

For release: **IMMEDIATE**

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**ZENITH DATA SYSTEMS TO PROVIDE U.S. ARMED FORCES
WITH 90,000 UNITS OF ASHTON-TATE SOFTWARE**

TORRANCE, Calif., March 14, 1986 -- Ashton-Tate today announced a licensing agreement with Zenith Data Systems (ZDS) under which ZDS is expected to supply the United States Armed Forces with approximately 90,000 units of Ashton-Tate's dBASE III, MultiMate 3.3 Series and dBASE II products worth more than \$15 million over a three-year term.

Zenith Data Systems, serving as an original equipment manufacturer (OEM) for Ashton-Tate, is expected to supply (based on government estimates) approximately 38,500 units of dBASE III, 46,500 units of MultiMate 3.3 and 6,000 units of dBASE II. Zenith will include the Ashton-Tate products as part of its new contract to supply the government with about 90,000 units of its Z-200 series of IBM PC AT-compatible microcomputers.

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Zenith will reproduce all dBASE III, MultiMate 3.3 and dBASE II diskettes and documentation and distribute the products directly to the Armed Forces. Both Ashton-Tate and Zenith will provide customer support.

"An important component of Ashton-Tate's strategic sales strategy is to increase the penetration of its products in the government sector," said David Patrick, director of strategic sales at Ashton-Tate. "Forging tight relationships with hardware manufacturers such as Zenith who have a successful track record selling to the federal government is a primary means of implementing this strategy," added Patrick.

The dBASE family of products has been a standard in the Armed Forces and was required specifically by the government to be included in the bid. dBASE II was part of the 1983 military contract that Zenith won, which will be replaced by the new contract.

dBASE II and dBASE III are relational database management systems for microcomputers. MultiMate 3.3 Series is an advanced word processor for microcomputers.

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Ashton-Tate reported revenues of \$121.6 million and net income of \$16.6 million for fiscal 1986, ended January 31, 1986, an increase of 47.7 percent and 122 percent, respectively, from the previous year.

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Ashton-Tate, dBASE III and dBASE II are registered trademarks of Ashton-Tate

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MultiMate is a registered trademark of MultiMate International Corporation