

FOR IMMEDIATE RELEASE

SUBJECT:

Great Plains Software® to distribute multi-user implementation of FairCom® Server for Macintosh

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FairCom Corporation announced completion of an agreement today with Great Plains Software, Inc., of Fargo, ND, which allows Great Plains to distribute the FairCom Apple System 7 and PowerMac database servers with the Great Plains Dynamics for the Mac OS. Dynamics is the financial management software for growing businesses with 1 to 50 million in revenue. The FairCom Apple Server solutions replace existing non-server based database technology, significantly improving performance in an all-Macintosh, networked environment.

"We feel the performance gains provided with this Macintosh version of the FairCom Server provide the fastest Macintosh accounting solution in the marketplace," said Don Nelson, Macintosh General Manager at Great Plains Software. "The new FairCom Server improves networked throughput dramatically, with benchmarked increases of near 600%."

Great Plains has relied on FairCom technology since the mid-eighties, when they incorporated FairCom's well-known file handler, c-tree® into its heritage accounting product. "Since that time, Great Plains has continued to rely on FairCom's technology to meet their customer's database requirements for a multitude of platforms," explained Randal Hoff, FairCom's Vice-President of U.S. Operations. "By offering consistently high throughput via a flexible ISAM-based API, FairCom has met the database requirements for many other leading technology companies, including Computer Associates and McGraw Hill." Hoff added.

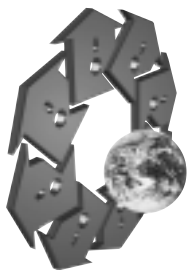
"Partners and customers have been demanding a high performing all-Macintosh solution," said Chuck Gronsbell, Director of Macintosh Software Development at Great Plains Software. "We're delighted to be able to offer them the fastest solution on the Mac O/S in the accounting industry."

Originally introduced in 1988, the FairCom Server takes advantage of the benefits afforded by the client/server model. This allows data to be more available while insuring that a system can evolve as needs change. Client/server systems are open and modular; therefore systems can be tailored to meet particular application requirements while leaving the choice for cost-effective hardware options open.

FairCom Corporation introduced the microcomputer industry to B-tree Indexed Data Access Methods in 1979. Today, FairCom's products and application development tools are working worldwide in more than 100 hardware and operating system environments. FairCom Corporation is known for providing high-speed cross platform C development tools, including state of the art client/server technology and is in use by companies like Hewlett-Packard, NCR, Cray, GTE, Apple, IBM and Computer Associates.

c-tree Plus sells for \$895 and is distributed in full C source code, no royalties and 26+ free development servers. It is licensed on a per programmer basis. The FairCom Server is priced between \$445-\$6795 depending upon the platform and number of users. OEM and special licensing are available. For further information, contact FairCom US at (800) 234-8180, FairCom Europe at 35-773-464 or FairCom Japan at 81-0592-29-7504 or FairCom do Brasil Ltda. at 55-14-224-1610.

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