

For release:

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ASHTON-TATE'S PRODUCT COMPATIBLE WITH IBM PERSONAL SYSTEM/2; COMPANY SHIPPING 3 1/2- 5 1/4-INCH DISKS IN SAME BOX

TORRANCE, Calif., April 2, 1987 -- Ashton-Tate Corporation today announced availability of its software products in 3 1/2-inch disk format to run on IBM's newest line of personal computers, introduced today by IBM. Ashton-Tate also announced it has begun shipping both 3 1/2- and 5 1/4-inch disk versions of its software products in one package.

The new 3 1/2-inch disk versions of dBASE III PLUS, dBASE III PLUS LAN Pack, Framework II, the MASTER-GRAPHICS Series (CHART-MASTER, DIAGRAM-MASTER, MAP-MASTER and SIGN-MASTER), MultiMate Advantage and RapidFile will operate on all machines in the IBM Personal System/2 line of personal computers. The products are shipping to Ashton-Tate's more than 5,500 authorized dealers in the U.S. and Canada.

"Ashton-Tate fully supports the new 3 1/2-inch disk format, and plans to support this new standard while continuing to serve customers who require 5 1/4-inch versions of our products," said Roy E. Folk, Ashton-Tate's executive vice president and general manager of the Software Products Division.

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"By shipping 3 1/2-inch and 5 1/4- inch versions of our products in a single unit, we are providing our distribution channel and customers with a flexible way to order Ashton-Tate products in a changing PC hardware environment," Folk said.

The existing End User License Agreement, which limits the use of an Ashton-Tate software package to a single computer, is unchanged. Registered owners of the 5 1/4-inch disk versions who want to switch to the 3 1/2-inch disk versions pay \$35 for each set of new disks.

Unregistered owners of Ashton-Tate software first must register with Ashton-Tate before they can order 3 1/2-inch disks. Registered and unregistered users can call 1-800-367-8126 for further information about receiving 3 1/2-inch disks.

"A growing number of organizations will be using multiple microcomputers that support both 3 1/2- and 5 1/4-inch software disk versions, and we intend to minimize the discomfort inherent in adopting new standards while supporting old ones," Folk said.

"Ashton-Tate's policy of shipping both disk versions in each package assures our customers that, regardless of which future computing path they take, they will have bought the right box of software," Folk said.

The new software packages, which include both 3 1/2- and 5 1/4-inch disks, in some cases carry slightly higher suggested retail prices than the original packages containing only 5 1/4-inch disks. Ashton-Tate will continue to ship the original, 5 1/4-inch disk packages at their current suggested retail prices.

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Ashton-Tate also announced today the removal of copy protection from its MASTER-GRAPHICS Series of business graphics software. The new non-copy protected versions of CHART-MASTER and MAP-MASTER also will offer program enhancements.

Ashton-Tate reported revenues of \$210.8 million and net income of \$30.1 million for fiscal 1987, ended January 31, 1987, increases of 73.4 percent and 81.3 percent, respectively, from fiscal 1986.

Ashton-Tate markets leading products in four major categories: database management systems, with dBASE III PLUS and RapidFile; word processing, with the MultiMate product line; graphics, with the MASTER-GRAPHICS Series; and integrated software, with Framework II.

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