

For release: **Immediate**
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**ASHTON-TATE ANNOUNCES MULTIMATE 4.0
WORD PROCESSING FOR NETWORKS**

**Also announced: a reduction in
suggested retail price to \$495**

NEW YORK, New York, June 19, 1990 -- Ashton-Tate Corporation (NASDAQ: TATE) announced at today's PC Expo that MultiMate 4.0 for networks, a version of the company's DOS-based word processor, is in production now and is expected to ship next week. At the same time, the company announced a reduction in the suggested retail price from \$565 to \$495 for both the network and single-user versions of MultiMate version 4.0.

Used in a network environment, MultiMate version 4.0 includes the software for the server and one user. Software for additional users can be purchased for \$195 per workstation, with no limit on the number of users.

"MultiMate 4.0 was the first high-end word processor to focus on user productivity, with such features as integrated electronic mail, transparent file conversions and grammar checking," said Bill Lyons, Ashton-Tate's President and Chief Operating Officer. "To augment that productivity for our users, and continue our aggressiveness in word processing, we are pleased to offer the new version of MultiMate at a more competitive suggested retail price."

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"MultiMate's focus on productivity lets network users perform most of their daily computing activities -- sending and receiving electronic mail, working in other software applications such as database or spreadsheet software, importing from and exporting to other formats -- all from within a MultiMate document," added Terry Smail, Director of Word Processing Products.

Network Features

MultiMate 4.0 for networks implements all of MultiMate 4.0's features -- graphics, proportional laser output, transparent conversions, grammar checking, electronic mail, dBASE IV merge and more. In addition, it includes these network features:

- File locking/sharing and shared resource files
This allows users on the network to share documents as well as macros, libraries, thesaurus and spell checking dictionaries.
- Network printer sharing
This leverages capital expenditures by distributing the cost of laser printers over multiple users.
- Customization of system and personal preferences
Each user on the network can customize MultiMate; for example, they can select their own screen color combinations or bypass start-up menus. This increases productivity.
- Network counter
This helps system administrators manage the number of users accessing MultiMate. As a result, it is easier for them to ensure compliance with license agreements.
- Password protection at the Novell network operating system level
This lets users take advantage of the security features included in Novell's network systems software.

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Supported Networks

MultiMate 4.0 for networks supports the following networks:

- Novell 386 network, version 3.0
- Novell 286 network, version 2.15
- IBM PC LAN Extended Services (Token Ring) version 1.31
- 100% compatible networks (e.g. 3COM 3+ Share version 1.5.1)

Price, Upgrades, Availability

MultiMate 4.0 for networks is in production now and is expected to ship the week of June 25, 1990. The software carries a suggested retail price of \$495 and will be available through Ashton-Tate authorized resellers.

Each copy of MultiMate 4.0 supports a server and one workstation. Additional workstations are \$195 each; a package for five users is available for \$895.

Upgrades from all previous versions of MultiMate are \$75 per server and \$75 for each additional workstation. An upgrade from MultiMate 4.0 single-user version to one network workstation is free of charge to registered users. Customers may purchase these upgrades through Ashton-Tate authorized resellers, or directly from Ashton-Tate Customer Service at (800) 2-ASHTON.

All data files created in the current version of MultiMate, as well as MultiMate Advantage II and previous versions of the software, are upwardly compatible with MultiMate 4.0 for networks.

Support

MultiMate version 4.0 for networks includes unlimited, free technical support and toll-free access to the Ashton-Tate Bulletin Board System. Customers may also purchase priority support programs for individuals or corporations.

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Headquartered in Torrance, California, Ashton-Tate Corporation develops and markets microcomputer business applications and advanced connectivity software. The company's major product categories include database management systems, word processing, integrated decision support, spreadsheets, graphics and software utilities.

Ashton-Tate has international operations in most countries around the world, with products available in 20 languages in more than 50 countries. The company also offers a comprehensive line of training and support services for individuals, corporations and government agencies.

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