

Background



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MULTIMATE PRODUCTS

Ashton-Tate's MultiMate product line features two industry-standard word processing packages for corporate America -- MultiMate Advantage and the MultiMate Professional 3.3 Series. The line also includes the MultiMate On-File and GraphLink utility packages, and two hardware products; the MultiMate Business Advantage Keyboard and Communications Board.

Developed and supported at Ashton-Tate's East Hartford, Connecticut operation, the MultiMate word processing products have become standards in the corporate market and provide microcomputers with the power and flexibility established by the previous standard -- the Wang dedicated word processor. All MultiMate software products run on IBM personal computers and IBM-compatible systems.

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The flagship product in the MultiMate word processing family, MultiMate Advantage is aimed at corporations with extensive word processing requirements.

The product includes all of the text editing functions and document handling features found in the best-selling 3.3 Series, plus such features as columnar operations, a built-in, 40,000-word thesaurus, a 110,000-word spell checker, a typewriter mode, automatic footnoting and footnote renumbering, line and box drawing for creating charts and tables in a document and several additional advanced features. MultiMate Advantage requires a minimum 320K of random access memory (RAM) and has a suggested retail price of \$595.

The LAN Family of products for Version 3.60 allows it to operate on key local area networks -- including the IBM PC Network, and Novell Advanced Netware/86 and Novell Netware/86. Its universal version supports most other networks. All LAN versions of MultiMate Advantage 3.60 are priced at \$1,195 for a three-user license. Additional licenses are priced at \$295 per node.

The MultiMate Professional Word Processor 3.3 Series is the successor to the original MultiMate Professional Word Processor, the first MultiMate product. The menu-driven package has more than 130 text editing and document handling features including an

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80,000-word spelling checker, macros for creating boilerplate information through simple keystrokes, a merge utility to exchange data with other software products and support for more than 300 printers and sheet feeders.

The MultiMate 3.3 Series requires a minimum 256K bytes of RAM and has a suggested retail price of \$495. Also available in a networking configuration, LAN Professional 3.3 is priced at \$995 and supports three workstations, while the single workstation version is priced at \$295 and supports the addition of one workstation to the network.

MultiMate's On-File is a filing system for maintaining lists of information such as mailing lists, personnel records and inventory, which can be directly merged with MultiMate Professional Word Processor, MultiMate Advantage and ASCII files. The product requires a minimum 192K bytes of RAM and is offered as part of the MultiMate Advantage package.

GraphLink can be used to import graphics produced by other software and merge them with Advantage documents. Image positioning can be displayed on the screen within MultiMate documents and rotated, enlarged or reduced from the keyboard. Features include support for most graphics printers and password

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protection for importing images and signatures. The program requires 85K bytes of resident RAM, an IBM-compatible graphics board and a graphics printer. GraphLink is available only as part of the MultiMate Advantage package.

HARDWARE

The Business Advantage Keyboard is offered as an optional replacement for the keyboard on the IBM PC, PC XT and PC AT. Designed specifically for MultiMate users, the keyboard features 22 user programmable keys, separate numeric keypads and cursor controls and a programmable "Help" key for instant access to the more than 100 screens of on-line assistance. The keyboard has a suggested price of \$350 and is compatible with most other popular software products.

The Business Advantage Communications Board plugs directly into a slot in the personal computer allowing direct document exchange between personal computers and WANG OIS and VS word processors using the 2780 bisynchronous protocol. Documents can also be exchanged via phone lines using a synchronous modem. The communications board has a suggested retail price of \$995.

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