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## ASHTON-TATE SIGNS
## ITALIAN DISTRIBUTION AGREEMENT

CULVER CITY, Calif. -- Leading microcomputer software publisher Ashton-Tate announced today (Jan. 22) it has signed a $2.7 million contract with Italian-based software distributor Editrice Italiana Software S.p.A. (EIS) to distribute Ashton-Tate's current business software products in Italy.

Shipments under the contract with EIS will begin immediately and will eventually include Italian language versions of Ashton-Tate's Framework multi-function productivity software package and dBASE III and dBASE II microcomputer database management systems.  The products will be shipped by EIS over the next 18 months.

"Our agreement with EIS positions Ashton-Tate to take advantage of the growing microcomputer software market in Italy," said Ron Posner, vice president and general manager, Ashton-Tate International.  "Framework, dBASE II and dBASE III are already doing extremely well in Europe and we are confident these products will be well received in the Italian marketplace."

Posner said Framework and dBASE III will be translated into a total of six foreign languages by the end of the first quarter of 1985.  Versions of both products are already selling in French, Dutch and German.  dBASE II, the largest-selling database management system in the world with more than 350,000 copies shipped, appears in 11 languages including Japanese.

(more)

Ashton-Tate International is the division of Ashton-Tate that markets and supports Ashton-Tate products outside the United States and Canada. According to Posner, 17 percent of Ashton-Tate revenues were generated by international sales during the fiscal year ended January 31, 1984.

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