

NOVELL

NETWORKING INFORMATION TO KEEP YOU CONNECTED

News



STEP UP TO THE LATEST VERSIONS OF NETWARE NOW, AND SAVE 25%.

Do you have customers who have been waiting for "the right time" to upgrade their NetWare networks? Well, the right time has arrived. Until July 31, 1994, they can purchase NetWare upgrades at 25% off the regular price during Novell's "Upgrade 1994" promotion.

That's good news for your customers. They can save from \$100 to \$9,000 on the initial purchase, and then reap immediate gains in productivity. Plus—when they upgrade to NetWare 4—they are building an infrastructure that will pay long-term dividends, because they'll be ready for emerging breakthroughs in services like networked multimedia, imaging, telephony, workflow, and software licensing and distribution. And at this price, it's a very savvy investment in the future.

Upgrade 1994 is good news for you, too, because it's an easy sell.

All your prospects are existing customers, and the special price provides a strong closing incentive.

You also share in the upgrade's long-term dividends right along with your customers, because of the numerous opportunities NetWare gives you for add-on sales of applications, services, and hardware.

Customers can upgrade to NetWare 3 or NetWare 4, depending on their needs. With either choice, the upgrade software is easy to install, use, and manage—whether you're trading up from an earlier NetWare version or from a competing network operating system, or you're simply adding users to an existing system. Your data migrates easily and safely, without losing users, groups, or assignments.

At the very least, Upgrade 1994 is a wonderful excuse to touch base with your customers and reinforce those important relationships. At best, it can dramatically increase your bottom line. Remember, this promotion expires July 31, 1994. For additional information or sales support, call 1-800-NETWARE or your nearest Novell sales office today.



25% OFF THE PRICE OF ALL NETWARE
3 AND 4 UPGRADES IF YOU UPDATE
BEFORE JULY 31, 1994

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IF YOU HAVE ANY QUESTIONS OR NEED FURTHER INFORMATION,
INCLUDE THE COUNTRIES NUMBER OF YOUR LOCAL NOVELL OFFICE, CONTACT
1-800-NETWARE