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Contact: Sandra Smith
CINCOM
(513) 662-2300

Christine Thomas
Ashton-Tate
(213) 538-7783

20101 Hamilton Avenue
Torrance, California 90502-1319
Telephone: 213-329-8000
Telex: 669984 ASHT TATE LSA

CINCOM, ASHTON-TATE SIGN COOPERATIVE MARKETING AGREEMENT

CINCINNATI, June 26, 1986 -- CINCOM and Ashton-Tate today announced a cooperative marketing agreement under which the two firms will conduct joint marketing projects, and provide referrals to each other for customers and prospects.

The agreement involves products such as CINCOM's PC CONTACT, an interactive mainframe-microcomputer communications link, and Ashton-Tate's dBASE III PLUS, the industry-standard relational database management system for 16-bit microcomputers, and Framework II, an integrated software package that combines advanced word processing and spreadsheet with ancillary functions.

CINCOM and Ashton-Tate cooperated on joint development efforts to integrate PC CONTACT and Framework II. The value of both companies' products working together was recently demonstrated to CINCOM customers and prospects; information from CINCOM's Accounts Receivable system was downloaded via PC CONTACT and graphed with Framework II as an example of PC CONTACT's open

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architecture. CINCOM and Ashton-Tate plan to provide a similar integration between dBASE III PLUS and PC CONTACT.

"Since Ashton-Tate is the recognized leader in PC-based database management systems, and CINCOM is a leader in mainframe relational DBMS technology, the partnership of these two firms will prove to be a powerful combination for both current and prospective customer bases," said Dennis Yablonsky, CINCOM's president.

"Ashton-Tate's premier PC software product line works well with CINCOM's mainframe software products, and it is our desire to expand this agreement in the future to provide our respective customers with the ability to maximize microcomputer and mainframe processing capabilities."

Edward M. Esber Jr., Ashton-Tate president and chief executive officer, said "The alliance between Ashton-Tate and CINCOM is important because of CINCOM's recognized technological achievements in mainframe relational database management software. This agreement continues Ashton-Tate's commitment of expanding data sharing flexibility to corporate users."

CINCOM's PC CONTACT provides an interactive upload/download link between the IBM 370 mainframe architecture and IBM compatible personal computers, without the need for redundant "extract" files. PC CONTACT operates in conjunction with MANTIS, CINCOM's 4th generation application development system. Through MANTIS, a PC CONTACT user has access to a

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complete range of mainframe file structures via CINCOM's unique Logical Data View concept.

Ashton-Tate's dBASE III PLUS, successor to industry-standard dBASE III, is a complete database management system that combines ease of use and power with built-in multi-user, as well as single-user, capabilities.

Ashton-Tate's Framework II, built on its widely-acclaimed Framework product, contains a larger, faster and more powerful spreadsheet and an advanced word processor that includes an 80,000-word spell checker, visible page breaks and built-in mailmerge capability.

Based in Cincinnati, CINCOM is the world's largest privately held supplier of an integrated architecture of database/data communications and applications software, known as TIS/XA, or The Information System/Extended Architecture. TIS/XA includes relational data management, applications development tools, business control application packages, decision support systems, and network management tools.

Headquartered in Torrance, California, Ashton-Tate is one of the three largest independent developers and marketers of microcomputer software. Ashton-Tate reported net revenues of 41.2 million and net income of 5.1 million for the first quarter of fiscal 1987, ended April 30, 1986, an increase of 71.8 percent and 118.6 percent, respectively, from the previous year.

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