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ASHTON-TATE ANNOUNCES SUPPORT AND TRAINING PROGRAMS
FOR SQL SERVER RESELLERS AND DISTRIBUTORS

TORRANCE, Calif., May 9, 1989 -- Ashton-Tate Corporation
(NASDAQ: TATE) today announced a comprehensive set of programs
designed to support Ashton-Tate's authorized SQL Server distributors
and resellers. The programs include a certified instructors program,
a distributor and reseller technical support program and a Third
Party Consulting Group. They are designed to ensure success for SQL
Server resellers when installing at new sites and when developing
applications for SQL Server customers.

The Ashton-Tate/Microsoft SQL Server is a powerful relational
database server for PC-based local area networks (LANs). SQL Server
is based on IBM's OS/2 operating system and can be accessed either
from DOS or OS/2 workstations. With SQL Server, sophisticated
resellers and consultants can leverage their customers' investment in
applications development and networking, allowing them to take
advantage of the powerful client/server computing environment.

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Ashton-Tate Certified Systems Instructor Program

To reach a broader group of users, yet preserve the high quality of training available to end-users, Ashton-Tate is offering a Certified Systems Instructor Program. Certified instructors may use the extensive set of courseware and instruction materials developed by Ashton-Tate. Those participating will be trained and able to offer courses to their customers in the following areas:

- SQL Server Concepts and Facilities, providing the foundations of the client/server architecture, relational database theory, and how to create and manipulate databases using SQL
- SQL Server System Administration, covering storage management, user management, authorization and the security subsystem, performance tips, and the SQL Server utility program
- TRANSACT - SQL/DB-LIBRARY, providing an in-depth review of the Structured Query Language of the SQL Server and an introduction to DB-LIBRARY, the call-level interface for low-level application development.
- dBASE IV With SQL Server, reviewing the procedures for developing applications in dBASE IV when using SQL Server.

In addition to completing the above courses and other requirements, certified instructors must have a technical background in networking and databases and be certified by a major local area network vendor.

"Providing resellers and consultants with an opportunity to become certified instructors is a 'win-win' opportunity," said Barry Obrand, Vice President of Ashton-Tate's Professional Services Division. "The Certified Instructor Program gives end-users a larger number of local classes at a reliable quality level. It offers

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resellers the opportunity to provide additional services to their end-user base. Finally, the Certified Instructor Program extends Ashton-Tate's ability to serve a broader group of end-users."

Technical Support

Ashton-Tate's authorized resellers and distributors may resolve technical problems via one of three Ashton-Tate support facilities: the Ashton-Tate SQL Server Bulletin Board System (BBS), electronic mail facility (E-mail) or the Technical Support Hotline.

The Bulletin Board Service is provided via a toll-free number that resellers can access to obtain a list of reported problems and work-arounds. Via the BBS, resellers may direct SQL Server questions to the Ashton-Tate Technical Support Staff. Resellers may increase their level of shared knowledge by communicating with other resellers and developers using Ashton-Tate's E-mail facility. Although resellers are expected to use the BBS and E-mail facilities as the primary line of support, they will also have access to a Technical Support Hotline telephone number for direct support by members of the Ashton-Tate Technical Support Staff.

"For SQL Server to succeed, resellers must know that if they encounter a problem a solution is only a phone call away," Obrand continues. "We have assembled a support structure where resellers can take advantage of both Ashton-Tate expertise as well as the knowledge gained by other resellers."

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Ashton-Tate's Third Party Consulting

To complement Ashton-Tate's Authorized and Gold Resellers, Ashton-Tate is developing a database of developers and consultants who can provide consulting services to SQL Server customers.

Consultants must have a proven expertise in two of the following areas: relational database design, LAN design and administration, dBASE product development, training, database tuning and performance, application development, system software, database modeling, security and project management. In addition, consultants must complete both the SQL Server Concept and Facilities and the Server Administration courses.

"One problem which confronts most development managers is staffing for development projects, especially when new technology is being implemented," noted Obrand. "Ashton-Tate is developing a Third Party Consulting Group to help our customer base staff these projects."

For more information regarding these programs, contact Ashton-Tate at the following numbers:

    3rd Party Consulting   -   (213) 538-6116.
    Instructor Certification -   (213) 538-7738

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Based in Torrance, California, Ashton-Tate markets best-selling microcomputer business applications for DOS, OS/2 and Macintosh operating systems. Products are available in five major categories: database management systems, word processing, integrated decision support software, spreadsheets and graphics. Tate Publishing offers a variety of software applications, tools and utilities, as well as a library of best-selling computer hardware and software related books and periodicals.

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