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ASHTON-TATE SIGNS MARKETING DEAL WITH JAVELIN SOFTWARE
TO DISTRIBUTE JAVELIN OUTSIDE OF THE U.S. AND CANADA

TORRANCE, Calif., April 10, 1986 -- Ashton-Tate and Javelin Software Corporation today announced a marketing and distribution agreement under which Javelin, a business analysis and reporting software package for the IBM PC and IBM-compatibles, will be distributed outside of the U.S. and Canada.

Under the exclusive agreement, Ashton-Tate initially will distribute an English-language version of Javelin in all international markets it serves. The product is available immediately.

Introduced in the U.S. in October 1985, Javelin represents advanced technology for business analysis and reporting. In international markets, the product will be marketed and sold to a

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broad range of users, including financial and business analysts, MIS and DP professionals, sales and marketing management and first-time users of financial software.

"This agreement with Javelin software allows us to significantly broaden our product line for our international customers and take advantage of our strong international distribution network," said Ron Posner, executive vice president, sales and international, for Ashton-Tate. "With the addition of Javelin, we can now supply the international market with products in four major categories: dBASE III PLUS for databases, Framework II for integrated products, the MultiMate line for word processing and Javelin for financial and business analysis."

Robert L. Firmin, chairman of the Cambridge, Massachusetts-based Javelin said, "Javelin has been selling extremely well overseas since its introduction in October. We expect our agreement with Ashton-Tate to enable us to meet the growing international demand with a proven distribution network."

Javelin is designed to fill the gap between current spreadsheet products and sophisticated financial modeling tools for analyzing data and creating reports. The product offers users three major benefits: a reduction in the time-to-solution for a task; quick validation of work that has been calculated; and the ability to clearly communicate results within an organization.

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Instead of building on the original spreadsheet concept introduced eight years ago, Javelin is a central information base surrounded by 10 views, or ways of entering and analyzing information. The benefits of this design are the ability to understand the logic and origins behind the numbers used in analysis, thereby significantly reducing the chance for errors; and the power and flexibility to perform applications beyond the capabilities of spreadsheets, such as consolidations, time-related analyses and multi-dimensional cross sections. Most of the Javelin installed base is made up of former spreadsheet users.

Javelin has won a number of awards, including InfoWorld's "Product of the Year" for 1985. The product has a suggested retail price of \$695 in the U.S.

According to Ken Sieracki, manager of microcomputer applications at Hughes Aircraft (Radar Systems Group) in El Segundo, California, "Javelin is easier to use. We have reduced the cost of training, and it's powerful enough to perform all our applications, however complex. Even though we were using Lotus heavily, we decided to switch to Javelin."

Ashton-Tate will distribute Javelin through its subsidiaries in the United Kingdom, West Germany, the Netherlands, Spain, Italy and Australia, as well as through its distributors in France, Scandinavia, Portugal, New Zealand, Venezuela and

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Mexico. The company has 125 employees based in international markets and offers many foreign language translations for its dBASE, Framework and MultiMate product lines.

Ashton-Tate derived 24 percent of its net revenues from exports and foreign operations for its fiscal year ended January 31, 1986. For the year, the company had revenues of \$121.6 million and net income of \$16.6 million, an increase of 47.7 percent and 122 percent, respectively, from the previous year.

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