



converus® NEWSLETTER

EyeDetect® EyeDetect+®

June 2022

Message from Converus President and CEO

Public Safety Agencies Quickly Find Trustworthy Hires with EyeDetect

Hi,

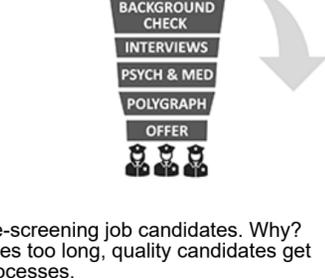
Every Wednesday, Deputy Chief Jim Dudley (ret.) speaks with law enforcement leaders and criminal justice experts about strategy, challenges and trends in policing on his 30-minute podcast, "Policing Matters." I spoke with him on a recent show. You can listen to it [here](#).



After outlining the difference between polygraph and EyeDetect, Jim asked me how police depts. and public safety agencies use our technology. I explained how EyeDetect is principally used as a pre-screening tool, can accurately detect if a job candidate has engaged in a disqualifying activity like drug use or a serious crime, or has ties with any type terrorist organization.

The beauty in using EyeDetect in a public safety agency's hiring process (see chart) is:

1. It takes just 30 minutes to test an applicant and 5 minutes to get results.
2. Test administrators can be trained in a half day.
3. It tests on 4 different topics and indicates which topic a candidate failed on, allowing for a follow-up or post-test interview and/or polygraph on that topic.
4. Disqualified candidates can be eliminated up front, thus saving agencies the time, expense and resources for background checks, polygraph exams, interviews, etc.
5. It eliminates unnecessary time and resources spent on unqualified candidates.



Agencies should spend their time and effort efficiently pre-screening job candidates. Why? With a limited pool of candidates, if the hiring process takes too long, quality candidates get hired by other agencies using more streamlined hiring processes.

EyeDetect can be the initial filter to quickly identify the best candidates on the front end. It facilitates quick hiring so agencies can make offers to the coveted and limited pool of honest candidates.

New Service Partner/New Service Partners

A warm welcome to our new Converus Service Partner PJM Integrity in Zimbabwe.

We continue to attract the best of the best in the credibility assessment industry. (Want to become a Converus Service Partner? Click [here](#).)

Click the forward button above to send this email to others interested in credibility assessment. And please share industry news with us! We'd love to hear from you. Email: info@converus.com

Todd

Todd Mickelsen
President and CEO
[Converus Inc.](#)

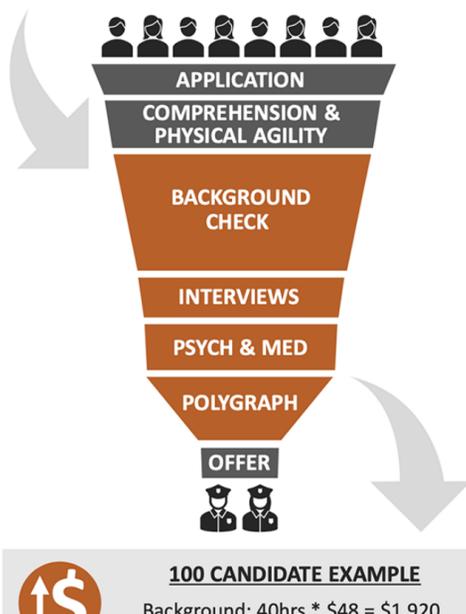
How Police Hiring Has Changed

Traditional Process

The traditional hiring process is slow & expensive, taking **6 to 12 months** from application to offer.

"We compete with other agencies for the best talent and we're losing because our process takes too long"

UP TO 30% FAIL Significant time and resources are spent conducting background checks, interviews, psych tests & medical tests only to find that up to **30% fail the polygraph test.**



100 CANDIDATE EXAMPLE

Background: 40hrs * \$48 = \$1,920
Interviews: 4hrs * \$72 = \$288
Psych & Med: 5hrs * \$80 = \$400
Polygraph: 3hrs * \$56 = \$168
Cost per Candidate = ~\$2,776

100 Candidates * 25% Polygraph Failure =
25 * ~\$2,776/Candidate = **~\$69,400**

*Hourly rates include benefits

Process with EyeDetect®

How it works: Examinees take a computerized true/false credibility test while an eye tracker captures eye changes.

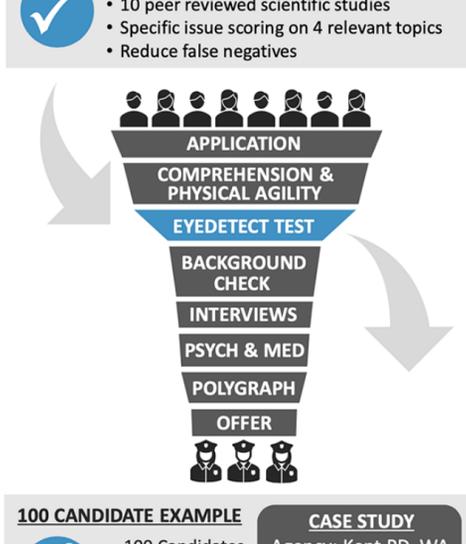
Why it works: Lying requires more cognitive effort, which causes involuntary changes in pupil dilation, reading behavior & response rate.

Adding **EyeDetect** screening tests early in the hiring process allows agencies to **advance only those candidates likely to pass** the polygraph, making the entire process **faster**.

- Tests take **30 minutes** to administer
- Tests are **scored immediately**
- 3 tests can be given at a time by 1 admin

88% accurate

- 10 peer reviewed scientific studies
- Specific issue scoring on 4 relevant topics
- Reduce false negatives



100 CANDIDATE EXAMPLE

100 Candidates x \$90/Candidate = **~\$9,000**

CASE STUDY
Agency: Kent PD, WA
FTE's: 207
Savings: ~\$65K/Yr.



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The Next Evolution in Polygraph

First Automated Polygraph – More Accurate, Less Invasive



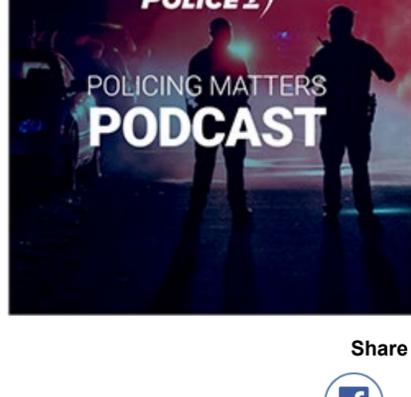
EyeDetect+ is the world's first automated polygraph... with a difference: it's less invasive and more accurate (91%). It's ideal when a polygraph is needed to screen a job candidate, verify trustworthiness of current staff, or to conduct an investigation.

[Learn more.](#)

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Converus in the News



05.25.2022 – [The eyes don't lie, and new technology shows why](#)

(Policing Matters)

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Upcoming Events

Free EyeDetect Standard & Advanced Training

Date: July 19-21, 2022 (3 days)

Note: Day 3 includes a new course: Tech Support Specialist

Time: 11 a.m. to 5:15 p.m. Eastern Time - each day

[Click to register or see the agenda](#)

(virtual class using MS Teams)



This course will also be offered in Spanish on July 26-28.

[Click to register or see the agenda.](#)

About Converus

Converus provides scientifically validated credibility assessment technologies. EyeDetect®, which detects deception by measuring involuntary eye behavior, is a fast, 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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