

ASHTON-TATE INTRODUCES RAPIDFILE,  
A COMPLETE AND VERSATILE FILE MANAGER

TORRANCE, Calif., October 27, 1986 -- Ashton-Tate today introduced RapidFile, a high-performance file manager for the IBM Personal Computer and compatibles that allows business users to manage data, create reports, write form letters and produce mailing labels.

RapidFile is targeted at the growing number of business computer users who need to accomplish tasks quickly and easily but do not need a broad range of database power for applications development. It directly addresses the inherent limitations of currently available file managers in terms of speed, capacity and flexibility.

The product uses dBASE III PLUS files, providing transparent access to dBASE data. RapidFile also offers users a direct growth path as their data management needs become more sophisticated.

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With RapidFile and dBASE III PLUS, Ashton-Tate now offers two data management products that provide users with a complete microcomputer data management solution.

"RapidFile is the result of extensive technical and market research. Its advanced technology addresses users' complete file management needs," said Edward M. Esber Jr., chairman and chief executive officer.

"RapidFile will extend Ashton-Tate's dominance in the microcomputer data management market to the file management segment of the category, meeting the company's goal of providing customers a complete microcomputer data management solution," Esber said.

RapidFile offers many features and benefits not provided by other file managers, including:

- o Choice of Interface -- Through support of familiar Framework II and dBASE III PLUS-like pull-down menus and a Lotus 1-2-3-like horizontal menu structure, the learning process is shortened.
- o Speed -- Through support of virtual memory, RapidFile combines the speed of a random access memory (RAM)-based program with the capacity of a disk-based program, and requires only 256K bytes of RAM.
- o Storage Capacity -- Through implementation of sophisticated data compaction techniques, RapidFile provides up

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to twice as much storage capacity on disk than other file managers.

- o Multiple Functions on One Disk -- RapidFile contains a powerful file manager, report writer, memo writer and mailing label generator all on a single disk, eliminating the need to swap disks as users change tasks.

- o Multiple Layouts -- RapidFile provides users with the flexibility to view data from six different perspectives -- as a table, as a form, as a split table/form, as labels, as a quick report and as a custom report.

In addition, RapidFile is compatible with 3Com 3+, PC-Net and Novell Netware/86 networks without requiring additional software. While it operates on local area networks, RapidFile cannot be accessed by multiple users at the same time.

#### PRODUCT FEATURES

The file manager is the foundation of RapidFile, providing six visual layouts to view, enter and retrieve data. RapidFile's reports, form letters and mailing labels are generated based on data contained in the files. The file manager, with a powerful sort and query capability, supports multiple search criteria including "AND," "OR," "NOT," partial or exact match.

RapidFile's report writer provides the flexibility to create a range of reports, from quick and simple columnar reports to highly customized ones. "Quick Report" automatically calculates

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subtotals, averages and grand totals and applies the date, title and page number to the printed report. "Custom Report" enables users to create sophisticated free-form reports.

The memo writer provides standard word processing capabilities to write form letters, including copying and moving text, search and replace, boldface, italics and underlining. RapidFile reads ASCII files directly to provide easy import of files from word processing programs.

RapidFile provides a unique, visual method to create form letters by combining information from a data file and text from a memo file. RapidFile also instantly creates mailing labels from data files containing the name, address, city, state and zip code information. Customized labels also may be created.

RapidFile will be available from Ashton-Tate's more than 4,900 authorized dealers in the fourth quarter of calendar 1986. Its suggested retail price is \$395. In accordance with Ashton-Tate's policy, RapidFile is not copy-protected.

The company's Publishing Group will release RapidFile Business Applications, by Leo Brodie, also in the fourth quarter of this calendar year.

RapidFile operates on the IBM PC, PC/XT, Personal Computer AT and 100 percent compatibles with 256K bytes of RAM (384K bytes when running on a network) and two 360K-byte floppy disk drives or one 360K-byte floppy and one hard disk drive. The product supports monochrome or color monitors.

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Ashton-Tate, based in Torrance, Calif., is the second-largest microcomputer applications software company. For the first half of fiscal 1987 ended July 31, 1986, the company reported revenues of \$90.2 million and net income of \$11.6 million, increases of 75 percent and 100 percent, respectively, from the same period of the previous year.

In addition to the industry-standard dBASE III PLUS, the company markets best-selling word processing software with the MultiMate product line, business graphics software with the MASTER GRAPHICS Series, and integrated software with Framework II.

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