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ASHTON-TATE ACTIVE AT PC WORLD FORUM IN MOSCOW

Torrance, California, July 19, 1990 -- Ashton-Tate Corporation (NASDAQ: TATE) made three major announcements at the PC World Forum in Moscow, where the company was demonstrating a full range of its PC and Russian add-on software products. The announcements include the signing of a Soviet joint venture document, the establishment of the first Ashton-Tate Soviet Training Center in Siberia and the completion of its first formal database training program in Siberia.

"The announcements made in Moscow, strengthen our position in the Soviet Union as well as confirm our commitment to the development and marketing of Ashton-Tate products in Russia," said Bruce Marquart, manager of Ashton-Tate Eastern Europe. "They also reflect our strategy of addressing the Soviet marketplace whereby first, we build a marketing infrastructure through education and training; then, widely disseminate technical information about the use of our products; and finally, we establish a formal distribution system through strategic joint ventures," Marquart explained.

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Joint Venture Agreement

A formal agreement to establish a joint venture was signed between Ashton-Tate and the Leningrad Institute for Informatics and Automation of the USSR Academy of Sciences (LIIAS). Under the terms of the agreement, the two organizations have agreed to

- * The development of original software products and localized versions of all Ashton-Tate products including the dBASE IV database management system and the Framework III integrated decision support program,
- * The distribution and marketing of Ashton-Tate software products within the USSR and overseas including Informontage-2, a bilingual language management software product initially being sold in a Russian-English version, and
- * The establishment of a user support system for all Ashton-Tate products within the USSR and overseas in accordance with international standards.

The agreement is in the registration process and the joint venture should be an approved, legal entity in the Soviet Union by the end of the year.

Soviet Training Center

Ashton-Tate signed an agreement with the Novosibirsk Institute of Electrical Engineering to establish the first Ashton-Tate training center in the USSR. Under the agreement, the Institute will organize and conduct formal training courses for Ashton-Tate's dBASE database management systems, Framework integrated decision support programs and APPLAUSE II graphics software. The Institute will also develop and produce training materials in Russian. Over 100 programming professionals are scheduled for training by December, 1990.

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Siberian Training Program

Members of Ashton-Tate's Eastern European organization conducted the first formal Soviet dBASE software training program at the Novosibirsk Institute of Electrical Engineering (NIEE). Over 1000 software developers and programmers attended the week long training program.

Headquartered in Torrance, California, Ashton-Tate Corporation develops and markets microcomputer business applications and advanced connectivity software. The company's major product categories include database management systems, word processing, integrated decision support, spreadsheets, graphics and software utilities. Ashton-Tate has operations worldwide, with products available in 20 languages and in more than 50 countries. The company also offers a comprehensive line on training and support services for individuals, corporations and government agencies.

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