FOR IMMEDIATE RELEASE

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ASHTON-TATE ANNOUNCES SQL SERVER VALUE-ADDED DISTRIBUTORS

Torrance, California, June 15, 1989 -- Ashton-Tate Corporation today announced four Value-Added Distributors who will resell the Ashton-Tate/MicroSoft SQL Server: Softsel Computer Products, Inc., headquartered in Inglewood, California; Tech Data Corporation, headquartered in Clearwater, Florida; CPU Corporation, headquartered in Houston, Texas; and the Canadian subsidiary of Microamerica, headquartered in Markham, Ontario, Canada.

The Ashton-Tate/Microsoft SQL Server is a powerful relational database server for PC-based Local Area Networks (LANs). SQL Server runs on the OS/2 operating system and can be accessed either from DOS or OS/2 workstations. With SQL Server, sophisticated resellers and consultants can leverage their customer's investment in applications development and networking, allowing them to take advantage of the powerful client/server computing environment.

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"The use of value-added distributors is a key component in our SQL Server delivery strategy," said Bryan Foertsch, vice president Western Regional Sales of Ashton-Tate. "We must ensure that an umbrella of support exists for all links in the delivery chain--from Ashton-Tate to the distributor; from the distributor to the reseller; and from the reseller to the end user. We are extremely impressed with the commitment made by Softsel, Tech Data, CPU Corporation, and the Canadian subsidiary of Microamerica, and are confident that they will be able to help us train and support LAN resellers as they integrate the Ashton-Tate/Microsoft SQL Server into their connectivity solutions."

Ashton-Tate segments the SQL Server distribution channel into the following classifications. Value-Added Distributors provide product, training, first line support, and service to Authorized SQL Server Resellers. Ashton-Tate's Authorized SQL Server Resellers are technically proficient in local area networks, database application development, and have completed Ashton-Tate's technical and sales training. Authorized SQL Server Resellers provide on-site service and support to small, medium, and large businesses. Ashton-Tate Gold Resellers, a select subset of Authorized Resellers, sell SQL Server and provide support to Fortune 2000 corporations. Finally, Ashton-Tate will announce a group of Super VARs and Independent

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Software Vendors (ISVs) who will deliver SQL Server to their existing resellers and customer base.

"We are delighted to become affiliated with a leading software publisher who is clearly becoming a leader in the database server arena," said Steve Raymund, chief executive officer of Tech Data Corporation.

"We are very excited about the potential for the Ashton-Tate/Microsoft SQL Server," said John Savage, manager of product strategy for the Canadian subsidiary of Microamerica. "It is going to give credibility to OS/2 in corporate environments. There is widespread interest out there in the end-user community. We are getting a lot of calls already, based solely on word of mouth. We plan to do a number of joint marketing programs with OS/2 LAN manager vendors and will begin offering authorization training in July." "Softsel is a strong believer in distributed processing for high-end solutions," said Dave Wagman, co-chairman of Softsel Computer Products. "An opportunity to be at the forefront with a product like the Ashton-Tate/Microsoft SQL Server and dBASE IV is of critical importance. In addition, Softsel is very active in the connectivity marketplace. In the last quarter our sales of connectivity products have increased 800%. We see the Ashton-Tate/Microsoft SQL Server as a strategic product that will give our thousands of resellers an opportunity to develop and provide differentiated solutions. With 3+Open, the Ashton-Tate/Microsoft SQL Server, and dBASE IV, Softsel can offer

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one-stop-shopping to resellers." "Softsel will offer the first
set of SQL Server courses in late July," continued Ben Kass,
manager of education services for Softsel Computer Products. "Our
course schedule includes four classes, two authorization classes,
and two in depth technical classes. Ashton-Tate has been
fantastic to work with; they are so responsive. They treat us as
a true partner and are genuinely motivated and interested in our
success."

Headquartered in Torrance, California, Ashton-Tate
markets best-selling microcomputer business applications software
for DOS, OS/2 and Macintosh operating systems. Products are
available in six major categories: database management systems,
word processing, integrated decision support software,
spreadsheets, graphics, and desktop publishing. Tate Publishing
offers a variety of software applications, tools and utilities
under the Tate Publishing Software family, as well as a library
of best selling computer hardware and software related books and
periodicals.

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