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CEO MESSAGE | TODD MICKELSEN

Polygraph Examiners Hear First-Ever Decision Matrix Presentation at APA Seminar

Hi,

Converus attended the [American Polygraph Association's 59th Annual Seminar/Workshop](#) August 25-29 in San Diego.

On the second day of the event attendees were treated to a unique presentation by our COO Russ Warner titled, "Enhancing Organizational Decisions with Statistical Decision-Making: Mitigating Risks and Optimizing Outcomes."

One attendee commented about the presentation, "It was very good — more members should have attended." Another person appreciated that Russ taught attendees "how to use AI for the math, so it made things easier."

What Do You Do with the Results?

Most organizations understand that credibility tests provide valuable data, but they struggle with how to use those results. Russ showed attendees how to move beyond simple pass/fail thinking and instead use statistical decision-making to:

- Quantify the real-world value of test results based on organizational priorities
- Calculate the cost of making wrong decisions (hiring a deceptive candidate vs. rejecting an honest one)
- Optimize outcomes by weighing different factors like hiring urgency, position sensitivity, and available alternatives

The Game-Changing Insight

One of Russ's key points resonated throughout the room: "The same test score can have completely different implications depending on your organization's specific situation and risk tolerance."

He demonstrated how a decision matrix transforms raw test data into actionable intelligence that executives can use to make informed hiring and security decisions with confidence.

View Russ's complete PowerPoint slides [here](#)

Read the recent APA Journal article: "[Statistical Decision-Making in the Psychophysiological Detection of Deception](#)"

This Remarkable Journey Started in 2014

It's amazing to think how far we've come since introducing EyeDetect to the world in 2014 at a press conference in Mexico City. Now we're not only providing cutting-edge credibility assessment technology — we're also teaching the industry's top professionals how to make better decisions with the data.

Best,

Todd Mickelsen
 President & CEO

P.S. - Forward this email to others interested in the world's most advanced credibility assessment technologies. If you have industry news or would like to share your experience using EyeDetect or VerifEye, we'd love to hear from you. Email info@converus.com.

PRESS RELEASE



EyeDetect+ Revolutionizes Polygraph Technology with Less-Invasive Data Collection Method

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A warm welcome to our new Converus Service Partners:

- Ares Seguridad Privada (Mexico)
- Jobs North Point SAS (Colombia)
- Lineshop Market SA de CV (Mexico)

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

UPCOMING EVENTS



WORKSHOPS

Take advantage of a new training option from Converus. Join us on a free, 60-minute Teams call with a Converus expert to discuss specific topics. Learn more [here](#).

ABOUT CONVERUS

Converus provides scientifically validated credibility assessment technologies. [VerifEye®](#) (U.S. patent pending) is the world's first mobile app to help organizations or individuals accurately verify the truth about a person — including background, identity, creditworthiness and claims — in about 10 minutes. [EyeDetect®](#), which detects deception by measuring involuntary eye behavior, is a fast, accurate, affordable, noncontact, scalable, and fully automated option to polygraph. [EyeDetect+](#) (U.S. patent pending) 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 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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