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**ASHTON-TATE ANNOUNCES NEW CORPORATE UPGRADE PROGRAM
FOR dBASE III PLUS AND FRAMEWORK II**

TORRANCE, Calif., March 19, 1986 -- Ashton-Tate, the world's second largest independent provider of microcomputer business applications software, today announced a new corporate upgrade program for users of dBASE III PLUS and Framework II.

To qualify for the corporate upgrade program, corporations must place initial minimum orders of 25 upgrade units, with subsequent orders of 10 or more units. dBASE III PLUS and Framework II upgrade orders are counted separately. Volume discounts for both dBASE III PLUS and Framework II are \$75 per unit for 25 or more units, and \$90 per unit for 10-24 units.

Under the new program, there no longer is a need for corporate users to return documentation or diskettes, nor must corporations pay in advance for upgrades and wait for the new

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products to be delivered. Ashton-Tate now allows corporations 12 months from the initial product ship date to upgrade, compared with the previous three- to six-month limit. If a new upgrade is released during the 12-month period, the product upgrade program will be suspended with a minimum of a 30-day notice to registered users.

Before corporations can receive upgrades, they first must register with Ashton-Tate the products to be upgraded. To make this process easier, the corporate upgrade program provides five different methods of registering products.

"Our new corporate upgrade program tries to accommodate the varying needs of different corporate users and organizational structures," said Karen Orton, director of marketing programs at Ashton-Tate. "The program is designed to upgrade corporate users more efficiently and inexpensively, with a minimum amount of effort. We feel this program meets the corporate requirements because the Corporate Advisory Board participated in the design of the policy," added Orton.

The deadline for participating corporations to upgrade from dBASE III 1.0 to dBASE III PLUS is January 16, 1987. All corporations who purchased dBASE III 1.0 after October 1, 1985 are entitled to free upgrades.

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The deadline for participating corporations to upgrade from Framework 1.0 or 1.1 to Framework II is September 30, 1986. All corporations who purchased Framework 1.0 or 1.1 after August 1, 1985 are eligible for free upgrades.

To comply with the upgrade program, a corporate authorized representative must sign an agreement ensuring that all replaced documentation and diskettes are destroyed. In addition, each company must appoint a corporate upgrade coordinator, who receives and communicates to corporate users all corporate upgrade program information from Ashton-Tate. Corporations also have the option to designate an Authorized Ashton-Tate dealer to handle their upgrades. If a corporation is interested in this type of arrangement, they should contact Ashton-Tate directly.

To begin the upgrade process, corporations must provide Ashton-Tate with a written or verbal purchase order, a copy of the signed upgrade agreement, and serial numbers of products to be upgraded. The product upgrades can be shipped to multiple locations under a special agreement with Ashton-Tate. In addition, Ashton-Tate can arrange for on-site exchanges of software on designated days at a centralized site within each corporation. Ashton-Tate will pay all shipping costs.

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To further expedite the upgrade procedure, Ashton-Tate will provide each corporation with a prepaid DHL airway bill to send payment, orders and product registration lists. Corporations may contact Ashton-Tate customer service at (213) 538-7914 for further information about the corporate upgrade program.

Ashton-Tate reported record revenues of \$121.6 million and record net income of \$16.6 million for fiscal 1986, ended January 31, 1986, an increase of 47.7 percent and 122 percent, respectively, from the previous year.

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