



For more information about this transaction, or with questions about how we can assist you or your clients, please contact the following First Analysis representatives:

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First Analysis Acted as the Exclusive Financial Advisor for the Growth Equity Investment in FairWarning

CHICAGO – June 13, 2018 – First Analysis acted as the exclusive financial advisor for Mainsail Partners' \$60 million growth equity investment in FairWarning LLC ("FairWarning" or the "Company"), a leader in data protection and governance solutions. First Analysis provided advisory expertise to FairWarning throughout the transaction, including preparation, positioning, investor coordination and contact, due diligence and negotiation.

First Analysis focuses its advisory services on high growth entrepreneur-led software businesses like FairWarning. The First Analysis team closely partnered with FairWarning to help define and achieve their growth investment objectives that included finding the right equity partner. "Being a successful, profitable and founder-led company with no prior institutional capital investment, we knew FairWarning was different and we wanted to partner with an investment bank that would take the time to know us, and make the effort to communicate our unique value proposition. First Analysis did that, and we are delighted the result is a partnership with Mainsail Partners, who specializes in founder-led bootstrapped companies. The outcome is a great opportunity for everyone involved. First Analysis was the right pick for our process," said Kurt Long, CEO of FairWarning.

FairWarning provides software to protect the health, wealth, and personal information for healthcare, financial services and other businesses with the need to protect sensitive data and support compliance requirements. The company's security solutions provide data protection and governance for core applications, including Electronic Health Records (EHRs), Salesforce, Office 365 and hundreds of other applications. The capital provided by Mainsail will allow the Company to invest in key areas of its business.

About First Analysis

Founded in 1981, First Analysis has a nearly four-decade track record of serving emerging growth companies and established industry leaders within its focused areas of domain expertise. Our investment banking practice leverages industry insights developed through our equity research and private equity activities to deliver value to clients across the life cycle of a business. Providing senior-level attention to every client, First Analysis offers superior execution across a comprehensive range of investment banking services, including M&A advisory, public equity and debt financing, and private equity placements.

For additional information about how the investment banking professionals at First Analysis Securities Corporation can help you, please visit our website, www.firstanalysis.com, or call us at (312) 258-1400.