

ASHTON-TATE NEWS

SPELL CHECKER, OS/2 CERTIFICATION, TOP NEW ENHANCEMENTS FOR
ASHTON-TATE'S ONE-YEAR-OLD RAPIDFILE DATABASE

Price Lowered to \$295

TORRANCE, Calif., Jan. 18, 1988 -- Ashton-Tate Corporation (NASDAQ: TATE) today announced several new enhancements to its RapidFile data management program. New features include an 80,000 word spelling checker, 470,000 synonym Merriam Webster thesaurus and certification as "OS/2 compatible" for IBM's Personal System/2 line of microcomputers. The software is the first product Ashton-Tate has certified for the OS/2 operating system.

Called RapidFile Version 1.2, the product is available immediately through authorized Ashton-Tate resellers for the suggested retail price of \$295. The new price is a 25 percent reduction from the \$395 purchase price of RapidFile 1.0. The price adjustment was made to further differentiate RapidFile from dBASE III PLUS and to better address the price-sensitive small business market.

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"RapidFile users told us they wanted a quality spell checker to work with the word processing component of the package," said Roy E. Folk, executive vice president and general manager of the software products group. "In less than a year, we've responded with an enhanced version of RapidFile. With the new spelling checker, thesaurus, and the reduced price, RapidFile offers more value than any of its competitors."

"RapidFile has truly become a de facto small business standard. Our research shows that 90 percent of RapidFile sales have been to organizations with less than 500 people. In 60 to 70 percent of those organizations, RapidFile is the only data management system in use," said RapidFile product manager Michael Arrigo.

"Consumers use a database of this type primarily for managing lists and related tasks, such as labels, reports and form letters," Arrigo added. "RapidFile has been especially designed to do these applications better than any database on the market. It offers non-programmers more power to do sophisticated tasks of this type -- such as preprinted forms -- without writing one line of code."

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The new spelling checker is similar to the one found in Ashton-Tate's Framework II integrated software package. It is menu-driven, detects repeated words, suggests alternative spellings and remembers corrections. Other product changes include laser printer support for labels, enhanced data sharing capabilities with dBASE III PLUS and Lotus 1-2-3, better control over printer type styles, an improved keystroke macro-editing mechanism, and improved path/file name support for hard disk users.

Ashton-Tate's certification of RapidFile 1.2 as "OS/2 compatible" means the company guarantees it will operate in the real mode or "compatibility box" of OS/2. It doesn't, however, support the expanded memory features in the OS/2 protected mode.

The company said registered users of RapidFile can upgrade to version 1.2 for \$35.00, either in 5-1/4" or 3-1/2" size diskettes. Any purchaser of RapidFile 1.0 after November 15, 1987, is eligible for a free upgrade. Registered RapidFile users can call Ashton-Tate's customer service number (800) 367-8126 for upgrade information.

Since first shipped in January 1987, RapidFile has been translated into five foreign language versions -- French, German, Dutch, Danish and Swedish -- with two more languages slated to ship this year.

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Ashton-Tate, one of the largest developers and marketers of microcomputer business applications software, reported revenues of \$68.0 million and net income of \$11.1 million for the third quarter ended Oct. 31, 1987; increases of 17.9 percent and 40.5 percent respectively, from the previous year.

Based in Torrance, Calif., Ashton-Tate markets best-selling microcomputer business applications software in five major categories: database management systems, with industry-standard dBASE III PLUS, dBASE Mac and RapidFile; business graphics, with MultiMate Advantage II; integrated software, with Framework II; and desktop publishing, with Byline. Ashton-Tate also markets a comprehensive line of service and support programs for individuals, corporations and government agencies.

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