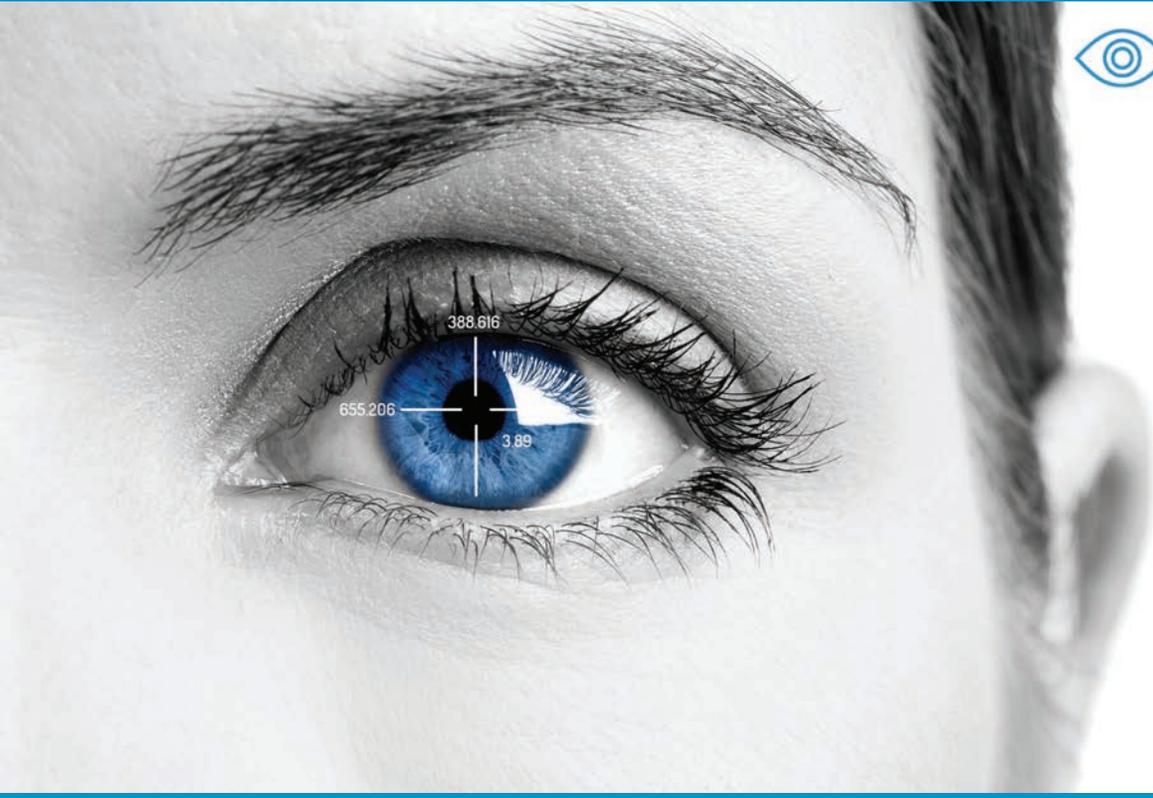
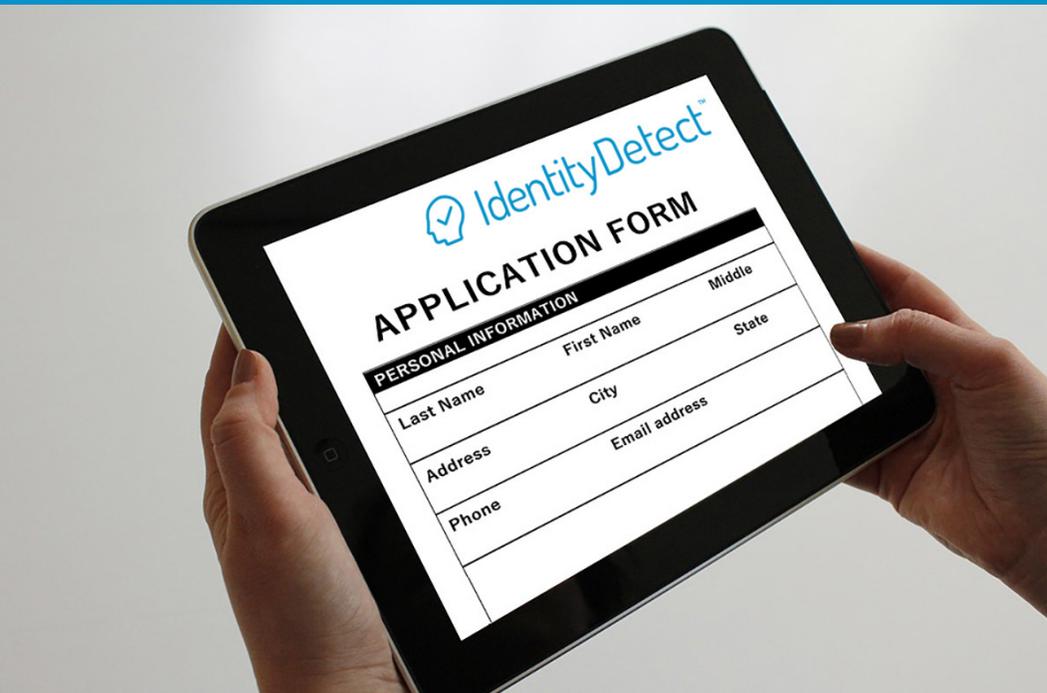


PRESS KIT



 **EyeDetect**[®]
The eyes don't lie.

An accurate, unbiased, cost-effective, efficient, secure and nonintrusive lie detection method that detects deception in 15-30 minutes by analyzing eye behavior.



 **IdentityDetect**[®]
Identity verified, almost instantly.

The first browser-based identity verification technology that accurately detects fake identities in about 1-3 minutes.

 **converus**
TRUTH VALIDATED

When Your Story Needs the Truth About Deception Detection

To News Reporters & Bloggers:

Thank you for your interest in Converus, creators of EyeDetect[®] and IdentityDetect[®].

EyeDetect is the world's first ocular-motor deception detection solution. It's an accurate, cost-effective, efficient, secure and nonintrusive method that detects deception in 15-30 minutes by analyzing eye behavior. IdentityDetect is the first browser-based identity verification technology that accurately detects fake identities within 3 minutes.

If you're looking for a source expert in...

- New lie detection technologies
- Lies and deception
- The credibility assessment industry
- Keeping communities safe by screening sex offenders and parolees
- Protecting a company's assets and reputation
- How to unbiasedly "screen" those entering from another country
- Periodic employee screening
- Pre-employment screening
- Government and law enforcement deception detection needs
- Verifying one's identity
- Blockchain technologies for financial institutions
- Identifying the most trustworthy individuals

...Converus can provide the expert you need for your story.

For more information, please visit: converus.com

To schedule an interview or for any other press-related inquiry, please contact:



Jeff Pizzino, APR
VP, Corporate Communications
jpizzino@Converus.com
+1 (480) 606-8292

About Converus

Converus provides scientifically validated credibility assessment technologies that are changing the way the world detects deception.

The idea to create technology capable of tracking eye behavior to determine deception detection originated in 2002. John Kircher, a psychophysicist and his colleague, Doug Hacker, an educational psychologist with expertise in the psychology of reading, were driving to Seattle to climb Mt. Rainier. En route, they wondered if changes in eye movements and pupil size while reading and answering questions about a crime would reveal deception. Thus the idea for Converus' flagship product — an ocular-motor deception test (ODT) — was born. It was later to be branded as EyeDetect[®]. After years of research by the Converus Science Team, the worldwide release of EyeDetect was announced at a press conference in Mexico City in April 2014.

Today, EyeDetect is currently used by nearly 500 customers in 40 countries in 40 different languages. Converus released an additional innovative credibility assessment technology in 2017 called IdentityDetect.

These technologies help protect countries, corporations and communities from corruption, crime and threats. Converus is headquartered in Lehi, Utah, USA.

Converus is headquartered in Lehi, Utah, USA.

Mission

Help organizations, government, and society create and maintain environments of honesty and safety.

Vision

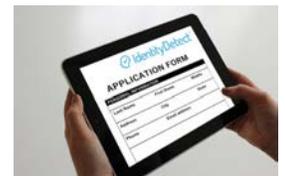
Be the leading technology provider of credibility assessment solutions.

Products

- **EyeDetect** is the world's first scientifically validated, scalable, nonintrusive lie detection technology that detects deception at 86-90% accuracy in 15-30 minutes by analyzing eye and other behaviors. It's the first breakthrough in effectively uncovering lies since the polygraph was invented nearly 100 years ago.
- **IdentityDetect** is the first browser-based identity verification technology that accurately detects fake identities with a 91% accuracy in about 1-3 minutes by analyzing variations in the motor nervous system responses of examinees.



Converus world headquarters, Lehi, Utah.



Converus is destined to change the way the world detects deception. It all started with the 2014 release of its revolutionary, game-changing lie detection technology called EyeDetect. EyeDetect is the first viable, scalable, scientifically validated credibility assessment method invented since the polygraph debuted nearly 100 years ago. In 2017, Converus released IdentityDetect — a ground-breaking technology for detecting falsified identities at 91% accuracy in about 1-3 minutes by analyzing subtle variations in the motor nervous system responses.

Awards/Recognitions

- **2019: EyeDetect for Investigations** – Placed first in the “Enterprise Software, Cloud and Big Data” category at the 17th Annual Utah Innovation Awards
- **2019: IdentityDetect** – Finalist in the 2019 MITRE Challenge on Strengthening Eligibility Verification for Federal Benefits Programs (presented to Team Converus/AML Partners)
- **2018: IdentityDetect** – Finalist in the 16th Annual Utah Innovation Awards in the “Enterprise Software, Cloud and Big Data” category
- **2017: EyeDetect** – Finalist for Red Herring’s Top 100 North America Award
- **2014: EyeDetect** – Finalist in the 14th annual Utah Innovation Awards in the “Enterprise Software, Cloud and Big Data” category
- **2014: Converus** – Utah Venture Entrepreneur Forum (UVEF) 2014 Hot 100 Award List



Other Accomplishments

- Converus is the first company to bring a lie detector, **EyeDetect**, to the market that monitors eye behavior to detect deception via an Ocular-motor Deception Test (ODT).
- **EyeDetect** is the first breakthrough in effectively uncovering lies since the polygraph was invented nearly 100 years ago.
- **EyeDetect** is currently used by nearly 500 customers in 40 countries in 40 different languages. Customers include:
 - > The world’s largest ride-share company (to screen its drivers).
 - > Federal agencies in Guatemala (funded by U.S. Dept. of State), Mexico, Peru, Colombia, Panama, Singapore, Czech Republic, and an Arabic-speaking agency.
 - > Numerous local and state U.S. law enforcement agencies.
 - > Therapy/sex offender professionals.
 - > Financial services.
- **IdentityDetect** is the first browser-based identity verification technology that accurately detects fake identities in about 1-3 minutes by analyzing variations in the motor nervous system responses of examinees.

About Converus[®]

Converus provides scientifically validated credibility assessment technologies. EyeDetect[®] detects deception at 86-90% accuracy in 15-30 minutes by analyzing eye and other behaviors. IdentityDetect[®] detects falsified identities at 91% accuracy in about 1-3 minutes by analyzing subtle variations in the motor nervous system responses. These technologies help protect countries, corporations and communities from corruption, crime and threats. Converus is headquartered in Lehi, Utah, USA.

Converus Product Descriptions

EyeDetect is the world's first nonintrusive lie detection technology that accurately detects deception in 15-30 minutes by analyzing eye and other behaviors.

IdentityDetect is the first browser-based identity verification technology that accurately detects fake identities in about 1-3 minutes by analyzing variations in the motor nervous system responses of examinees.

Converus Mission Statement

Help organizations, government, and society create and maintain environments of honesty and safety.

Our Industry

Credibility assessment (also known as lie detection).

Lying, Corruption Fun Facts

- "Lying is, in a pure physiological sense, an unnatural act." – Lewis Thomas, American physician and biologist at Harvard Medical School, Pulitzer Prize nominee, and author.
- Studies reveal humans have an accuracy rate of about 54% for detecting a liar (about as good as a coin flip).
- Corruption costs 5% of global GDP.
- U.S. employees steal \$50 billion annually from employers.
- In Russia, corruption consumes 44% of GDP.
- In the U.S., the Employee Polygraph Protection Act (EPPA) prohibits using lie detectors in private companies.

Top 5 Credibility Assessment Tools (ranked by accuracy)

- 1) **EyeDetect** and fMRI (brain scan)
- 2) Polygraph
- 3) EEG (Electroencephalography – measures brain activity through electrodes attached to the subject's scalp.)
- 4) Computer Voice Stress Analyzer (CVSA)
- 5) Personality or Integrity Test

Converus Timeline (Highlights)

2002 – Ocular-motor deception test (ODT) concept conceived.

2003 – Work began at the University of Utah to develop the ODT technology.

2013 – ODT technology branded as "EyeDetect."

April 8, 2014 – EyeDetect technology announced at a press conference in Mexico City and released in Spanish Latin-America.

August 2015 – EyeDetect released to the U.S. market.

August 23, 2017 – [IdentityDetect](#) released.

January 29, 2019 – [EyeDetect test for investigations](#) released

May 30, 2019 – [EyeDetect Multi-issue Comparison Test \(MCT\)](#) Protocol released. MCT scores up to four relevant issues in a single test and also accurately identifies the issue that caused the candidate to fail the test.

October 10, 2019 – EyeDetect for Investigations places first in the "Enterprise Software, Cloud and Big Data" category at the 17th Annual Utah Innovation Awards.

About Converus

Converus, headquartered in Lehi, Utah (about 28 miles south of Salt Lake City), is committed to providing trustworthy credibility assessment solutions. The company was formed in June 2010 (under a different name) and renamed Converus in December 2013.

Pronunciation: con - vair' - rus

Product Description

EyeDetect is the world's first nonintrusive lie detection technology that accurately detects deception in 15–30 minutes by analyzing eye behavior. It can be used for screening or investigations.

The Industry

Credibility assessment (also known as lie detection).

EyeDetect's Unique Characteristics

- EyeDetect is the first lie detector that monitors eye behavior to detect deception.
- EyeDetect is the first breakthrough in effectively uncovering lies since the polygraph was invented nearly 100 years ago.
- When used in screening, scientific lab and field studies, as well as peer-reviewed journal articles, show EyeDetect has a mean accuracy of 86%. That's comparable to the best polygraph.
- When used in investigations, an initial field study shows this test technique is 90% accurate.
- When used in conjunction with the polygraph, and when both tests have the same result, the "confidence outcome" is about 98%. [More info.](#)
- Unlike polygraph, there are no cables or sensors attached to the examinee during an EyeDetect test.
- Because the test is automated, requires no examiner, and results are determined by an algorithm, EyeDetect is 100% unbiased.
- Polygraph exams, the long-time standard for lie detection, require a trained examiner, take at least 90 minutes to conduct, and reports can sometimes take hours to receive.

The 5 Steps of an EyeDetect Test

1. The person being tested sits in front of an EyeDetect Station, which is a computer with an eye-tracking camera mounted beneath the monitor. The eye tracker is calibrated to monitor involuntary eye behavior.
2. The person answers a series of true/false questions for 15–30 minutes.
3. The question responses, along with pupil changes and other eye behavior, are measured and stored on a secure, encrypted device.
4. At the conclusion of the test, the eye measurements and test responses are uploaded to a secure cloud server and analyzed by proprietary algorithms.
5. A detailed report is generated within 5 minutes, and a Converus Credibility Index Score indicates whether the person is credible or deceptive to the questions asked.

EyeDetect Fun Facts

- Dallas Maverick's Owner/Shark Tank star Mark Cuban is an investor in Converus.
- In May 2018, a [U.S. District Court in New Mexico](#) allowed EyeDetect test results as evidence in court for first time.
- EyeDetect is currently used by more than 500 customers in 40 countries in 40 different languages (including Arabic, Bahasa Indonesian, Burmese, Chinese, Croatian, Czech, Dari, English, French, German, Hebrew, Hindi, Korean, Lithuanian, Macedonian, Nepali, Pashto, Polish, Portuguese, Romanian, Russian, Slovenian, Spanish, Tagalog, Tamil, Turkish, Ukrainian Urdu and Vietnamese).
- EyeDetect customers are running tens of thousands of tests annually.
- There are approximately 105 Converus Service Partners in 37 countries.
- The eye-tracking camera mounted under the computer monitor takes approximately 60 measurements per second of involuntary eye behavior in each eye — including pupil dilation, blink rate and other eye movements — to detect deception.
- During the course of a 30-minute test, about 100,000 eye measurements are recorded of each eye.
- In March 2016, [Midas in Spain](#), became first well-known European brand to use EyeDetect to assure customers that its employees were trustworthy. The brand is now ranked #1 in their market (was #4).
- Converus Science Team members Dr. John Kircher, a widely recognized expert in government and industry on the subject of deception detection, and Dr. David Raskin — both internationally known and highly respected scientists in the polygraph community — invented the world's first computerized polygraph system in 1991.

Lying, Corruption Fun Facts

- "Lying is, in a pure physiological sense, an unnatural act." – Lewis Thomas, American physician and biologist at Harvard Medical School, Pulitzer Prize nominee, and author.
- Studies reveal humans have an accuracy rate of about 54% for detecting a liar (about as good as a coin flip).
- Corruption costs 5% of global GDP.
- U.S. employees steal \$50 billion annually from employers.
- In Russia, corruption consumes 44% of GDP.
- In the U.S., the Employee Polygraph Protection Act (EPPA) prohibits using lie detectors in private companies.

EyeDetect Customers

- Federal agencies in Guatemala (funded by U.S. Dept. of State), Mexico, Peru, Colombia, Panama, Singapore, Czech Republic, and an Arabic-speaking agency. (Due to confidentiality, names cannot be given.)
- Midas (Spain)
- U.S. customers include Boise Police Dept. (ID), Davis County Sheriff (Farmington, UT), Doña Ana County Sheriff (NM), Idaho State Police, Kane County Sheriff (Utah), Kent Police Dept. (WA), New Hampshire Dept. of Corrections, Palm Springs Police Dept. (CA), Utah County Sheriff's Office

EyeDetect Test Topics

There are more than 2,000 EyeDetect tests, including:

- Bribes
- Counterfeiting
- Crimes
- Cyber crimes
- Documentation fraud
- Drug trafficking
- Drug use
- Fuel theft
- Identity theft
- Inappropriate benefits
- Money laundering
- Murder
- Robbery
- Stealing
- Terrorism
- Ties to criminals
- Unauthorized transactions
- Violent crimes

EyeDetect Uses

- Screening job candidates, immigrants and foreign nationals.
- Periodic screening of current employees.
- Monitoring parolees, including sex offenders and probationers.
- Urinalysis (UA) tests (drug testing).
- Criminal investigations.

EyeDetect Target Markets

- Corporations (Most private U.S. companies cannot use a lie detection technology because of EPPA)
- Federal, state and municipal governments
- Law enforcement
- Departments of corrections
- Marriage/family counseling centers
- Private investigators

Top 5 Credibility Assessment Tools (ranked by accuracy)

1. **EyeDetect** and fMRI (brain scan)
2. Polygraph
3. EEG (Electroencephalography – measures brain activity through electrodes attached to the subject's scalp.)
4. Computer Voice Stress Analyzer (CVSA)
5. Personality or Integrity Test

Story of EyeDetect's Invention

- In 2002, Professor John Kircher, a widely recognized expert in government and industry on the subject of deception detection, and his colleague Doug Hacker, an educational psychologist with expertise in the psychology of reading, were driving to Seattle to climb Mt. Rainier. En route, they wondered if changes in eye movements and pupil size while reading and answering questions about a crime would reveal deception. Specifically, "Would changes in cognitive load affect the eye in such a way that we can capture those changes and be as accurate as the polygraph in predicting whether or not someone is being deceptive?" Thus the idea for an ocular-motor deception test (ODT) was born — later to be branded as EyeDetect.
- In 2003, Professors Kircher and Hacker formed a science team that included cognitive scientists Anne Cook and Dan Woltz. They began working together to produce and validate an ODT solution. (David Raskin joined the science team in 2009.) They continued to fine-tune the technology over the years, and after two formal scientific studies during this time, the technology was finally ready to be release to the marketplace in April 2014.

EyeDetect Timeline (Highlights)

2002 – Ocular-motor deception test (ODT) concept conceived.

2003 – Work began at the University of Utah to develop the ODT technology.

2013 – ODT technology branded as "EyeDetect."

April 8, 2014 – EyeDetect technology announced at a press conference in Mexico City and released in Spanish Latin-America.

August 2015 – EyeDetect released to the U.S. market.

May 2018 – EyeDetect test results are [allowed as evidence in a U.S. district court](#) for the first time.

January 29, 2019 – [EyeDetect test for investigations](#) released

May 30, 2019 – [EyeDetect Multi-issue Comparison Test \(MCT\)](#) Protocol released. MCT scores up to four relevant issues in a single test and also accurately identifies the issue that caused the candidate to fail the test.

October 10, 2019 – EyeDetect for Investigations places first in the "Enterprise Software, Cloud and Big Data" category at the 17th Annual Utah Innovation Awards.

Converus has an additional credibility assessment tool:

IdentityDetect — The first browser-based identity verification technology that accurately detects fake identities in about 1-3 minutes.

The idea to create technology capable of tracking eye behavior to determine deception detection originated in 2002. But the precursor of Converus actually began decades earlier.

Professors John C. Kircher and David C. Raskin are internationally-known and highly respected scientists in the polygraph community. They frequently consult and lecture on this subject, as well as provide guidance to the polygraph community, government agencies, legislatures, and the courts.

They first published their research on polygraph technology in the 1970s. They then spent 10 years developing the software and hardware for the world's first computerized polygraph system, which they marketed in 1991. They also recognized the need to find new deception detection methods that could complement the polygraph.

In **2002**, John Kircher, a psychophysicist and his colleague, Doug Hacker, an educational psychologist with expertise in the psychology of reading, were driving to Seattle to climb Mt. Rainier. En route, they wondered if changes in eye movements and pupil size while reading and answering questions about a crime would reveal deception. They asked themselves, "Would changes in cognitive load affect the eye in such a way that we can capture those changes and be as accurate as the polygraph in predicting whether or not someone is being deceptive?"

Thus the idea for an ocular-motor deception test (ODT) was born — later to be branded as EyeDetect®.

In **2003**, Professors Kircher and Hacker formed a science team that included cognitive scientists Anne Cook and Dan Woltz. They began working together to produce and validate an ODT solution. (David Raskin joined the science team in 2009.)

In **2006**, after completing substantial testing of this concept, a University of Utah psychology graduate student working with this science team published their findings. The Osher Dissertation documented the first laboratory study that demonstrated the effectiveness of the ODT.

A second formal scientific study in **2008** confirmed the effectiveness of the ODT technology, and its results were published in the Webb Dissertation in August of that year.

In **June 2009**, entrepreneur Donald R. Sanborn met John Kircher and the science team and was introduced to the ODT technology. In October of that year, Credibility Assessment Technologies LLC (CAT) was formed to bring this technology to the market, and newly appointed CEO Don Sanborn invested in the technology. In **June 2010** CAT signed a license with the

University of Utah for the technology (the University originally owned the technology because its faculty had developed it).

In **2012**, additional field studies were conducted. The results were peer reviewed by other scientists and professors and published on **April 30** of that year in the Journal of Experimental Psychology: Applied.

Don Sanborn, who had played a key role in managing and running Credibility Assessment Technologies, stepped down on **Dec. 31, 2012** to become a board member.

Alta Ventures — an early-stage venture capital fund based in Monterrey, Mexico that provides seed, venture and growth capital — invested in the company in **January 2013** with the objective of accelerating the commercialization of the technology. This investment spurred the hiring of software industry veteran Greg Parkinson as the chief software architect in **March 2013**. His job was to take what the science team had developed and commercialize it. That same month, CAT was restructured as a C-Corp.

In **September 2013** the technology was given the brand name EyeDetect.

Todd Mickelsen, who has a track record of bringing technology to the market, was appointed as the company's new president and CEO in **October 2013**. During the next two months, the company validated the use of EyeDetect outside the United States and optimized its algorithms for the Latin American culture and for Spanish speakers.

On **Dec. 12, 2013**, the company was officially renamed Converus, Inc. The name Converus comes from two Latin words: con (meaning with) and verus (meaning truth).

After 10 years of the Converus Science Team fine-tuning EyeDetect, this innovative technology emerged as a viable, complementary method to the polygraph for business and government applications. Converus' vision is to provide trustworthy, innovative solutions for the deception detection industry.

On **April 8, 2014**, at a press conference at the Four Seasons Hotel in Mexico City, Converus announced the worldwide release of EyeDetect. Approximately a dozen news outlets were in attendance, resulting in more than 30 news stories.

On **May 22**, the first EyeDetect station was shipped.

In **July**, Russ Warner joined as VP Marketing, Operations; and Neal Harris joined as VP Worldwide Sales. In **August**, Ben Stout joined as Chief Technology Officer.

On **January 13, 2015**, Converus held its inaugural Partner's Conference at its headquarters in Lehi, Utah. In **March**, Converus® and EyeDetect® become registered trademarks. The Science Channel featured EyeDetect on its program "Through the Wormhole" with Morgan Freeman in **April**.

In **August**, EyeDetect was officially launched in the U.S., and the Salt Lake Police dept. became the first U.S. law enforcement customer.

In **December** – Converus demonstrated EyeDetect to the U.S. Federal government at a seminar series in Washington, D.C.

By year's end, Converus had over 175 customers in various countries.

On **January 14-15, 2016**, Converus held its 2nd Annual Partner Conference in Las Vegas, with 51 partners now on board. In **February**, the Converus Advisory Board was established with three noted credibility assessment experts: Don Krapohl, Charles Honts, Ph.D., and Mark Handler.

In **March**, Midas (in Spain), became the first well-known European brand to use EyeDetect. The company launched a national campaign promoting its use of the technology. Also this month, Converus released an Arabic version of EyeDetect.

In **June**, the tablet version of the EyeDetect station is released.

In **August**, Mark Handler stepped down from his role as a Converus Advisory Board member and joined the company as Director of Professional Services.

January 2017: Converus now has over 350 customers in 22 countries. World-renowned deception detection expert, bestselling author and TED talk superstar Pamela Meyer joined the Converus Advisory Board in **February**, followed by polygraph and forensics expert Darryl Bullens in **March**, and Jayson Ahern, former acting head of U.S. Customs and Border Protection, in **June**.

On **May 10-12**, Converus held its 3rd Annual Partner Conference, this time in Cancún, Mexico. In **July**, Converus updated its logo and changed its tagline to: Truth validated.

On **Aug. 23**, Converus released IdentityDetect, the first browser-based identity verification technology that accurately detects fake identities in less than 3 minutes. In **October**, the Converus Credibility Assessment Expert (CCA) certification is introduced.

January 2018: Converus now has 116 Service Partners and 429 EyeDetect customers in 35 countries. The 4th Annual Converus Service Partner Conference is held Jan. 10-11 in Orlando, FL. Converus offered its first CCAE certification course in the U.S.

In **April**, Edwin Duterte, a CA candidate for the U.S. House of Representatives, became the first politician to verify he's honest and trustworthy by willingly submitting to a lie detector test – in this case, EyeDetect. Other politicians followed.

In **May**, EyeDetect test results are allowed as evidence in a U.S. court for the first time. Neal Harris, VP of Business Development, retired. And in **November**, EyeDetect was used on the nationally syndicated reality TV show, "Couples Court with the Cutlers" to help resolve relationship disputes.

January 2019: Converus now has over 500 customers in 40 countries. The EyeDetect test is available in nearly 40 different languages. The EyeDetect Directed Lie Comparison (DLC) test for investigations is released. An initial field study shows this 15-minute test is more than 90 percent accurate. On Jan. 30-31, the 5th Annual Converus Service Partner Conference is held in Lehi, UT.

On **May 30**, Converus released the EyeDetect Multi-issue Comparison Test (MCT) Protocol released. MCT scores up to four relevant issues in a single test and also accurately identifies the issue that caused the candidate to fail the test.

In **June**, renowned polygraph expert Dr. John Kircher joined the Converus staff.

On **Oct. 10**, EyeDetect for Investigations placed first in the "Enterprise Software, Cloud and Big Data" category at the 17th Annual Utah Innovation Awards.



John Augustus Larson

1921
John Augustus Larson, a medical student at the University of California at Berkeley and a police officer of the Berkeley Police Department in Berkeley, California, invents the first modern polygraph.

1939
The FBI begins using the polygraph.



1991
University of Utah scientists and internationally reknown polygraph experts John C. Kircher and David C. Raskin — who would later become part of the Converus Science Team — computerize the polygraph.



2002
Scientists John Kircher and Doug Hacker, on a climbing trip to Mt. Rainier, conceive of the idea of developing a deception detection technology based on measuring the eyes during reading and answering true/false statements.



2003
Scientists John Kircher and Doug Hacker form a science team that includes Anne Cook and Dan Woltz. They begin working together to produce and validate an ocular-motor deception test (ODT).



2006
First formal scientific study confirms that the ODT technology works.



2008
Second formal scientific study confirms the effectiveness of the ODT technology.



2009
David Raskin joins the science team.



2010
June – Credibility Assessment Technologies signs a license with the University of Utah for the technology.



2012
The science team conducts field tests and optimizes the ocular-motor deception test technology in the United States.



2013
January – Alta Ventures — an early-stage venture capital fund based in Monterey, Mexico that provides seed, venture and growth capital — invests in the company with the objective of accelerating the commercialization of the technology.



2013
October – The company appoints Todd Mickelsen as the new president and CEO.



2013
October / November – The company conducts further research in Monterrey, Mexico and optimizes the technology's algorithms for the Latin American market.



2014
April 8 – In a press conference at the Four Seasons hotel in México City, Converus announces the worldwide release of EyeDetect. Approximately a dozen local news outlets attend, resulting in more than 30 news stories in print, television and online.



2014
May 22 – The first EyeDetect station ships.



2015
January 13 – Converus holds its inaugural Conference at its headquarters in Lehi, Utah.



2015
December – Converus demonstrates EyeDetect to the U.S. Federal government at a seminar series in Washington, D.C. Converus now has over 175 customers in various countries.



2016
January – Converus holds its 2nd Annual Partners' Conference in Las Vegas (51 partners on board).



2016
March (cont.) – Midas, in Spain, becomes first well-known European brand to use EyeDetect. Launches a national campaign promoting its use of the technology.



2017
January – Converus now has over 350 customers in 22 countries.



2017
February – Two new EyeDetect campaigns launched: EyeDetect is: 1) the first business intelligence tool providing credibility assessment test data; 2) a more comprehensive and accurate drug test.



2018
January – Converus now has 116 Service Partners and 429 EyeDetect customers in 35 countries.



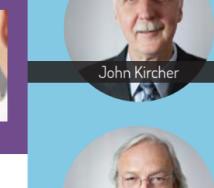
2018
April – EyeDetect test results are allowed as evidence in a U.S. court for the first time (in Taos, New Mexico). [Press Release](#)



2019
January – Converus now has over 500 customers in 40 countries. The EyeDetect test is available in nearly 40 different languages.



2019
May 30 – EyeDetect Multi-Issue Comparison Test (MCT) Protocol released. MCT scores up to four relevant issues in a single test and also accurately identifies the issue that caused the candidate to fail the test. [Press Release](#)



Official Converus Statement Regarding Polygraph and EyeDetect

March 20, 2019

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 eye behavior (i.e., ocular motor) and other behaviors. Both are viable, proven technologies.

The following are a few of the 9 peer-reviewed articles on EyeDetect: [International Journal of Applied Psychology](#) | [Psychophysiological and Ocular-motor Detection of Deception](#) | [Journal of Experimental Psychology: Applied](#)

EyeDetect is the world's first ocular-motor deception test (ODT) lie detection technology, meaning it's the first to rely on eye behavior to evaluate the credibility of individuals. It accurately detects deception in 15 to 30 minutes, depending on the test protocol used. It's also the first scientifically validated, scalable breakthrough in effectively uncovering lies since the polygraph was invented almost 100 years ago.

Consider the following:

- Converus' goal — like most polygraph examiners — is to accurately validate truth. Field tests show the EyeDetect screening test protocol (Relevant-Comparison Test) has a mean accuracy of 86 percent for guilty and innocent individuals and the EyeDetect diagnostic test protocol (Directed Lie Comparison Test) has a mean accuracy of over 90 percent. These accuracies are comparable to 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 testing.

Official Converus Statement Regarding Polygraph and EyeDetect (Cont.)

- Since EyeDetect launched in April 2014, many polygraph examiners worldwide have adopted the technology, and EyeDetect continues to attract other credibility assessment professionals. In fact, most Converus Service Partners are polygraph examiners.
- Three of the four members of the Converus Advisory Board are well-known polygraph experts or examiners, as is a member of the Converus management 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** has worked in polygraph since 2001. He’s 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.
- For 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 screening tests take 30 minutes. Results are ready within 5 minutes. (Investigative tests take 15 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 97-99% when an examinee passes or fails both tests. [Read article.](#)
- Ultimately, Converus urges credibility assessment experts worldwide to use all available scientifically validated tools to better serve customers to expose deception and preserve truth.

For more information, visit www.converus.com.

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About Converus®

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PAGE 1 OF 2

No More Hiding Those Lyin' Eyes with EyeDetect

EyeDetect uses eye behavior data collected while taking a computerized true/false test to determine if a person is lying. This automated computer test, which is up to 90 percent accurate, is currently used by more than 500 customers in 40 countries.

LEHI, Utah – Nov. 14, 2019 – A disruptive computer-based lie detection technology by Converus called EyeDetect is changing the way the world detects deception. It's the world's first ocular-motor deception test (ODT) lie detection technology, meaning it measures eye behavior to evaluate the credibility of individuals.

Converus says its ideal customers include local law enforcement, attorneys, private investigators and clergy — as well as those that test sex offenders for parole, probation or therapy program violations. Federal law prohibits the use of lie detectors in private companies. However, federal, state and municipal government employees or contractors are fair game. In addition, lie detectors can be used in criminal or civil cases, addiction therapy, drug testing, iron man and body building competitions, as well as fishing tournaments.



A new eye-monitoring lie detection technology called EyeDetect is changing the way the world detects deception. This automated computer test is up to 90 percent accurate in determining if a person is lying.

“There’s nothing else out there like the EyeDetect technology,” said Converus President and CEO Todd Mickelsen. “Its accuracy is scientifically validated by numerous peer-reviewed research studies. Plus, it’s cost-effective and it’s fast. I believe EyeDetect has the potential to revolutionize the lie detection industry.”

Mickelsen adds that since there are no cables or sensors attached to the examinee in an EyeDetect test, this lie detection method is nonintrusive.

After initially releasing EyeDetect to the Spanish Latin-America market in 2014, Converus followed with the U.S. market in 2015. Since the test is automated, the potential for human bias is eliminated. EyeDetect is currently used by more than 500 customers in 40 countries in 40 different languages to screen potential and existing employees for involvement in drug use, robbery, sexual assault, infidelity, murder, sabotage, espionage, terrorism and other criminal and unethical behaviors.

– MORE –

An EyeDetect test starts with the examinee sitting in front of an EyeDetect computer with an infrared eye-tracking camera mounted below the monitor. The eye-tracker takes 60 measurements per second of involuntary eye behaviors — including pupil dilation, blink rate, and other eye movements — to detect deception while the examinee answers a series of true/false questions. At the conclusion of the test, the data are uploaded to a secure cloud server and analyzed by computer algorithms. In less than 5 minutes, the person is scored as either credible or deceptive.

EyeDetect can be used for either screening tests or investigations. The investigative test, or Directed Lie Comparison test, takes 15 minutes. An initial field study shows it's more than 90 percent accurate. The screening test takes 30 minutes and is 86 percent accurate. In comparison, polygraph exams take at least 90 minutes to three hours to conduct, and reports can sometimes take hours to receive.

Mickelsen says EyeDetect can not only help local law enforcement make better hiring decisions but also give local churches a tool for quickly determining the truth in any alleged scandals.

“Knowing the truth about an individual, no matter the situation, can solve a lot of problems,” said Mickelsen.

For more information, visit www.converus.com.

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PAGE 1 OF 2

New Lie Detector for Border and Airport Security Uses Artificial Intelligence to Reveal Lies in the Eyes

Converus encourages governments worldwide to use EyeDetect to more accurately identify threats from travelers and airport personnel. Scientifically validated and continually improved using machine learning and artificial intelligence, EyeDetect is 86 percent accurate now at detecting lies via eye behavior. It's in use by over 500 federal agencies and private companies worldwide that have run thousands of tests. .

LEHI, Utah – November 28, 2018 – Perhaps in the not-too-distant future, a quick analysis of the eyes may help identify travelers and airport personnel with nefarious intentions.

A relatively new lie detector, EyeDetect by Converus, is the first technology to successfully detect deception in 15 to 30 minutes by analyzing involuntary eye behaviors, such as pupil dilation, eye movements and other features. Examinees simply sit in front of a computer and answer true/false questions.

EyeDetect is currently 86 percent accurate and backed by nine peer-reviewed research studies — which is more research than any single polygraph technique. Its decision model uses machine learning and artificial intelligence to continually improve the technology's accuracy over time. It's currently used by more than 500 customers in 40 countries worldwide to test potential and existing employees for involvement in serious crimes, drug use, sabotage, espionage, terrorism and other criminal and unethical behaviors.

"It's time for the world to rethink the technologies used to enhance border and airport security," said Converus President and CEO Todd Mickelsen. "This technology is already proven and ready now for implementation."

In 2016, Midas used EyeDetect on its employees in Spain to assure customers they were trustworthy. As a result, brand confidence increased by 29 percent. Other international customers include the Air Force of Colombia, Ministry of National Security of Jamaica, and numerous international locations for U.S. companies — including Experian, FedEx, McDonalds and Samsung.



Travelers with harmful intentions may someday soon have their eyes give them away, thanks to an EyeDetect lie detector test. On the other hand, innocent travelers wrongly accused can be quickly exonerated.

– MORE –

Besides using EyeDetect to screen airport employees and security personnel for a potential insider threat, it can help identify travelers with terrorist affiliations or those involved in drug trafficking.

“We’ve created EyeDetect tests covering almost any topic or situation you can imagine, including bribes, counterfeiting, cybercrimes, stealing and more,” said Mickelsen.

Mickelsen also points out that EyeDetect can exonerate those who might appear suspicious but are actually innocent. For example, if illegal drugs were placed in a traveler’s luggage unknowingly by someone else, EyeDetect can help prove the traveler is innocent. For those who may have lost their identification while travelling, Converus has another technology called IdentityDetect that can verify a person’s identity within minutes.

“The whole idea is to make travel safer and easier for all with more trustworthy, user-friendly technologies,” said Mickelsen.

Because the EyeDetect test is automated, Mickelsen says it’s 100 percent unbiased and doesn’t care about a person’s race, gender, age or religion.

“All it cares about is if you’re being truthful or deceptive,” said Mickelsen.

The idea for EyeDetect was originally conceived while a couple scientists were hiking Mt. Rainier in 2002. They then formed a science team and spent the next 12 years developing the technology until EyeDetect was released in 2014. Since then, customers have run thousands of tests covering all types of scenarios.

Converus will demonstrate EyeDetect at the Border Security Conference (booth #233) Feb. 6-7, 2019 in San Antonio, TX.

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PAGE 1 OF 2

Law Enforcement Finds Using Converus' EyeDetect Saves Time, Reduces Hiring Costs and Identifies Better Qualified Candidates

Police and sheriff's departments say EyeDetect's accuracy and speed make it an invaluable screening tool for job applicants.

LEHI, Utah – June 23, 2017 – Now law enforcement agencies in the U.S. can proactively manage their future reputations more effectively with EyeDetect, a new, high-tech screening method, to quickly identify the most trustworthy job candidates. Hiring managers say improving and streamlining the hiring process is a competitive advantage over other agencies vying for same limited pool of job seekers.

EyeDetect, by Converus, is the world's first nonintrusive lie detection technology to accurately detect deception in 30 minutes by analyzing eye and other behaviors. It uses a high-definition, infrared camera to take 60 measurements per second of involuntary eye behavior — including pupil dilation, blink rate and other features — to detect deception.

"EyeDetect helps us quickly identify who would make a good police officer and who would cause us a lot of concern," said Kent (Washington) Police Chief Ken Thomas. "We do not want to have any controversy or crisis going on, and this is one more tool to quickly go through the many, many candidates that are out there to [help us] get the very best."

"I expect we could end up saving \$60,000-70,000 annually, just in man hours, by using EyeDetect," added Kent Police Department Background Investigator Justin Davis.

Other early adopters of EyeDetect include Palm Springs Police Dept. (CA), Boise PD (ID), Kent PD (WA), Idaho State Police, Las Cruces County Sheriff (NM), Livingston Parish Sheriff (LA), and the Davis County District Attorney (UT).



Kent (Washington) Police Chief Ken Thomas says making EyeDetect part of his agency's hiring process has been a "huge success" by saving a lot of time, energy and money.

– MORE –

Converus has also demonstrated EyeDetect with national agencies such the State Department, Secret Service, Department of Defense, National Security Agency, U.S. Probation Office, National Center for Credibility Assessment, armed forces and others, as well as to several members of Congress.

“When it comes to screening job candidates, EyeDetect is currently the most accurate and fastest on the market,” said Converus President and CEO Todd Mickelsen. “As more local and national law enforcement agencies learn how EyeDetect can greatly streamline the hiring process, we expect every agency will soon be incorporating it.”

Mickelsen said some law enforcement agencies are hesitant to disclose they’re using EyeDetect for screening job candidates. They fear that when other local agencies adopt the technology as well, they’ll lose their competitive advantage of identifying and hiring the most qualified candidates faster than anyone else.

“We really maximize our time and our efforts using EyeDetect early in the process,” Thomas said.

Because the EyeDetect test is automated, it eliminates the potential for an examiner’s biasness to affect the screening results.

“EyeDetect is 100 percent unbiased,” said Davis. “EyeDetect doesn’t care one way or another regarding a candidate’s gender, race, religion, etc. All EyeDetect cares about is truthfulness. To base a hiring decision on truthfulness, I don’t think you can go wrong.”

For more information, visit www.converus.com.

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PAGE 1 OF 2

Midas Spain Uses EyeDetect to Prove its Employees can be Trusted

With mechanic shops the fifth most complained about sector annually, Midas launched a public awareness campaign in Spain, using EyeDetect — the world’s first eye behavior-based deception detection test, to reassure the public that Midas employees are trustworthy.

LEHI, Utah – April 21, 2016 – To refute research data from the Spanish National Consumer Institute showing mechanic shops are the fifth most complained about sector annually, Midas launched a public awareness campaign, “[The Eyes Don’t Lie](#).” In the campaign, Midas challenges its repair shop professionals to undergo a revolutionary lie detection test called “EyeDetect,” invented by the Utah-based company [Converus](#). EyeDetect is the first solution to detect deception by analyzing eye behavior.

Midas, the chain specializing in complete auto care, is the first company in Europe to use EyeDetect to scientifically demonstrate the truthfulness of its values: innovation, quality, and confidence in the maintenance services it provides to its customers. The campaign focuses on demonstrating employee compliance with the following company objectives: (1) the Official Vehicle Inspection (LA Revisión Oficial) is followed for all vehicles serviced, (2) all customers are offered a courtesy car, a benefit that Midas pioneered in the industry, (3) employees follow process and quality controls for all vehicles serviced, (4) all parts or products are guaranteed to be as good as the original equipment manufacturer, (5) all mechanics have been professionally certified, and (6) the service bill estimate provided to the customer prior to work commencing will be the final price paid.

“The goal of our new ‘The Eyes Don’t Lie’ campaign, using EyeDetect, is to demonstrate our commitment to our brand, and that customers can rely on Midas,” said Midas CEO Ramón Rueda.



Midas’ new advertising campaign in Spain, “Los Ojos Que No Mienten” (“The Eyes Don’t Lie”), aims to reassure the public its services and employees are trustworthy. Mechanics and franchisees from various company locations throughout Spain are taking the EyeDetect exam — a new lie detection method that’s 86 percent accurate in detecting deception.

– MORE –

Based on the creative resources of its ad agency, Proximity, the campaign encompasses online, radio and outdoor media to show consumers that Midas is a trustworthy, reliable brand. Using a high-speed precision camera, EyeDetect tracks involuntary eye behaviors that result when a person is lying. EyeDetect has been shown to be 86 percent accurate. More than 20 Midas mechanics and franchisees from various locations throughout Spain were involved in the challenge, demonstrating their truthfulness with an average reliability score of 88.3 percent. Anyone scoring below 50 percent is deemed not credible, or untruthful.

“As an early adopter of our new, scientifically validated lie detection technology, Midas is poised to potentially gain a commanding competitive advantage among auto care companies in Spain,” said Converus President and CEO Todd Mickelsen. “Consumers are much more apt to do business with a company they know has trustworthy employees.”

EyeDetect was originally created to fight fraud and corruption in businesses and government entities, estimated to be a \$2.6 billion problem worldwide. More recently, it’s also being marketed as a tool in countries to screen refugees and visa applicants for terrorists, as well as a way for communities to screen parolees and sex offenders. The technology is currently used by more than 225 organizations and government agencies worldwide as a screening tool for job applicants, and for periodic testing of employees, to detect illicit conduct or other unethical behavior.

“Our goal is to help companies like Midas maintain integrity in the workplace by helping identify and prevent any unethical or illegal behavior,” said Mickelsen.

EyeDetect monitors involuntary eye behavior — such as pupil dilation, blink rate and eye gaze fixations — to detect deception while a person answers true/false questions on a computer screen. The test takes 30 minutes and provides a “truthful” or “deceptive” score within 5 minutes. Polygraph exams, the long-time standard for lie detection, require a trained examiner, take at least 90 minutes to conduct, and reports can sometimes take hours to receive.

For more information, visit www.converus.com and www.midas.es.

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Identity Verification Technology by Converus Only Takes 3 Minutes

With mechanic shops the fifth most complained about sector annually, Midas launched a public awareness IdentityDetect is the first browser-based identity verification technology that accurately detects fake identities within 3 minutes by analyzing variations in the motor nervous system responses of examinees. It's ideal for financial institutions for identity verification of customers and for governments to verify the identity of anyone presenting travel documents, such as immigrants and visitors.

LEHI, Utah – August 22, 2017 – IdentityDetect, a new technology by Converus, can provide identity verification of an individual in three minutes simply by analyzing responses and mouse, keyboard or touchscreen interactions while the individual answers a series of questions. It's a web-based test designed to help banks and other financial institutions verify the identity of prospective or current customers, as well as assist governments in confirming the identity of immigrants and travelers.

Research conducted at Padova University in Italy and lab studies conducted by Converus have shown IdentityDetect is 90 percent accurate in identity verification.

“IdentityDetect is a first-of-its-kind, game-changing technology that enables the near real-time validation of someone’s identity through a browser or mobile app,” said Converus President and CEO Todd Mickelsen. “It will be especially useful to online banks as well as governments in streamlining the identity verification process. It can also help prevent fraudulent transactions by validating a customer’s identity when nonstandard transactions are attempted.”

Mickelsen says studies have proven that deception, such as defending a false identity, increases cognitive load. IdentityDetect measures subtle changes in motor nervous system responses that result from increased cognitive effort when a person must defend a false identity. Other current methods for verifying identity include using a government-issued ID or a biometric method, such as an eye scan, fingerprint or face recognition.

But during an onboarding or screening process using IdentityDetect, individuals provide personal information, such as their name, address and date of birth. Individuals are then asked to validate their identity, based on those details. IdentityDetect captures numerous metrics about each person’s responses, applies a complex scoring algorithm, and uses a machine-learning system to accurately determine the person’s credibility. Results from the evaluation are available almost immediately in a web-based dashboard or via a Software Developers



IdentityDetect is a new web-based and mobile app technology that can verify someone’s identity in three minutes simply by analyzing response time and mouse movements while the individual answers a series of questions. Research shows it’s 90 percent accurate.

Kit. Depending on customer needs, IdentityDetect can be rebranded and integrated within other applications. The technology isn't meant to replace current processes. Instead, IdentityDetect is designed to be integrated into current security processes, thus providing another data point in evaluating the veracity of an individual's identity.

A New Verification Tool for Banks, Financial Institutions

For banks and other financial institutions, Anti-Money Laundering (AML) and Know Your Customer (KYC) rules and regulations are a heavy burden. An estimated \$7 billion is spent annually on implementing AML regulations in the U.S. alone. The average cost for a financial firm to comply with its KYC and Customer Due Diligence obligations are \$60 million. Some are spending up to \$500 million on compliance, according to a 2016 Thomson Reuters study.

In addition, 75-85 percent of all KYC alerts are false positives, meaning an error occurred in the evaluation process and the condition tested for is mistakenly detected. It costs banks up to \$50 for every false positive incident. If a bank has thousands, or even millions, of false positives annually, then this cost becomes astronomical.

"By making IdentityDetect part of the overall AML/KYC initiatives, financial institutions can potentially reduce the false positives by 85-90 percent, while at the same time streamline the customer onboarding process. This may save banks thousands — if not millions — of dollars annually," said Mickelsen. "Our new identity-verification solution fits beautifully into the current blockchain technology and serves as another layer of security."

Automated Test Unbiased Against Immigrants

Immigration offices often rely on documents provided by the traveler or immigrant.

"One of the big advantages for governments using this technology to screen those entering their country is the test can be given via a government's website before the person travels. The traveler submits an application to the website and then is prompted to confirm the information submitted. In 3 minutes or less, users of false or fake identities can be detected and directed to an embassy before they travel," said Mickelsen.

Mickelsen says IdentityDetect doesn't validate the authenticity of passports or other travel documents. Rather, it's designed to confirm the person holding the passport is the person listed on the passport.

"Truthful U.S. visa applicants will have no problems with an IdentityDetect evaluation. Those who present a false identity will struggle," said Mickelsen.

Other examples where IdentityDetect can be used to validate an identity include vacation property renters, leasing agreement signees, shipment recipients, and auto financing loan applicants.

IdentityDetect joins Converus' other technology, EyeDetect — the first nonintrusive lie detection technology that accurately detects deception in 30 minutes by analyzing eye and other behaviors, is currently used by governments and corporations worldwide.

For more information, visit www.converus.com.

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The press have been fascinated by the EyeDetect technology. Here are a few of their comments. (Click on logo for link to story.)



Described as “advanced lie detection technology”, the department has said it will help in its fight to “take the profit out of crime, while maintaining the highest standards of integrity of its personnel.”



“Our officers will be screened using the most advanced system called EyeDetect.”
– St. Kitts and Nevis Commissioner of Police Ian Queeley



“Converus is marketing a new lie detecting product called EyeDetect, which the company claims is 85% accurate, or 95% accurate when combined with other manners of lie detection. It is already being used by government officials in some Latin American countries for screening political candidates.”



“A new technology, EyeDetect, measures eye responses to detect truthfulness.”



“New system pitched to Trump’s team tracks involuntary movements to reveal the truth in half the time of a polygraph.”



“Now law enforcement has a new tool in an effort to get the truth. It’s a new lie detection technology called EyeDetect.”



“They say you can tell if a person is lying by watching their eyes. A new lie detector is putting that theory to test.”



“The company has touted its technology as an effective way to help investigate whether any terrorists have infiltrated the ranks of refugees coming into a country.”



“You may never be able to tell a little white lie again. Investigators say they have a new way to tell if you’re fibbing, and it does not involve a lie detector.”

“It’s all in the eyes; reading a liar’s eyes, in fact. It’s called EyeDetect.”



“Authorities in Ohio have a new way to tell if you’re telling the truth.”

“It’s being called the ‘Pupil Polygraph’ and it can be used with or instead of the traditional lie detector test.”



“It’s really interesting. You don’t even have to say a word. The test can determine if you’re lying by looking at your eyes.”



“A new type of lie detector test scans your eyes to determine whether or not somebody is lying or telling the truth. It’s called ‘EyeDetect,’ and it’s one of the crime-fighting technologies that was on display here in San Diego this week at the Police Chief’s Convention.”



“The eyes can reveal so much, like if someone is lying. That’s the premise of EyeDetect — a digital lie detector that put me to the test.”



“You really can’t hide your lying eyes. A brand new type of lie detector that scans your eye boasts an 85% accuracy rate.



“Turns out your eyes do give you away after all. When we lie, it takes more mental effort, more energy. And that effort causes our pupils to dilate ever so slightly. You can’t see this change with the naked eye, but according to researchers it happens every time someone lies. Now a company called Converus is giving this pupil change a closer look.”



“Now let’s get you to a story that sounds a bit like science fiction. A computer program that scans your eyes to see if you are lying. Law enforcement agencies around the country are using this technology to screen suspects and companies are screening potential employees.”



“Today local police departments got their first look at a new technology meant to make us all safer. The company, Converus, is now using EyeDetect to see if suspects are lying.”



“The company, Converus, is bringing a new type of lie detector to the world.”

Converus has had more than 350 stories about its credibility assessment technologies. Here's just a sampling of the press outlets.

2010



2016



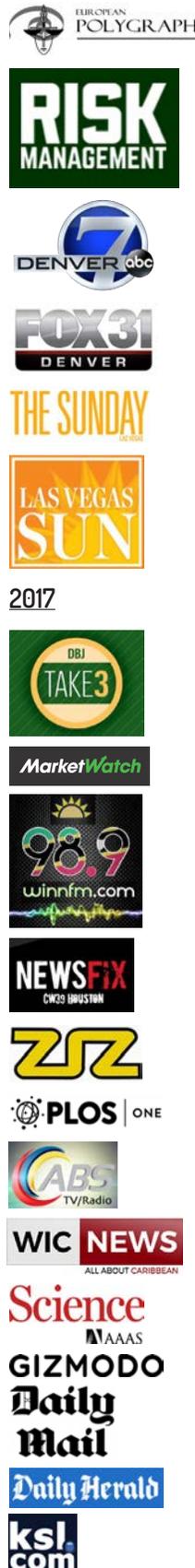
2012



2014



2015



2018

BLOUIN NEWS



2019



Converus currently has over 500 customers in 40 countries using our technologies.

Below is a partial list (due to NDAs) of current and past EyeDetect customers.



Government – United States

- Boise Police Department (Idaho)
- Davis County Sheriff's Office (Farmington, UT)
- Doña Ana County Sheriff's Office (New Mexico)
- Idaho State Police (Idaho)
[NEWS](#) [CASE STUDY](#) [VIDEO 1](#) [VIDEO 2](#) [VIDEO 3](#)
- Kane County Sheriff's Office (Utah)
- Kent Police Department (Washington)
[VIDEO 1](#) [VIDEO 2](#) [CASE STUDY](#) [NEWS](#)
- New Hampshire Department of Corrections
- Palm Springs Police Department (California)
- Utah County Sheriff's Office

Government – International

- Air Force of Colombia | [VIDEO](#) [CASE STUDY](#)
- Gujarat Forensic Science Laboratory (India)
- Ministry of National Security of Jamaica
[NEWS](#)
- National Bureau of Investigation (Philippines) | [NEWS](#)
- Royal St. Christopher and Nevis Police Force (over the islands of St. Kitts and Nevis) | [NEWS](#)
- The Office of National Drug and Money Laundering Control Policy (ONDCP) (over the islands of Antigua and Barbuda)
[NEWS](#)
- United Nations Peacekeepers | [NEWS](#)



Businesses – International

- Acceso Crediticio (Peru) | [CASE STUDY](#)
- American Doughnuts (Guatemala)
- Banco G y T Continental (Guatemala)
- FRESH FISH del Ecuador
- Master Financial Management (MFM)
[CASE STUDY](#)
- Terpel (Colombia) | [CASE STUDY](#)

Businesses – U.S. Companies Based Internationally

Here are a few well-known U.S. brands (international locations) that have used or are currently using EyeDetect to screen employees:

- British American Tobacco (Monterrey, México)
- Experian (Colombia)
- Midas (Spain) | [VIDEO 1](#) [VIDEO 2](#) [NEWS](#)
- Samsung (Bogotá, Colombia)

Federal Government Agencies

We also have federal government agencies in the following countries using EyeDetect (Due to an NDA, we don't have permission to release their names):

- Barbados
- Colombia
- Czech Republic
- Ecuador
- Guatemala
- India
- Mexico
- Paraguay
- Peru
- Philippines
- Singapore
- Ukraine
- United States

From companies to law enforcement to departments of corrections and others, EyeDetect is helping customers worldwide expose deception and validate truth.



Mr. Olympia's Innocence in Sexual Assault Case Backed by Polygraph and EyeDetect Test Results | [READ MORE](#)



Ohio Correctional Center Saves 1 to 2 Weeks Per Examinee by Screening with EyeDetect | [READ MORE](#)



EyeDetect Helps UN Peacekeepers Uncover Falsified Documents | [READ MORE](#)



EyeDetect Speeds Up Recovery for the Unfaithful and Addicted | [READ MORE](#)



EyeDetect Successfully Identifies Child that Stole \$25,000 Worth of Mom's Jewelry | [READ MORE](#)



EyeDetect Used to Question Sex Solicitation Suspects | [READ MORE](#)



EyeDetect Helps Heal Couples' Relationships Faster | [READ MORE](#)



Financial Services Company Reduces Losses by About \$560,000 | [READ MORE](#)



EyeDetect Standardizes & Streamlines Hiring for Idaho State Police | [READ MORE](#)



Police Recruiting Dept. Saves Up to \$70,000 Annually Using EyeDetect | [READ MORE](#)



Air Force of Colombia More Effectively Vets Personnel | [READ MORE](#)



Casino Reduces Employee Theft from 20% to 5% | [READ MORE](#)



How a Financial Advisory Firm Hires Trustworthy Employees | [READ MORE](#)

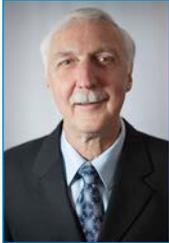


Delivery Drivers Stealing Products Identified, Fired | [READ MORE](#)



Employees Handling Cash Can Now Be Trusted Not to Steal | [READ MORE](#)

Converus' Science Team represents decades of experience in deception detection. Combining scientific acumen with technological savvy, these recognized experts are the inventors and drivers behind the company's innovative products and solutions enabling customers worldwide to have trust in their workforce and to effectively detect deception.



John C. Kircher, Ph.D.
Chief Scientist, Converus Science Team

Dr. Kircher is a widely recognized expert in government and industry on the subject of deception detection. He has published more than 90 scientific publications and technical reports in the field of psychophysiological detection of

deception and has served as a consultant on deception detection to the U.S. Department of Defense, U.S. Secret Service, U.S. Department of Homeland Security, National Science Foundation, National Research Council, Royal Canadian Mounted Police, and numerous state and local police departments. He and his colleague Dr. Raskin developed the software and hardware for the first computerized field polygraph system in 1991 — which is still in use today. Dr. Kircher earned his Ph.D. in psychology from the University of Utah.



Douglas Hacker, Ph.D.
Member, Converus Science Team

Dr. Hacker currently researches writing and reading comprehension processes, metacomprehension, detection of deception, metacognition, self-regulated learning, and school/program evaluation. His current research interests are focused on the investigation

of the psychology of writing, and he has developed a new methodology for the study of writing that uses eye-tracking technology. This methodology permits an online analysis of writing. At the present time, Dr. Hacker is actively engaged in the investigation of deception detection by using oculomotor measures while reading. Dr. Hacker earned his Ph.D. in educational psychology from the University of Washington.



Dan Woltz, Ph.D.
Member, Converus Science Team

While a graduate student at Stanford University, Dr. Woltz worked primarily with Dr. Richard Snow on the Aptitude Research Project funded by the Office of Naval Research. Following his graduate work and prior to coming to the University of Utah, he worked

for five years conducting basic research on cognitive abilities and learning processes at the Air Force Human Resources Laboratory. Dr. Woltz has received external funding for his research from the Air Force Office of Scientific Research and Draper Laboratories, and his work has been published in publications such as *Journal of Experimental Psychology: General*, *Journal of Experimental Psychology: Learning Memory and Cognition*, *Journal of Memory and Language*, and *Memory & Cognition*. He earned his bachelor's degree in psychology from University of Minnesota and his Ph.D. in educational psychology from Stanford University.



Anne Cook, Ph.D.
Member, Converus Science Team

Dr. Cook conducts studies in the psychology of reading, using eye-tracking technology to investigate the memory and attention processes involved in reading comprehension. Although much of her research has investigated these processes in typically

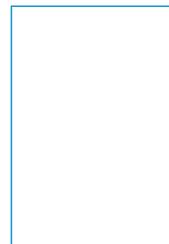
developed adult readers, she has also conducted studies on cognitive impairments in individuals with autism. More recently, she has applied her background in eye tracking and psychology of reading to research on cognitive load during complex problem solving and to the detection of deception. Dr. Cook holds a Ph.D. in cognitive psychology from the University of New Hampshire, a Master of Science in college teaching from University of New Hampshire, a Master of Arts in cognitive psychology from University of New Hampshire, and a Bachelor of Arts in psychology from Louisiana State University.



David C. Raskin, Ph.D.
Member, Converus Science Team

Dr. Raskin has served on the faculties of UCLA, Michigan State, and the University of Utah. He has authored more than 150 scientific articles, chapters, books, and reports, including "Scientific Methods in Criminal Investigation and Evidence and Credibility

Assessment: Scientific Research and Applications" (published in 2014). He has received research grants and contracts on the subject of deception detection from the National Institute of Justice, National Science Foundation, Department of Defense, Central Intelligence Agency, U.S. Secret Service, and National Institute of Mental Health. He frequently consults and does training for many U.S. federal agencies and foreign governments. The laboratories of Professor Raskin and his colleague, Dr. John Kircher at the University of Utah, are recognized worldwide as leaders in research and development of polygraph methods and computer techniques for the conduct and analysis of polygraph examinations. He earned his Ph.D. in psychology from UCLA.



Andrew Potts
Member, Converus Science Team

Dr. Potts...



Todd Mickelsen
President & CEO

Todd Mickelsen has 25+ years of high tech senior management experience in business development, sales and product management at start-ups and established software giants, including Microsoft. Prior to Converus, he was Director of Product Management at Ancestry.com, responsible for the definition and delivery of a new family history software platform. He was a co-founder of NextPage and served as Managing Director of NextPage Europe Ltd. At Microsoft, Todd provided product direction for Microsoft's enterprise search products. Todd holds a B.S. in marketing and business from Brigham Young University.



Greg Parkinson
Chief Software Architect

Greg Parkinson is a software industry veteran with a long history of engineering scalable systems and platforms. Greg previously worked as Chief Software Architect at MediConnect Global, where he helped position the company for acquisition by Verisk Analytics in 2012. Prior to MediConnect, he was the Chief Software Architect at Ancestry.com. Greg has a B.S. of Science in computer science and mathematics from Christopher Newport University in Newport News, Virginia. He graduated magna cum laude.



Ben Stout
Chief Technology Officer

Ben Stout brings years of experience building industry-leading enterprise systems and managing technology teams. He previously worked as CTO at MediConnect Global and played an integral role in designing the scalable software, infrastructure and products that helped grow the company into a 1,000-employee corporation — which sold in March 2012 for \$377 million. Ben has a B.S. in computer science from Brigham Young University.



Russ Warner
VP of Sales, Marketing & Operations

Russ Warner has extensive management, marketing, sales, business development, and international experience. He's worked at technology companies such as Novell, WordPerfect and Altiris/Symantec. Prior to Converus, he was CEO at ContentWatch, makers of Net Nanny. Russ received a B.S. in Zoology pre-med and an M.B.A. from Brigham Young University. He speaks Spanish and Portuguese.



Jeff Pizzino, APR
VP, Corporate Communications

Jeff Pizzino started his PR career in 1987. His work history includes Ketchum Public Relations, Johnson & Johnson, the Gemological Institute of America, and Penta Water. Jeff's adept at securing press coverage, preserving corporate reputation, fine-tuning messaging, strengthening corporate culture, and embracing authentic communications. He has an M.B.A. in Management from Western International University and a B.A. in Communications from Brigham Young University.



Mark Handler
Director of Professional Services

Mark Handler is an independent polygraph instructor and consultant. He serves on the board of the American Polygraph Association (APA). He has published over 50 scientific articles on the topic of polygraph and credibility assessment. Previously, he was a Deputy Sheriff in Montgomery County, Texas and a U.S. Navy nuclear submariner. Mark previously served on the Converus Advisory Board.



Don Krapohl

Don Krapohl is one of the world's leading experts on credibility assessment. He's currently the Director of Educational Services for Capital Center for Credibility Assessment, a company that provides services to the U.S. federal government. Previously, Don was a Special Assistant to the Chief at the National Center for Credibility Assessment (NCAA) and was a longtime editor of the American Polygraph Association quarterly publication, "Polygraph." He also co-authored the 2015 book, "Fundamentals of Polygraph Practice." He's an expert in criminal justice, internal investigations, criminal investigations, interrogation, expert testimony and more.

Krapohl holds a Master of Arts in Psychology from The Catholic University of America in Washington, D.C. and a Bachelor of Arts in Psychology from Saginaw Valley State University in Michigan.



Charles Honts, Ph.D.

Charles Honts, Ph.D., is internationally recognized as one of the world's top experts on credibility assessment — especially regarding interrogation and false confessions. He's published and/or presented more than 300 scientific papers on deception detection and was co-editor (along with Converus Science Team members Drs. John Kircher and David Raskin) on the 2014 book, "Credibility Assessment." Dr. Honts, a trained polygraph examiner, has also given expert testimony on interrogation and false confession, eyewitness identification, and the forensic interviewing of children in courts worldwide more than 100 times. In addition, he's delivered lectures internationally.

He's currently a professor of psychology at Boise State University. His research focuses on credibility assessment with adults and children and on confession and false confession phenomena. He also maintains a private consulting practice. Dr. Honts previously worked for the Department of Defense as a research team leader, taught at University of North Dakota, and served as president of the Rocky Mountain Psychological Association. Honts received his Ph.D. in Psychology at the University of Utah.



Darryl Bullens

Darryl Bullens has worked in polygraph since 2001 and has conducted more than 8,000 criminal or governmental polygraph examinations. He's the former president of the California Association of Polygraph Examiners (CAPE) and is CEO of San Diego-based Forensic Technologies. His company conducts polygraph examinations and digital forensic investigations for governmental agencies, attorneys and private citizens. In addition, he regularly serves as an expert witness in state and federal courts. Darryl has specialized training in MAC Forensic Analysis, Advanced Smartphone Forensics, Windows Forensic Analysis, Advanced JTAG Mobile Device Forensics,

Cellebrite Certified Physical Analyst, Cellebrite Certified Logical Operator, Cell Phone Technology & Forensic Data Recovery Certification, and more.

Previously he was a special agent for the Virginia State Police and a state trooper for the Tennessee Highway Patrol. Darryl has a Bachelor of Arts degree in Global Studies from National University in San Diego, California and an Associate of Science in Criminology from Roane State Community College in Harriman, Tennessee.



Pamela Meyer

Pamela Meyer quickly rose to prominence in the deception detection world, first with her 2010 best-selling book, "Liespotting: Proven Techniques to Detect Deception," followed by her 2011 TED talk, "How to Spot a Liar," which now has nearly 16 million views and is one of the 20 most popular TED talks of all time. She is CEO of Calibrate, a consultancy that trains financial institutions, insurance providers, law firms and human resource professionals worldwide on inside threat mitigation, verbal and non-verbal cues to deception, facial micro-expression interpretation, advanced interrogation techniques, and information elicitation. She has extensive training in the use of visual cues and psychology of detect deception. Her mission is to help people become more accurate at finding the truth.

Today, Pam speaks globally on deception detection, inside threats, ethics and negotiation. She has been featured on many media outlets, including NPR, CNN, CNBC, ABC and in Forbes, Bloomberg Businessweek, The Washington Post, the New York Post and Harvard Business Review. She also writes regularly for The Huffington Post and her blog, liespotting.com. Pam holds a Master's in Business Administration from Harvard, a Master of Arts in Public Policy from Claremont Graduate School, and is a Certified Fraud Examiner.



Jayson Ahern

Jayson Ahern, an expert in homeland and border security management, is the newest member of the Converus Advisory Board. As a 33-year law enforcement professional and the former acting head of U.S. Customs and Border Protection (CBP) at the Department of Homeland Security, Ahern was responsible for securing, managing and controlling our nation's borders.

Ahern is currently a principal and head of security services at The Chertoff Group, a Washington, D.C.-based global advisory firm focused on security and risk management. In this role, he advises clients on a broad range of issues including homeland and border security management, global commerce and supply chain security, critical infrastructure protection, risk management, and strategic planning and implementation.

Rogelio de los Santos

Rogelio de los Santos is a founder and funder of early stage companies. He's also recognized for being an active bridge-builder and dealmaker. De los Santos is a Managing Partner at Dalus Capital and Alta Ventures. De los Santos is the Chairman of the Board of MFM Financial and the Eugenio Garza Lagüera Entrepreneurship Institute. He's also a Director in Wanderu, eFactor, Nuve, Energryn and Inmobly and a board member of the Tec de Monterrey, Mexico-United States Entrepreneurship and Innovation Council (MUSEIC), and Auria Capital. In 2013 he founded and is currently the Chairman of INCmty, LatAm's entrepreneurship festival. De los Santos earned a bachelor's degree in Mechanical Engineering from Tec de Monterrey, a master's degree in Business Leadership from Duxx, and an honorary degree from Babson College.

Scott Frazier

Scott Frazier has extensive skill and experience working with technology start-ups in Utah. He has funded more than 80 Utah companies—including many of Utah's current technology and healthcare leaders. He currently serves as the CEO of EmployeeReferrals.com, the leader in job referral technology. He is also a Managing Director of Diversification Partners, a fund that provides liquidity to founders and early investors of growing, venture capital/private equity-backed companies. Scott was co-founder and managing director of the Utah Angels from 1997-2009. He has an M.B.A. from Harvard Business School and a B.A. degree from Brigham Young University.

Todd Mickelsen

Converus President & CEO

Todd Mickelsen has more than 20 years of high tech senior management experience in business development, sales and product management at start-ups and established software giants, including Microsoft. Prior to joining Converus, Todd was Director of Product Management at Ancestry.com, responsible for the definition and delivery of a new family history software platform. As a co-founder of NextPage, a provider of search and content networking software, he also served as the Managing Director of NextPage Europe Ltd. overseeing the EMEA business out of the London office. As VP of Business Development at FAST Search, a leader in enterprise search technology, he helped grow the company to more than \$100M in revenue — leading to an acquisition by Microsoft for \$1.2B. At Microsoft, Todd provided product direction for Microsoft's enterprise search products. Todd holds a Bachelor of Science in marketing and business from Brigham Young University.

Bryan K. Ritchie

Bryan Ritchie is an expert at commercializing new technologies, especially those discovered at universities, through patenting, licensing, startups and business development. His substantial experience in business and academia create a unique combination of knowledge and experience around intellectual property commercialization. He's currently the Vice President of Innovation and Associate Provost at Notre Dame University. In addition, he oversees private equity investing through multiple entities, including GrowthSPORT, Bryan James, Corp., and RCF Holdings. He has consulted for more than 100 companies, many in the fortune 500 and he serves on several boards of directors. He has a patent for pretreated densified biomass products and is the author of many books and articles, including co-author of "Relationship Economics." Bryan holds a Ph.D. from Emory University and an MBA from Brigham Young University.

Michael Wolfgramm

Mike Wolfgramm joined the Alta Ventures team in January 2013 as Managing Director, bringing with him deep expertise in a wide range of areas, with special emphasis in high tech. He was the Chief Technology Officer at Ancestry.com. In this role, he was responsible for orchestrating the product development and the delivery of the company's global technologies and services — including www.ancestry.com, www.genealogy.com, www.rootsweb.ancestry.com, www.myfamily.com and www.familytreemaker.com. In addition, Mike had responsibility for the company's Web Operations, IT and IS organizations.

Reporters and bloggers may download any of the following high-resolution (300 dpi) images, as well as other images and information, from our website: <http://converus.com/collateral/>



Todd Mickelsen
President & CEO



Greg Parkinson
Chief Software Architect



Ben Stout
Chief Technology Officer



Russ Warner
VP of Marketing, Sales & Operations



Jeff Pizzino, APR
VP, Corporate Communication



Mark Handler
Director of Professional Services



Jim Mosher
Director of Product Management



John C. Kircher, Ph.D.
Chief Scientist, Converus Science Team



Douglas Hacker, Ph.D.
Member, Converus Science Team



Anne Cook, Ph.D.
Member, Converus Science Team



Dan Woltz, Ph.D.
Member, Converus Science Team



David C. Raskin, Ph.D.
Member, Converus Science Team

Logos



EyeDetect Test Station

Suggested cutline: A new eye-monitoring lie detection technology called EyeDetect is changing the way the world detects deception. This automated computer test is up to 90 percent accurate in determining if a person is lying.



Taking EyeDetect Test

Suggested cutline: An EyeDetect exam starts with the test subject sitting in front of an EyeDetect station. An eye-tracking camera then monitors involuntary eye behavior — including pupil dilation, blink rate and fixations — to detect deception while the subject answers true/false questions on a computer screen.



Taking EyeDetect Test w/Test Administrator

Suggested cutline: EyeDetect enables companies to screen job candidates and identify those who falsify their experience or are untruthful about previous activities with illegal drugs, stealing from an employer, accepting or receiving inappropriate benefits from an employer or divulging confidential information. Companies can also use it to screen current employees for deception.



EyeDetect Monitor: Telemetry

Suggested cutline: As the subject answers a series of true and false questions, the answers to these questions — along with involuntary pupillary changes and eye movements — are precisely measured by the high-definition eye-tracking camera. Converus is the first company to create a deception detection product based on an ocular-motor deception test.



EyeDetect Monitor

Suggested cutline: Since the EyeDetect test is automated, during an average eight-hour workday with breaks, a test proctor with three stations can run on average of 40 tests daily. An exam takes 15-30 minutes and results are available within 5 minutes.



IdentityDetect

Suggested cutline: IdentityDetect is a new web-based and mobile app technology that can verify someone's identity in three minutes simply by analyzing response time and mouse movements while the individual answers a series of questions. Research shows it's more than 90 percent accurate.