Official Converus Statement Regarding Polygraph

Sept. 29, 2017

Converus and the polygraph community share the same goal: Finding the truth by providing the highest quality, scientifically validated credibility assessment solutions possible. Just like using multiple methods to verify a diagnosed medical opinion, customers benefit by having more than one deception detection technology available to validate the truth.

In today's world, public safety and security are top-of-mind issues now more than ever. Police officers, parole and probation officers, investigators and others are overwhelmed with cases. Human resource professionals and recruiters are constantly challenged with determining which candidates are best qualified — and trustworthy. These serious decisions are made daily when screening individuals. Those tasked with protecting corporations, communities and countries need the best credibility assessment tools possible.

Both the polygraph industry and Converus provide such solutions to help make the world a safer place.

The Converus technology — EyeDetect — is *not* a polygraph, and vice-versa. Polygraph measures various psychophysiological indices; EyeDetect measures involuntary ocular motor and other behaviors. <u>Both are viable, proven technologies</u>. (See EyeDetect's peer-reviewed research: [International Journal of Applied Psychology](#) | [Psychophysiological and Ocular-motor Detection of Deception](#) | [Journal of Experimental Psychology: Applied](#))

EyeDetect is the world's first nonintrusive lie detection technology that accurately detects deception in 30 minutes by analyzing eye and other behaviors. It's also one of the first breakthroughs in effectively uncovering lies since the polygraph was invented almost 100 years ago. Since EyeDetect launched in April 2014, many polygraph examiners worldwide began to offer the product, and many more in the future will support EyeDetect.

Consider the following:

- Converus' goal — like most polygraph examiners — is to accurately validate truth. Field tests show EyeDetect has a mean accuracy of 86 percent for guilty and innocent individuals, which is comparable to the accuracy ratings of polygraph. We refer you to the first-of-its-kind field study conducted in 2016 in the [European Polygraph Journal](#). The Converus science team, led by Dr. John Kircher, holds itself to the highest scientific standards. This field study was no different.

- The same scientists that developed EyeDetect also developed the widely-used polygraph technique called the Utah Approach to the Comparison Question Test (CQT). What's more, two members of the Converus Science Team, Drs. Kircher and David Raskin, are credited with inventing the world's first computerized polygraph in 1991. Dr. Kircher, along with his colleague Dr. Doug Hacker, originally conceived the concept behind EyeDetect in 2002. They, and a team of three other scientists, have researched and developed this technology since 2003. Today, thanks to their efforts, EyeDetect is now a viable, commercial product.

- A polygraph exam or an EyeDetect test can be used to collect examinee responses and physiological measures. When followed by a post-test interview by a skilled examiner, better results can be obtained. There is value when an examiner performs a post-test interview after either test.

Official Converus Statement Regarding Polygraph (Cont.)

- Today, Converus has approximately 100 Service Partners worldwide. Most of these Service Partners are also trained, licensed polygraph examiners.

- Three of the four members of the Converus Advisory Board are well-known polygraph examiners, as is a member of the Converus team.
    - Don Krapohl is currently the Director of Educational Services for Capital Center for Credibility Assessment and co-authored the 2015 book, "Fundamentals of Polygraph Practice."
    - Dr. Charles Honts, one of the foremost experts in polygraph counter measures, has published and/or presented more than 300 scientific papers on deception detection.
    - Darryl Bullens is a 16-year polygraph veteran who has personally conducted more than 8,000 criminal/governmental polygraph examinations.
    - Mark Handler, Converus director of professional services, is also an independent polygraph examiner and instructor. He has published or co-published more than 50 scientific articles on polygraph or credibility assessment.

- In 2016, Converus had 33 percent quarter-over-quarter revenue growth and owes the majority of this success to polygraph examiners that are early adopters of EyeDetect.

- For polygraph examiners with clients that need to conduct initial screenings of large groups of candidates, and/or who wish to obtain very high rates of confidence in screening candidates to be hired, EyeDetect can help with both goals.
    - Goal 1: Screen large groups quickly – EyeDetect tests take 30 minutes. Results are ready within 5 minutes.
    - Goal 2: Achieve high rates of confidence – If EyeDetect and polygraph are used in succession, they combine statistically for an outcome confidence as high as 98.9% when an examinee passes or fails both tests. Read article.

- Ultimately, we urge credibility assessment experts worldwide to use all available scientifically validated tools to better serve customers.

For more information, visit www.converus.com.

# # #

About Converus®
Converus ("with truth") provides scientifically validated credibility assessment technologies. EyeDetect® detects deception in 30 minutes by analyzing eye and other behaviors. IdentityDetect™ detects falsified identities within 3 minutes by analyzing subtle variations in the motor nervous system responses. Converus' technologies help protect countries, corporations and communities from corruption, fraud and threats. Converus is headquartered in Lehi, Utah, USA. Visit www.converus.com.

_____

Press Contact: Jeff Pizzino, APR (+1 480-606-8292 or jpizzino@Converus.com)