

Immediate

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ASHTON-TATE AND NOVELL JOIN FORCES
TO PROMOTE NETWARE AND FRAMEWORK III LAN

April 24, 1989 -- Software developer Ashton-Tate Corporation (NASDAQ: TATE) and Novell, Inc. (NASDAQ: NOVL), the leading provider of network connectivity products, have joined forces to promote Framework III LAN and NetWare as a complete workgroup solution.

During a special promotion, customers purchasing Netware from participating Gold Novell Authorized Resellers may purchase a full system evaluation copy of Framework III LAN -- Ashton-Tate's integrated decision support software which carries a suggested retail price of \$995 -- directly from Ashton-Tate for \$100. This special offer will be available from May 1 through August 31, 1989.

The promotion is being supported by an advertising campaign starting in the computer trade press in early May and a direct mail campaign to both resellers and end-users. In addition, Ashton-Tate will participate in Novell's "Issues in Connectivity" seminars taking place in 39 cities throughout the U.S. and Canada from April 27 through May 25, 1989.

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James C. Bills, Novell's Executive Vice President of Sales and Services, noted that, "The joint efforts of our industry-leading companies broaden the range of software solutions available for NetWare installations and provide users with ways to take advantage of their network computing environments."

Bill Lyons, Vice President of Ashton-Tate's PC Applications division, added, "We're pleased to work with Novell in a promotion that combines the power of NetWare and Framework III LAN. The combination will benefit both end-users and Novell and Ashton-Tate resellers."

Framework III LAN for Workgroups

Framework III LAN is an integrated decision support product for local area networks. Supporting five simultaneous users, it includes word processing, database, spreadsheet, graphics, outlining, electronic mail and telecommunications functions.

Framework III LAN is an ideal workgroup solution when combined with Novell's NetWare because it allows workgroup members to work alone or collaborate on projects, easily sharing work generated in Framework or other popular applications. In addition, the software's FRED (Frames Editor) object-oriented programming language permits rapid development of custom workgroup applications.

Framework III LAN takes advantage of the MHS (Message Handling System) electronic mail capabilities offered by Novell and Action Technologies. This provides instant electronic communication between Framework III users and those using other software packages that employ the MHS Standard Message Format.

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"Issues in Connectivity"

As part of the promotion, Framework III LAN will be demonstrated during one-hour sessions at Novell's "Issues in Connectivity" seminars. These full-day seminars will take place in the following cities:

April 27	Salt Lake City, Utah	May 16	Irvine, California Memphis, Tennessee Norfolk, Virginia Pittsburgh, PA Toronto, Ontario
May 2	Honolulu, Hawaii Miami, Florida Minneapolis, MN Washington, D.C.	May 17	Woodland Hills, CA
May 4	Chicago, Illinois Seattle, Washington Tampa, Florida Newark, New Jersey	May 18	Columbus, Ohio Louisville, Kentucky Philadelphia, PA Montreal, Quebec
May 9	Atlanta, Georgia Cleveland, Ohio Hartford, Connecticut Portland, Oregon Vancouver, B.C.	May 23	Baltimore, Maryland Dallas, Texas Indianapolis, IN Phoenix, Arizona Ottawa, Ontario
May 11	Burlingame, California Charlotte, N.C. Detroit, Michigan New York City, NY Calgary, Alberta	May 25	Denver, Colorado Houston, Texas Rochester, New York St. Louis, Missouri Boston, MA

Users can register for any of these one-day seminars by calling (800) 453-1267, ext. 5593 (in Utah, (801) 379-5593).

Novell is the leading independent provider of high-performance network computing products. The company's NetWare operating system has become a standard for LANs, with more than 350,000 systems installed worldwide.

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Ashton-Tate 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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