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CC: IN%"ccdirectors-oznz@aarnet.edu.au" "All OZ/NZ Directors", IN%"registra  
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Subj: RE: FWD>CSLG - What has happ

Reply to: RE>FWD>CSLG - What has happened in

Ian,  
DEC introduced the new ESL to us late last week.  
Whereas US prices are as follows:-

"The new ESL includes three phone contacts and allows customers to purchase additional contacts as necessary.

# of Systems*	Annual Pricing
1 - 25 Systems	\$13,920
26 - 100 Systems	\$20,400
101 - unlimited	\$30,324
Additional Phone Contact	\$2,400

\* A system = VAX, RISC, SUN, Alpha/AXP, or a PC"

Australian prices are as follows:-

"The new ESL includes three phone contacts and allows customers to purchase additional contacts as necessary.

# of Systems*	Annual Pricing
1 - 10 Systems	\$17,000
11 - 25 Systems	\$23,000
26 - 100 Systems	\$34,000
101 - unlimited	\$50,000

(Note the four tier structure)

Additional Phone Contacts \$4,000 per annum

per contact.

Alan Bell