

ASHTON-TATE NEWS

ASHTON-TATE AND HEWLETT-PACKARD TEAM UP TO CONDUCT SEMINARS ON WORD PROCESSING, LASER PRINTERS

TORRANCE, Calif., February 22, 1988 -- Ashton-Tate

Corporation and Hewlett-Packard Company will conduct a ten-city series of seminars and hands-on workshops March 15 through April 14 on word processing and laser printing technology.

The seminars, for management information systems directors, office managers and advanced users of MultiMate Advantage II word processing software and Hewlett-Packard LaserJet printers, teach users how to translate their day-to-day work into effective business communication documents.

Ralph Watson, manager of Ashton-Tate's Presentation Business Unit, said, "These seminars respond to our corporate customers' demands for solutions and support to solve their word processing and printer needs. Our experience shows that customer needs are focused on getting the most from their existing hardware and software investment."

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Hewlett-Packard Boise Division Manager Rick Belluzzo said, "The majority of our popular LaserJet Series II printers are sold into business offices where the major application is word processing. Ashton-Tate's MultiMate Advantage II commands a large portion of that market. This program will benefit our customers by helping them take advantage of all the features of their MultiMate software and LaserJet printers."

Watson said that in addition to the seminars and workshops, Ashton-Tate is expanding its technical support in the laser printer area. MultiMate Advantage II customers can call Ashton-Tate Technical Support with questions about how to print their MultiMate documents on Hewlett-Packard LaserJet printers, and get the support that meets their advanced needs.

Seminar morning sessions are free of charge for management information systems directors, PC center managers, office automation managers and other corporate decision-makers. From 9 a.m. to noon, the sessions will help participants maximize the effectiveness of their written communications, and provide business word processing application examples such as corporate reports, employment applications and price lists from operations.

Afternoon workshop sessions, from 12:30 p.m. to 4 p.m., are aimed at advanced users of MultiMate Advantage II and Hewlett-Packard LaserJet printers to learn methods of producing

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professional looking documents. Fee for the afternoon workshops, which includes lunch, instruction and a supervised two-hour hands-on session, is \$50.

Attendees at both morning and afternoon sessions will get the chance to win a Hewlett-Packard LaserJet Series II laser printer, Ashton-Tate software and other premiums.

Seminar and workshop locations are as follows: Tuesday, March 15, at the Sheraton University City, Philadelphia; Thursday, March 17, at the Sheraton Hartford, Hartford, Conn.; Tuesday, March 22, at Park Plaza Hotel, Toronto; Thursday, March 24, at the Hyatt Regency in downtown Chicago; Tuesday, March 29, at the Hyatt San Jose, San Jose, Calif.; Thursday, March 31, at the Westin South Coast Plaza, Irvine, Calif.; Tuesday, April 5, at the Hotel Parker Meridien, New York City; Thursday, April 7, at the Washington Dulles Marriott, Washington, D.C.; Tuesday, April 12, at the Atlanta Hilton and Towers, Atlanta; and Thursday, April 14, at the Dallas Marriott Market Center, in Dallas. For reservations, call 1-(800)-437-4329, extension 239.

Based in Torrance, Calif., Ashton-Tate markets best-selling microcomputer business applications software in six major categories: database management systems, with industry-standard dBASE III PLUS, dBASE III PLUS LAN Pack, dBASE IV, dBASE IV Developer's Edition, dBASE IV LAN Pack, dBASE Mac and RapidFile; business graphics, with DRAW APPLAUSE and FullPaint, the MASTER

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GRAPHICS Series, PRESENTATION PACK, and the Ashton-Tate Graphics Service; word processing, with MultiMate Advantage II, MultiMate Advantage II LAN and FullWrite Professional; integrated software, with Framework II; spreadsheets, with Full Impact; and desktop publishing, with Byline. Ashton-Tate also markets a comprehensive line of service and support programs for individuals, corporations and government agencies.

Hewlett-Packard Company is an international manufacturer of measurement and computation products and systems used in industry, business, engineering, science, medicine and education. The company employs 82,000 people and had revenues of \$8.1 billion in its 1987 fiscal year.

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