



For information contact:

Steve Webster  
Birnbach Communications  
(617) 512-8635  
swebster@birnbachcom.com

Claudiu Popa  
Informatica Corporation  
[Claudiu@InformaticaSecurity.com](mailto:Claudiu@InformaticaSecurity.com)

**Canada's Informatica Security Corporation Announces Exclusive Distribution Agreement With Avior Computing, An Emerging Leader In Assessment Management For Information Security And Privacy Compliance Solutions**

Nashua, NH, June 6, 2007 Toronto-based Informatica Security has been selected as the exclusive Canadian distributor for Avior Computing's BenchMark, SaaS (Software-as-a Service), application for Information Security and Personal Privacy assessments. Avior Computing is headquartered in Nashua, New Hampshire (USA).

Compliance expenditures by large organizations increased 200% between 2002 and 2005, with over 90% of expenses consumed by direct labor. The current platforms for conducting assessments and tracking compliance are spreadsheets and word processing applications that are labor intensive and their use can compromise security. A lack of flexible analysis and reporting in these traditional tools makes the implementation of Avior Computing's BenchMark solution a much more affordable regulatory compliance option for Canadian enterprises.

The Avior Computing BenchMark assessment service is implemented and customized by Informatica Security experts to meet the exact requirements of Canadian regulations and best practices.

Informatica president Claudiu Popa believes the Avior Computing BenchMark service offering can reduce labor expenses while increasing compliance project success: "The Avior Computing BenchMark assessment service enables Canadian enterprises to vastly improve information security and privacy practices as a whole. The BenchMark offering enables Informatica to deliver new levels of value to our client base."

According to Avior Computing's president Steve McCalmont, "Informatica Security is the ideal partner for Avior Computing in Canada. Claudiu and Informatica's certified security experts are the ideal showcase for our platform as they deliver new levels of service to their clients in information security projects and privacy assessments."

In use at large insurance and financial services enterprises, AviorBenchMark is a compliance process management solution that is available as secure hosted Web application, or as software deployed at the enterprise. BenchMark consolidates the collection of compliance and other assessment data from diverse sources such as suppliers, divisions and departments. BenchMark automates what has traditionally been a manual, error-prone, and expensive spreadsheet-based process. BenchMark uses advanced analytics and compliance process workflow technologies to effectively structure, successfully monitor, and clearly document compliance as well as other key business processes.

#### ABOUT INFORMATICA SECURITY CORPORATION

Informatica Security ([www.informationsecuritycanada.com](http://www.informationsecuritycanada.com)) is Canada's leading innovator in corporate compliance and security awareness training. Founded in 1989 by Claudiu Popa, the Toronto-based security consulting firm works with organizations to identify information security risks rapidly address them, and delivers a wide array of corporate security courses and seminars, while providing advanced consulting services to address threats to information assets.

#### ABOUT AVIOR COMPUTING

Founded in 2003 by software and networking industry veterans, Avior Computing is a leading innovator in compliance management solutions. Avior BenchMark automates the process of assessing and managing compliance for applications such as vendor risk and information privacy. Avior BenchMark replaces costly and cumbersome manual assessments involving spreadsheets and word documents with a streamlined and automated process, enabling better risk decision-making, and significantly reducing the pain and cost of manual assessment activities.