

IMMEDIATE

For release:

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**EASY ACCESS TO MAINFRAME DATA
PROVIDED BY MACINTOSH SOLUTION**
Productivity Breakthrough for Reports and Presentations

SAN JOSE, Calif., July 31, 1989 -- Ashton-Tate Corporation (NASDAQ: TATE), today announced a joint development and marketing agreement to provide Apple Macintosh users an elegant and powerful connectivity solution based on Full Impact™, Ashton-Tate's presentation spreadsheet for the Macintosh.

The result of the agreement brings a new level of productivity to sales managers, financial executives or government officials who need periodic reports, graphs and presentations utilizing data stored in large corporate and commercial databases on minicomputers and mainframes. The information needed can be retrieved from within a spreadsheet and without learning different operating systems and command languages.

With Clear Access for Full Impact, users automatically update reports based on information resident in Digital Equipment Corporations VAX/VMS and International Business Machines DB2 databases. The information can be retrieved by one click of a Macintosh mouse. The technology which makes all the processing invisible to the user is resident in Full Impact from Ashton-Tate, CL/1™ connectivity software licensed by Ashton-Tate from Network Innovations, and Clear Access™ from Fairfield Software, Inc.

"Clear Access for Full Impact marries the ease of use and intuitive, graphic interface of the Macintosh with secure, institutional data. MIS can maintain access control, but Clear Access for Full Impact provides a breakthrough in the 'MIS backlog.' Furthermore, the data will be available in a persuasive form with spreadsheet, graphics and text automatically updated," said Luther Nussbaum, Ashton-Tate's president and chief operating officer.

For example, a Vice President of Sales could obtain the latest results by product group by territory from a mainframe computer tracking transactions. The information could be organized

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into a monthly report with spreadsheets, graphics and text elements automatically updated by a single mouse click on the Macintosh. The combination of Full Impact and Clear Access macro capability will make the process invisible to the user. This will offer a major breakthrough in the MIS programming backlog, and an incredible boost in staff productivity. Based on this process the manager can easily identify market trends, develop a response, and use the report to support recommendations.

"The productivity gain is significant for people like sales executives and corporate controllers who normally have to wait days for their reports. After getting their information from MIS, they then have to spend more time turning mainframe print-outs into more appropriate formats for executive presentations," said Rich Sorkin, Full Impact product manager. "With Clear Access for Full Impact, once a report is developed it can be updated directly from mainframe data with one mouse click, then printed out or shared through a network. Imagine -- sales reports by product and by territory in graphic and spreadsheet form with text updated automatically, or a daily worldwide treasury report updated automatically through DEC Net™."

"The combination of Full Impact's intuitive interface, ease of use, and report generation capabilities; and Clear Access' graphically-oriented query tools make this product one of the most important solutions in information management this year," said Ed Forman, marketing manager/information management for Apple Computer, Inc.

Availability, System Requirements, Pricing

Clear Access for Full Impact will be available from Fairfield Software in August to all new and registered Full Impact customers. A coupon to order the product will be included in all new Full Impact boxes starting later this year.

The product requires CL/1 from Apple Computer, Inc., which Apple has announced will ship later this year. Ashton-Tate and Fairfield Software will work with customers to obtain Beta CL/1 software from Apple.

Clear Access for Full Impact's introductory price is \$99. For information about the product, customers can call (800) 437-4329, extension 3601. Registered Full Impact users can call (515) 472-7077 to order Clear Access for Full Impact directly from Fairfield Software.

Clear Access

Fairfield's Clear Access uses Network Innovations' CL/1 high-level connectivity language to query DB2 databases on IBM mainframes; and databases on Digital Equipment Corporation's VAX systems including Sybase, Oracle, Ingres, Informix and VAX Rdb. Using a scripting facility, Clear Access automates complex queries and logon sequences. Scripts can be written to handle all data access tasks including connecting to the host computer, opening a database, querying a database, placing the resulting data and disconnecting from the host computer. Most

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importantly, users work with Clear Access' interface while CL/1 handles the communication and translation tasks in the background.

Full Impact

Full Impact is Ashton-Tate's full-featured, multi-function spreadsheet product that combines power and superior presentation/business report capabilities to take advantage of the Macintosh design philosophy. Combining analytical power with optimum presentation and business report capabilities, Full Impact maximizes the standard Macintosh graphic interface. The "presentation spreadsheet" includes a text processor to create paragraphs as large as one page, superior formatting and graphics capabilities, extensive macro language support, and a wide range of import/export capabilities. The product's suggested retail price is \$395, and is available at Ashton-Tate's 5,500 authorized dealers in the U.S. and Canada.

Ashton-Tate Corporation

Ashton-Tate's Macintosh operations, located in San Jose, Calif., develops and markets business applications software for Apple Computer, Inc.'s Macintosh family of personal computers. Product offerings include FullWrite Professional™, a state-of-the-art word processor; Full Impact, a second-generation presentation spreadsheet; dBASE® Mac, a complete relational database management system; and FullPaint®, a painting package.

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

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