

For release:

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ASHTON-TATE SHIPS FRAMEWORK III LAN

First network version for Ashton-Tate's
integrated decision support software

TORRANCE, California, December 6, 1988 -- Ashton-Tate Corporation (NASDAQ: TATE) today announced the shipment of Framework III LAN, the network version of the company's integrated decision support software. Priced at \$995, the product supports five simultaneous users and includes built-in electronic mail, file locking with three file sharing modes and peripheral sharing.

As the "organizing, analyzing and communicating solution," Framework III LAN is a workgroup productivity application that includes a word processor, database, spreadsheet, business graphics, outlining and telecommunications. Its most significant feature is integrated electronic mail, which provides instant communication among Framework III and compatible mail system users.

"Framework III LAN follows Framework III as the next step in Ashton-Tate's line of decision support products," said Bill Lyons, vice president of the PC applications division. "With integrated electronic mail and the product's unique "frames" concept, Framework III LAN offers workgroups the perfect productivity tool."

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Bob Kimball, director of product management for Decision Support Products, added "Published reviews following the shipment of Framework III in July, 1988 have been very positive, praising the product as 'excellent for workgroup environments because it offers such outstanding communications capabilities,' and 'a watershed product which will define the work group support software market for some time.'"

Electronic Mail

Framework III LAN includes a complete store-and-forward intra-LAN mail system with a full range of mail features. Electronic mail options are integrated into the same set of pull-down menus used across all Framework III applications, so mail is easy to learn and use. The electronic mail capabilities enhance local and remote workgroup applications -- such as group document preparation or financial planning and consolidation -- by allowing users to instantly mail live Framework III files to other workgroup members.

Framework III electronic mail uses the Standard Message Format of MHS (Message Handling Service), the wide-area networking software developed by Action Technologies and Novell. This allows communication between Framework III users and those using other software packages that implement the MHS Standard Message Format.

The addition of MHS software also lets Framework III users send mail over phone lines from one LAN to another, and from LANs to remote PCs. MHS is bundled with Novell's NetWare and is also available for other MS-NET LANs.

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Said Nancy Woodward, vice president and general manager for Novell's Development Products Division, "Both Framework III LAN and Framework III in the single-user version allow users to leverage the power of MHS for more effective communication on a wide range of systems."

With the addition of MHS-compatible gateways in Framework III LAN -- such as Soft-Switch Mailbridge Server/MHS, providing connections to IBM PROFS and other systems -- users can also exchange electronic mail with mainframe- and mini-based mail systems.

Workgroup Productivity

Framework III LAN's electronic mail, combined with multiple users' access to business applications, file sharing, an easy-to-use windowing environment, and power and functionality in each module, result in software ideally suited for the workgroup. Thus, workgroup members can share vital information, send electronic mail without exiting from the program, and share LAN printers.

International Versions

Translated versions of Framework III LAN will be available in the spring of 1989 in German, French, British English, Italian, Dutch, Swedish, Spanish, Danish, Norwegian and Portuguese. All screens, menus, messages, spelling dictionaries and documentation will appear in the local language; optional disks for spell checking, hyphenation and thesaurus in multiple languages will also be available.

Single-user versions of Framework III are currently shipping for the ten foreign languages listed above.

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Price, Availability, Upgrades

Framework III LAN carries a suggested retail price of \$995 for five users and is available through Ashton-Tate's authorized reseller network. Registered Framework III users can upgrade to Framework III LAN for \$175 until March 31, 1989; thereafter the upgrade price will be \$300. The upgrade from Framework II to Framework III LAN is \$350. Upgrades are available directly from Ashton-Tate Customer Service at (213) 329-9989, or from selected Ashton-Tate authorized resellers.

System Requirements

Framework III LAN will run on the following supported networks:

- Novell Advanced and SFT NetWare/286
- IBM PC and Token Ring Networks running IBM PC LAN Program
- 3Com 3+ Network
- AT&T StarLAN

Framework III LAN will run on IBM PC XT, AT, PS/2 and 100% compatibles with 640KB RAM.

Ashton-Tate Corporation markets best-selling business application software for DOS, Macintosh and OS/2 environments. Products are available in five major categories: database management systems, word processing, graphics, decision support integrated software and spreadsheets. The Tate Publishing division offers third-party software applications as well as books and periodicals. The company also markets a comprehensive line of service and support programs for individuals, corporations, and government agencies.

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