



SYBASE

CORPORATE BACKGROUNDER

Overview:

Sybase, Inc., develops and markets the first SQL-based relational database management system (RDBMS) designed for on-line applications. The SYBASE system is the first to provide the capabilities required for on-line applications. These are high volume performance, DBMS enforced data integrity, high availability, distributed data management, and window-based application development tools.

SYBASE is based on an advanced client/server architecture where the application functions can be handled separately from the data management functions. SYBASE has two components, the DataServer and the DataToolset. The DataServer handles all data management functions. The DataToolset provides a set of window-based tools for building and running applications on either character terminals or bit-mapped workstations.

SYBASE supports distributed environments of workstations, supermicro and supermini computers. The DataServer is currently available on Digital VAX computers under VMS, Sun workstations under UNIX, and Pyramid computers running OSx. SYBASE technology for OS/2 will be available as the Ashton-Tate/Microsoft SQL Server and remarketed by SYBASE for its corporate customers.

Target Markets:

Sybase markets its products worldwide through direct sales, original equipment manufacturers and value-added remarketers. The company markets its products to users in government and defense, Fortune 1000, banking and finance, and telecommunications. Applications include computer integrated manufacturing (CIM), order entry, customer service/support, portfolio management, loan management, just-in-time inventory control, telemarketing and directory assistance.

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Strategic Relationships:

- Development and licensing agreement with Microsoft Corp;
- OEM agreement with Pyramid Technology Corporation;
- Development contracts with TRW, Inc.

Investors:

Sybase is a privately held company founded in November 1984. Company investors are: Apple Computer, Inc., Hambrecht & Quist, Kleiner Perkins Caufield & Byers, Charles River Ventures, TRW, Inc. and Oak Investment Partners.

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