World's first automated polygraph. Combines similar physiological activity monitored and recorded by a traditional polygraph with ocular data from standard EyeDetect test.
When Your Story Needs the Truth About Deception Detection

To News Reporters, Podcasters & Bloggers:

Thank you for your interest in Converus, creators of EyeDetect® and EyeDetect+.

EyeDetect is the world’s first ocular-motor deception detection solution. It accurately detects deception in 15-30 minutes simply by analyzing involuntary eye behaviors. EyeDetect proves the saying, “The eyes are the window to the soul” is true. Hundreds of organizations worldwide use it to screen job candidates, periodically monitor current employees, conduct investigations, and more.

EyeDetect+ is the world’s first automated polygraph, assuring the testing process is unbiased. It’s the next, natural evolution in the history of polygraph — the defacto lie detection technology since 1921.

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

- New lie detection technologies
- Hiring trustworthy police officers
- How defense attorneys establish a client’s guilt or innocence in high-profile murder cases
- Keeping communities safe by screening sex offenders and parolees
- Quickly vetting those working for a government agency
- Determining if a suspect is telling the truth

...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:

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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 psychophysiolologist 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 more than 600 customers in 50 countries in 50 different languages. Customers include over 65 law enforcement agencies in the U.S. and nearly 100 worldwide.

These technologies help protect countries, corporations and communities from corruption, crime and threats. 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 ocular-motor deception detection solution. It accurately detects deception in 15-30 minutes by analyzing involuntary eye behaviors. EyeDetect is also the first breakthrough in effectively identifying lies since the polygraph was invented nearly 100 years ago.
- **EyeDetect+** is the world’s first automated polygraph. It combines similar physiological activity monitored and recorded by a traditional polygraph with ocular data from standard EyeDetect test. Consided the first major advancement in polygraph technology since the invention of the computerized polygraph in 1991.
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.

**Awards/Recognitions**

- 2021: EyeDetect – Security Today magazine Govies Government Security Award
- 2020: EyeDetect+ – Security Today magazine Product of the Year, Employee Screening
- 2019: EyeDetect for Investigations – Placed first in the “Enterprise Software, Cloud and Big Data” category at the 17th Annual Utah Innovation Awards
- 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 behaviors to detect deception via 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 more than 600 customers in 50 countries in 50 different languages. Customers include:
  > Federal agencies in Guatemala (funded by U.S. Dept. of State), Mexico, Peru, Colombia, Panama, Singapore, Czech Republic, and an Arabic-speaking agency.
  > Over 65 U.S. law enforcement agencies and nearly 100 worldwide.
  > Therapy/sex offender professionals.
  > Corporations, financial services.

**About Converus®**

Converus provides scientifically validated credibility assessment technologies. EyeDetect®, which detects deception by measuring involuntary eye behavior, is a fast, accurate, affordable, noncontact, scalable, and fully automated option to polygraph. EyeDetect+ is the world’s first automated polygraph, making the testing process impartial, accurate, and less intrusive (than a traditional polygraph). It assesses credibility by monitoring and recording ocular activity plus physiological activity similar to a traditional polygraph. Customers worldwide use the EyeDetect product line for screening and investigations to help protect countries, corporations and communities from corruption, crime and threats. Converus is headquartered in Lehi, Utah, USA. Visit: [converus.com](http://converus.com)
Converus Product Descriptions

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

**EyeDetect+** is the world’s first automated polygraph. It combines similar physiological activity monitored and recorded by a traditional polygraph with ocular data from standard EyeDetect test. It’s the first major advancement in polygraph technology since the invention of the computerized polygraph in 1991.

Converus Mission Statement

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

Converus Vision Statement

Be the leading technology provider of credibility assessment solutions.

Our Industry

Credibility assessment (also known as lie detection).

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.
- **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.
- **January 2020** – Converus releases the EyeDetect v4 laptop station, making the technology even more portable.
- **March 2020** – Converus releases an audio-based test called the EyeDetect Audio MCT for those that cannot read.
- **May 2020** – To further disrupt the lie detection industry, Converus releases EyeDetect+, which measures physiological data similar to polygraph. This makes the technology legally compliant in all 50 states.

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 involuntary eye behaviors. 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 involuntary eye behaviors 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 is 86-88% accurate. That's comparable to the best polygraph.
- When used in investigations, an initial field study shows this test technique is 87% accurate.
- When used in conjunction with the polygraph, and when both tests have the same result, the “confidence outcome” is 97-99%. 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 3 Steps of an EyeDetect Test

1. Participant takes a 15- to 30-minute true/false or yes/no test.
2. Data are captured, encrypted and uploaded to a secure web server.
3. Proprietary algorithms provide a credible or deceptive score in less than 5 minutes.

Interesting EyeDetect 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](https://www.3rd巡回法院.org) allowed EyeDetect test results as evidence in court for first time.

Interesting EyeDetect Facts (cont.)

- EyeDetect is currently used by more than 600 customers in 50 countries.
- The EyeDetect test is available in more than 40 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 more than 100 Converus Service Partners (resellers) in nearly 40 countries.
- The eye-tracking camera mounted under the computer monitor takes approximately 60 measurements per second of involuntary eye behaviors in each eye — including pupil dilation, blink rate and other eye movements — to detect deception.
- During the course of a 30-minute screening test, about 100,000 eye measurements are recorded of each eye.
- In March 2016, [Midas, in Spain](https://www.midas.es), 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: Idaho State Police, Kent Police Department (Washington), King County Dept. of Adult and Juvenile Detention (Washington), New Hampshire Department of Corrections, North Pole Police Dept. (Alaska), Northwest Fire District (Arizona), Spokane County Sheriff’s Office (Washington)

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.
• Criminal investigations.
• Urinalysis (UA) tests (drug testing).

EyeDetect Target Markets

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

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 released to the marketplace in April 2014.
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.

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.

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).

On April 8, 2014, at a press conference at the Four Seasons Hotel in Mexico City, Converus announced the worldwide release of EyeDetect. On May 22, the first EyeDetect station was shipped.

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. In August, EyeDetect was officially launched in the U.S.
John Augustus Larson, both 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-day polygraph.

University of Utah scientists and internationally reknown polygraph experts, John C. Kircher and David C. Raskin, computerize the polygraph.

1991

John C. Kircher, Doug Hacker and other scientists discover that cognition-based detection of deception is possible through involuntary changes in the eyes with greater than 80% accuracy.

1921

2003

2014

Converus announces the worldwide release of EyeDetect — the world’s first ocular-motor detection test that assesses credibility by measuring involuntary eye behavior.

2019

Converus releases the EyeDetect Multi-issue Comparison Test (MCT) Protocol. 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.

2020

Converus releases an audio-based test called the EyeDetect Audio MCT for those that cannot read.

100 years after the invention of the first modern-day polygraph, Converus announces the release of EyeDetect+ 2.0, the world’s first automated polygraph.
## Comparing the World’s Top Credibility Assessment Technologies

<table>
<thead>
<tr>
<th>Comparison</th>
<th>Polygraph</th>
<th>EyeDetect</th>
<th>EyeDetect+ 2.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year invented/ introduced</td>
<td>1921 (FBI began using polygraph in 1939.)</td>
<td>2014</td>
<td>2021</td>
</tr>
<tr>
<td>Manufacturer(s)</td>
<td>Axciton Systems (U.S.) Lafayette Instrument (U.S.) Limestone Technologies Inc. (Canada) Stoelting Company (U.S.)</td>
<td>Converus, Inc. (Lehi, Utah, USA)</td>
<td>Converus, Inc. (Lehi, Utah, USA)</td>
</tr>
<tr>
<td>How it works</td>
<td>Records changes in electrodermal, cardiovascular and respiratory activity to measure attention and emotional arousal.</td>
<td>Records involuntary changes in eye movements and pupil diameter to measure cognitive effort.</td>
<td>Combines polygraph and Ocular-motor Deception Test (ODT) protocols. Records polygraph and ocular-motor measures. Examiner may conduct pre- and post-test interviews.</td>
</tr>
<tr>
<td>Test duration</td>
<td>Tests take from 1.5 to 5 hours, depending on the test type.</td>
<td>Tests take 15 to 30 minutes.</td>
<td>Tests take 20 to 45 minutes, depending on the test type.</td>
</tr>
<tr>
<td>Time to get test results</td>
<td>Test results in about 5 minutes, but test reports can take several hours.</td>
<td>Test results and report in less than 5 minutes.</td>
<td>Test results and report in less than 5 minutes.</td>
</tr>
<tr>
<td>Accuracy</td>
<td>Screening test: 85%¹ Diagnostic (investigative): 89%¹</td>
<td>Screening test: 86-88%²³ Diagnostic (investigative): 87%⁴</td>
<td>Screening test: 91%⁵ Diagnostic (investigative): 89%⁴</td>
</tr>
<tr>
<td>Equipment cost</td>
<td>A traditional polygraph instrument costs approximately $5,000-8,000.</td>
<td>$4,800 MSRP (U.S.)</td>
<td>$6,995 MSRP (U.S.) (includes an EyeDetect Station v4, Physio Tracker v2 and activity seat pad)</td>
</tr>
<tr>
<td>Invasiveness of test</td>
<td>Examinee must be connected to cables and sensors — including 2 pneumatic tubes around chest — and a blood pressure cuff. (invasive)</td>
<td>No sensors attached to the examinee. (noninvasive)</td>
<td>Most sensors are attached to the hand or wrist of the examinee. No blood pressure cuff. (minimally invasive)</td>
</tr>
<tr>
<td>Objectivity</td>
<td>Examiners “interpret” changes in polygraph recordings. Manual scoring of polygraph recordings requires training and is a potential source of error that can reduce accuracy.</td>
<td>Automated testing process that maximizes reliability and objectivity.</td>
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</tr>
<tr>
<td>Training</td>
<td>Examiners undergo 10 weeks of training, ongoing evaluation, and continuing education courses.</td>
<td>Standard training (administer tests and interpret results) takes about 6 hours; advanced training is 2 additional days.</td>
<td>Standard training takes less than 4 hours; advanced training is 3 additional days for trained polygraph examiners.</td>
</tr>
<tr>
<td>Big takeaway(s)</td>
<td>Has been the standard, de facto credibility assessment technology since 1921.</td>
<td>First innovation in the credibility assessment industry in nearly 100 years. Fast, accurate, affordable, noninvasive, scalable, unbiased.</td>
<td>The world’s first automated polygraph that’s impartial, accurate, less intrusive, and captures more information than a traditional polygraph.</td>
</tr>
</tbody>
</table>

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.
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.

Two of the three 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.”
- **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 [converus.com](http://converus.com).

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**About Converus**

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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 86-88% accurate, is currently used by more than 500 customers in more than 40 countries.

LEHI, Utah – Feb. 2, 2022 – 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 primary 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.

“The lie detection industry was way overdue for a more advanced, user-friendly technology,” said Converus President and CEO Todd Mickelsen. “It took more than 10 years for a team of scientists to develop EyeDetect. Its accuracy is scientifically validated by numerous peer-reviewed research studies.”

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 600 customers in 50 countries in 50 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. Customers include over 65 law enforcement agencies in the U.S. and nearly 100 worldwide.
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 87% accurate. The Multi-issue Comparison Test (MCT), used in screening, takes 28-minutes and scores up to four relevant issues. It’s 86-88% accurate. In comparison, polygraph exams take at least 90 minutes to five hours to conduct, and reports can sometimes take several hours to receive.

In March 2020, Converus released the EyeDetect Audio MCT protocol that does not require examinees be able to read. This new protocol allows governments and organizations worldwide to accurately verify the credibility of those with low to no reading skills.

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 converus.com.

# # #

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For Immediate Release
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New Version of EyeDetect Legally Compliant in All 50 States

The new update, EyeDetect+, features sensors that measure physiological data similar to polygraph, which now allows the world’s only lie detector that detects deception from the eyes to be used in all 50 states where 17 plus the District of Columbia previously only allowed polygraph.

LEHI, Utah – March 18, 2020 – Rather than the costly alternative of attempting to update laws in multiple jurisdictions, Converus has enhanced EyeDetect to gather specific physiological data required to meet the functional definition of polygraph. By doing so, it’s now compliant with existing, long-standing statutes in 17 states and the District of Columbia where the legal definition of “lie detector” refers to traditional polygraph channels. In other countries, such as Mexico, the federal government has a similar law.

This optional update, called EyeDetect+, uses a device called “Physio Tracker” that gathers the same physiological data captured by a standard polygraph instrument: cardiovascular, respiration and electrodermal activity. EyeDetect test administrators can monitor these data along with ocular motor measurements in real time.

This means EyeDetect, the only credibility assessment technology that accurately detects deception in 15-30 minutes by analyzing involuntary eye behavior, can now be used by law enforcement, corrections facilities, district attorneys and private investigators nationwide. In addition, EyeDetect+ should qualify to be used under the three exceptions to the Employee Polygraph Protection Act (EPPA) where polygraph — and no other lie detectors — may be used.

After Utah-based Converus released EyeDetect in the U.S. in 2015, the company spent considerable resources in 2016 to change Utah state law to allow EyeDetect to be used. Converus President and CEO Todd Mickelsen decided it wasn’t worth it to repeat that process in other states.

“Some states have laws enacted in the 1970s, long before EyeDetect’s ocular-based method was ever conceived,” said Converus President and CEO Todd Mickelsen. “By adding the optional Physio Tracker to a standard EyeDetect station, it remains an automated test. Plus, it continues to allow for social distancing during the administration of the test.”

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converus.com | converus.es
The Physio Tracker consists of a photoelectric plethysmograph (PPG) sensor and two cables that attach to the examinee’s fingers. The unit is powered by a USB cable.

“Whether EyeDetect or EyeDetect+ with the Physio Tracker is used, the accuracy is 88-90%,” said Mickelsen. “This means our technology is still one of the world’s most accurate, scientifically validated credibility assessment tools.”

Converus Service Partner Robert Gross, owner of Eugene-based Credibility Screening, welcomes this modification because EyeDetect previously didn’t meet Oregon’s statutory requirements for deception detection equipment. He feels the addition of the Physio Tracker should resolve this issue. Gross is awaiting confirmation of this from the Oregon Department of Public Safety Standards and Training.

Over the past few years, Gross says he’s successfully demonstrated the EyeDetect technology to the Oregon House Judiciary Committee, officials from the Oregon Dept. of Corrections, numerous law enforcement agencies, and almost every community corrections manager in the state.

“The impressive speed, accuracy, and affordability of EyeDetect has generated a desire in many of these officials to implement this technology within their own agencies,” said Gross.

In addition to Oregon, states where EyeDetect did not previously meet the functional definition of “lie detector” are Alabama, Arkansas, Delaware, Illinois, Kentucky, Maine, Michigan, Mississippi, Missouri, Nevada, North Dakota, Oklahoma, South Carolina, Tennessee, Vermont, Virginia and West Virginia.

EyeDetect+ requires either a v3 or v4 EyeDetect station and can be used with any standard EyeDetect test.

EyeDetect is currently used by more than 600 customers in 50 countries in 50 different languages. Customers include over 65 law enforcement agencies in the U.S. and nearly 100 worldwide.

For more information, visit converus.com.

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**About Converus®**

Converus provides scientifically validated credibility assessment technologies. EyeDetect®, which detects deception by measuring involuntary eye behavior, is a fast, accurate, affordable, noncontact, scalable, and fully automated option to polygraph. EyeDetect+ is the world’s first automated polygraph, making the testing process impartial, accurate, and less intrusive (than a traditional polygraph). It assesses credibility by monitoring and recording ocular activity plus physiological activity similar to a traditional polygraph. Customers worldwide use the EyeDetect product line for screening and investigations to help protect countries, corporations and communities from corruption, crime and threats. Converus is headquartered in Lehi, Utah, USA. Visit: converus.com.

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Press Quotes

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

“For a product that was first designed to ferret out potentially dishonest job candidates, Converus has more than gone the distance in developing technology that will help multiple organizations avoid corruption.”

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“Todd Mickelsen, president and CEO of Utah-based Converus, believes eyes are more revealing and accurate in preventing fraud and deception than voice.”

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“Searching for the truth with a traditional lie detector can be difficult, especially when human emotions are involved.”

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“There is now a new high-tech lie detector test that can one day help convict criminals.”

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“Compared to a polygraph, EyeDetect is fast, cost-effective, and very accurate when it comes to finding out if you’re telling the truth.”

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“I was in special forces and I was trained to beat polygraphs. I couldn’t beat [EyeDetect].”

~ Former military officer

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“Our officers will be screened using the most advanced system called EyeDetect.”

~ St. Kitts and Nevis Commissioner of Police Ian Queeley

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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.”

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

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

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

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“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.”

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“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.”

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“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.”

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“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.”

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

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“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.”

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“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.”

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Converus Press Kit

Press Coverage

Converus has had nearly 500 stories about its credibility assessment technologies. Here's just a sampling of the press outlets.

2010
- Deseret News
- Mail Online
- Neatorama
- NEWS 12
- PHYS.ORG
- U.S. NEWS CENTER
- MAXIMUM PHC
- KSL TV
- KVXH
- SECURITY today
- tmsnrt.com

2012
- Bloomberg Technology
- Chronicle
- Company Week
- Forbes
- Enterprise
- PRIMEDIA Broadcasting
- Risk Management
- KRVS 88.7 FM
- KRVS
- ABC Denver
- Alternet
- The Huffington Post

2014
- Outside
- Inc.
- Adweek
- KPEL
- PoliceChief
- Getting Answers
- abc 10

2015
- Bloomberg Businessweek
- Upi
- Scicomp
- Homeland Security News
- US Embassy

2016
- Engadget
- Engadget
- Converus
- Officer.com
- abc 10

2017
- Science
- MAAAS
- Gizmodo Daily Mail
- Daily Herald
- ksl.com
- 3rd IP

2018
- Blouin News
- Fox News
- KGUI
- KMRE
- DNA
-FOX

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### Press Coverage (cont.)

#### 2018
- cnet
- abc 33 40
- The Gleaner
- KUTV
- Fast Company
- The San Diego Union-Tribune
- HOY
- GEN
- ADN
- EN
- SNT
- abc
- GCN
- info negocios
- ULTIMA HORA DigiStas
- Recorder
- NOVEDADES QUINTANA ROO
- Prensa de Verdad, Luces del Siglo
- Converus.com

#### 2019
- 1120 KPNW NewsRadio
- Sports Events
- MILENIO
- NPR
- 106 SEGuro
- Gkwonlog
- Wired
- AntiPolygraph.org
- Athens Daily Review
- Generation Iron
- VERDICT

#### 2020
- BFM TV
- GESTION
- UCAN
- CIO Applications
- The Guardian
- The Week
- HOT AIR
- ICTV
- FOX 13
- The Guardian
- 13
- WTHR
- MIT Technology Review
- Standard Examiner
- HJ News
- MIT Technology Review

#### 2021
- WPTV
- WXYZ Detroit
- La Cámara
- ECHO
- FOX 13 Salt Lake City
- KCCI
- WTM
- MIT Technology Review
- Consumer Reports
- CR
- The Washington Post
- KFI AM 640
- The Crime Report

#### 2022
- BBC News
- Utah Business
- Utah Business
- KCCI
- KFI AM 640
- The Crime Report
- The Oxford Spokesman
- The Cinematoholic
Converus has over 600 customers in 50 countries. Below is a partial list (due to NDAs) of current and past customers.

**Government – United States**
- Bernalillo County Sheriff’s Office (New Mexico) [CASE STUDY]
- Clayton County Sheriff (Georgia)
- Columbus Police Department (Georgia)
- Davis County Sheriff (Utah)
- Doña Ana County Sheriff (New Mexico)
- Idaho State Police (Idaho) [NEWS | CASE STUDY | VIDEO 1 | VIDEO 2 | VIDEO 3]
- Kane County Sheriff (Utah)
- Kent Police Department (Washington) [VIDEO 1 | VIDEO 2 | CASE STUDY | NEWS]
- King County Dept. of Adult and Juvenile Detention (Washington)
- Morgan County Sheriff (Georgia)
- Multi-County Correctional Center (Ohio) [CASE STUDY]
- Nampa Police Dept. (Idaho) [CASE STUDY]
- New Hampshire Department of Corrections
- North Pole Police Dept. (Alaska)
- Northwest Fire District (Arizona) [CASE STUDY]
- Salt Lake City Police Dept. (Utah)
- Spokane County Sheriff (Washington)
- State of Connecticut Judicial Branch
- Utah County Sheriff
- Wyoming Highway Patrol [CASE STUDY]

**Government – International**
- Air Force of Colombia [VIDEO | CASE STUDY]
- Special Anti-Narcotics Unit (UNESA), part of the Ministry of the Interior (MINGOB) of the Government of Guatemala
- Gujarat Forensic Science Laboratory (India)
- Jamaica Defence Force
- Ministry of National Security of Jamaica [NEWS]
- National Bureau of Investigation (Philippines) [NEWS]
- Royal St. Christopher & Nevis Police Force [NEWS]
- The Office of National Drug and Money Laundering Control Policy (ONDCP) (Antigua, Barbuda) [NEWS]
- Peterborough Police (Ontario, Canada)
- United Nations Peacekeepers [NEWS | CASE STUDY]

**Businesses - International**
- Acceso (Peru) [CASE STUDY]
- Action Security (Panama) [CASE STUDY]
- Banrural (Guatemala)
- Banco G y T Continental (Guatemala)
- British American Tobacco (Monterrey, México)
- Experian (Colombia)
- Midas (Spain) [VIDEO 1 | VIDEO 2 | NEWS]
- Naga College Foundation (Philippines) [NEWS]
- Netflix (“Amor con Fianza” series)
- Samsung (Colombia and Mexico)
- Servientrega (Colombia)
- SKY [Televisa] (Mexico)
- Terpel (Colombia) [CASE STUDY]
- Truper (Mexico)
- Yrendagüe (Paraguay) [CASE STUDY]

**Other Federal Agencies**
Customers include federal government agencies in the following countries. Due to an NDA, agency names are kept confidential.

- Canada
- Colombia
- Czech Republic
- Ecuador
- Guatemala
- India
- Jamaica
- Mexico
- Middle East
- Paraguay
- Peru
- Philippines
- Romania
- Singapore
- Ukraine
- United Kingdom
- United States
EyeDetect Case Studies

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

How This Public Safety Agency Hires Trustworthy Fire Fighters
READ MORE

EyeDetect Helps Private Security Company Control Risk
READ MORE

Security Company Saves Up to $21,000 monthly using EyeDetect to Screen Job Candidates
READ MORE

Security Co. to Help Companies Hire Honest Employees
READ MORE

EyeDetect Speeds Up Recovery for the Unfaithful and Addicted
READ MORE

EyeDetect Helps Heal Couples’ Relationships Faster
READ MORE

EyeDetect Used to Question Sex Solicitation Suspects
READ MORE

EyeDetect Successfully Identifies Child that Stole $25,000 Worth of Mom’s Jewelry
READ MORE

Financial Services Company Reduces Losses by About $560,000
READ MORE

Case of the Missing $9,400 in Cash
READ MORE

Bernalillo County Sheriff’s Office Improves Hiring, Saves Money with EyeDetect
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

Police Dept. Finds the ‘Definitive’ Tool for Investigations
READ MORE

Law Enforcement Agency Can Screen Up to 20 Job Applicants in 1 Day
READ MORE

Air Force of Colombia More Effectively Vets Personnel
READ MORE

EyeDetect Helps UN Peacekeepers Uncover Falsified Documents
READ MORE

Delivery Drivers Stealing Products Identified, Fired
READ MORE

Employees Handling Cash Can Now Be Trusted Not to Steal
READ MORE

Mr. Olympia’s Innocence in Sexual Assault Case Backed by Polygraph and EyeDetect Test Results
READ MORE

Correctional Center Saves 1 to 2 Weeks Per Examinee by Screening with EyeDetect
READ MORE

Casino Reduces Employee Theft from 20% to 5%
READ MORE

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02.14.2021
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.
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.

John C. Kircher, Ph.D.
Chief Scientist
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 US Department of Defense, US Secret Service, US 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, also a member of the Converus Science Team, laid the scientific foundation for, and in 1991 developed the software and hardware for the first computerized field polygraph system, which is still in use today. He earned his Ph.D. in psychology from the University of Utah.

Russ Warner
Chief Operations Officer
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.

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.

Mark Handler
Chief Services Officer
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.

Doug Hut
Chief Revenue Officer
Doug Hut has been selling complex solutions to government agencies since 2000. Prior to Converus, he led a team at Motorola Solutions selling enterprise software solutions to law enforcement agencies in the U.S. Prior to Motorola Solutions, he was Vice President of Commercial Operations at Trillium, a Compressed Natural Gas station builder and maintainer, where he managed large accounts and led deal structuring and renewable credit teams. Doug holds a B.S. in business information systems from Brigham Young University and an M.B.A. from Babson College.

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.

Converus is guided by proven experts in business, software and technology.
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.

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.
The following high-resolution (300 dpi) images (as well as others) and b-roll are available for reporters and bloggers. Click on DOWNLOAD links to access files. Send any other image requests to: mediarelations@Converus.com

Converus Executive Team

- Todd Mickelsen
  President & CEO
- John C. Kircher, Ph.D.
  Chief Scientist
- Russ Warner
  Chief Operations Officer
- Ben Stout
  Chief Technology Officer
- Greg Parkinson
  Chief Software Architect
- Mark Handler
  Chief Services Officer
- Doug Hut
  Chief Revenue Officer
- Jeff Pizzino, APR
  VP, Corporate Communications

Converus Science Team

- 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 - Download

EyeDetect Product Photos - Download

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 86-88% 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 a computer. An eye-tracking camera monitors involuntary eye behavior — including pupil dilation, blink rate and fixations — to detect deception while the subject answers true/false or yes/no questions.

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.

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 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.

EyeDetect+ examinee with EyeDetectPlus Manager
Suggested cutline: EyeDetect+ monitors and records physiological activity — similar to a traditional polygraph — as well as the same ocular data from the standard EyeDetect test. Since EyeDetect+ uses similar questioning protocols as polygraph, Converus says it'll be easy for polygraph examiners to transition to this technology.

EyeDetect+
Suggested cutline: EyeDetect+ is the world’s first automated polygraph. It’s 89-91% accurate, depending on the type of test administered. Besides automating the polygraph testing process, the other substantial advancement is the elimination of the painful blood pressure cuff.

EyeDetect+ Examinee with Proctor 01 and 02
Suggested cutline: EyeDetect+ is the world’s first automated, impartial polygraph. It allows a proctor to safely monitor the testing process from a distance.

EyeDetect B-roll - Download

EyeDetect v4 station b-roll
EyeDetect v3 station b-roll - Police Test
EyeDetect b-roll - COVID-19
EyeDetect Public Safety Screening Demo

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