


## "SOLE SOURCE" PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: Fire Administration

1. Name of product or service: EyeDetect
2. Name of product manufacturer: Converus
3. Name of "sole" product supplier or service provider: Converus
4. Describe in general terms the product/service you are requesting and the intended application.  
**Fire Administration would like to use this vendor to purchase the software and equipment to perform testing to potential new hires of firefighters in place of the old-fashioned polygraph test.**
5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.  
**EyeDetect is a system that detects deception based on eye behavior and is the most accurate screening test available.**
6. How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).  
**An inquiry to the vendor was made to determine if they were a sole source for this software and equipment. The vendor was suggested for use by DAC Human Resources Department. The Sheriff's Office is currently using them and are satisfied with the performance. The Detention Center may potentially begin using this vendor as well. The vendor has provided a sole source letter.**
7. What product supplier or service provider has your Department used until now to satisfy similar requirements?  
**We have used Kathy Fuller and International Polygraph and Security to perform polygraph, lie detector tests, for screening of new hires.**

  
\_\_\_\_\_  
Signature of Department Head

3/10/21  
\_\_\_\_\_  
Date

(Attach Quote and Use Additional Sheets As Necessary)

\*\*This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met.  
Completing this form does not guarantee approval of this type of procurement.



January 15, 2020

To Whom It May Concern:

Converus, Inc. has signed a License Agreement with the University of Utah, effective June 1, 2010, wherein Converus was granted an exclusive license to the technology and associated patents for the credibility assessment solution known as EyeDetect®. Converus Inc. owns all patents and technology rights for the commercial development, production, manufacture, use, sale, reproduction, and preparation of derivative works for the product and is the only company that offers an ocular motor-based lie detector which has been scientifically validated with accuracy greater than 80%.

The research and development for the ocular-motor deception test technology was initiated in 2003 at the University of Utah. The science team is comprised of Drs. John C. Kircher, Anne Cook, Dan Woltz, Doug Hacker, and other employees and students.

Dr. Kircher, chief scientist, has published more than 100 scientific publications and technical reports in the field of psychophysiological detection of deception and has served as a consultant on deception detection to the Central Intelligence Agency, National Security Agency, Department of Defense, Secret Service, Department of Homeland Security, National Science Foundation, National Research Council, and numerous state and local police departments.

Kircher and his colleague Dr. David Raskin, also a member of the Converus Science Team, developed the software and hardware for the first computerized field polygraph system in 1991 and it is still in use today.

EyeDetect became generally available in May 2014 and is in commercial use by government and companies within the public and private sectors in the United States, Canada, United Kingdom, Singapore, Czech Republic, Mexico, Guatemala, Panama, Colombia, Spain, Chile, Ecuador, Peru, El Salvador, South Africa, and other countries.

Thank you for your consideration. I am available to discuss any questions or concerns.

Sincerely,

A handwritten signature in black ink that reads "Todd K. Mickelsen".

Todd K. Mickelsen  
President & CEO  
+1 801-331-8840 Ext. 1008  
[tmickelsen@converus.com](mailto:tmickelsen@converus.com)



February 12, 2021

Ashley Bransford  
Dona Ana County  
845 N Motel Blvd  
Las Cruces, NM 88007

Dear Ashley,

Thanks for your consideration of using EyeDetect®. EyeDetect is the only solution in the world to measure deception based on eye behavior and is the most accurate screening test available.

A world-renowned science team has worked since 2003 on R&D at the University of Utah lead by Dr. John Kircher. He and Dr. David Raskin co-invented the first computerized polygraph instrument in 1991.

#### **Pricing Proposal**

EyeDetect is sold and licensed under a pricing model that includes equipment + test licenses. You would purchase an EyeDetect Station and test licenses for processing and scoring tests. EyeDetect supports single issue and multi-issue tests. Test will be designed for your specific requirements.

A summary of the pricing for the EyeDetect Station, software, test licenses, and training follows:

#### EyeDetect Station

Each EyeDetect Station has a one-time cost of US\$4,800 and consists of a Dell Latitude 3410 laptop with stand, optical scanner, mouse, chinrest, headphones and a carrying case. The station can be shipped to you. Shipping cost is \$50 within the continental U.S. One EyeDetect Station can be used to administer a screening test about every 30 minutes and a specific issue (diagnostic) every 15 minutes. Test results are ready in less than 5 minutes after test completion.

#### EyeDetect Software

Included at no additional cost are the following software programs and any future updates. These are used to administer and score EyeDetect tests, to view and analyze test results, and to create tests.

- **EyeDetect Software** (computer-based) – software used for test administration; it is pre-installed on the EyeDetect Station. Eye measurements and test responses are temporarily stored on the Station. When the EyeDetect Station is synchronized with the web server, all test and eye data are uploaded to the secure server for scoring.
- **EyeDetect Admin** (computer-based) – software used to configure the EyeDetect Station to record tests and data for specific accounts; it is pre-installed on the EyeDetect Station.
- **EyeDetect Manager** (computer-based) – software used by a test administrator to monitor up to three EyeDetect stations running tests simultaneously; can be installed on any Windows device.
- **Dashboard** (web-based) – web-based dashboard to see and review test results, to run reports and to manage test licenses, users, and sub accounts.
- **EyeDetect Test Manager** – web-based software application for customers that wish to create and edit their own tests.

**Summary**

The pricing shown below are Estimates for the Fire Department and for the Detention Center.

Description for Fire Department	Qty	MSRP	Subtotal
EyeDetect V4 Station	1	\$ 4,800	\$ 4,800
Licenses* (75 tests)	75	\$ 4,500	\$ 4,500
Training & Certification		\$ 0	\$ 0
Shipping cost (\$50 per Station)	1	\$ 50	\$ 50
<i>*Special Early Adopter Pricing</i>			<b>\$9,350</b>

Description for Detention Center	Qty	MSRP	Subtotal
EyeDetect V4 Station	1	\$ 4,800	\$ 4,800
Licenses* (150 tests)	150	\$ 9,000	\$ 9,000
Training & Certification		\$ 0	\$ 0
Shipping cost (\$50 per Station)	1	\$ 50	\$ 50
<i>*Special Early Adopter Pricing</i>			<b>\$13,850</b>

Payment terms are Net 30. Wire transfer details can be provided. Taxes not included.

It is our sincere desire to work with you on a successful EyeDetect implementation. We look forward to working with you on this project. Please kindly advise us of any questions.

Sincerely,



Adam Johnson  
Account Manager

EyeDetect Training & Certification

- Standard Training (video-based) is unlimited, open to any number of participants.
  - Test Proctor - 3 hours - free
  - Dashboard Administrator - 3 hours – free
  - Certification available for each topic: web-based tests
  
- Standard Training (onsite, open to up to 12 participants).
  - **Test Proctor & Dashboard Administrator** (6 hours)
    - Cost: \$1,250
    - Hands-on: All participants administer a test at end of training to ensure proficiency
    - Certification available: web-based tests
    - Recommended: Students bring their own EyeDetect station to practice
  
- Advanced Training (conducted onsite and up to 12 participants)
  - **Screening Test Writer** (6 hours)
    - Cost: \$1,500
    - Pre-requisite: Test Proctor and Dashboard Administrator training
    - Certification available (online test and practical exercises)
  
  - **Diagnostic Test Writer** (6 hours)
    - Cost: \$1,500
    - Pre-requisite: Test Proctor and Dashboard Administrator training
    - Certification available (online test and practical exercises)

If training is conducted onsite, there will be additional costs associated with the instructor’s travel (air fare, hotel, food per diem).

Test Licenses

A test license is needed for each EyeDetect test to be scored, regardless of the test type or content – screening or diagnostic. Demo tests are free.

Perpetual License: Standard test licenses that do not expire. These are available until used, when a test is scored:

<b>EyeDetect Standard, Non-Expiring Test Licenses</b>	<b>Price per Test License (MSRP)</b>
<b>Quantity of 50 – 999</b>	\$60.00*
<b>Quantity of 1,000 – 4,900</b>	\$57.00**
<b>Quantity of 5,000+</b>	\$64.00***

*\*Standard licenses retail for \$72 dollars each for quantities between 50 - 999. We will honor the Early Adaptors Status that the Dona Ana Sheriff's Office receives for purchasing in 2017.*

*\*\* Standard licenses retail for \$69 dollars each for quantities between 1,000 – 4,900. We will honor the Early Adaptors Status that the Dona Ana Sheriff's Office receives for purchasing in 2017.*


*\*\*\* Standard licenses retail for \$66 dollars each for quantities of 5,000+. We will honor the Early Adaptors Status that the Dona Ana Sheriff's Office receives for purchasing in 2017.*

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Todd K. Mickelsen  
President & CEO  
+1 801-331-8840 Ext. 1008  
[tmickelsen@converus.com](mailto:tmickelsen@converus.com)



February 12, 2021

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Dona Ana County  
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