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ASHTON-TATE INTRODUCES MULTIMATE ADVANTAGE II LAN

TORRANCE, Calif., September 14, 1987 -- Ashton-Tate Corporation (NASDAQ: TATE) announced that today it began shipping a local area network (LAN) version of its flagship word processing product, MultiMate Advantage II.

MultiMate Advantage II LAN soon will be available at Ashton-Tate's 5,500 authorized dealers in the U.S. and Canada. Suggested retail price is \$1,495 for the Advantage II LAN Pack, which includes one server and five workstation modules. Additional workstation modules are \$150 each.

"Today's customers in small, medium and large businesses are linking their personal computers on networks in order to save money and allow employees to share data," said Ashton-Tate vice president of marketing Lydia J. Dobyms. "MultiMate Advantage II LAN is a true networked product that gives customers all the stand-alone features of MultiMate Advantage II, plus LAN features such as file locking, document sharing and individual customization of system defaults.

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"MultiMate LAN is a logical word processing companion for dBASE III PLUS LAN, because the direct dBASE merge feature of MultiMate Advantage II allows users to merge existing dBASE records to generate personalized form letters," she said.

Dobyns noted the introduction of MultiMate Advantage II LAN complements second quarter sales of MultiMate Advantage II that surpassed company expectations.

MultiMate Advantage II LAN operates on most popular networks including IBM PC LAN (PC NET and Token Ring), Novell Advanced Netware 86 and 286, and 3COM3+. Other local area networks that use 100 percent PC-DOS 3.1-compatible operating systems also may support MultiMate Advantage II LAN. The Advantage II LAN Pack, which operates on all major certified networks, is available in either 5 1/4-inch diskette or 3 1/2-inch diskette versions.

David Hills, Novell director of NetWare Affiliates, said, "Having a corporate standard word processing package like MultiMate Advantage II LAN working on Novell NetWare benefits the users of our 150,000 operating systems, as well as Novell and Ashton-Tate. We're very pleased with this relationship."

Important features of MultiMate Advantage II LAN include:

- o File and document sharing. This allows network users to share documents, as well as simultaneously use libraries, dictionaries and key procedures. It also lets network users share expensive hardware such as laser printers.

- o Extensive printing enhancements. Depending upon the network selected, users can print on either local or network devices. The Novell LAN, for example, lets users access the network queue to print a document; go to the Novell network queue and

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remove spooled items from the queue; and control the network print queue at a local workstation. With MultiMate Advantage II LAN, users can decide whether or not to use Novell's banner page, which indicates the name of the file and the user. PC LAN allows users to redirect the document to any shared printer on the network. Users can also edit a document while it is in the network queue.

o File and document locking. File locking protects information in a document; when a document is in use, a second user cannot gain access to the file.

Customers wishing to upgrade to MultiMate Advantage II LAN from either a stand-alone package or a LAN should call Customer Service at 1-203-522-2116 for prices and further information.

MultiMate Advantage II LAN for workstations operates on IBM Personal System/2, PC/XT, PC/AT or 100 percent compatibles with a minimum of 350K bytes of random access memory (RAM) for DOS 3.1 or higher. (The server requires 640K bytes of RAM.) Hardware configuration requirements are one 5 1/4-inch 360K byte minimum capacity disk drive, or one 3 1/2-inch 720K byte minimum capacity disk drive. It supports most popular printers with at least 80 columns (optional).

MultiMate Advantage II, introduced in April 1987, provides new power, flexibility and ease of use for a new generation of users. Major new features include the option of document or page orientation; a direct dBASE merge; an optional, pull-down menu interface like those in dBASE III PLUS, Framework II and RapidFile; an extensive undo/delete feature; faster processing; list sorting within a document; single-key execution; a preview option to see how documents will look when printed; a "hot start" menu bypass; six-function math; and FFT-DCA and WordStar conversion functions.

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Ashton-Tate, one of the largest developers and marketers of microcomputer business applications software, reported revenues of \$63.6 million and net income of \$10.1 million for the second quarter ended July 31, 1987; increases of 29.8 percent and 55.4 percent, respectively, from the previous year.

Based in Torrance, Calif., Ashton-Tate markets best-selling microcomputer business applications software in several major categories: database management systems, with industry-standard dBASE III PLUS and RapidFile; business graphics, with the MASTER GRAPHICS Series; word processing, with MultiMate Advantage II; and integrated software, with Framework II. Recently, Ashton-Tate announced a new desktop publishing product, Byline, and shipped its first software program for the Macintosh computer, dBASE Mac. Ashton-Tate also markets a comprehensive line of service and support programs for individuals, corporations and government agencies.

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