

ASHTON-TATE NEWS

ASHTON-TATE RELEASES dBASE DIRECT/36 -- DATABASE CONNECTIVITY SOLUTION FOR SYSTEM/36

Links IBM Minicomputer Data with dBASE III PLUS Running on PCs

TORRANCE, Calif., October 26, 1987 -- Ashton-Tate Corporation (NASDAQ:TATE) today unveiled dBASE DIRECT/36, a connectivity software package that links its industry-standard microcomputer database management system, dBASE III PLUS, with data residing on the IBM System/36, one of the world's best-selling minicomputers. It is available immediately at \$1,695 per System/36 CPU.

"dBASE DIRECT/36 is the first in a family of dBASE connectivity products from Ashton-Tate. It gives personal computer (PC) users access to departmental and corporate database files," said Roy E. Folk, executive vice president, software products division.

While using dBASE III PLUS, users view and use System/36 data files as if they were dBASE files. The product allows

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 ASHTON-TATE
20101 Hamilton Avenue
Torrance, California 90502-1319
(213) 538-7312

dBASE III PLUS users to select, sort, display and print data as well as download System/36 data files or subsets. It is also an applications gateway for other PC products that support the dBASE .dbf data file format standard. These PC applications include spreadsheets, graphics packages, desktop publishing and utilities.

"A key element of our connectivity strategy calls for dBASE products to access and use departmental and corporate data from their personal computers. Users remain where they are most comfortable -- in the familiar dBASE environment," Folk said.

"The first Ashton-Tate dBASE connectivity product, dBASE DIRECT/36 leverages user investments in dBASE III PLUS into the minicomputer world. Future dBASE Direct connectivity products will resemble this transparent data-sharing model," he said.

Designed at Ashton-Tate's corporate facility at Maidenhead, England, dBASE DIRECT/36 is available via resellers who specialize in both System/36 and Ashton-Tate product support. For dealer information, contact Ashton-Tate directly at (213) 327-1111.

While dBASE DIRECT/36 is priced on a per System/36 CPU basis, each microcomputer connected must also have its own copy of dBASE III PLUS. Ashton-Tate will provide direct support for dBASE DIRECT/36 customers.

dBASE DIRECT/36 includes a set of additional user command extensions to the dBASE language. These extensions give dBASE

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users unfamiliar with the minicomputer direct access to System/36 data files. Query tools allow dBASE DIRECT/36 users to:

- * Interactively manipulate, display or list details from System/36 files on a field by field, record by record basis,
- * Copy files and their structures to a dBASE file, and
- * Call for selected System/36 data from within dBASE III PLUS applications as they execute.

dBASE DIRECT/36 users can also expand PC data storage up to 32 Mbytes of additional storage through access to System/36 virtual disks. Virtual disks appear to users as DOS disks.

"We are responding to our major corporate customers' demand for connectivity products such as dBASE DIRECT/36. We estimate there are more than 100,000 System/36 minicomputers worldwide lacking a relational database," said Dwayne Walker, connectivity products manager for Ashton-Tate. "The System/36 doesn't support a relational database system of its own. dBASE DIRECT/36 combined with dBASE III PLUS for the first time offers managers an ad hoc applications development environment."

Walker added that dBASE DIRECT/36 will help System/36 managers reduce their backlog of requests for development by allowing users to write their own applications in dBASE III PLUS.

"We are pleased by the positive reception our major corporate customers have given dBASE DIRECT /36," Walker said.

dBASE DIRECT/36 introduces shared processing and greater use of computing resources between PCs and System/36 minicomputers. Transaction processing remains on the System/36

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while dBASE III PLUS performs relational database processing functions such as data analysis and reporting on the microcomputer.

Residing entirely on the PC, dBASE DIRECT/36 works with PC Support/36, an IBM-supplied utility that connects microcomputers to the System/36. PC Support/36 maintains DOS virtual disks, connects the microcomputer to the printer pool and exchanges data with dBASE III PLUS.

dBASE DIRECT/36 supports System/36 data files organized under IBM's Interactive Data Definition Utility (IDDU). IDDU allows standard descriptions of System/36 files, records and fields to be stored in a data dictionary.

dBASE DIRECT/36 requires any model System/36, SSP Rel. 5 (an IBM System/36 operating system), PC Support/36 and IDDU.

It also requires an IBM PC, PC/XT, Personal Computer AT or 100 percent compatible system with 512 Kbytes of memory (640 Kbytes recommended), monitor, IBM Enhanced 5250 terminal emulation or 100 percent compatible, PC DOS 2.XX through PC DOS 3.3, and dBASE III PLUS.

Ashton-Tate Corporation is one of the leading microcomputer applications software companies. It markets best-selling software products in four major categories: database management systems, with industry-standard dBASE III PLUS and RapidFile; word processing, with MultiMate Advantage II; business graphics with the MASTER GRAPHICS Series; and integrated software, with

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Framework II. Recently, Ashton-Tate introduced a desktop publishing package, Byline, and a relational database management system for Apple Computer's Macintosh, dBASE Mac.

In addition, Ashton-Tate markets a variety of support and services programs for applications developers, end-users, corporations and government agencies.

For the second quarter ended July 31, 1987, Ashton-Tate reported revenues of \$63.6 million and net income of \$10.1 million, increases of 29.8 percent and 55.4 percent, respectively, from the previous year.

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