DB										
BusinessObjects Full-Client Starter Kit Seat (ST)	16443				\$14 813						N
Note: Starter kit software provides for 10 initial end users.											
BusinessObjects Silver Support	16448					\$2 963					N
BusinessObjects Gold Support (24x5)	16306					\$3 703					N
BusinessObjects Full-Client Additional Users Seat (ST)											
Note: Cost is per additional end user.	16422				\$1 481						N
BusinessObjects Silver Support	16448					\$296					N
BusinessObjects Gold Support (24x5)	16306					\$370					N
BusinessObjects ® InfoView (Royalty) (WP & Ent) Cannot be sold without Support											
Not available for Partners nor Distributors											
Seat (ST)	16741				\$494						N

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
BusinessObjects ® Reporter (Royalty) Cannot be sold without Support Not available for Partners nor Distributors												
Seat (ST)		20057			\$494							N
BusinessObjects ® Supervisor (Royalty) Cannot be sold without Support Not available for Partners nor Distributors												
Seat (ST)		20044			\$2 494							N
BusinessObjects ® WebIntelligence End User Tools (Royalty) Cannot be sold without Support Not available for Partners nor Distributors		Please check EPPL for other DB										
BusinessObjects WebIntelligence Starter Kit Seat (ST) Note: Starter kit software provides for 50 initial end users.		16313 Windows, 16439 Solaris, 16462 HP-UX, 16474 AIX			\$74 063							N
BusinessObjects Silver Support		16448				\$14 813						N
BusinessObjects Gold Support (24x5)		16306				\$18 516						N
BusinessObjects WebIntelligence Additional Users Seat (ST) Note: Cost is per additional end user.		16314 Windows, 16450 Solaris, 16467 HP-UX, 16497 AIX			\$1 481							N
BusinessObjects Silver Support		16448				\$296						N
BusinessObjects Gold Support (24x5)		16306				\$370						N
BusinessObjects ® WebIntelligence Explorer (Royalty) (WP & Ent) Cannot be sold without Support Not available for Partners nor Distributors												
Seat (ST)		20066			\$494							N
BusinessObjects ® WebIntelligence Reporter (Royalty) Cannot be sold without Support Not available for Partners nor Distributors												
Seat (ST)		20070			\$494							N
Sybase Adaptive Server IQ 12.4 CPU based-price model		!!! Price model has changed/ Catalog numbers as well !!!										
Sybase Adaptive Server IQ (WP) CPU Fee (IC)		16706										B
			\$21 600	\$4 752								
CPU Fee (DV)			\$10 800	\$2 376								
Standby CPU Fee (SF)			\$5 400	\$1 188								
Sybase Adaptive Server IQ (Ent)		12453 Solaris 32 bit; 16701 IBM; 16704 Compaq; 16702 HP; 16345 Sun Solaris										B
CPU Fee (IC)			\$54 000	\$11 880								
CPU Fee (DV)			\$27 000	\$5 940								
Standby CPU Fee (SF)			\$13 500	\$2 970								
Sybase Adaptive Server IQ Internet Access UPGRADE FEE (WP) Addenda required CPU Fee (IC)		96597 NT	\$1 375	\$303								B
Sybase Adaptive Server IQ Internet Access UPGRADE FEE (Ent) Addenda required												
CPU Fee (IC)		96385 Solaris; 96384 IBM; 96382 Compaq; 96383 HP	\$5 500	\$1 210								B
Sybase Adaptive Server IQ Developer Edition (WP) Developer (DV)		16355					\$1 073	\$176				C
Sybase Adaptive Server IQ Workgroup Edition (WP) Standby Studio		16362	\$33 750 \$8 438	\$5 400 \$1 350								B
Informatica ! Please be aware of geographical restrictions ! Pricing is now available for Informatica but prices must only be quoted with the most up-to-date currency rate or in US dollars. Quotes are to be valid for 10 days only. ! All quotes MUST be reviewed by Joan Egloff Olson or Tracey Tranen prior to being given to the customer !		For a list of prices please refer to the October EPPL update for all the details.										
Informatica PowerCenter (R) (WP) Not Available for Partner Resale		Support must be sold with this product										N

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU	not be BS, check row		only
PRODUCT NAME		Note all Currency in EMEA Dollars										
Class I Server (single CPU) (SR), ver 5.1		28410 NT	\$126 225									
Class II Server (2-4 CPUs) (SR), ver 5.1		28414 NT	\$163 350									
Class III Server (5-10 CPUs) (SR), ver 5.1		28418 NT	\$216 000									
Class IV Server (11-20 CPUs) (SR), ver 5.1		21800 NT	\$270 000									
Class V Server (21-44 CPUs) (SR), ver 5.1		21804 NT	\$364 500									
Class VI Server (45-64 CPUs) (SR), ver 5.1		21808 NT	\$518 400									
65+ CPUs, call for pricing			#VALEUR!									
PowerCenter Dev & Test Lab (SR)		28422 NT	\$40 500									
Each Additional Source (OT)		26470 NT	\$27 000									
Each Additional Target (OT)		26472 NT	\$27 000									
Unlimited Standard Sources (OT)		14301NT	\$67 500									
Unlimited Standard Targets (OT)		14311NT	\$101 250									
Complex Flat File Source and Target (OT)		26441NT	\$33 750									
Complex Flat File Dev & Test (OT)		26442 NT										
PowerCenter Unlimited Lab License (OT)			\$94 669									
Each Additional Parallel Server Engine per Production Repository (OT)		26468 NT	\$67 500									
PowerCenter Class (CPU) Upgrade (OT)		21630 NT										
Informatica PowerCenter (R) (Ent) Not Available for Partner Resale												N
Class I Server (1 CPU) (SR)		28413 HP-UX ;28412 IBM AIX ; 28411 Sun	\$185 625									
Class II Server (2-4 CPUs) (SR)		28417 HP-UX ;28416 IBM AIX ;28415 Sun	\$222 750									
Class III Server (5-10 CPUs) (SR)		28421HP-UX ;28420 IBM AIX ;28419 Sun	\$270 000									
Class IV Server (11-20 CPUs) (SR)		21801HP-UX ;21803 IBM AIX ; 21802 Sun	\$324 000									
Class V Server (21-44 CPUs) (SR)		21805 HP-UX; 21807IBM AIX ;21806 Sun	\$486 000									
Class VI Server (45-64 CPUs) (SR)		21809 HP-UX ;21811 IBM AIX ;21810 Sun	\$648 000									
65+ CPUs, call for pricing			#VALEUR!									
PowerCenter Dev & Test Lab (SR)		28425 HP-UX ;28424 IBM AIX ;28423Sun	\$60 750									
Each Additional Source (OT)		26471	\$40 500									
Each Additional Target (OT)		26473	\$40 500									
Unlimited Standard Sources (OT)		14302	\$101 250									
Unlimited Standard Targets (OT)		14312	\$121 500									
Complex Flat File Source and Target (OT)		14469	\$47 250									
Complex Flat File Dev & Test (OT)		14470										
Complex Flat File Source and Target (OT)		14471	\$47 250									
Complex Flat File Dev & Test (OT)		14472										
Complex Flat File Source and Target (OT)		14467	\$47 250									
Complex Flat File Dev & Test (OT)		14468										
PowerCenter Unlimited Lab License (OT)		21845	\$139 219									
Each Additional Parallel Server Engine per Production Repository (OT)		26469	\$94 500									
PowerCenter Class (CPU) Upgrade (OT)		21630										
Informatica PowerCenter Options (R) (WP) Not Available for Partner Resale		Support must be sold with this product										N
Integration Server for SAP R/3 Business Information Warehouse (SR)		16287NT	\$27 000									
Analytic Business Components for SAP R/3 (SR)		16283NT	\$33 750									
PowerConnect for SAP R/3 (SR)		16304NT	\$81 675									
PowerConnect for PeopleSoft (SR)		16300NT	\$81 675									
PowerConnect for Siebel (SR)		21915NT	\$81 675									
PowerConnect for IBM MQSeries (SR)		21917NT	\$81 675									
Informatica PowerCenter Options (R) (Ent) Not Available for Partner Resale												N
Integration Server for SAP R/3 BW (SR)		16284 HP-UX ;16285 IBM AIX ;16286Sun	\$40 500									
Analytic Business Components for SAP R/3 (SR)		16280 HP-UX ; 16281 IBM AIX ;16282Sun	\$33 750									
PowerConnect for SAP R/3 (OT)		16303	\$111 375									
PowerConnect for PeopleSoft (OT)		16299	\$111 375									
PowerConnect for Siebel (OT)		21916	\$111 375									
PowerConnect for IBM MQSeries (OT)		21918	\$111 375									
Informatica PowerChannel (R) (WP) Not Available for Partner Resale												
1 – 2 INFA PowerChannel (SR)		24131	\$24 300									
1 – 2 INFA PCHNL Lcl Data Intrgrtn (SR)		24132	\$54 000									
3 – 10 INFA PowerChannel (SR)		24133	\$16 200									
3 – 10 INFA PCHNL Lcl Data Intrgrtn (SR)		24134	\$47 250									

For details refer to the Expanded Product Price List.

Sybase, Inc. **Proprietary and Confidential**

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
PRODUCT NAME		Note all Currency in EMEA Dollars										
11 – 50 INFA PowerChannel (SR)		24135	\$11 205									
11 – 50 INFA PCHNL Lcl Data Integratn (SR)		24136	\$40 500									
51 – 100 INFA PowerChannel (SR)		24137	\$7 425									
51 – 100 INFA PCHNL Lcl Data Integratn (SR)		24138	\$33 750									
101 – 250 INFA PowerChannel (SR)		24139	\$4 725									
101 – 250 INFA PCHNL Lcl Data Integratn (SR)		24140	\$27 000									
251 – 500 INFA PowerChannel (SR)		24141	\$3 105									
251 – 500 INFA PCHNL Lcl Data Integratn (SR)		24142	\$16 200									
Over 500 PowerChannels		Inquire										
Informatica PowerChannel (R) (Ent) Not Available for Partner Resale		Price is Per Node										
1 – 2 INFA PowerChannel (SR)		24143 Sun ; 24156 IBM ; 24168 HP-UX	\$24 300									
1 – 2 INFA PCHNL Lcl Data Integratn (SR)		24144Sun ; 24157 IBM ; 24169 HP-UX	\$54 000									
3 – 10 INFA PowerChannel (SR)		24145 Sun ; 24158 IBM ; 24170 HP-UX	\$16 200									
3 – 10 INFA PCHNL Lcl Data Integratn (SR)		24146 Sun ; 24159 IBM ; 24171 HP-UX	\$47 250									
11 – 50 INFA PowerChannel (SR)		24147 Sun ; 24160 IBM ; 24172 HP-UX	\$11 205									
11 – 50 INFA PCHNL Lcl Data Integratn (SR)		24148 Sun ; 24161 IBM ; 24173 HP-UX	\$40 500									
51 – 100 INFA PowerChannel (SR)		24149 Sun ; 24162 IBM ; 24174 HP-UX	\$7 425									
51 – 100 INFA PCHNL Lcl Data Integratn (SR)		24151 Sun ; 24163 IBM ; 24175 HP-UX	\$33 750									
101 – 250 INFA PowerChannel (SR)		24152 Sun ; 24164 IBM ; 24176 HP-UX	\$4 725									
101 – 250 INFA PCHNL Lcl Data Integratn (SR)		24153 Sun ; 24165 IBM ; 24177 HP-UX	\$27 000									
251 – 500 INFA PowerChannel (SR)		24154 Sun ; 24166 IBM ; 24178 HP-UX	\$3 105									
251 – 500 INFA PCHNL Lcl Data Integratn (SR)		24155 Sun ; 24167 IBM ; 24179 HP-UX	\$16 200									
Over 500 PowerChannels		Inquire										
Informatica PowerMart (R) (WP) Not Available for Partner Resale												N
PowerMart Class I (1 CPU) (SR)		26456	\$81 675									
PowerMart Class II (2-4 CPUs) (SR)		26460	\$111 375									
PowerMart Dev & Test Lab (SR)		26453	\$27 000									
Each Additional Source Type (OT)		26470	\$27 000									
PowerMart Unlimited Lab License (OT)		21868	\$67 500									
Unlimited Standard Sources (OT)		14301	\$67 500									
PowerMart Class (CPU) Upgrade (OT)		21630										
Informatica PowerMart (R) (Ent) Not Available for Partner Resale												N
PowerMart Class I (1 CPU) (SR)		26459 HP-UX ; 26458 IBM ; 26457Sun	\$118 800									
PowerMart Class II (2-4 CPUs) (SR)		26463 HP-UX ; 26462 IBM ; 26461Sun	\$148 500									
PowerMart Dev & Test Lab (SR)		26455 HP-UX ; 26454 IBM ; 18574Sun	\$40 500									
Each Additional Source Type (OT)		26471	\$40 500									
PowerMart Unlimited Lab License (OT)		21869	\$101 250									
Unlimited Standard Sources (OT)		14302	\$101 250									
PowerMart Class (CPU) Upgrade (OT)		21630										
Informatica PowerPlug (R) & Informatica PowerBridge (R) (WP) Not Available for Partner Resale		AVAILABLE on NT/95/98 ONLY										N
For Use with PowerMart												
PowerPlug for Platinum Erwin (SR)		24869	\$10 125									
PowerPlug for Sybase PowerDesigner (SR)		24631	\$10 125									
PowerPlug for Oracle Designer2000 (SR)		24632	\$10 125									
ODBC Database Catalog Access (SR)		16242	\$10 125									
Unlimited PowerPlugs (OT)		24870	\$60 750									
PowerBridge to Hyperion Essbase (SR)		16244	\$10 125									
For Use with PowerCenter												
PowerPlug for Platinum Erwin (SR)		24867	\$20 250									
PowerPlug for Sybase PowerDesigner (SR)		24868	\$20 250									
PowerPlug for Oracle Designer2000 (SR)		24866	\$20 250									
ODBC Database Catalog Access (SR)		16241	\$20 250									
Unlimited PowerPlugs (OT)		96893	\$108 000									
PowerBridge to Hyperion Essbase (SR)		16243	\$20 250									

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
		Note all Currency in EMEA Dollars										
PRODUCT NAME												
Informatica Training (R) Not Available for Partner Resale												
4 Day – PowerCenter 5		14313 / person									\$4 860	
5 Day – PowerCenter 5 Plus (available in Cleveland, OH only)		14314 / person									\$6 075	
8 Day – PowerCenter 5 Advanced Topics (Available in Cleveland only)		14316 / person									\$9 720	
2 Day - PowerCenter 5 Differences (PreReq: PowerCenter 1.7 training)		14315 / person									\$2 430	
3 Day - Data Warehouse Development and Best Practices (OT)		96883 / person									\$3 038	
3 Day - PowerCenter/PowerMart Hands-on Class (OT)		96889 / person									\$3 308	
2 Day – Performance and Tuning Class (OT)		96888 / person									\$2 025	
1 Day - PowerConnect for SAP R/3 (OT)		96891 / person									\$1 013	
1 Day - Analytic Business Solution for SAP R/3 (OT)		96881 / person									\$1 013	
1 Day - PowerConnect for PeopleSoft (OT)		96890 / person									\$1 013	
2 Days– Upgrading to Informatica PowerCenter 5		21950 / person									\$2 430	
On Customer Site – Any 3 day class with 12 or fewer students		14317 / day									\$6 750	
On Customer Site – PowerCenter 5 (4 days, 8 students maximum)		14318 / class									\$33 750	
On Customer Site – PowerCenter 5 Differences (2 days, 8 students max. PreReq: PowerCenter 1.7 Training)		14319 / class									\$16 875	
Informatica Product Documentation (R) Not Available for Partner Resale		Please check EPPL										
Informatica Professional Consulting Services (R) Not Available for Partner Resale		Please check EPPL										
Warehouse Studio (WP) * See important information on price page for configuration instructions												E
CPU (IC)		10197 NT	\$67 500	\$11 880								
ENTERPRISE SOLUTIONS DIVISION												
Sybase Adaptive Server Enterprise (WP)		Check EPPL for complete listing.										
Server (SR)		16630 WindowsNT	\$1 095	\$418								A
		Localized French 12.5 : 16059 NT; 24790 HP ; 24789 IBM ; 24788 Solaris										
Networked Seat (ST)		Localized German 12.5 : 24779 NT; 24793 HP ; 24792 IBM ; 20501 Solaris			\$215	\$83			\$385	\$149		A
Networked – 10 Pack (ST)		96855 WindowsNT			\$1 815	\$693						A
ASE base product USP		98741 UNIX ; 19963 Linux/Intel; 96858 NT									\$215	
ASE client access license USP		98742 UNIX; 19964 Linux/Intel; 90328 NT									\$39	
ASE client access 10 pack USP		19965 Linux/Intel ; 90322 NT									\$325	
ASE concurrent user USP		96856 UNIX ;19966 Linux/Intel ; 90329 NT									\$72	
Standby - Server (SV)			\$275	\$110					\$99	\$44		A
Update to ASE 12.5 for Windows NT – base product		96328					\$329	\$418				
Update to ASE 12.5 for Windows NT – single Networked Seat		96327					\$65	\$83				
Update to ASE 12.5 for Windows NT – 10-pack Networked Seat		96325					\$549	\$693				
Update to ASE 12.5 for Windows NT – Concurrent User		96326					\$120	\$149				
Sybase Adaptive Server Enterprise (Ent)		16370 NT; 10373 Sun	\$5 393	\$972	\$1 073	\$196			\$1 931	\$351		A
Standby - Server (SV)			\$1 350	\$243					\$486	\$88		A
Sybase Adaptive Server Enterprise for Linux/Intel (WP)												
Base product + 1 User		10753	\$1 095	\$418								A
Seat		16501			\$215	\$83						A
10 pack seats		16503			\$1 815	\$693						A
Concurrent User		16502							\$385	\$149		A
Standby Server (SV)		10753	\$275	\$110								A
Standby Concurrent User (SC)		16502							\$99	\$44		A
USPs for ASE for Linux/Intel:												
ASE Base		19963									\$215	A
ASE Seat		19964									\$39	A
ASE 10-pack Seats		19965									\$325	A
ASE Concurrent User		19966									\$72	A
Sybase Adaptive Server Enterprise for Linux/Intel (Ent)												

Use the Pull Down Menu Below to Pick a Country.	Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
	Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
	Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars											
PRODUCT NAME											
Base server + 1 User	18446	\$5 393	\$864								A
Networked Seat (ST)	26333			\$1 073	\$176						A
Concurrent User (CU)	18466							\$1 931	\$311		A
Standby Server (SV)	18446	\$1 350	\$243								A
Add'l Networked seat - 10 pack	26334										A
Standby Concurrent User (SC)	18466							\$486	\$88		A
ASE Developer's Kit – Linux/Intel(WP) *available at no charge on the Sybase web site (only for 11.9.2 !!!)	10750					\$109	\$418				A
Sybase Adaptive Server Enterprise Internet Access License (WP) Addenda required	!Please refer to EPPL for catalog numbers!	\$4 950	\$891								B
CPU Fee (IC)											
Sybase Adaptive Server Enterprise Internet Access License (Ent) Addenda required		\$27 500	\$4 950								B
CPU Fee (IC)											
ASE Non-Royalty Options	!Please refer to EPPL for more catalog numbers!										
ASE Option - Distributed Transactions (WP)	12671 NT less than 4 CPUs; 17513 Sun; 17512 HP; 17511 IBM; 16521 Linux less than 4 CPUs	\$1 755	\$319								B
Standby Server (SV)		\$440	\$83								B
ASE Option - Distributed Transactions (Ent)	16372 NT; 12674 Sun; 12668 IBM; 12676 HP; 10259 Linux	\$5 393	\$972								B
Standby Server (SV)		\$1 350	\$243								B
ASE Option - Enterprise Java Beans (WP)	16504 Sun 32-bit; 16509 HP 32-bit;	\$1 755	\$319								B
Standby Server (SV)		\$440	\$83								B
ASE Option - Enterprise Java Beans (Ent)	18861 NT; 18860 Sun ;10248 HP	\$5 393	\$972								B
Standby Server (SV)		\$1 350	\$243								B
ASE Option - Directory Services (WP)	16505 Sun; 16515 IBM; 16511 HP; 16541 Digital;	\$655	\$121								B
Standby Server (SV)		\$165	\$33								B
ASE Option - Directory Services (Ent)	18864 NT; 16447 Sun; 10256 IBM; 10253 HP; 11205 Digital	\$2 018	\$365								B
Standby Server (SV)		\$513	\$95								B
ASE Option - Enhanced Full-Text Search Specialty Data Store (WP) (R)	16735 NT;16506 Sun; 16512 HP; 16516 IBM; 16842 Digital; 16522 Linux	\$2 195	\$396								N
Standby Server (SV)		\$550	\$99								N
ASE Option - Enhanced Full-Text Search Specialty Data Store (Ent) (R)	10258 NT; 16732 Sun; 16733 HP; 10191 IBM; 16739 Digital; 10262 Linux	\$6 743	\$1 215								N
Standby Server (SV)		\$1 688	\$304								N
ASE Option - External File System (WP)	16518 NT; 16507 Sun; 16517 IBM; 16513 HP; 16543 Digital; 16523 Linux	\$655	\$121								B
Standby Server (SV)		\$165	\$33								B
ASE Option - External File System (Ent)	11003 NT; 11009 Sun; 11011 IBM; 11001 HP; 11015 Digital; 11005 Linux	\$2 018	\$365								B
Standby Server (SV)		\$513	\$95								B
ASE Option - High Availability (WP)	17503 Sun 32bit; 17861 Sun 64bit ; 17502 HP; 17501 IBM; 17504 Digital; 21880 NT less than 4 CPUs	\$6 595	\$1 188								B
ASE Option - High Availability (Ent)	12651NT; 12641Sun; 12646 IBM-AIX; 12642 HP; 12648 Digital Unix	\$20 243	\$3 645								B
ASE Option - Java (WP)	12663 NT less than 4 CPUs; 17508 Sun; 17507 HP; 17505 IBM; 17506 Digital ;	\$2 635	\$479								B
Standby Server (SV)		\$660	\$121								B
ASE Option - Java (Ent)	16374 NT; 12652 Sun; 12664 IBM; 12653 HP-UX; 12669 Digital; 18866 Linux	\$8 093	\$1 458								B
Standby Server (SV)		\$2 025	\$365								B
ASE Option - Security (WP)	12667 NT less than 4 CPUs; 17509 Sun; 16514 IBM 32bit; 16508 HP;	\$8 795	\$1 584								B

Use the Pull Down Menu Below to Pick a Country.	Catalog	Server (SR); Machine Power MHz (MP);	Server Basic Support;	Networked Seat (ST)	Seat Basic	Standalone Seat (SS)	Standalone Basic	Concurrent User	Concurrent User	USP; Upgrades;	Volume Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS Price listed may not be BS, check row	Connection (CN)	Support Price listed may not be BS, check row	OR Other	Or Other	(CU)	Basic	Docs; or	Applicable
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	Additional catalog numbers can be obtained from the EPPL	where applicable	Extended support		Extended support		Extended support	Use Server With CU	Price listed may not be BS, check row		for sales only
	LEU = low end UNIX										
	Note all Currency in EMEA Dollars										
PRODUCT NAME											
Standby Server (SV)		\$2 200	\$396								B
ASE Option - Security (Ent)	16373 NT; 12666 Sun; 10255 IBM; 12666 HP; 11204 Digital; 14871 Linux	\$26 993	\$4 860								B
Standby Server (SV)		\$6 750	\$1 215								B
ASE Option - SQL Expert (Ent)											
SQL E (ST)	11013	\$6 743	\$1 215								N
Adaptive Server Specialty Data Store Developer's Kit (SDK) (WP)	92106 WP			\$1 650	\$264						C
Adaptive Server Specialty Data Store Developer's Kit (SDK) (Ent)	92159 Ent			\$2 025	\$324						
Sybase Character Sets (WP)	15820	\$325	\$55								B
Sybase Character Sets (Ent)	10490	\$1 343	\$216								B
CYRANO (WP) (Royalty) (Not available for Partner Resale) Distributor sales come with restrictions on discounting											N
I. Database Performance Products											
Workbench 1 Concurrent Server/ 1 Client Seat (SR)	94701	\$16 500	\$2 970								
Workbench Additional Client Seat	94708			\$1 100	\$198						
Workbench Additional Concurrent Server (SR)	94724	\$13 200	\$2 376								
Production 1 Concurrent Server/ 1 Client Seat (SR)	94702	\$11 000	\$1 980								
Production Additional Client Seat	94709			\$1 100	\$198						
Production Additional Concurrent Server (SR)	94725	\$5 500	\$990								
Impact Up to 100 virtual users + 1 Developer Seat (SR)	94703	\$38 500	\$6 930								
100 Additional Virtual Users for IMPACT	94726	\$8 800	\$1 584								
Impact Additional Developer Seat	94727			\$5 500	\$990						
II. Powerbuilder Products											
PB Winscope - 1 PC (when purchased as standalone product)	94731			\$2 750	\$495						
PB Winscope for PowerBuilder - 1PC Additional PC	94732			\$1 100	\$198						
III. Web Application Performance Products											
OpenSTA™ * (*support is included for a year)	*96521	\$7 150									
DB Monitor module for ASE (per database server) for OpenSTA™	96522	\$1 650	\$583								
DB Monitor module for Oracle (per database server) for OpenSTA™	96523	\$1 650	\$583								
DB Monitor module for MS SQL (per database server) for OpenSTA™	96524	\$1 650	\$583								
DirectConnect for DB2/MVS (WP)	26851 NT	\$3 300	\$528	\$330	\$55			\$594	\$99		C
DirectConnect for DB2/MVS (Ent)	26853 HP; 26770 IBM; 26854 Solaris	\$5 400	\$864	\$540	\$88			\$972	\$155		C
DirectConnect for Oracle (WP)	16740 NT	\$3 300	\$528	\$330	\$55			\$594	\$99		C
DirectConnect for Oracle (Ent)		\$5 400	\$864	\$540	\$88			\$972	\$155		C
Sybase Enterprise Connect Complete- Integrated Product Set (WP) addenda required	25618 NT; 25612 LEU IBM; 25613 LEU HP; 25614 LEU Sun	\$4 950	\$875	\$715	\$127			\$1 320	\$237		A
Warm Standby (SV = Server, SC = Concurrent user)		\$2 475	\$440	\$358	\$66			\$660	\$121		A
Sybase Enterprise Connect Complete - Integrated Product Set (Ent) addenda required	25617 IBM; 25616 HP; 25615 Sun	\$12 150	\$2 140	\$1 755	\$311			\$3 159	\$560		A
Warm Standby (SV = Server, SC = Concurrent user)		\$6 075	\$1 073	\$878	\$155			\$1 580	\$284		A
Sybase Enterprise Connect Complete Internet Access License (WP) Addenda Required											
CPU Charge (IC)	99863	\$9 075	\$1 601								C
Sybase Enterprise Connect Complete Internet Access License (Ent) Addenda Required											
CPU Charge (IC)	99862	\$18 150	\$3 196								C

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
		Note all Currency in EMEA Dollars										
PRODUCT NAME												
Sybase Enterprise Connect Data Access (WP) Addenda required		17306 NT; 22855 IBM; 22858 HP; 22853 Solaris	\$2 750	\$484	\$440	\$83			\$770	\$138		A
Cold Standby (SV = Server, SE = Seat, SC = Concurrent user)			\$347	\$242	\$55	\$44			\$99	\$72		
Sybase Enterprise Connect Data Access (Ent) Addenda required		17304 IBM; 17303 HP; 17305 Solaris	\$6 750	\$1 188	\$1 080	\$196			\$1 944	\$344		A
Cold Standby (SV = Server, SE = Seat, SC = Concurrent user)			\$844	\$594	\$135	\$101			\$243	\$176		
Sybase Enterprise Connect Data Access Integrated Product Set												A
ECDA - Base												
CPU (IC)		27407 NT	\$1 095	\$237								
Server (SR)			\$1 095	\$198								
Standby CPU (SF)			\$275	\$59								
Standby Server (SV)			\$275	\$50								
ECDA Base UNIX												
CPU (IC)		27405 Compaq ; 27403 HP										
Server (SR)		27404 IBM ; 27402 Sun	\$2 693	\$582								
Standby CPU (SF)			\$2 693	\$486								
Standby Server (SV)			\$675	\$146								
			\$675	\$122								
ECDA Option for AS/400												
CPU (IC)		26927 NT	\$9 895	\$2 137								
Server (SR)			\$3 295	\$594								
Networked Seat (ST)			\$325	\$61								
Concurrent User (CU)			\$594	\$110								
Standby CPU (SF)			\$2 475	\$535								
Standby Server (SV)			\$825	\$149								
Standby Networked Seat (SE)			\$83	\$17								
Standby Concurrent User (SC)			\$149	\$28								
ECDA Option for Informix												
CPU (IC)		10089 NT	\$9 895	\$2 137								
Server (SR)			\$3 295	\$594								
Networked Seat (ST)			\$325	\$39								
Concurrent User (CU)			\$594	\$110								
Standby CPU (SF)			\$2 475	\$535								
Standby Server (SV)			\$825	\$149								
Standby Networked Seat (SE)			\$83	\$17								
Standby Concurrent User (SC)			\$149	\$28								
ECDA Option for MS SQL Server												
CPU (IC)		26732 NT	\$9 895	\$2 137								
Server (SR)			\$3 295	\$594								
Networked Seat (ST)			\$325	\$61								
Concurrent User (CU)			\$594	\$110								
Standby CPU (SF)			\$2 475	\$535								
Standby Server (SV)			\$825	\$149								
Standby Networked Seat (SE)			\$83	\$17								
Standby Concurrent User (SC)			\$149	\$28								
ECDA Option for ODBC												
CPU (IC)		26734 NT	\$9 895	\$2 137								
Server (SR)			\$2 195	\$396								
Networked Seat (ST)			\$215	\$39								
Concurrent User (CU)			\$396	\$72								
Standby CPU (SF)			\$2 475	\$535								
Standby Server (SV)			\$550	\$99								
Standby Networked Seat (SE)			\$55	\$10								
Standby Concurrent User (SC)			\$99	\$18								
ECDA Option for Oracle												
CPU (IC)		16740 NT	\$15 395	\$3 325								

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU	not be BS, check row		only
PRODUCT NAME		Note all Currency in EMEA Dollars										
Server (SR)			\$3 295	\$594								
Networked Seat (ST)			\$325	\$61								
Concurrent User (CU)			\$594	\$110								
Standby CPU (SF)			\$3 850	\$832								
Standby Server (SV)			\$825	\$149								
Standby Networked Seat (SE)			\$83	\$17								
Standby Concurrent User (SC)			\$149	\$28								
ECDA Option for UDB		17313 NT										
CPU (IC)			\$15 395	\$3 325								
Server (SR)			\$3 295	\$594								
Networked Seat (ST)			\$325	\$61								
Concurrent User (CU)			\$594	\$110								
Standby CPU (SF)			\$3 850	\$832								
Standby Server (SV)			\$825	\$149								
Standby Networked Seat (SE)			\$83	\$17								
Standby Concurrent User (SC)			\$149	\$28								
ECDA Option for DTM		27446 NT										
CPU (IC)			\$9 895	\$2 137								
Standby CPU (SF)			\$2 475	\$535								
ECDA Option for AS/400 UNIX		26750 HP ; 26760 IBM ; 26780 Sun										
CPU (IC)			\$24 293	\$5 247								
Server (SR)			\$5 393	\$972								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								
Standby CPU (SF)			#VALEUR!	\$1 312								
Standby Server (SV)			#VALEUR!	\$243								
Standby Networked Seat (SE)			\$135	\$24								
Standby Concurrent User (SC)			\$243	\$47								
ECDA Option for Informix UNIX		10078 HP ; 10091 IBM ; 10087 Sun										
CPU (IC)			\$24 293	\$5 247								
Server (SR)			\$5 393	\$972								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								
Standby CPU (SF)			\$6 075	\$1 312								
Standby Server (SV)			\$1 350	\$243								
Standby Networked Seat (SE)			\$135	\$24								
Standby Concurrent User (SC)			\$243	\$47								
ECDA Option for MS SQL Server UNIX		26722 HP ; 26712 IBM ; 26702 Sun										
CPU (IC)			\$24 293	\$5 247								
Server (SR)			\$5 393	\$972								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								
Standby CPU (SF)			\$6 075	\$1 312								
Standby Server (SV)			\$1 350	\$243								
Standby Networked Seat (SE)			\$135	\$24								
Standby Concurrent User (SC)			\$243	\$47								
ECDA Option for ODBC UNIX		26724 HP ; 26714 IBM ; 26704 Sun										
CPU (IC)			\$24 293	\$5 247								
Server (SR)			\$4 043	\$729								
Networked Seat (ST)			\$398	\$95								
Concurrent User (CU)			\$729	\$135								
Standby CPU (SF)			\$6 075	\$1 312								
Standby Server (SV)			\$1 013	\$182								
Standby Networked Seat (SE)			\$101	\$20								
Standby Concurrent User (SC)			\$182	\$34								

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
		Note all Currency in EMEA Dollars										
PRODUCT NAME												
ECDA Option for Oracle UNIX		17687 HP ; 12598 IBM ; 12943 Sun										
CPU (IC)		19607 Compaq	\$37 793	\$8 163								
Server (SR)			\$5 393	\$972								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								
Standby CPU (SF)			\$9 450	\$2 041								
Standby Server (SV)			\$1 350	\$243								
Standby Networked Seat (SE)			\$135	\$24								
Standby Concurrent User (SC)			\$243	\$47								
ECDA Option for UDB UNIX		17310 HP ; 17311 IBM ; 17312 Sun										
CPU (IC)			\$37 793	\$8 163								
Server (SR)			\$5 393	\$972								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								
Standby CPU (SF)			\$9 450	\$2 041								
Standby Server (SV)			\$1 350	\$243								
Standby Networked Seat (SE)			\$135	\$24								
Standby Concurrent User (SC)			\$243	\$47								
ECDA Option for DTM		27447 HP ; 27440 IBM ; 27449 Sun										
CPU (IC)		27448 Compaq	\$24 293	\$5 247								
Standby CPU (SF)			\$6 075	\$1 312								
Sybase Enterprise Connect Data Access IAL(WP) addenda required		99866	\$5 060	\$890								C
CPU fee (IC)												
Sybase Enterprise Connect Data Access IAL (Ent) addenda required		98641	\$12 420	\$2 186								C
CPU fee (IC)												
Sybase Enterprise Connect Data Movement - Integrated Product Set (WP) Addenda Required		10851 NT; 15546 IBM LEU; 15545 HP LEU; 15547 Sun LEU	\$3 850	\$682	\$440	\$77			\$770	\$138		A
Warm Standby (SV = Server, SE = Seat, SC = Concurrent User)		10852 NT; 15546 IBM LEU; 15545 HP LEU; 15547 Sun LEU	\$1 925	\$341	\$220	\$39			\$385	\$72		A
Sybase Enterprise Connect Data Movement - Integrated Product Set (Ent) Addenda Required		14556 WindowsNT; 10848 IBM; 10847 HP; 10849 Sun	\$9 450	\$1 667	\$1 080	\$189			\$1 944	\$344		A
Warm Standby (SV = Server, SE = Seat, SC = Concurrent User)		10849 IBM; 10847 HP; 10849 Sun	\$4 725	\$837	\$540	\$95			\$972	\$169		A
Required		93876 all platforms	\$6 440	\$1 135								C
CPU Charge (IC)												
Sybase Enterprise Connect Data Movement Internet Access License (Ent) Addenda Required		93875 all platforms	\$12 880	\$2 270								C
CPU Charge (IC)												
InfoMaker (WP)		61288					\$215	\$83				E
Standalone Seat (SS)		61354					\$72	\$83				
InfoMaker 8.0 Update from 7.x or Earlier (SS)												
Financial Fusion Account Aggregation (R) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting												
Account Aggregation – Base License												
Account Aggregation w/1st 10,000 Users (SR)		61082	\$120 000	\$21 600								
Add'l Account Aggregation Institutions, per Institution (SR)		61122	\$2 400	\$432								
Financial Fusion Account Aggregation – User Bands												
10,000 User Band Increments (10,000 to 100,000 Total) (ST)		61123			\$60 000	\$10 800						
25,000 User Band Increments (100,001 to 250,000 Total) (ST)		61124			\$60 000	\$10 800						

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
50,000 User Band Increments (Over 250,000) (ST)		61125			\$60 000	\$10 800						
Financial Fusion Bill Payment and Transfer Warehouse (R) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting												N
Server (SR)		61085	\$300 000	\$54 000								
Financial Fusion Business e-Finance Suite (R) (Ent) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting												
Business e-Finance Suite – Financial Fusion Server - Deployment Edition												N
Micro Edition Platform Deployment w/first 1,000 Businesses (SR)		61103 Sun; 61104 IBM ; 61102 NT	\$300 000	\$66 000								
Business e-Finance Suite - Additional User Bands												
1,000 Add'l Businesses (ST)		61111			\$36 000	\$7 920						
2,000 Add'l Businesses (ST)		61112			\$66 000	\$14 520						
3,000 Add'l Businesses (ST)		61113			\$90 000	\$19 800						
4,000 Add'l Businesses (ST)		61114			\$96 000	\$21 120						
1,000 Add'l Businesses over 4,000 (ST)		61115			\$18 000	\$3 960						
Business e-Finance Suite - Applications												
Micro Business (AP)		61108					\$180 000					
Business e-Finance Suite - Development Edition												
Business e-Finance Suite Development Edition w/API's for Extending Applications (SS)		61100 Sun; 61101 IBM ; 61099 NT					\$12 000	\$2 640				
Upgrade f/Consumer e-Finance Suite NT - Micro Edition – Server Platform Deployment w/1st 1,000 Businesses v 4.5 (OT)		61243					\$82 500	\$18 150				
Upgrade f/Consumer e-Finance Suite Sun Solaris - Micro Edition – Server Platform Deployment w/1st 1,000 Businesses v 4.5 (OT)		61106					\$82 500	\$18 150				
Upgrade f/Consumer e-Finance Suite AIX - Micro Edition – Server Platform Deployment w/1st 1,000 Businesses v 4.5 (OT)		61107					\$82 500	\$18 150				
Financial Fusion Consumer e-Finance Suite (R) (Ent) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting												N
Super Tier 1- w/500,000 Initial Users/1 Development Seat (SR)		60972 Sun; 61064 IBM ; 60973 NT	\$1 806 000	\$397 320								
Tier 1- w/ 150,000 Initial Users/1 Development Seat (SR)		60974 Sun; 61065 IBM ; 60975 NT	\$1 176 000	\$258 720								
Tier 2- w/50,000 Initial Users/1 Development Seat (SR)		60976 Sun; 61066 IBM ; 60977 NT	\$630 000	\$138 600								
Tier 3- w/10,000 Initial Users/1 Development Seat (SR)		60978 Sun; 61067 IBM ; 60981 NT	\$336 000	\$73 920								
Consumer e-Finance - Additional User Tiers												
Tier 1 - 50,000 User Bands (ST)		61041			\$96 600	\$21 252						
Tier 2 - 10,000 User Bands (ST)		61039			\$63 000	\$13 860						
Tier 3 - 5,000 User Bands (ST)		60980			\$40 320	\$8 870						
Consumer e-Finance Suite - Super Tier 1 Additional User Bands												
1 Seat 500,000 to 650,000 User Range (ST)		60983			\$147 000	\$32 340						
2 Seats 650,001 to 800,000 User Range (ST)		60985			\$147 000	\$32 340						
3 Seats 800,001 to 1,000,000 User Range (ST)		60987			\$147 000	\$32 340						
4 Seats 1,000,001 to 1,400,000 User Range (ST)		60989			\$147 000	\$32 340						
5 Seats 1,400,001 to 1,800,000 User Range (ST)		60991			\$147 000	\$32 340						
6 Seats 1,800,001 to 2,300,000 User Range (ST)		60993			\$147 000	\$32 340						
7 Seats 2,300,001 to 2,800,000 User Range (ST)		60995			\$147 000	\$32 340						
8 Seats 2,800,001 to 3,400,000 User Range (ST)		60997			\$147 000	\$32 340						
9 Seats 3,400,001 to 4,000,000 User Range (ST)		60999			\$147 000	\$32 340						
Consumer e-Finance Suite - Tier 4 Bundle												
Tier 4 Software Package w/5,000 Initial Users (SR)		61257 Sun; 61258 IBM ; 61256 NT	\$420 000	\$92 400								
5,000 Add'l User Bands (ST)		61271			\$21 000	\$4 620						
Consumer e-Finance Suite - Applications												
Alerts (AP)		61368					\$120 000	\$26 400				
Consumer Banking (AP)		61005					\$120 000	\$26 400				
Content Syndication, Base Application (AP)		61009					\$60 000	\$13 200				
Content Syndication Server (AP)		61364 Sun ; 61363 NT					\$180 000	\$39 600				
Customer Care (AP)		61011					\$117 000	\$25 740				
One-to-One Marketing (AP)		61013					\$90 000	\$19 800				
UniversalOFX (AP)		61001					\$120 000	\$26 400				
Wireless e-Finance (AP)		61015					\$120 000	\$26 400				

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars	▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Consumer e-Finance Suite - Content Syndication												
Standard Package w/50,000 Views Monthly of Stock Quotes, ATM or Branch Locator, Financial Calculators/Weather (OT)		61162					\$6 600					
Premium Package w/50,000 Views Monthly of Standard Package Feeds plus Headline, Business, Sports News Stories/Financial Advice (OT)		61163					\$9 480					
Premium Plus Package w/50,000 Views Monthly of Premium Package Feeds plus Brokerage Research Center Feeds (OT)		61164					\$14 394					
10,000 Additional Page Views/Monthly for Standard Package (OT)		61165					\$240					
15,000 Additional Page Views/Monthly for Branch/ATM Locator (OT)		61166					\$240					
Consumer e-Finance Suite Development Edition												
Development Edition w/API's for Extending Applications (SS)		61071 Sun; 61073 IBM; 61069 NT					\$12 000	\$2 640				
Financial Fusion Electronic Bill Payment and Presentment (EBPP) (R) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting												
Electronic Bill Payment and Presentment -Applications												
Base Application for Bill Presentment (Consumer Service Provider) w/1st 100,000 Bills Per Month (SR)		61083	\$180 000	\$32 400								
Base Application for Bill Presentment (Bill Service Provider) w/100,000 Bills Per Month (SR)		61084	\$90 000	\$16 200								
Translate Module w/1st 100,000 Bills Per Month (SR)		61142	\$60 000	\$10 800								
Distribute Module w/1st 100,000 Bills Per Month (SR)		61150	\$60 000	\$10 800								
Electronic Bill Payment and Presentment - Consumer Service Provider - Additional Bills Per Month												
100,001-250,000 Add'l Bills Per Month (ST)		61127			\$150 000	\$27 000						
250,001-500,000 Add'l Bills Per Month (ST)		61128			\$300 000	\$54 000						
500,001-1,000,000 Add'l Bills Per Month (ST)		61129			\$480 000	\$86 400						
1,000,001-2,500,000 Add'l Bills Per Month (ST)		61130			\$900 000	\$162 000						
2,500,001-7,500,000 Add'l Bills Per Month (ST)		61131			\$1 620 000	\$291 600						
7,500,001-15,000,000 Add'l Bills Per Month (ST)		61132			\$222 000	\$399 600						
Unlimited Add'l Bills Per Month (ST)		61133			\$2 820 000	\$507 600						
Electronic Bill Payment and Presentment - Bill Service Provider - Add'l Bills Per Month												
100,001-250,000 Add'l Bills Per Month (ST)		61135			\$90 000	\$16 200						
250,001-500,000 Add'l Bills Per Month (ST)		61136			\$210 000	\$37 800						
500,001-1,000,000 Add'l Bills Per Month (ST)		61137			\$270 000	\$48 600						
1,000,001-2,500,000 Add'l Bills Per Month (ST)		61138			\$510 000	\$91 800						
2,500,001-7,500,000 Add'l Bills Per Month (ST)		61139			\$1 110 000	\$199 800						
7,500,001-15,000,000 Add'l Bills Per Month (ST)		61140			\$2 310 000	\$415 800						
Unlimited Add'l Bills Per Month (ST)		61141			\$2 910 000	\$523 800						
Electronic Bill Payment and Presentment - Translate Module - Add'l Bills Per Month												
1,001-250,000 Add'l Bills Per Month (ST)		61143			\$60 000	\$10 800						
250,001-500,000 Add'l Bills Per Month (ST)		61144			\$180 000	\$32 400						
500,001-1,000,000 Add'l Bills Per Month (ST)		61145			\$360 000	\$64 800						
1,000,001-2,500,000 Add'l Bills Per Month (ST)		61146			\$540 000	\$97 200						
2,500,001-7,500,000 Add'l Bills Per Month (ST)		61147			\$1 140 000	\$205 200						
7,500,001-15,000,000 Add'l Bills Per Month (ST)		61148			\$2 340 000	\$421 200						
Unlimited Add'l Bills Per Month (ST)		61149			\$2 940 000	\$529 200						
Electronic Bill Payment and Presentment - Distribute Module - Add'l Bills Per Month												
100,001-250,000 Add'l Bills Per Month (ST)		61151			\$60 000	\$10 800						
250,001-500,000 Add'l Bills Per Month (ST)		61152			\$180 000	\$32 400						
500,001-1,000,000 Add'l Bills Per Month (ST)		61153			\$360 000	\$64 800						
1,000,001-2,500,000 Add'l Bills Per Month (ST)		61154			\$540 000	\$97 200						
2,500,001-7,500,000 Add'l Bills Per Month (ST)		61155			\$1 140 000	\$205 200						
7,500,001-15,000,000 Add'l Bills Per Month (ST)		61156			\$2 340 000	\$421 200						
Unlimited Add'l Bills Per Month (ST)		61157			\$2 940 000	\$529 200						
Financial Fusion – "Message Broker" (R) (WP) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting												
Standalone Seat- Development Edition (SS)		61396 NT					\$12 000	\$2 160				N
CPU – Deployment License (IC)			\$26 400	\$4 752								

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Financial Fusion – “Message Broker” (R) (Ent) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting		61397 Sun Solaris										
Standalone Seat – Development Edition (SS)							\$12 000	\$2 160				
CPU – Deployment License (IC)			\$36 000	\$6 480								
Financial Fusion - FIX Library for EAI (R)												E
Server (SR)		12139	\$120 000	\$26 400								
Financial Fusion SWIFT Adapters and Libraries for EAI (R)		!! NOT AVAILABLE FOR PARTNERS !! Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting										N
Financial Fusion SWIFT Engine and Library for EAI												N
SWIFT Message Processor & User Exit for MQSI 1.1 Server (SR)		23196 IBM; 23197 Sun Solaris; 23199 NT										
SWIFT Message Processor & User Exit Rules Server (SR)		24005 Sun Solaris										
SWIFT Message Format Libraries (all 14) Server (SR)		24010	\$126 000	\$30 888								
Financial Fusion SWIFT Adapter for EAI (MQSI) Connection (CN)		23159 ; see EPPL			\$60 000	\$9 240						
Financial Fusion Server (R) – Capital Markets (WP) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting		! Please refer to EPPL for catalog # !										N
Standalone Seat - Development Edition (SS)							\$12 000	\$2 160				
CPU Fee - Deployment Base (IC)							\$18 000	\$3 240				
Financial Fusion Server (R) – Capital Markets (Ent) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting		! Please refer to EPPL for catalog #!										N
Standalone Seat - Development Edition (SS)							\$12 000	\$2 160				
CPU Fee - Deployment Base (IC)							\$24 000	\$4 320				
Financial Fusion Server (R) – Capital Markets Messaging Adapters (WP & Ent) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting												N
Server - Single Server Deployment (SR)		61201 FIX; 61203 Swift	\$54 000	\$9 720								
Clustered Server - Cluster Deployment (CL)		61202 FIX; 61204 Swift	\$210 000	\$37 800								
Financial Fusion Server 4. Development and Deployment (WP) (Royalty) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting		! Please refer to EPPL for catalog #!										N
Development Edition – Standalone Seat (SS)							\$12 000	\$2 160				
Deployment - CPU Charge (IC)			\$18 000	\$3 240								
Server - Single Server Deployment (SR)			\$54 000	\$9 720								
Clustered Server - Cluster Deployment (CL)			\$210 000	\$37 800								
Financial Fusion Server 4. Development and Deployment (Ent) (Royalty) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting		! Please refer to EPPL for catalog #!										N
Development Edition – Standalone Seat (SS)							\$12 000	\$2 160				
Deployment - CPU Charge (IC)			\$24 000	\$4 320								
Server - Single Server Deployment (SR)			\$54 000	\$9 720								
Clustered Server - Cluster Deployment (CL)			\$210 000	\$37 800								
Financial Fusion Server – Universal OFX Edition (Royalty) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting		Check EPPL for different databases										N
Universal OFX Edition - Financial Fusion Server – Development Edition												
Server (SR)		61247 NT ; 61248 Solaris ; 61249 AIX	\$12 000	\$2 160								
UniversalOFX Edition - Financial Fusion Server – Deployment Base (WP)												
Server (SR)		61253 NT	\$18 000	\$3 240								
UniversalOFX Edition - Financial Fusion Server – Deployment Base (Ent)												
Server (SR)		61254 Solaris ; 61255 AIX	\$24 000	\$4 320								

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
UniversalOFX Edition – Messaging Adapter (Ent)												
Server (SR)		61213	\$54 000	\$9 720								
Cluster Server (CL)		61240	\$210 000	\$37 800								
GlobalFIX LE (Limited Edition) (Royalty) Addenda Required. Not available for Partner Resale. Distributors must work with sales manager for prices. Distributor sales come with restrictions on discounting (WP & Ent)		Deployment 61292 Sun Solaris ; 61291 Windows NT ; Development 61290 Sun Solaris ; 61289 Windows NT										N
Additional Developer Seats (SS)							\$2 400					
Deployment Server, includes 1 Developer Seat (SR)			\$36 000									
GlobalFIX Limited Edition, Additional (1) Counter-Party Connection (OT)		61367 Sun Solaris ; 61366 Windows NT					\$7 200					
InfoHub (Ent) This product is supported by Computer Associates, Inc. (CA) do not charge support fees UNAVAILABLE		! Please call the Product manager before proceeding with the customer ! 19374	\$40 500		\$540				\$972			C
Additional Interfaces for VSAM, IDMC, Adabas, Datacom, or IMS			\$15 400									C
Language Modules - Connectivity (WP)			\$215	\$39								B
Language Modules - Connectivity (Ent)			\$263	\$47								B
Language Modules - Servers (WP)			\$325	\$55								B
Language Modules - Servers (Ent)			\$1 343	\$216								B
MainframeConnect for DB2/MVS-CICS (Ent)		26875	\$21 600	\$3 456	\$540	\$88			\$972	\$155		C
Sybase Mainframe Connect - Integrated Product Set (WP)		25318	\$27 500	\$4 840	\$545	\$99			\$985	\$154		C
Sybase Mainframe Connect - Integrated Product Set (Ent)			\$33 750	\$5 940	\$668	\$122			\$1 208	\$189		C
Sybase Mainframe Connect - Integrated Product Set Options												A
MFC Direct Connect Option for OS/390		26851										
CPU (IC)			\$9 895	\$2 137								
Server (SR)			\$3 295	\$594								
Networked Seat (ST)			\$325	\$61								
Concurrent User (CU)			\$594	\$110								
MFC Direct Connect Option for OS/390		26853 HP ; 26770 IBM ; 26854 Sun										
CPU (IC)			\$24 293	\$5 247								
Server (SR)			\$5 393	\$972								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								
MFC Server Option for CICS - IBM OS/390		19300										
Mainframe Base (MB)			\$26 993	\$5 831								
Millions of Service Units (MU)			\$668	\$144								
Server (SR)			\$33 743	\$6 075								
Networked Seat (ST)			\$668	\$122								
Concurrent User (CU)			\$1 215	\$223								
MFC Client Option for CICS - IBM OS/390		19320										
Mainframe Base (MB)			\$16 193	\$3 498								
Millions of Service Units (MU)			\$398	\$86								
Server (SR)			\$21 593	\$3 888								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								
MFC DB2 UDB Option for CICS - IBM OS/390		26875										
Mainframe Base (MB)			\$13 493	\$2 915								
Millions of Service Units (MU)			\$338	\$85								
Server (SR)			\$21 593	\$3 888								
Networked Seat (ST)			\$533	\$95								
Concurrent User (CU)			\$972	\$176								

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.	Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
	Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
	Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support	With CU			only
	Note all Currency in EMEA Dollars										
PRODUCT NAME											
MFC Server Option for IMS - IBM OS/390	19315										
Mainframe Base (MB)		\$26 993	\$5 831								
Millions of Service Units (MU)		\$668	\$144								
Server (SR)		\$33 743	#VALEUR!								
Networked Seat (ST)		\$668	\$122								
Concurrent User (CU)		\$1 215	\$223								
MFC Client Option for IMS - IBM OS/390	10825										
Mainframe Base (MB)		\$16 193	\$3 498								
Millions of Service Units (MU)		\$398	\$86								
Server (SR)		\$21 593	\$3 888								
Networked Seat (ST)		\$533	\$95								
Concurrent User (CU)		\$972	\$176								
Sybase Mainframe Connect Internet Access License (WP) Addenda Required	99865	\$15 125	\$2 662								C
Sybase Mainframe Connect Internet Access License (Ent) Addenda Required	99864	\$18 563	\$3 267								C
ODBC Driver Kit for Linux	10755 Linux					\$165	\$66				B
Standalone Seat Workplace USP	98888									\$36	
Open ClientConnect for CICS; IMS & MVS (Ent)	19320 (CICS); 10825 (IMS & MVS)	\$21 600	\$3 456	\$540	\$88			\$972	\$155		A
Open Client / Ada (Ent) (Royalty)	All Solaris - 17054 VADS 6.2.3c v11; 26451 APEX 3.0.0b v11; 26450 VADS 6.2.3c v10; APEX 3.0.0b V10			\$2 693	\$432						B
Open Client / C Developer's Kit (WP)	10754 Linux; 14150 Mac OS			\$875	\$143						B
Open Client / C Developer's Kit (Ent)	12821 SGI			\$1 073	\$176						B
Open ServerConnect for CICS; IMS and MVS (Ent)	19300 (CICS); 19315 (IMS and MVS)	\$33 750	\$5 400	\$675	\$108			\$1 215	\$196		A
Open Server (WP)		\$963	\$154	\$160	\$28			\$303	\$50		A
Standby - Server (SV) - Concurrent User (SC)	no separate cat # needed, use license types	\$242	\$44					\$39	\$22		
Minimum Concurrent Users per CPU : 3											
Open Server (Ent)		\$4 725	\$756	\$810	\$135			\$1 458	\$236		A
Standby - Server (SV) - Concurrent User (SC)	no separate cat # needed, use license types	\$1 181	\$189					\$365	\$61		
Minimum Concurrent Users per CPU : 5											
Open Server Internet Access License (WP) Addenda required											
Per CPU fee		\$3 575	\$572								B
Open Server Internet Access License (Ent) Addenda required											
Per CPU fee		\$19 800	\$3 168								B
Replication Agent for DB2 (Ent) (Royalty)											
Group 40	19352	\$94 500	\$15 120								N
Group 50	19353	\$121 500	\$19 440								N
Group 60	19354	\$148 500	\$23 760								N
Group 70	19355	\$189 000	\$30 240								N
Group 80	19356	\$236 250	\$37 800								N
Group 90	19357	\$270 000	\$43 200								N
Group 100+	19358	\$297 000	\$47 520								N
Replication Server (WP)	16606 NT; 10026 SCO UW; 17801 HP LEU; 19715 Digital Unix LEU; 12611 IBM LEU; 10397 Sun LEU; 18685 Linux; LEU French version 24762 NT; 24750 HP; 24753 IBM; 24756 Linux; 24759 Sun LEU German version 24763 NT; 24751 HP; 24754 IBM; 24757 Linux; 24760 Sun	\$820	\$132	\$160	\$28			\$286	\$50		A
Warm Standby (SV = Server, SC = Concurrent user)	no separate cat # needed, use license types	\$413	\$66	\$83	\$17			\$143	\$22		A

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support	With CU			only
		Note all Currency in EMEA Dollars										
PRODUCT NAME												
Replication Server (Ent)		15474 NT (greater than 4 CPUs); 16554 Linux; 12601 IBM; 19700 Digital Unix; 17800 HP; 10387 Sun; 12826 SG; Localized French & German see EPPL	\$4 043	\$648	\$803	\$128			\$1 445	\$236		A
Warm Standby (SV = Server, SC = Concurrent user)		no separate cat # needed, use license types	\$2 025	\$324	\$405	\$68			\$722	\$115		A
Replication Server Internet Access License (WP) See EPPL for details on this license . Addenda Required		94260 Windows NT – 4 CPUs or less; 94426 Linux – 4 CPUs or less; 94263 SCO UnixWare; 94268 Workplace for Unix HP; 94267 Workplace for Unix IBM; 94266 Workplace for Unix Sun; 94428 Workplace for Digital Unix	\$11 000	\$1 760								
Replication Server Internet Access License (Ent) See EPPL for details on this license . Addenda Required		94376 IBM RS 6000; 94377 Digital Unix; 94378 HP 9000/800; 94390 Sun Solaris (Sparc); 94429 Windows NT – greater than 4 CPUs; 94427 Linux – greater than 4 CPUs; 94382 Silicon Graphics	\$44 000	\$7 040								
Replication Toolkit for MVS (Ent)												
Group 40		96955	\$47 250	\$7 560								C
Group 50		96956	\$60 750	\$9 720								C
Group 60		96957	\$74 250	\$11 880								C
Group 70		96968	\$94 500	\$15 120								C
Group 80		96959	\$118 125	\$18 900								C
Group 90		96954	\$135 000	\$21 600								C
Group 100+		96953	\$148 500	\$23 760								C
Single App Server (WP) - See EPPL for details on this license . Addenda Required			\$38 495	\$6 160								N
Server (1to 4 processors)												
Single App Server (Ent) - See EPPL for details on this license. Addenda Required												
Mid Range (5 to 8 processors)			\$202 500	\$32 400								N
High-end (more than 8 processors)			\$398 250	\$63 720								N
Software Developer Kit (SDK) (WP)		13465 NT/95/98 ; 11255 Linux					\$1 645	\$264				B
Software Developer Kit (SDK) (Ent)		16426 Digital UNIX; 18422 HP; 18423 IBM; 18421 Sun; 18787 SGI					\$2 018	\$324				B
Spatial Query Server (SQS) (WP) (Royalty) Not Available for Partners. Distributor sales come with restrictions on discounting		25192 NT	\$1 095	\$198	\$215	\$39			\$319	\$61		A
Spatial Query Server (SQS) (Ent) (Royalty) Not Available for Partners. Distributor sales come with restrictions on discounting		25196	\$5 393	\$972	\$1 073	\$196			\$1 931	\$351		A
Sybase Startup.com Development Development Bundle for Internet Startups Addenda required Not available for Distributors or Partners		28558		\$12 143								N
Additional Fees (these are not considered license OR support):												
Database License Transfer Fee (non-royalty) To be charged on all Primary Licenses		96100									\$1 500	
Database License Transfer Fee (royalty) To be charged on all Primary Licenses		96100									\$3 000	
e-BUSINESS DIVISION												
Autonomy (Royalty) Restrictions on Partners & Country Distributors discounts												N/A
Autonomy Active Knowledge		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29601 NT ; 29600 Sun Solaris	\$77 880									N/A
M: 4 – 7 Processors (SR)		29603 NT ; 29602 Sun Solaris	\$136 290									N/A
L: 8 - 15 Processors (SR)		29605 NT ; 29604 Sun Solaris	\$155 760									N/A
E: 16+ Processors (SR)		29607 NT ; 29606 Sun Solaris	\$350 460									N/A

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU	not be BS, check row		only
		Note all Currency in			EMEA Dollars							
PRODUCT NAME												
Document Management Server™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29400 NT ; 29404 Sun Solaris	\$116 820									N/A
M: 4 – 7 Processors (SR)		29401 NT ; 29405 Sun Solaris	\$175 230									N/A
L: 8 - 15 Processors (SR)		29402 NT ; 29406 Sun Solaris	\$194 700									N/A
E: 16+ Processors (SR)		29403 NT ; 29407 Sun Solaris	\$389 400									N/A
Autonomy Update™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29641 NT ; 29640 Sun Solaris	\$77 880									N/A
M: 4 – 7 Processors (SR)		29643 NT ; 29642 Sun Solaris	\$136 290									N/A
L: 8 - 15 Processors (SR)		29645 NT ; 29644 Sun Solaris	\$155 760									N/A
E: 16+ Processors (SR)		29647 NT ; 29646 Sun Solaris	\$350 460									N/A
Community™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29649 NT ; 29648 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29651 NT ; 29648 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29653 NT ; 29648 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29655 NT ; 29648 Sun Solaris	\$175 230									N/A
Autonomy Alert™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29657 NT ; 29656 Sun Solaris	\$32 450									N/A
M: 4 – 7 Processors (SR)		29659 NT ; 29658 Sun Solaris	\$56 788									N/A
L: 8 - 15 Processors (SR)		29661 NT ; 29660 Sun Solaris	\$64 900									N/A
E: 16+ Processors (SR)		29663 NT ; 29662 Sun Solaris	\$146 025									N/A
Autonomy Mailer™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29665 NT ; 29664 Sun Solaris	\$32 450									N/A
M: 4 – 7 Processors (SR)		29667 NT ; 29666 Sun Solaris	\$56 788									N/A
L: 8 - 15 Processors (SR)		29669 NT ; 29668 Sun Solaris	\$64 900									N/A
E: 16+ Processors (SR)		29671 NT ; 29670 Sun Solaris	\$146 025									N/A
Autonomy Categorizer™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29416 NT ; 29420 Sun Solaris	\$155 760									N/A
M: 4 – 7 Processors (SR)		29417 NT ; 29421 Sun Solaris	\$272 580									N/A
L: 8 - 15 Processors (SR)		29418 NT ; 29422 Sun Solaris	\$311 520									N/A
E: 16+ Processors (SR)		29419 NT ; 29423 Sun Solaris	\$700 920									N/A
Autonomy User Profiling™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29681 NT ; 29680 Sun Solaris	\$77 880									N/A
M: 4 – 7 Processors (SR)		29683 NT ; 29682 Sun Solaris	\$136 290									N/A
L: 8 - 15 Processors (SR)		29685 NT ; 29684 Sun Solaris	\$155 760									N/A
E: 16+ Processors (SR)		29687 NT ; 29686 Sun Solaris	\$350 460									N/A
Autonomy User Distributed Query Handler (DQH)™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29424 NT ; 29428 Sun Solaris	\$58 410									N/A
M: 4 – 7 Processors (SR)		29425 NT ; 29429 Sun Solaris	\$102 218									N/A
L: 8 - 15 Processors (SR)		29426 NT ; 29430 Sun Solaris	\$116 820									N/A
E: 16+ Processors (SR)		29427 NT ; 29431 Sun Solaris	\$262 845									N/A
Autonomy Distributed Index Handler (DIH)™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29432 NT ; 29436 Sun Solaris	\$97 350									N/A
M: 4 – 7 Processors (SR)		29433 NT ; 29437 Sun Solaris	\$170 363									N/A
L: 8 - 15 Processors (SR)		29434 NT ; 29438 Sun Solaris	\$194 700									N/A
E: 16+ Processors (SR)		29435 NT ; 29439 Sun Solaris	\$438 075									N/A
Keyview Plugin												
File filter plugin		29713 NT ; 29712 Sun Solaris					\$6 490					N/A
Autonomy Lotus Notes Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29440 NT ; 29444 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29441 NT ; 29445 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29442 NT ; 29446 Sun Solaris	\$77 880									N/A

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU	not be BS, check row		only
PRODUCT NAME		Note all Currency in EMEA Dollars										
E: 16+ Processors (SR)		29443 NT ; 29447 Sun Solaris	\$175 230									N/A
Autonomy ODBC Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29448 NT ; 29452 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29449 NT ; 29453 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29450 NT ; 29454 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29451 NT ; 29455 Sun Solaris	\$175 230									N/A
Autonomy Documentum Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29456 NT ; 29460 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29457 NT ; 29461 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29458 NT ; 29454 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29459 NT ; 29462 Sun Solaris	\$175 230									N/A
Autonomy HTTP Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29464 NT ; 29468 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29465 NT ; 29469 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29466 NT ; 29470 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29467 NT ; 29471 Sun Solaris	\$175 230									N/A
Autonomy NNTP Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29472 NT ; 29476 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29473 NT ; 29477 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29474 NT ; 29478 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29475 NT ; 29479 Sun Solaris	\$175 230									N/A
Autonomy Oracle Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29480 NT ; 29484 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29481 NT ; 29485 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29482 NT ; 29486 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29483 NT ; 29487 Sun Solaris	\$175 230									N/A
Autonomy Exchange Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29488 NT ; 29492 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29489 NT ; 29493 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29490 NT ; 29494 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29491 NT ; 29495 Sun Solaris	\$175 230									N/A
Autonomy POP3 Fetch™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29496 NT ; 29510 Sun Solaris	\$38 940									N/A
M: 4 – 7 Processors (SR)		29497 NT ; 29511 Sun Solaris	\$68 145									N/A
L: 8 - 15 Processors (SR)		29498 NT ; 29512 Sun Solaris	\$77 880									N/A
E: 16+ Processors (SR)		29499 NT ; 29513 Sun Solaris	\$175 230									N/A
Autonomy Navigator™		Prices include 1st year support										
S: 1 – 3 Processors (SR)		29800 NT ; 29799 Sun Solaris	\$97 350									N/A
M: 4 – 7 Processors (SR)		29802 NT ; 29801 Sun Solaris	\$170 363									N/A
L: 8 - 15 Processors (SR)		29804 NT ; 29803 Sun Solaris	\$194 700									N/A
E: 16+ Processors (SR)		29806 NT ; 29805 Sun Solaris	\$438 075									N/A
Optional security module		29747 NT ; 29746 Sun Solaris	\$259 600									N/A
Autonomy Clusterizer™												
S: 1 – 3 Processors (SR)		27761 NT ; 27771 Solaris	\$77 880									
M: 4 – 7 Processors (SR)		27762 NT ; 27772 Solaris	\$136 290									
L: 8 - 15 Processors (SR)		27763 NT ; 27773 Solaris	\$155 760									
E: 16+ Processors (SR)		27764 NT ; 27774 Solaris	\$350 460									
Autonomy AXE XML Engine™												
S: 1 – 3 Processors (SR)		27765 NT ; 27775 Solaris	\$77 880									
M: 4 – 7 Processors (SR)		27766 NT ; 27776 Solaris	\$136 290									
L: 8 - 15 Processors (SR)		27767 NT ; 27777 Solaris	\$155 760									
E: 16+ Processors (SR)		27768 NT ; 27778 Solaris	\$350 460									

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Autonomy Dynamic Reasoning Engine TM												
S: 1 – 3 Processors (SR)		29737 NT ; 29736 Solaris	\$11 682									
M: 4 – 7 Processors (SR)		29739 NT ; 29738 Solaris	\$20 444									
L: 8 - 15 Processors (SR)		29741 NT ; 29740 Solaris	\$23 364									
E: 16+ Processors (SR)		29743 NT ; 29742 Solaris	\$52 569									
BroadVision One-To-One Enterprise ®, TM Development System (R) BroadVision Software License & Services Agreement required. Not available for Partners.		!!! Please read the EPPL carefully !!!										
One-To-One Development Enterprise System (Ent)												
One-To-One Enterprise Development System - Per Named Developer (DV)		13101 HP-UX ; 13106 Solaris					\$50 000					
One-To-One Application Development System - Per Application / Per Named Developer except MarketMaker (DV)		13152 HP-UX ; 13159 Solaris					\$25 000					
MarketMaker - Per Application License & to be treated as an SDK (DV)							\$187 500					
One-To-One Tools (Ent)												
Command Center – 1 License for each Business Manager who will be Modifying Rules (ST)		13111 HP-UX ; 13116 Solaris			\$7 500							
Publishing Center – 1 License for every 10 Content Creator (ST)		13124 HP-UX ; 13125 Solaris			\$3 750							
Instant Publisher – Included w/Publishing Center -1 License for each Content Creator (ST)					\$375							
Design Center – 1 License for each Web Designer (ST)		13122 Windows/NT			\$3 750							
One-To-One Tools - Instant Publisher (Ent)												
200 User Level Tier (ST)		13126			\$375							
500 User Level Tier (ST)		13127			\$313							
1,000 User Level Tier (ST)		13128			\$188							
2,000 User Level Tier (ST)		13129			\$175							
5,000 User Level Tier (ST)		13131			\$138							
10,000 User Level Tier (ST)		13132			\$94							
BroadVision One-To-One Documentation (Ent)		13168										
Media – CD											\$275	
BroadVision One-To-One Enterprise ®, TM Deployment License (R) BroadVision Software License & Services Agreement required. Not available for Partners.												
BroadVision One-To-One Enterprise (ST) 1 to 1												N
0 - 1,500		13169			\$31							
1,501 - 3,000		13171			\$20							
3,001 – 5,000		13172			\$14							
5,001 – 10,000		13173			\$9							
10,001 – 25,000		13174			\$5							
25,001 – 50,000		13175			\$4							
50,001 – 100,000		13176			\$3							
100,001 – 250,000		13177			\$2							
250,001 – 500,000		13178			\$1							
500,001 - 1,000,000		13179			\$1							
1,000,001 - 2,500,000		13180			\$1							
2,500,001 - 5,000,000		13182			\$0							
5,000,000 – 10,000,000		13183			\$0							
10,000,001 or More		13184			\$0							
BroadVision One-To-One Enterprise (ST) 1 App												N
0 - 1,500		13185			\$47							
1,501 - 3,000		13186			\$30							
3,001 – 5,000		13187			\$22							
5,001 – 10,000		13188			\$14							
10,001 – 25,000		13189			\$8							

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support	Extended support	Extended support		Extended support	With CU			only
PRODUCT NAME		Note all Currency in EMEA Dollars										
25,001 – 50,000		13193				\$6						
50,001 – 100,000		13194				\$4						
100,001 – 250,000		13195				\$2						
250,001 – 500,000		13196				\$2						
500,001 - 1,000,000		13197				\$1						
1,000,001 - 2,500,000		13198				\$1						
2,500,001 - 5,000,000		13199				\$1						
5,000,000 – 10,000,000		13201				\$0						
10,000,001 or More		13202				\$0						
BroadVision One-To-One Enterprise (ST) 2 Apps												N
0 - 1,500		13204				\$63						
1,501 - 3,000		13205				\$40						
3,001 – 5,000		13206				\$29						
5,001 – 10,000		13207				\$19						
10,001 – 25,000		13208				\$11						
25,001 – 50,000		13209				\$8						
50,001 – 100,000		13211				\$5						
100,001 – 250,000		13212				\$3						
250,001 – 500,000		13213				\$2						
500,001 - 1,000,000		13214				\$2						
1,000,001 - 2,500,000		13215				\$1						
2,500,001 - 5,000,000		13216				\$1						
5,000,000 – 10,000,000		13217				\$1						
10,000,001 or More		13218				\$0						
BroadVision One-To-One Enterprise (ST) 3 Apps												N
0 - 1,500		13221				\$78						
1,501 - 3,000		13222				\$50						
3,001 – 5,000		13223				\$36						
5,001 – 10,000		13224				\$23						
10,001 – 25,000		13225				\$13						
25,001 – 50,000		13226				\$9						
50,001 – 100,000		13227				\$6						
100,001 – 250,000		13228				\$4						
250,001 – 500,000		13229				\$3						
500,001 - 1,000,000		13231				\$2						
1,000,001 - 2,500,000		13232				\$1						
2,500,001 - 5,000,000		13233				\$1						
5,000,000 – 10,000,000		13234				\$1						
10,000,001 or More		13235				\$0						
BroadVision One-To-One Enterprise (ST) 4 Apps												N
0 - 1,500		13236				\$94						
1,501 - 3,000		13237				\$60						
3,001 – 5,000		13238				\$43						
5,001 – 10,000		13239				\$28						
10,001 – 25,000		13241				\$16						
25,001 – 50,000		13242				\$11						
50,001 – 100,000		13243				\$8						
100,001 – 250,000		13244				\$5						
250,001 – 500,000		13245				\$3						
500,001 - 1,000,000		13248				\$2						
1,000,001 - 2,500,000		13249				\$2						
2,500,001 - 5,000,000		13251				\$1						
5,000,000 – 10,000,000		13252				\$1						
10,000,001 or More		13253				\$1						
BroadVision One-To-One Enterprise (ST) 5 Apps												N
0 - 1,500		13254				\$109						
1,501 - 3,000		13256				\$70						
3,001 – 5,000		13357				\$50						

Use the Pull Down Menu Below to Pick a Country.	Catalog Numbers*	Server (SR); Machine Power MHz (MP); or CPU Fee (IC)	Server Basic Support; or CPU Fee BS	Networked Seat (ST) Connection	Seat Basic Support	Standalone Seat (SS)	Standalone Basic Support	Concurrent User (CU)	Concurrent User Basic Support	USP; Upgrades; Docs; or	Volume Curves; Applicable
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	Additional catalog numbers can be obtained from the EPPL	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server With CU	Price listed may not be BS, check row		for sales only
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX	Extended support	Extended support								
Note all Currency in EMEA Dollars											
PRODUCT NAME											
5,001 – 10,000	13258				\$33						
10,001 – 25,000	13259				\$19						
25,001 – 50,000	13261				\$13						
50,001 – 100,000	13262				\$9						
100,001 – 250,000	13263				\$5						
250,001 – 500,000	13264				\$4						
500,001 - 1,000,000	13265				\$3						
1,000,001 - 2,500,000	13266				\$2						
2,500,001 - 5,000,000	13267				\$1						
5,000,000 – 10,000,000	13268				\$1						
10,000,001 or More	13269				\$1						
BroadVision One-To-One Enterprise ®,™ Development System (R) BroadVision Software License & Services Agreement required. Not available for Partners.	NOTE: All leads must be registered with BroadVision prior to sale, please contact account manager at the end of these pages for instructions.										N
One-To-One Application Development System	Please check catalog # in the EPPL										N
Enterprise Development System Initial (DV)						\$50 000					
Billing Application Development System Initial (DV)						\$75 000					
Billing Application Development System Add-On (AP)						\$25 000					
Business Commerce Application Development System Initial (DV)						\$100 000					
Business Commerce Application Development System Add-On (AP)						\$50 000					
Finance Application Development System Initial (DV)						\$75 000					
Finance Application Development System Add-On (AP)						\$25 000					
InfoExchange Portal Application Development System Initial (DV)						\$75 000					
InfoExchange Portal Application Development System Add-On (AP)						\$25 000					
Retail Commerce Application Development System Initial (DV)						\$100 000					
Retail Commerce Application Development System Add-On (AP)						\$50 000					
MarketMaker Application Development System Initial (DV)						\$187 500					
MarketMaker Application Development System Add-On (AP)						\$137 500					
Travel Commerce Application Development System Initial (DV)						\$100 000					
Travel Commerce Application Development System Add-On (AP)						\$50 000					
e-Business Platform Solution Suite Project Edition Addendum											
Developer Edition - Standalone Seat (SS)	61359 NT					\$249					
Project Edition - Server (SR) (price per quarter)	61360 NT ; 61361 Sun	\$11 250	\$26 250								
Sybase Enterprise Application Server 4.0											
Advanced Edition CC Model (WP)	60878 Windows										
Server (SR)		\$9 000	\$1 620								
Concurrent User – 25 Incremental Users (CU)		\$4 500	\$810								
Standby Server (SV)		\$2 250	\$408								
Standby Concurrent User (SC)								\$1 128	\$204		
Update for Windows Server (50 concurrent max.) (SR)		\$4 125	\$1 485								
Update for Windows Concurrent (add'l 25 concurrent users) (CU)		\$2 063	\$743								
Advanced Edition CC Model (Ent)	60879 Solaris										
Server (SR)		\$13 500	\$2 430								
Concurrent User – 25 Incremental Users (CU)		\$4 500	\$810								
Standby Server (SV)		\$3 378	\$612								
Standby Concurrent User (SC)								\$1 128	\$204		
Update for Solaris Server (75 concurrent max.) (SR)		\$6 188	\$2 228								
Update for Solaris Server Concurrent (add'l 25 concurrent users) (CU)								\$2 063	\$743		
Advanced Edition CPU Model (WP)											
CPU Fee (IC)	60872 Windows	\$9 000	\$1 620								
Standby CPU (SF)	60872 Windows	\$2 250	\$408								
Update for Windows (IC)	60874 Windows					\$4 125	\$1 485				
Advanced Edition CPU Model (Ent)											

Use the Pull Down Menu Below to Pick a Country.		Catalog Numbers*	Server (SR); Machine Power MHz (MP); or CPU Fee (IC)	Server Basic Support; or CPU Fee BS	Networked Seat (ST) Connection	Seat Basic Support	Standalone Seat (SS)	Standalone Basic Support	Concurrent User (CU)	Concurrent User Basic Support	USP; Upgrades; Docs; or	Volume Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server With CU	Price listed may not be BS, check row		for sales only
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support				
Note all Currency in EMEA Dollars												
PRODUCT NAME												
CPU Fee (IC)		60873 Solaris	\$13 500	\$2 430								
Standby CPU (SF)		60873 Solaris	\$3 378	\$612								
Update for Solaris (IC)		60875 Solaris					\$6 188	\$2 228				
Developer Edition (WP) (Ent)												
Standalone Seat (SS) (shippable box)		60857 NT; 61285 Linux; 60858 Sun ; 60954 HP; 61049 IBM					\$119	\$300				E
Documentation Set		60865									\$308	
Enterprise Edition CC Model (WP)												
Server (SR)		60892 Windows	\$24 000	\$4 224								E
Concurrent User – 25 Incremental Users (CU)		60892 Windows							\$12 000	\$2 112		E
Standby Server - Concurrent User		60892 Windows	\$6 000	\$1 056					\$3 000	\$528		E
Update for Windows Server (50 users max.) (SR)		60894	\$11 000	\$3 872								
Update for Windows Concurrent (add'l 25 concurrent users) (CU)		60895					\$5 500	\$1 936				
Enterprise Edition CC Model (Ent)											\$54	
Server (SR)		61060 IBM ; 60893 Solaris ; 60966 HP	\$33 600	\$5 916								
Concurrent User – 25 Incremental Users (CU)		60889 Solaris							\$12 000	\$2 112		
Standby Server - Concurrent User		60889 Solaris	\$8 400	\$1 482					\$3 000	\$528		
Update for Server (75 concurrent max) Check EPPL		60896 Solaris ; 60967 HP ; 61061 IBM					\$15 400	\$5 423				
Update for Concurrent (add'l 25 concurrent users) (CU) Check EPPL		60897 Solaris ; 60968 HP ; 61062 IBM					\$5 500	\$1 936				
Enterprise Edition CPU Model (WP)												
CPU Fee (IC)		60888 Windows	\$24 000	\$4 224								E
Standby CPU (SF)		60888 Windows	\$6 000	\$1 056								E
Update for Windows CPU (IC)		60890					\$11 000	\$3 872				
Enterprise Edition CPU Model (Ent)												
CPU Fee (IC)		60889 Solaris ; 60964 HP; 61058 IBM	\$33 600	\$5 916								E
Standby CPU (SF)		60889 Solaris ; 60964 HP; 61058 IBM	\$8 400	\$1 482								E
Update for CPU		60891 Solaris ; 60965 HP; 61059 IBM					\$15 400	\$5 423				
Small Business Edition (WP) (Ent)												
Server (SR)		60866 Windows ; 60867 Solaris	\$3 594	\$1 506								E
Cold Standby Server (SV)		60866 Windows ; 60867 Solaris	\$900	\$378								
USP for Windows or Solaris		60870 Windows ; 60871 Solaris									\$594	
Update for Windows or Solaris		60868 Windows; 60869 Solaris					\$1 645	\$1 381				
Customers wanting to UPGRADE from Small Business or Advanced versions of EAServer to another may do so at a 25% discount off the edition they are moving to. Proof of initial product purchase is required												
EAServer Plug-ins Not available for Partner Resale												N
EAServer Plug-ins for Together ControlCenter Developer (DV)		61325					\$119					
EAServer Plug-ins for GNU EMACS Developer (DV)		61326					\$119					
EAServer Plug-ins for Borland Jbuilder Enterprise Developer (DV)		61327					\$119					
EAServer Plug-ins for WebGain VisualCafe Developer (DV)		61328					\$119					
Enterprise Application Studio 3.7 (WP)		60847					\$4 134	\$1 728				
EAStudio 3.7 Update from EAStudio 3.0 (SS)		60848					\$1 920	\$1 584				
EAStudio 3.7 Update from EAStudio 3.5 (SS)		61340					\$1 645	\$1 584				
EAStudio 3.7 Update from EAStudio 2.0 & earlier (2.x & PowerStudio 1.x) (SS)		60849					\$1 920	\$1 584				
EAStudio 3.7 Upgrade from PowerBuilder Enterprise Windows 7.0 (SS)		60854					\$1 975	\$1 584				
EAStudio 3.7 Upgrade from PowerBuilder Enterprise Windows 6.5 & earlier (SS)		60855					\$2 189	\$1 584				
EAStudio 3.7 Upgrade from PowerJ Enterprise all Versions (SS)		60856					\$3 185	\$1 584				
EAStudio USP (purchase within 30 days) (OT)		P60194									\$853	
EAStudio 3.7 Documentation Set (OT)		60853									\$274	
Sybase Enterprise Event Broker 2.0 SR (WP) Addenda Required			\$27 500	\$4 400								B
Additional CPU Charge (IC)		18532 NT	\$6 875	\$1 100								
TIBCO Option for EEB (SR)		18536 NT	\$10 313	\$1 650								

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
MQ Series Option for EEB		18534 NT	\$10 313	\$1 650								
Sybase Enterprise Event Broker 2.0 SR (WP) Addenda Required			\$54 000	\$8 640								
Additional CPU Charge (IC)		18531 Solaris	\$13 500	\$2 160								
TIBCO Option for EEB (SR)		18535 Solaris	\$20 250	\$3 240								
MQ Series Option for EEB		18533 Solaris	\$20 250	\$3 240								
Sybase Enterprise Event Broker for MQSeries1.0 SR (WP) Addenda Required			\$49 500	\$7 920								
Sybase Enterprise Event Broker for MQSeries1.0 SR (Ent) Addenda Required		16487 IBM; 16488 HP	\$81 000	\$12 960								
Sybase Enterprise Event Broker for TIBCO 1.0 SR (Ent) Addenda Required		16482 IBM; 16483 HP	\$81 000	\$12 960								
Sybase Enterprise Portal (WP & Ent) (Royalty) EP License Addenda Required												
Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.												
CPU (IC)		14636 Windows NT ; 14647 Sun Solaris	\$154 000	\$33 880								N
Standby CPU (SF)			\$38 500	\$8 470								N
Sybase Enterprise Portal – Express Edition™ (Royalty) (WP & Ent) EP License Addenda Required License Addenda Required.		16131 Windows NT ; 16132 Sun Solaris										
Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.												
CPU Fee (IC)			\$93 500	\$20 570								N
Cold-Standby – CPU Fee (SF)			\$23 375	\$5 143								N
EP Mobile Option - Mobile & Wireless Extensions. (SR) EP License Addenda Required. Distributors must be certified to sell EP.												
Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.												
EP Dedicated Edition (WP)		Add-In Edition (WP) 18411 Windows NT/2000	\$44 000	\$9 680								N
USP EP Mobile Option Add-In Edition (OT)		18412 Windows NT/2000	\$24 640	\$5 423								N
USP EP Mobile Option Dedicated Edition (OT) /MHz		22204									\$6 600	N
		22203									\$4	N
EP Mobile Messaging Option - Mobile & Wireless Extensions. (Royalty) EP License Addenda Required. Distributors must be certified to sell EP.												
Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.												
EP Mobile Messaging Option Development Kit (WP)		18745 Windows NT/2000					\$1 095	\$242				N
USP EP Mobile Messaging Option Development Kit (OT)		22206									\$165	N
EP Mobile Messaging Option Deployment Licenses - Mobile & Wireless Extensions. (Royalty) EP License Addenda Required. Distributors must be certified to sell EP.												
Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.												
ExpressQ (ST)		22238 Palm OS ; USP 22208			\$138	\$10					\$21	N
Smart IP (ST)		22239 Palm OS ; USP 22201			\$87	\$7					\$13	N
ExpressQ (ST)		22244 EPOC; USP 22246			\$219	\$15					\$33	N
ExpressQ (ST)		22241 Rim 857/957 ; USP 22211			\$138	\$10					\$21	N
ExpressQ (ST)		22242 Win. CE/ Pocket PC ; USP 22213			\$219	\$15					\$33	N
Smart IP (ST)		22243 Win. CE/ Pocket PC; USP 22202			\$87	\$7					\$13	N
ExpressQ (ST)		22247 Windows 9x/NT/2000; USP 22215			\$292	\$21					\$44	N
Smart IP (ST)		22248 Windows 9x/NT/2000; USP 22205			\$116	\$9					\$18	N
ExpressQ (ST)		22249 Rim 850/950 ; USP 22217			\$109	\$8					\$17	N
Mobility Manager – 1st Server (SR)		22251 Windows NT/ 2000 ; USP 22253	\$5 495	\$385							\$825	N
Mobility Manager – Add'l Lic. (SR)		22254 Windows NT/ 2000; USP 22256	\$2 195	\$154							\$330	N
ExpressQ Email Agent (SR)		22258 Windows NT/ 2000 ; USP 22219	\$19 800	\$1 386							\$2 970	N

Use the Pull Down Menu Below to Pick a Country.	Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
	Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
	Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars											
PRODUCT NAME											
ExpressQ RPA Paging Agent (SR)	22257 Windows NT/ 2000 ; USP 22222	\$19 800	\$1 386							\$2 970	N
EP Mobile Applications Option - Mobile & Wireless Extensions. EP License Addenda Required. Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.											
EP Mobile Applications Option Development Kit 10 User											
Server (SR) 10 User (WP)	16472 Windows NT/2000	\$1 099	\$77								N
Server (SR) 1 User (WP)	16471 Windows NT/2000 ;										N
USP EP Mobile Applications Option Development Kit, 1-User (WP)	Unix 16473	\$439	\$31							\$66	N
USP EP Mobile Applications Option Development Kit, 10-User (WP)	22224										N
	22226 ; Unix 22228									\$165	N
EP Mobile Applications Option Deployment Licenses - Mobile & Wireless Extensions. EP License Addenda Required. Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.											
Mobilink / Ultralite Seat (ST)	22259 Palm, Windows CE, EPOC, RIM OS ;										
	USP 22231			\$131	\$10					\$20	N
Desktop Bundle Seat (ST)	22261 Windows 95/98/NT/2000 ; USP 22233			\$219	\$15					\$33	N
Certicom Encryption Option Seat (ST)	22263 Palm, Windows CE/95/98/NT/2000, EPOC, RIM OS ; USP 22237			\$32	\$2					\$6	N
Additional MobilLink Server (SR)	22262 (WP) or UNIX ; USP 22235	\$2 199	\$154							\$330	N
EP Option - Portal Translation Manager. EP License Addenda Required. Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.											
Server (SR) (WP)	14448 Windows NT	\$32 995	\$2 310								N
Server (SR) (Ent)	14691 Sun Solaris (SPARC)	\$49 495	\$3 465								N
USP Portal Trans Mgr NT (OT)	26448									\$4 950	N
USP Portal Trans Mgr Sun Solaris (OT)	26446									\$7 425	N
EP Replication Option (WP & Ent) (Royalty) License Addenda Required. Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.											
	18634 NT ; 18635 Solaris										
CPU (IC)		\$20 020	\$4 406								N
Standby CPU (SF)		\$5 005	\$1 106								N
Enterprise Portal Update Subscription Program (USP)											
USP EP Windows NT (OT)	16321									\$25	
USP EP Solaris (OT)	95126									\$37	
USP EP Replication Option NT (OT)	16736									\$3	
USP EP Replication Option Solaris (OT)	16734									\$6	
Sybase Enterprise Portal Option - EP XJS/390 Enterprise Integrator (SR) Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.											
	12684 IBM OS/390	\$77 000	\$16 940								N
USP EP XJS/390 IBM OS/390 (OT)	95127									\$11 550	
Sybase Enterprise Portal Option - Sybase Enterprise Adapters (WP) (Royalty) SR License Addenda Required. Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.											
Enterprise Adapter for NT	14453 Clarify; 14455 PeopleSoft	\$82 500	\$5 775								N
Enterprise Adapter Workbench	14451 NT	\$55 000	\$3 850								N
Sybase Enterprise Portal Option - Sybase Enterprise Adapters (Ent) (Royalty) SR License Addenda Required.											

Use the Pull Down Menu Below to Pick a Country.	Catalog Numbers*	Server (SR); Machine Power MHz (MP); or CPU Fee (IC)	Server Basic Support; or CPU Fee BS	Networked Seat (ST)	Seat Basic	Standalone Seat (SS)	Standalone Basic	Concurrent User	Concurrent User	USP; Upgrades;	Volume Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
	Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX		Extended support	Extended support	Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars											
PRODUCT NAME											
Distributors must be certified to sell EP. Distributor sales come with restrictions on discounting. All Support prices listed for EP and EP Options reference EXTENDED SUPPORT.											
Enterprise Adapter for Solaris	14452 Clarify; 14454 PeopleSoft	\$165 000	\$11 550								N
Enterprise Adapter Workbench	14450 Solaris	\$55 000	\$3 850								N
Enterprise Portal Update Subscription Program (USP)											
USP EP Enterprise Adapter NT WP (OT)	91414 SAP; 92285 PeopleSoft; 92282 Clarify; 92288 Siebel									\$12 375	
USP EP Enterprise Adapter Solaris Ent (OT)	91415 SAP; 92284 PeopleSoft; 92283 Clarify; 92289 Siebel									\$24 750	
USP EP Enterprise Adapter Workbench (OT)	91412 NT; 91413 Solaris									\$8 250	
Interwoven (R)											N
!!!Only sold in conjunction with current and future Sybase Enterprise Portal customers!!!											
TeamXpress											
Dual CPU (SR)	27783 NT ; 27976 Sun ; 27977 HP	\$104 500									
TeamSite											
Dual CPU (SR)	27780 NT ; 27790 Sun ; 27971 HP	\$159 500									
4 CPU (SR)	27781 NT ; 27972 Sun ; 27973 HP	\$192 500									
Unlimited (SR)	27782 NT ; 27974 Sun ; 27874 HP	\$247 500									
Front-Office Server											
Server (SR)	27784	\$3 300									
OpenDeploy											
Server (SR)	27787 NT; 27940 Sun ;27941 HP	\$33 000									
Base Package (SR)	27788 NT; 27942 Sun ;27943 HP	\$38 500									
Receiver (SR)	27789	\$2 750									
Starter Pack (SR)		\$22 000									
OpenChannel											
Dual CPU (SR)	27792 NT ; 27948 Sun	\$11 000									
4 CPU (SR)	27793 NT ; 27950 Sun	\$13 750									
Unlimited CPU (SR)	27794 NT ; 27952 Sun	\$16 500									
OpenSyndicate											
Server (SR)	27978 NT ; 27981 Sun	\$55 000									
SynCapture Receiver (SR)	27982	\$11 000									
Receiver (SR)	27983	\$550									
MetaTagger											
Dual CPU (SR)	27795 NT ; 27954 Sun	\$82 500									
4 CPU (SR)	27796 NT ; 27956 Sun	\$93 500									
Unlimited CPU (SR)	27797 NT ; 27958 Sun	\$104 500									
Interwoven – Client Users											
Power User (ST)	27986 NT ; 27945 Sun			\$1 100							
Author Client (ST)	27987 NT ; 27946 Sun			\$550							
Front Office User (ST)	27988 NT ; 27947 Sun			\$275							
Reviewer (ST)	27989			\$138							
Portal User Pack - 2500 Users (ST)	27955			\$330 000							
Portal User Pack - 10,000 Users (ST)	27957			\$1 100 000							
Portal User Pack - 20,000 Users (ST)	27959			\$1 650 000							
Upgrades											
From TeamSite Single CPU to TeamSite Dual CPU (SR)	27263	\$22 000									
From TeamSite Single CPU to TeamSite 4 CPU (SR)	27264	\$38 500									
From TeamSite Single CPU to TeamSite Unlimited CPU (SR)	27265	\$49 500									
From TeamSite Dual CPU to TeamSite 4 CPU (SR)	27266	\$16 500									

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
		Note all Currency in EMEA Dollars										
PRODUCT NAME												
From TeamSite Dual CPU to TeamSite Unlimited CPU (SR)		27267	\$27 500									
From TeamSite 4 CPU to TeamSite Unlimited CPU (SR)		27268	\$16 500									
From TeamXpress Single to TeamSite Dual CPU (SR)		27275	\$66 000									
From TeamXpress Single to TeamSite 4 CPU (SR)		27276	\$110 000									
From TeamXpress Single to TeamSite Unlimited CPU (SR)		27277	\$176 000									
Open Switch (WP, Ent)		14658 NT; 14571 Sun; 14657 HP; 14659 IBM ; 12270 Digital Unix	\$3 375	\$608	\$338	\$61			\$608	\$115		A
Open Switch Internet Access License CPU Charge (IC) (WP, Ent) Addenda Required		97781 NT; 97782 IBM; 97783 HP; 97780 Solaris ; 13504 Digital Unix	\$16 500	\$2 970								A
PowerBuilder Desktop for Windows												E
Standalone Seat (SS)		61319					\$354	\$138				
PB Desktop for Windows 8.0 Update (1/7.x & Earlier) (SS)		61342					\$160	\$127				
® PowerBuilder Enterprise 8.0 for Windows												
Standalone Seat (SS)		61276					\$3 594	\$1 368				E
PowerBuilder Enterprise 8.0 Update (from 6.0 and 7.0) (SS)		61277					\$1 645	\$1 254				E
PowerBuilder Enterprise USP (purchase within 30 days)		P60009									\$710	E
PowerBuilder Enterprise Upgrade from Desktop (All Versions) (SS)		61317					\$3 130	\$1 254				E
PowerBuilder Enterprise Upgrade from Professional (All Versions) (SS)		61318					\$2 580	\$1 254				E
PowerBuilder Documentation Set		61284									\$219	E
PowerBuilder Enterprise for Windows V7.0		P60496; P60798 German; P60800 French					\$3 594	\$1 368				E
PowerBuilder Enterprise Update Subscription v7.0		P60009									\$710	
PowerBuilder Enterprise Update to v7.0		P60763					\$1 645	\$1 254				
PowerBuilder Desktop to PB Ent 7.0 Upgrade		P60501					\$3 130	\$1 254				
PowerBuilder Ent Upgrade from Professional (All Versions to Ent 7.0)		P60500					\$2 580	\$1 254				
PowerBuilder Documentation Set		P60502									\$219	
PowerBuilder Professional for Windows												E
Standalone Seat (SS)		61322					\$1 554	\$594				
PB Prof. 7.x & Earlier Update to PB Professional for Windows 8.0 (SS)		61349					\$710	\$545				
PB Desktop to PB Professional. 8.0 Upgrade (SS)		61353					\$1 260	\$545				
PowerDesigner 9.0												
DataArchitect												E
PowerDesigner DataArchitect/Power AMC Donnees												
Standalone Seat (SS)		20315 DA ; 20356 Donnees					\$3 594	\$1 368				
USP DataArchitect		P20189									\$721	
USP PowerAMC Donnees		P20222									\$721	
Updates												
PAMC Donnees Mise a Jour from 6.1 +		20449	\$1 975	\$1 254								
PAMC Donnees Upd Don v6		20359	\$1 315	\$1 254								
PD DataArchitect Update		20317	\$1 315	\$1 254								
PDes Upd from DA 6.1+ to DataArch		20451	\$1 975	\$1 254								
Upgrades												
PAMC Donnees Upg from Dev SQL		20362	\$2 415	\$1 254								
PAMC Donnees Upg from Dev v6		20361	\$2 745	\$1 254								
PD 7 DA Upg from PD 7 PhysicalA		20320	\$2 200	\$1 254								
PD 7 DA Upgrade from PD AM 6.1 +		20319	\$2 745	\$1 254								
DataArchitect Enterprise												
PowerDesigner/DataArchitect w/ MetaWorks/PowerAMC Donnees Enterprise												
Standalone Seat (SS)		20406					\$5 988	\$2 280				
PAMC Donnees Enterprise USP		20442									\$1 205	
USP for PDes DA w/MW		20410									\$1 205	
Updates												
PAMC Upd frm Don ENT 7.5 to Don E 8		20471	\$2 195	\$2 090								
Upd Donnees 6.1&Dict to Donn ENT		20459	\$3 949	\$2 090								

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars	▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Upd from DA w/MW 7.5 to DA w/MW 8.0		20468	\$2 855	\$2 090								
Upgrades												
PAMC Donn ENT Mise a Nouveau f/Donn		20423	\$2 195	\$2 090								
PDES UPGR DA ENT from DA MW 6.1		20464	\$3 735	\$2 090								
PDes DA UPG FROM PHYS ARCH 9.0		20676	\$4 395	\$2 090								
PDes DA UPG FROM PHYS ARCH ENT 9.0		20677	\$2 200	\$2 090								
Upg DA 6.1+earlier to DA w/MW		20465	\$4 395	\$2 090								
Upg Donnees 6.1+earlier to Donn ENT		20461	\$4 395	\$2 090								
Upg from PDes DA to DA w/ MW		20409	\$2 195	\$2 090								
Developer												
PowerDesigner Developer/PowerAMC Developpeur Studio												
Standalone Seat (SS)		20331dev ; 20364 studio					\$3 594	\$1 368				
PowerDesigner Developer USP		20337									\$725	
USP PAMC Developpeur Studio		20368									\$721	
Updates												
P-AMC Developer Studio Mise a Jour		20424	\$1 975	\$1 254								
PowerDesigner Developer Update		20415	\$1 975	\$1 254								
Upgrades												
PAMC Upg from Dev SQL to Dev Studio		20447	\$2 415	\$1 254								
PD Developer Upg from PD DA PA		20336	\$2 200	\$1 254								
Developer Enterprise												
PowerDesigner Developer w/ Meta Works/PowerAMC Developpeur Studio Enterprise												
Standalone Seat (SS)		20411 w/Metawks ; 20431Enterprise					\$5 988	\$2 280				
PAMC Developpeur Studio ENT USP		20445									\$1 205	
PDes Developer w/MetaWorks USP		20435									\$1 205	
Updates												
PAMC Upd fr DEV Studio 7.5 to 8.0		20472	\$3 295	\$2 090								
Upd from Dev w/MW 7.5 to Dev w/MW 8		20469	\$3 735	\$2 090								
Upgrades												
PAMC Dev Studio Ent. mise a niveau		20432	\$2 195	\$2 090								
PDes Dev ENT Upg from PhA		20495	\$4 395	\$2 090								
PDes Dev ENT Upg from PhA ENT		20496	\$2 200	\$2 090								
Pdes Upg from Dev to Dev w/Metawork		20413	\$2 195	\$2 090								
ObjectArchitect												
PowerDesigner ObjectArchitect/PowerAMC Donnees Studio												
Standalone Seat (SS)		20322 OA ; 20370 Donnees					\$5 994	\$2 280				
PAMC Donnees Studio USP		20372									\$1 205	
PowerDesigner ObjectArchitect USP		20329									\$1 205	
Updates												
P-DES OB ARCH UPDATE		20324	\$3 295	\$2 090								
PAMC Donnees Studio Upd Don v6		20373	\$3 295	\$2 090								
Upgrades												
PAMC Donn Studio Mise a Jour 6.1+		20452	\$4 395	\$2 090								
PAMC Donnees Studio Upd from Don v7		20377	\$2 195	\$2 090								
PAMC Donnees Studio Upg - Dev SQL 7		20375	\$4 615	\$2 090								
PAMC Donnees Studio Upg Dev Studio7		20376	\$2 195	\$2 090								
PD ObjectArchitect Upg PD DA PM		20326	\$4 400	\$2 090								
PD ObjectArchitect Upg PD Dev Stu		20328	\$2 200	\$2 090								
PD ObjectArchitect Upg from PD DA		20327	\$2 200	\$2 090								
PD Upd from DA Ste 6.1+ to ObjArch		20453	\$2 745	\$2 090								
PDesigner ObjectArch Upg -PD DA 6.1		20350	\$4 395	\$2 090								
ObjectArchitect Enterprise												
PowerDesigner ObjectArchitect w/MetaWorks/PowerAMC Donnees Studio Enterprise												
Standalone Seat (SS)		20416 w/Meta ; 20426 Enterprise					\$8 388	\$3 192				
PAMC Donnees Studio ENT USP		20443									\$1 689	
USP PDes ObjectArchitect Enterprise		20433									\$1 689	

SYBASE, INC. Summary Price List for EMEA Region Sales and Distributors

Effective 7 - 28 February 2002

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
		Note all Currency in EMEA Dollars										
PRODUCT NAME												
Updates												
PAMC Upd fr Donn Studio 7.5 to v8.0		20473	\$4 615	\$2 926								
Upd from OA w/MW 7.5 to OA w/MW 8.0		20470	\$5 055	\$2 926								
Upgrades												
PAMC Donn Studio ENT Mise a Nouveau		20427	\$2 195	\$2 926								
PDes OA ENT Upg from DA ENT		20493	\$2 200	\$2 926								
PDes OA ENT Upg from Developer		20491	\$4 395	\$2 926								
PDes OA ENT Upg from Developer ENT		20494	\$2 200	\$2 926								
PDes OA ENT Upg from PDA		20490	\$4 395	\$2 926								
PDes OA ENT Upg from PhA		20489	\$6 595	\$2 926								
PDes OA ENT Upg from PhA ENT		20492	\$4 400	\$2 926								
Upg from ObjArch to ObArch w/ MW		20417	\$2 195	\$2 926								
PhysicalArchitect												
PowerDesigner PhysicalArchitect/PowerAMC Developpeur SQL												
Standalone Seat (SS)		20312 PA ; 20351 SQL					\$1 194	\$456				
USP PDes PhysicalArchitect		20737									\$241	
Updates												
PAMC DEV SQL Mise a Jour from 6.1 +		20448	\$545	\$418								
PAMC Developpeur SQL Upd Don v6		20353	\$435	\$418								
PD PhysicalArch Upd - AppMod 6.1+		20313	\$435	\$418								
Upgrade												
PD PhysicalArch Upd from AppMod 6.1		20450	\$545	\$418								
PhysicalArchitect Enterprise												
PowerDesigner PhysicalArchitect w/Meta Works/PowerAMC Developpeur SQL Enterprise												
Standalone Seat (SS)		20400					\$3 588	\$1 362				
PAMC Developpeur SQL ENT USP		20444									\$721	
UPD Subscription PDes PhA w/MW		20405									\$721	
Updates												
PAMC Dev SQL ENT Upd		20475	\$1 315	\$1 249								
PDes PhArch w/ MW Upd		20474	\$1 975	\$1 249								
Upgrades												
P-AMC DEV SQL ENT Mise a Nouveau		20421	\$2 195	\$1 249								
P-Des PhA ENT UPG From PhA		20680	\$2 200	\$1 249								
Upd AM 6.1 MW 6.1 to PA ENT		20462	\$2 299	\$1 249								
Upg AM 6.1+earlier to PA w/MW		20463	\$2 739	\$1 249								
Studio Personal												
PowerDesigner Studio Personal												
Standalone Seat (SS)		20479					\$7 194	\$2 736				
USP PowerDesigner Studio Personal		20592									\$1 447	
Updates												
PDes Studio Per Upd from PA 6.1 +		20498	\$2 635	\$2 508								
PDes Studio Per Upd from WA 6.1 +		20497	\$2 635	\$2 508								
Upgrades												
PDes Studio Per Upg from DA		20590	\$3 300	\$2 508								
PDes Studio Per Upg from Developer		20589	\$3 300	\$2 508								
PDes Studio Per Upg from OA		20591	\$1 100	\$2 508								
PDes Studio Per Upg from PhA		20499	\$5 500	\$2 508								
Studio Enterprise												
PowerDesigner Studio Enterprise												
Standalone Seat (SS)		20339 ; 20389 Merise					\$8 994	\$3 420				
PowerDesigner Studio USP		20346									\$1 810	
USP PAMC Concepteur Studio DFD		20387									\$1 810	
USP PAMC Concepteur Studio Merise		20396									\$1 810	
Updates												
P-Des Studio Ent Update		20446	\$5 055	\$3 135								
PAMC Upd Conception Studio Merise		20457	\$4 945	\$3 135								
PAMC Upd Concepteur Studio DFD		20456	\$4 945	\$3 135								

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support	Extended support	Extended support		Extended support	With CU	not be BS, check row		only
PRODUCT NAME		Note all Currency in EMEA Dollars										
PDes Studio ENT Upd frm PA+MW 6.1+		20595	\$5 385	\$3 135								
PDes Studio ENT Upd from DAS 6.1+		20593	\$5 385	\$3 135								
PDes Studio ENT Upd from WAS 6.1+		20594	\$4 285	\$3 135								
Upgrades												
PAMC Concept Studio DFD Upd Suite 6		20383	\$3 845	\$3 135								
PAMC Concept Studio Merise Upd St 6		20392	\$3 845	\$3 135								
PAMC Concept Studio Merise Upg DS 7		20394	\$2 745	\$3 135								
PAMC Concept Studio Merise Upg Dev		20395	\$4 945	\$3 135								
PAMC Concept Studio Merise Upg Don7		20393	\$4 945	\$3 135								
PAMC Concept StudioDFD Upg DevStu 7		20386	\$4 945	\$3 135								
PAMC Concept StudioDFD Upg DonStd 7		20385	\$2 745	\$3 135								
PAMC Concepteur Studio DFD Upg Don7		20384	\$4 945	\$3 135								
PDes Studio ENT Upg from DA		20598	\$4 950	\$3 135								
PDes Studio ENT Upg from DA ENT		20672	\$2 756	\$3 135								
PDes Studio ENT Upg from Dev ENT		20673	\$2 756	\$3 135								
PDes Studio ENT Upg from Developer		20599	\$4 950	\$3 135								
PDes Studio ENT Upg from OA		20670	\$2 750	\$3 135								
PowerJ Enterprise 3.6 (WP)		31277					\$714	\$276				E
PowerJ Enterprise 3.5 Update (from 3.0 and earlier)		31278					\$325	\$253				
PowerJ Documentation Set for EA Studio		31283									\$54	
Stellent (R)												N
Content Server™ 15												
SCS 15 DEV SVR CS15-V-D		27842 NT ; 27845 Win2K ; 27848 Sun	\$11 000									
SCS 15 ADD ON SVR CS15-V-A		27841 NT ; 27844 Win2K; 27847 Sun	\$27 500									
SCS 15 1ST SVR CS15-V-P		27840 NT ; 27843 Win2K ;27846 Sun	\$55 000									
Content Server™ 50												
SCS 50 Dev Svr CS50-V-D		27851 NT ; 27854 Win2K ; 27857 Sun	\$22 000									
SCS 50 ADD ON SVR CS50-V-A		27850 NT ; 27853 Win2K; 27847 Sun	\$55 000									
SCS 50 1ST SVR CS50-V-P		27849 NT ; 27852 Win2K ; 27855 Sun	\$110 000									
Content Server™ 150												
SCS 150 Dev Svr CS150-V-D		27860 NT ; 27863 Win2K ; 27866 Sun	\$38 500									
SCS 150 Add-on Svr CS150-V-A		27859 NT ; 27862 Win2K ; 27865 Sun	\$96 250									
SCS 150 1ST Svr CS150-V-P		27858 NT ; 27861 Win2K ; 27864 Sun	\$192 500									
Content Publisher™												
SCP Dev Svr CP-D		27869 NT	\$6 600									
SCP Add-on Svr CP-A		27868 NT	\$16 500									
SCP 1st Svr CP-P		27867 NT	\$33 000									
Site Builder™												
STEL Site Builder Dev Svr SB-D		29102 NT	\$1 100									
STEL Site Builder Add Svr SB-A		29101 NT	\$2 750									
STEL Site Builder 1st Svr SB-P		29100 NT	\$5 500									
PDF Converter™												
STEL PDF Converter Dev Svr PDFC-D		29105 NT	\$6 600									
STEL PDF Converter Add Svr PDFC-A		29104 NT	\$16 500									
STEL PDF Converter 1st Svr PDFC-P		29103 NT	\$33 000									
XML Converter™												
STEL XML Converter Dev Svr XMLC-D		29108 NT	\$6 600									
STEL XML Converter Add Svr XMLC-A		29107 NT	\$16 500									
STEL XML Converter 1st Svr XMLC-P		29106 NT	\$33 000									
Dynamic Converter™												
SDC Svr DYN-D		27878 NT ; 27881 Win2K ; 27884 Sun	\$6 600									
SDC Add-on Svr DYN-A		27877 NT ; 27880 Win2K ; 27883 Sun	\$16 500									
SDC 1st Svr DYN-P		27876 NT ; 27879 Win2K ; 27882 Sun	\$33 000									

Use the Pull Down Menu Below to Pick a Country.	Catalog Numbers*	Server (SR); Machine Power MHz (MP); or CPU Fee (IC)	Server Basic Support; or CPU Fee BS	Networked Seat (ST) Connection	Seat Basic Support	Standalone Seat (SS)	Standalone Basic Support	Concurrent User (CU)	Concurrent User Basic Support	USP; Upgrades; Docs; or	Volume Curves; Applicable
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	Additional catalog numbers can be obtained from the EPPL	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server With CU	Price listed may not be BS, check row		for sales only
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX	Extended support	Extended support		Extended support		Extended support				
Note all Currency in EMEA Dollars											
PRODUCT NAME											
Content Categorizer™											
SCC Dev Svr CC-D	27887 NT ; 27890 Win2K ; 27893 Sun	\$11 000									
SCC Add-on Svr CC-A	27886 NT ; 27889 Win2K ; 27892 Sun	\$27 500									
SCC 1st Svr CC-P	27885 NT ; 27888 Win2K ; 27891 Sun	\$55 000									
Content Categorizer™											
SCT Dev Svr CT-D	27896 NT ; 27899 Win2K ; 27912 Sun	\$5 500									
SCT Add-on Svr CT-A	27895 NT ; 27898 Win2K ; 27911 Sun	\$13 750									
SCT 1st Svr CT-P	27894 NT ; 27897 Win2K ; 27910 Sun	\$27 500									
Report Parser™											
STEL Report Parser Dev Svr RP-D	29111 NT ; 29114 Win2K ; 29117 Sun	\$11 000									
STEL Report Parser Add Svr RP-A	29110 NT ; 29113 Win2K ; 29116 Sun	\$27 500									
STEL Report Parser 1st Svr RP-P	29109 NT ; 29112 Win2K ; 29115 Sun	\$55 000									
Compression™											
STEL Compression Dev Svr COMP-D	29120 NT ; 29123 Win2K	\$3 300									
STEL InterCAD Dev Svr AUTO-D	29126 NT ; 29129 Win2K	\$770									
STEL InterCAD Add Svr AUTO-A	29125 NT ; 29128 Win2K	\$1 925									
STEL InterCAD 1st Svr AUTO-P	29124 NT ; 29127 Win2K	\$3 850									
Tiff Conversion™											
STEL Tiff Conversion Dev Svr PDFT-D	29132 NT ; 29135 Win2K	\$2 200									
STEL Tiff Conversion Add Svr PDFT-A	29131 NT ; 29134 Win2K	\$5 600									
STEL Tiff Conversion 1st Svr PDFT-P	29130 NT ; 29133 Win2K	\$11 000									
PDF Watermark™											
STEL PDF Watermark Dev Svr PDFW-D	29138 NT ; 29141 Win2K	\$1 100									
STEL PDF Watermark Add Svr PDFW-A	29137 NT ; 29140 Win2K	\$2 750									
STEL PDF Watermark 1st Svr PDFW-P	29136 NT ; 29139 Win2K	\$5 500									
PDF Interchange™											
Vignette® Content Suite V/6 Not available for Partner Resale. Distributor sales come with restrictions on discounting	Please contact Chris Luebke before ordering this product.										
XJS/390 Enterprise Integrator											
Server (SR) – CICS Option	16436	\$94 500	\$17 010								B
Server (SR) – IMS Option	16446	\$94 500	\$17 010								B
Server (SR) – Both CICS and IMS Option	13846	\$162 000	\$29 160								B
New Era of Networks	(Royalty) Country Distributors sales come with restrictions on discounting.										
AIM for Impact/TDM™ (R) (WP&Ent)											E
Standalone Seat (SS)	19975					\$6 750	\$1 350				
Clinical Gateway (R)											E
Server (SR)	10207NT	\$270 000	\$59 400								
Convoy/DM (R) SQR or VB (WP)	Windows NT										E
Convoy/DM (R) SQR and VB (WP)	Windows NT										E
One Standalone Seat (SS)	24540					\$33 750	\$7 425				
Up to 5 Standalone Seats (SS)	24541					\$101 250	\$22 275				
Up to 10 Standalone Seats (SS)	24542					\$168 750	\$37 125				
Up to 20 Standalone Seats (SS)	24543					\$236 250	\$51 975				
Convoy/DM (R) Additional SQR or VB (WP)	Windows NT										E
One Standalone Seat (SS)	24544					\$6 750	\$1 485				
Up to 5 Standalone Seats (SS)	24545					\$20 250	\$4 455				
Up to 10 Standalone Seats (SS)	24546					\$33 750	\$7 425				

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Up to 20 Standalone Seats (SS)		24547					\$47 250	\$10 395				
Convoy/DM Server Licenses (R) (Ent)												E
Server for NT (SR)		24567	\$16 200	\$3 564								
Server for UNIX (SR)		24568	\$16 200	\$3 564								
Server for AS/400 (SR)		24569	\$24 300	\$5 346								
Server for MVS (SR)		24570	\$33 750	\$7 425								
Convoy/DM (R) PeopleSoft - Human Resources (WP)		Windows NT										E
One Module Server (SR)		24548	\$13 500	\$2 970								
3 Modules Server (SR)		24549	\$20 250	\$4 455								
Unlimited Modules Server (SR)		24550	\$27 000	\$5 940								
Convoy/DM (R) PeopleSoft - Student Administration (WP)		Windows NT										E
1 to 3 Modules Server (SR)		24551	\$20 250	\$4 455								
Unlimited Modules Server (SR)		24552	\$27 000	\$5 940								
Convoy/DM (R) PeopleSoft - Financials (WP)		Windows NT										E
One Module Server (SR)		24553	\$13 500	\$2 970								
3 Modules Server (SR)		24554	\$27 000	\$5 940								
5 Modules Server (SR)		24555	\$33 750	\$7 425								
3 Modules Server (SR)		24558	\$27 000	\$5 940								
5 Modules Server (SR)		24559	\$33 750	\$7 425								
Unlimited Modules Server (SR)		24560	\$40 500	\$8 910								
Convoy/DM (R) PeopleSoft - Manufacturing (WP)		Windows NT										E
One Module Server (SR)		24561	\$20 250	\$4 455								
3 Modules Server (SR)		24562	\$40 500	\$8 910								
5 Modules Server (SR)		24563	\$54 000	\$11 880								
Unlimited Modules Server (SR)		24564	\$60 750	\$13 365								
Convoy/DM (R) Additional Servers (WP)		Windows NT										E
Server (SR) - COBOL – Extract and Parse		24565	\$67 500	\$14 850								
Server (SR) - ODBC Connectivity		24566	\$20 250	\$4 455								
e-Biz 2000™ Bridge (R) Standby Addendum												E
Server (SR) ; Standalone Seat (SS)		10225 NT/2000	\$13 500	\$2 970			\$4 050	\$891				
Standby Server (SV)			\$6 750	\$1 485								
e-Biz 2000 DataMapper (R) Standby Addendum												E
Server (SR) ; Standalone Seat (SS)		10227 NT/2000	\$13 500	\$2 970			\$4 050	\$891				
Standby Server (SV)			\$6 750	\$1 485								
e-Biz 2000 DataStreams (R) Standby Addendum												E
Server (SR) ; Standalone Seat (SS)		10229 NT/2000	\$13 500	\$2 970			\$4 050	\$891				
Standby Server (SV)			\$6 750	\$1 485								
e-Biz 2000 Enterprise Edition™ (R) (WP) Standby Addendum												E
Server (SR) ; Standalone Seat (SS)		10235 NT/2000	\$67 500	\$14 850			\$20 250	\$4 455				
Standby Server (SV)			\$33 750	\$7 425								
Upgrade from Microscript to e-Biz 2000 (SR)		18899	\$33 750									
e-Biz 2000 Enterprise Edition™ (R) (Ent) Standby Addendum												E
Server (SR)		10267 NT/2000	\$101 250	\$22 275								
Standby Server (SV)			\$50 625	\$11 138								
Upgrade from Microscript to e-Biz 2000 (SR)		18898	\$51 300									
e-Biz Integrator™ (R) (WP) Standby Addendum		check EPPL for more info										E
Server (SR)		10241 NT; 10237 HP-UX	\$148 500	\$32 670								

Use the Pull Down Menu Below to Pick a Country.		Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
		Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼		* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support			(CU)	Basic	Docs; or	Applicable
		Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise		LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars												
PRODUCT NAME												
Standby Server (SV)			\$74 250	\$16 335								
Enhanced Messaging and Queuing Option Server (SR)		23316 NT ; 22117 HP-UX ; 23319 Sun; 23322 IBM AIX	\$6 750	\$1 485								
e-Biz Integrator™ (R) (Ent) Standby Addendum												E
Server (SR)		10269 NT; 10282 HP-UX	\$364 500	\$80 190								
Standby Server (SV)			\$182 250	\$40 095								
Enhanced Messaging and Queuing Option Server (SR)		23315 NT ; 22118 HP-UX ; 23318 Sun; 23321 IBM AIX	\$6 750	\$1 485								
e-Biz Integrator™ (R) (SuperEnt) Standby Addendum												E
Server (SR)		10284 NT; 22119 HP-UX	\$594 000	\$130 680								
Standby Server (SV)			\$297 000	\$65 340								
Enhanced Messaging and Queuing Option Server (SR)		12036 NT ; 22119 HP-UX ; 23317 Sun; 23320 IBM AIX	\$6 750	\$1 485								
e-Biz Integrator for Impact™ (R) Standby Addendum												E
Server (SR) ; Standalone Seat (SS)		23187 NT; 23184HP-UX	\$135 000	\$29 700			\$40 500	\$8 910				
Standby Server (SV)			\$67 500	\$14 850								
EC Gateway ®, ™ (R) (WP) Standby Addendum												
Standalone Seat (SS)		12033 NT ; 18888 Windows 2000					\$13 500					E
Server (SR)			\$40 500									
Standby Server (SV)			\$20 250									
EC Gateway ®, ™ (R) (Ent) Standby Addendum												E
Standalone Seat (SS)		12027 IBM AIX ; 12031 Sun Solaris ; 12028 HP-UX					\$16 200					
Server (SR)			\$54 000									
Standby Server (SV)			\$27 000									
EC Gateway Operations Viewer ®, ™ (R) (WP) Standby Addendum												E
Standalone Seat (SS)		18808 NT ; 18889 Windows 2000					\$2 700	\$594				
ECMap (SV) ®, ™ (R) (WP) Standby Addendum												E
Standalone Seat (SS)		18810 NT ; 18886 Windows 2000					\$20 250	\$4 455				
Upgrade WinMap to ECMap (SV) v2.8.3 or ECMap (WV) to ECMap (SV) v2.8.3		14478 NT ; 14477 Windows 2000					\$13 500	\$4 455				
ECMap (SV) Network Client ®, ™ (R) (WP) Standby Addendum												E
Standalone Seat (SS)		18812 Windows NT/2000					\$20 250	\$4 455				
EC Remote ®, ™ (R) (WP) Standby Addendum												E
Server (SR)		18813 NT ; 18884 Windows 2000 18814 IBM AIX ; 18815 Sun Solaris ; 18816 HP-UX	\$8 775	\$1 931								
Addendum												E
Server (SR)		12043 NT ; 12042 Windows 2000	\$67 500	\$14 850								
Standalone Seat (SS)							\$20 250	\$4 455				
Standby Server (SV)			\$33 750	\$7 425								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standalone Seat (SS)		13414 NT					\$13 500	\$4 455				
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Server (SR)		13413 NT	\$40 500	\$14 850								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standby Server (SV)		13415 NT	\$20 250	\$7 425								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standalone Seat (SS)		14475 W2K					\$13 500	\$4 455				
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Server (SR)		14474 W2K	\$40 500	\$14 850								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standby Server (SV)		14476 W2K	\$20 250	\$7 425								
Addendum												E

Use the Pull Down Menu Below to Pick a Country.	Catalog	Server (SR);	Server	Networked	Seat	Standalone	Standalone	Concurrent	Concurrent	USP;	Volume
	Numbers*	Machine Power MHz (MP);	Basic Support;	Seat (ST)	Basic	Seat (SS)	Basic	User	User	Upgrades;	Curves;
EMEA Dollars ▼	* Catalog numbers are listed where there are typically 4 or less per platform	or CPU Fee (IC)	or CPU Fee BS	Connection	Support		Support	(CU)	Basic	Docs; or	Applicable
	Additional catalog numbers can be obtained from the EPPL	where applicable	Price listed may not be BS, check row	(CN)	Price listed may not be BS, check row	OR Other	Or Other	Use Server	Price listed may not be BS, check row		for sales
Support Note: Apply 20% uplift from Basic price point for Extended, 40% for Enterprise	LEU = low end UNIX		Extended support		Extended support		Extended support	With CU			only
Note all Currency in EMEA Dollars											
PRODUCT NAME											
Server (SR)	12036 IBM ; 12037 HP-UX ; 12041 Sun	\$81 000	\$17 820								
Standalone Seat (SS)						\$24 300	\$5 346				
Standby Server (SV)		\$40 500	\$8 910								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standalone Seat (SS)	10008 AIX					\$16 200	\$5 346				
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Server (SR)	13417 AIX	\$48 600	\$17 820								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standby Server (SV)	10005 AIX	\$24 300	\$8 910								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standalone Seat (SS)	10011 HP-UX					\$16 200	\$5 346				
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Server (SR)	13419 HP-UX	\$48 600	\$17 820								
Upgrade WinRTP to EC RTP v2.8.3 or EC RTP (WV) to EC RTP v2.8.3 – Standby Server (SV)	10007 HP-UX	\$24 300	\$8 910								
Addendum	12087 NT										E
Standalone Seat (SS)	12083 IBM ; 12084 HP-UX ; 12085 Sun					\$54 000	\$11 880				
HIPAA ToolKit ® – Site License™ (R)	18804 NT ; 18803 W2k										E
Server (SR)	18800 IBM ; 18801 HP-UX ; 18802 Sun	\$135 000	\$29 700								
New Era of Networks Adapter for Components by Actional (R)	!! NOT AVAILABLE FOR PARTNERS !!										E
Connection (CN) ; Standalone Seat (SS)	20200 NT/2000			\$101 250	\$22 275	\$30 375	\$6 683				