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Increased Demand for Privacy Auditing and Breach Protection Drives 191% Revenue Growth for FairWarning, Inc.

FairWarning[®] Solutions Thwart and Detect Potential Privacy Breaches for More Than 50 Million Patient Visits Annually

ST. PETERSBURG, Fla.– July 27, 2010 – FairWarning, Inc., the world’s leading supplier of cross-platform healthcare privacy auditing solutions for Electronic Health Records, today announced a 191 percent increase in revenues for the first half of 2010 over the same period in 2009.

Milestones in the first half of 2010 include:

- 191 percent growth over the same period in 2009, driven by recent regulatory changes and enforcement of ARRA HITECH, ‘meaningful use’ criteria under HITECH, as well as various state laws including California SB 541 and AB 211.
- Customers now represent over 300 hospitals and 1,400 clinics throughout the United States, Canada, and the United Kingdom, setting the foundation for the fifth consecutive year of triple-digit revenue growth.
- Penetration of the FairWarning[®] privacy breach detection solution throughout the healthcare market, including both large and sophisticated healthcare organizations as well as small healthcare providers.
- KLAS initiated research of FairWarning[®], culminating in publication July of 2010.

Some of the initiatives that have supported this growth include:

- [FairWarning[®] version 2.9.2](#), which incorporated best practices from the Patient Privacy Framework and included advanced reporting and analytics capabilities to support healthcare organizations’ Governance, Risk, and Compliance efforts.
- [FairWarning[®] HITECH Privacy Essentials](#), a rapid compliance solution for privacy requirements under ARRA HITECH, HIPAA, and other regulations. The solution offers privacy breach detection designed for organizations with more than 400 beds with auditing of up to 10 application audit log sources, a reporting package, streamlined implementation process designed for use in less than 90 days and special pricing.
- **FairWarning[®] Small and Medium Care Providers** package for privacy breach detection, which offers the FairWarning[®] best-in-class privacy breach detection solution customized for smaller healthcare organizations.
- Introduction of the [FairWarning[®] Patient Privacy Framework](#), the healthcare industry’s first independent data definition guides for patient privacy breach detection and prevention in healthcare.
- Continued expansion of the [FairWarning[®]-Ready Partner Program](#), allowing Value Added Resellers (VARs) to bring privacy breach detection solutions to market worldwide

- Partnerships with the healthcare industry's leading enterprise security vendors through the [FairWarning® -Ready for Enterprise Security](#) program.

FairWarning® also continues to expand its international presence:

- In May, FairWarning® opened offices in the United Kingdom, to support expansion and implementation with organizations including NHS Lothian
- FairWarning® continues to add new Canadian healthcare organizations to its customer base

"Our growth is driven by a more sophisticated customer who understands that privacy auditing and monitoring are foundational to connecting physicians, clinics, and patients through electronic health records," said Kurt Long, CEO and founder of FairWarning®.

To learn more about FairWarning® customers, visit <http://www.FairWarningAudit.com/subpages/Quotes.asp>.

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About FairWarning, Inc.

FairWarning® is a global leader in appliance-based software solutions which monitor and protect patient privacy in electronic health records enabling healthcare providers and health information exchanges to confidentially connect physicians, clinics, patients and affiliates. FairWarning®'s turn-key privacy auditing solutions are compatible with healthcare applications from every major vendor including Allscripts, Cerner, Epic, GE, McKesson, MEDITECH, Siemens, and many others. Customers consider FairWarning® privacy auditing solutions essential for compliance with healthcare privacy regulations such as ARRA HITECH privacy and meaningful use criteria, HIPAA, EU Data Protection, UK Freedom of Information Act, California SB 541 and AB 211, and Canadian provincial healthcare privacy law. For more information on FairWarning® visit www.FairWarningAudit.com or email Solutions@FairWarningAudit.com.