News

For release: **IMMEDIATE**

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ASHTON-TATE AND MICROSOFT BROADEN DISTRIBUTION CHANNELS FOR SQL SERVER

TORRANCE, Calif., and REDMOND, Wash. -- Dec. 14, 1989 -- Ashton-Tate Corporation and Microsoft Corporation announced today that they have renegotiated their distribution agreement for the Ashton-Tate/Microsoft SQL Server.

Ashton-Tate will continue to distribute SQL Server to the retail channel on a non-exclusive basis. When Ashton-Tate ships a version of dBASE IV that supports SQL Server or no later than July 31, 1990, Ashton-Tate will begin selling SQL Server only in conjunction with dBASE IV or other Ashton-Tate front-ends that support SQL Server.

Microsoft, which currently distributes SQL Server through OEM customers, will seek to augment its distribution channels for the product. Microsoft has not yet announced additional details

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about its distribution plans.

"SQL Server is a leading database server product, and broader distribution will help to solidify this leadership position," said Edward M. Esber, Jr., chairman and chief executive officer of Ashton-Tate. "Moving forward, Ashton-Tate's SQL Server efforts will focus on servicing our existing SQL Server resellers and on completing the development of dBASE IV 1.1 Server Edition and other Ashton-Tate front ends for the SQL Server."

"The interest being shown in SQL Server is high," said Bill Gates, chairman and chief executive officer of Microsoft Corporation. "We continue to see Ashton-Tate as an important supplier of the product to the retail channel. This modification in our agreement will enable us to build additional channels of distribution in order to meet the growing demand for the product."

Headquartered in Torrance, Calif., Ashton-Tate Corporation (NASDAQ:TATE) markets microcomputer business applications software for DOS, OS/2 and Macintosh operating systems. Products are available in five major categories: database management systems, word processing, integrated decision support software, spreadsheets and graphics.

Microsoft Corporation (NASDAQ:MSFT) develops, markets and supports a wide range of software for business and professional use, including operating systems languages and application programs, as well as books, hardware and CD-ROM products for the

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microcomputer marketplace.

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