

Contacts: Informatics
Janis E. Brett
(818) 887-9040

Ashton-Tate
Charlene Margaritis/Belinda Young
(213) 204-5570 or
Bob Thomas & Associates
Neil Cohen
(213) 376-6978



AND

ASHTON-TATE 

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ASHTON-TATETM AND INFORMATICS[®] AGREE TO
MARKET MICRO-MAINFRAME PRODUCT

NEW YORK—Ashton-Tate and Informatics General Corporation announced today that they will co-market dBASETM/AnswerTM, a jointly-developed software offering that links Ashton-Tate micro database management products to the mainframe.

The companies said their cooperative venture is the first to result in a product that can selectively extract data from virtually any mainframe database and deliver it to the PC in a format used for dBASE IIITM, dBASE IITM, FRIDAY!TM and FrameworkTM.

David C. Cole, president and chief executive officer of Ashton-Tate, said Informatics and Ashton-Tate will co-publish the product. He also explained that each firm will market dBASE/Answer to its own traditional user base. Ashton-Tate will rely on distributors, key dealers and international subsidiaries and affiliates to reach end-users in mid to large companies, while the Informatics direct sales force will orient marketing efforts toward MIS management personnel in the Fortune 1500 companies in the U.S. and overseas.

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