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## ASHTON-TATE DEVELOPS dBASE III PLUS APPLICATION FOR DUN'S MARKETING SERVICES

TORRANCE, Calif., May 5, 1987 -- Ashton-Tate Corporation (NASDAQ: TATE) today announced it has developed for Dun's Marketing Services a dBASE III PLUS application that incorporates Dun's market data in a microcomputer database designed for sales tracking and account management. Dun's Marketing Services is a company of The Dun & Bradstreet Corporation.

Dun's SalesSearch, which sells for \$695, is available immediately through Dun's direct sales force. The product was announced today at the National Online Meeting in New York.

The product, for IBM personal computers and compatibles, combines the power of dBASE III PLUS, Ashton-Tate's industrystandard database management system, with Dun's Market Identifiers (DMI) prospect information. The software enables sales professionals to efficiently organize account information, access and utilize DMI data, and create management reports.

"This product marks the successful completion of Ashton-Tate's first joint development effort with an information provider," said Richard Di Giovanni, acting general manager of

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## Ashton-Tate Develops Dun's SalesSearch

Ashton-Tate's Systems, Service and Information Division (SSID). "As part of SSID's charter, we will continue to look for new ways to combine information provided by outside companies with the power of our products, particularly dBASE III PLUS."

According to Di Giovanni, Ashton-Tate developed Dun's SalesSearch at the request of Dun's Marketing Services, which provided the initial design specifications. "Dun's came to Ashton-Tate with an idea for a product that would provide its customers with the information they already subscribed to, but in a far more useful format," said Di Giovanni. "Ashton-Tate seeks to extend the usefulness of its products by participating in projects such as Dun's SalesSearch."

dBASE III PLUS is Ashton-Tate's complete relational database management system for IBM personal computers and compatibles that includes built-in multi-user capability for local area networks as well as single-user capability. dBASE III PLUS LAN Pack is a companion product that provides up to five users with access to a dBASE III PLUS database.

Ashton-Tate reported revenues of \$210.8 million and net income of \$30.1 million for fiscal 1987, ended January 31, 1987, increases of 73.4 percent and 81.3 percent, respectively, from fiscal 1986.

Ashton-Tate markets leading products in four major categories: database management systems, with dBASE III PLUS and RapidFile; word processing, with MultiMate Advantage II;

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graphics, with the MASTER-GRAPHICS Series; and integrated software, with Framework II. The company also markets comprehensive support and service programs for individual users and corporations.

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