ASHTON-TATE AND COMSHARE OFFER MICRO-MAINFRAME LINK

TORRANCE, Calif., July 28, 1986 -- Ashton-Tate and Comshare today introduced a micro-to-mainframe link that permits data exchange between Ashton-Tate's dBASE II, dBASE III PLUS and Framework II and Comshare's System W decision support software.

The link, a new release of Comshare's W/Information Gateway, is interactive, enabling data to be both downloaded and uploaded between Ashton-Tate microcomputer software products and a System W host database. Available immediately with initial distribution through Comshare's direct sales force, the link is the result of a joint development and marketing agreement between the two vendors.

"The agreement strengthens both companies' marketing efforts to corporations," said Ronald S. Posner, executive vice president and general manager of Ashton-Tate's Systems, Services, and

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Information Division. "While Ashton-Tate has announced
micro-to-mainframe relationships before, the Comshare agreement
is the first with a developer of decision support software."

"Comshare and Ashton-Tate have responded to Corporate
America's request that vendors eradicate boundaries between
leading micro and mainframe products strategic to end user
computing," said Norman R. Neuman, Comshare's vice president of
marketing. "Workstation end users benefit because in the
W/Information Gateway environment they don't have to concern
themselves with the intricacies of getting at corporate data.
MIS/DP staffs that support end users benefit, too, because they
can provide distributed applications for all levels of end users
in short order."

According to both companies, the link offers a convenient
means of accessing corporate data on a mainframe and copying it
to an IBM PC/XT, Personal Computer AT, or compatible workstation
for local processing.

Because the new release of W/Information Gateway also
uploads data, it enables users to collect and edit data using
Ashton-Tate products and copy it to a mainframe database for use
in reports. These reports and data from Ashton-Tate products can
be shared with other users through an interface with Comshare's
Commander EIS which creates a workstation environment for the
sending and receiving of finished reports and charts from a
variety of mainframe sources to end users.

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This new release of W/Inforamtion Gateway is priced at $450 per user. It requires an IBM PC/XT, Personal Computer AT, 3270 PC or compatible computer with 512K bytes of random access memory (RAM), and supports coaxial communications using DCA's IRMA board, and IBM 3278/3279 board, or Forte Communication's PJ board. Asynchronous communication is supported with Hayes compatible modems.

Under the marketing provisions of the agreement, Ashton-Tate and Comshare and will participate in joint promotional activities, cross-train members of their sales staff, and share marketing literature.

Based in Torrance, California, Ashton-Tate is a leading developer and marketer of microcomputer software. The company reported revenues of $41.2 million and net income of $5.1 million for the first quarter of fiscal 1987, ended April 30, 1986, increases of 72 percent and 119 percent, respectively, from the same period of the previous year.

Ashton-Tate markets best-selling products in three categories: database management software, with the industry-standard dBASE family of products; word processing, with the MultiMate line; and integrated software, with Framework II.

Comshare is a software and computer services company headquartered in Ann Arbor, Michigan, with offices in the United States, Canada, and Europe, and revenues of $69 million. The

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20-year-old firm develops and markets business planning and
analysis solutions, including decision support and executive
information systems, and human resource information system
applications, to large corporations worldwide.

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