

News

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ASHTON-TATE SIGNS STRATEGIC VAR AGREEMENT TO PROVIDE LOW-COST FINANCIAL INFORMATION TO FRAMEWORK II USERS

TORRANCE, Calif., April 14, 1986 -- Ashton-Tate today announced an agreement with Satellite Information Systems Company (SISCOM) to allow users of its Framework II software to access and analyze financial information from X*PRESS Information Services, including a number of McGraw-Hill's databases.

The information will be fed into Framework II's spreadsheet and word processor through existing cable television wiring at a significantly lower cost than competitive information distribution services. Ashton-Tate's Framework II users will have the capability to quickly spot stock trends, instantly update their portfolios and make better informed investment decisions.

SISCOM of Boulder, Colo., will serve as a value-added remarketer (VAR) for Ashton-Tate by developing add-on software products that allow Framework II users throughout the United States and Canada to retrieve, store and analyze live financial

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Ashton-Tate/SISCOM Agreement

data transmitted over cable television wiring via X*PRESS, an electronic news service of X*PRESS Information Services.

X*PRESS Information Services provides electronic broadcasts of financial and business news and is a joint venture of McGraw-Hill, Tele-Communications, Inc. and Telecrafter Corporation. The information includes McGraw-Hill stock quotations, Standard & Poor's financial analysis and various business reports from sources such as AP, UPI, PR Newswire, Business Wire and foreign wire services. X*PRESS is a broadcast information service delivered to personal computer users via cable television.

The suggested retail price per month for basic information access is \$19.95 for home users and \$39.95 for business users.

"This entry into the financial information services market is part of Ashton-Tate's long-term strategy to broaden its scope as a full-scale computer services company," said Ronald S. Posner, executive vice president, sales and international for Ashton-Tate. "This enables us to serve a very substantial market -- business people who can benefit from timely, high-quality financial information at a price well below the range that other vendors charge," Posner said.

"This relationship gives us the leverage of Ashton-Tate's information analysis and productivity tools, and allows a number of McGraw-Hill's information products to reach a much wider audience," said John Bunyan, president of McGraw-Hill Cable.

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"We are delighted that the information we have provided on large computers also will be available on microcomputers using Ashton-Tate software," said Mike Ellis, president of SISCOM. SISCOM'S DI_SYS subsidiary has developed a family of information servers for larger computers.

Framework II, built on the company's widely-acclaimed Framework product, combines a powerful spreadsheet with an advanced word processor. Ashton-Tate also markets dBASE III PLUS, the successor to the industry-standard dBASE III database management system that provides both stand-alone and multi-user capability in a single package. In addition, Ashton-Tate's product line includes the MultiMate Professional Word Processor Series 3.3 and MultiMate Advantage, developed by the recently acquired MultiMate International Corporation.

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