



CENTER NEWS

SPECIAL VENDOR ISSUE

National HIDTA Assistance Center Newsletter

September 2017

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Did You Know?

The NHAC is developing a library of standard survey questions for the HIDTA Survey System. These questions can be used as they are written or tailored by each HIDTA.

“One of NHAC’s ongoing responsibilities is to meet with vendors and inform the HIDTA community about products and services that will further HIDTA’s program goals. The NHAC is often able to make the case for optimal pricing and volume discount based on economies of scale. This issue focuses on three vendors that have products or services that are of special interest to the HIDTA community.”

William Martin
NHAC Director



Calendar

September 19-21 CI & IT Crossroad Committee Meeting - San Francisco, CA

September 19 WebPMP v2 Software & Process Guidelines/Enforcement - Chicago, IL

September 27-28 Marijuana Impact Report Training - Miami, FL

For information about additional courses available online, visit the



NHAC Director - WILLIAM MARTIN
wimartin@NHAC.org

Editor - KATHY DORAN
kddoran@NHAC.org

THE CENTER APPRECIATES YOUR LETTERS AND COMMENTS (305) 715-7600

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VENDOR 1: Caren Cambre, JD: “Law Enforcement on the Stand”

In a previous issue of Center News, the NHAC interviewed Caren Cambre about rolling out a course she designed geared specifically to law enforcement officers who need to learn how to be effective and credible witnesses on the stand. Caren will be offering her course at LA HIDTA November 8-9. For information, contact Caren (see contact information below). The following is an excerpt of the previous article.

With 30+ years of courtroom and law school teaching expertise in her quiver, Professor Caren Cambre, JD has created a course specifically designed to teach law enforcement officers how to become credible and effective witnesses. As a career homicide prosecutor in New York and Louisiana, she worked extensively with law enforcement conducting investigations and presenting their testimony throughout the litigation.

1: Why did you create Law Enforcement on the Stand? “We did not believe the police.” That is something that is heard all too often. I want to change that. Cases are won or lost based not just on the quality of the investigation, but also on the testimony of law enforcement officers.

2: Who needs this training? As witnesses, officers today face an uphill battle to build their credibility on the stand. Every officer who conducts an investigation an/or writes a report needs to be prepared to be a witness.

3: What issues are addressed during this training? This training addresses the following recurring issues faced by law enforcement witnesses: (1) Report writing ; (2) Attitude and demeanor; (3) Strategies; (4) impeachment and cross examination; (5) How to handle objections; (6) Exhibits; and (7) Themes and theories.

4: What methods are used? This two-day, intensive course combines interactive lectures with role play and other proven teaching methods to prepare officers for what to expect when they are called to testify.

5: How is this training useful to HIDTA? The enormous amounts of time, effort and resources provided by HIDTA, and used on the street in investigations, can be lost in one misspoken word on the stand in court. HIDTA has the ability to make this training available to a broad range of law enforcement agencies. This witness training program for officers can be an essential element of HIDTA’s mission to support law enforcement.

The course has already been provided to several HIDTAs (*see list on next page*). Here’s what one Director thinks of the training:

“Caren Cambre’s course, LAW ENFORCEMENT ON THE STAND is for all levels of police officers and young prosecutors. Caren’s no-nonsense approach to what it takes to effectively testify on the stand comes out of her experience as a tough prosecutor. Add to that her extensive teaching experience as a law professor. Her delivery is focused and cuts to the chase. I highly recommend this training to all HIDTAs,” said Gulf Coast HIDTA Director Timothy Valenti.

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NHAC Director - WILLIAM MARTIN
wimartin@NHAC.org

Editor - KATHY DORAN
kddoran@NHAC.org

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“Law Enforcement on the Stand” (cont’d)

A personal note from Caren about this training...

When I created this class and started on this journey two years ago, I had no idea what an adventure it would be.

Now more than fifty classes and hundreds of officers later, I am still in awe of law enforcement officers, and more passionate than ever about teaching them to be better witnesses.

Since my first class for Jefferson Parish LA Sheriff’s Office in March of 2015, I have been humbled by the positive response from the law enforcement community across the country.

I have done training for 5 HITDAs, 8 local agencies, have been to 10 states and presented at 4 National Conferences, including INIA in Phoenix this year. And after seeing the positive feedback from officers, the agencies ask me back. I am also working with 3 RISS Regional Training Centers, getting as many as 28 agencies from a region attending a class.

*No matter where I go, the officers I meet are the same. They are all hard working, honest, dedicated people who care deeply about their cases and **want** to be better witnesses. The feedback I get is consistent. Officers who take the class say **“this is training I needed.”** Teaching is the easy part for me. Spending time in the classroom with officers is a true pleasure. They are a tough audience, but they are funny, genuine and above all grateful for the chance to learn the skills I am teaching. Scheduling classes is the hard part.*

Funding for training is tough these days, so I spend a few days each month reaching out to whoever will answer the phone, often strangers and pushing the need for this training. I can honestly report most of the people I talk to, see the need for witness training and are willing to give my program a chance, for which I am grateful. And to the people who have been mentors to me from the beginning (and you know who you are) you have my deepest thanks for all your help.

Every officer who learns how to be a better witness makes a positive difference for his case and his department. And that is what motivates me to keep teaching the classes and making the calls.

The class is now on the LA HIDTA training calendar for November 8,9 2017. Cost of the course is \$150 or 20% discount (\$120) until 9/15/17. Limited enrollment. For more information, contact Caren Cambre: ccambre@onthestand.net.



NHAC Director - WILLIAM MARTIN
wimartin@NHAC.org

Editor - KATHY DORAN
kddoran@NHAC.org

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VENDOR 2: Heuresis Corporation

The NHAC interviewed Katie McCabe, one of the owners of Heuresis Corporation about the company's backscatter technologies.

1: How did Heuresis get started? One of the founders of Heuresis Corporation is the global author and inventor of backscatter technologies. He used to work at another company for many years and founded Heuresis so that he could continue his passion for innovation.

2: Who is the primary user of this technology? Primary users are global customs/border, interdiction groups, narcotics investigation groups and gang units. We provide a tool to anyone looking for concealed drugs, money and contraband in vehicles, boats, planes, packages and homes.

3: What HIDTAs (if any) are using this technology? Chicago HIDTA, NY/NJ HIDTA, and Houston HIDTA. Chicago has the largest roll out across task force groups.

4: What law enforcement agencies are using this technology? Are there success stories you'd like to share? Yes, we have several success stories from HIDTAs to highway patrols to other agencies. We don't put those on our website for obvious reasons.

5: Do you have special pricing for HIDTAs? Effective August 29, 2017 HIDTA fiduciary pricing is 38,000 with a 1 year warranty.



"The Chicago HIDTA purchased the Heuresis devices for some of their Initiatives as part of an overall movement to enhance officer safety during this proliferation of dangerous drugs such as Fentanyl. Any device that lets our investigators observe potentially dangerous packages without having to open them is a huge safety enhancement for our personnel in the field," said Chicago HIDTA Director Nick Roti.

For more information, visit the [Heuresis website](#). To speak with someone directly, contact Katie McCabe, one of the owners, as well as director of business development: 617-775-8315. You can reach Katie via email at katiemccabe@heuresistech.com.



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wimartin@NHAC.org

Editor - KATHY DORAN
kddoran@NHAC.org

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VENDOR 3: FirstTwo

The NHAC interviewed Niraj Shah, founder and CEO of FirstTwo, a mapping program specifically for first responders.

1: Provide a brief history of FirstTwo and how it came to serve law enforcement and fire rescue personnel. FirstTwo is a Bellevue, WA based company with a unique technology application that places open-source intelligence (OSINT) on a map exclusively for law enforcement and other responders.

Founded by experts in the people intelligence space, inspiration for FirstTwo first came from the DHS and a program called Next Generation First Responder. The company was born from a fortunate series of events where its founders formed a close working relationship with the Kennewick Police Department (KPD) in Washington State.

They spent 9 months working with KPD to understand existing CAD, RMS, and CJIS systems and how location based intelligence could help an entire department work smarter and safer each day. The goal was to 'arm with intelligence.' KPD officers worked directly with FirstTwo and gave vital feedback on requirements, features, and what works in the field, not only for patrol but also tactical, investigation, dispatch, and administration.

The result was the FirstTwo application which took into account real-life needs of responders, a group largely underserved by the tech industry. It debuted in late 2016 and is currently used by over 160 law enforcement and fire rescue agencies across the United States.



2: Specifically, who is your target audience? Who are some of your clients? FirstTwo is exclusively for law enforcement and fire responders anywhere in the United States. Over 160 agencies, large and small, in 13 states use FirstTwo in their operations. Note FirstTwo has access to all 50 United States and turns on each state based on demand. FirstTwo clients include agencies like King County Sheriff, Arizona DPS, and Marin County Fire.

FirstTwo has started working with the Northern California Regional Intelligence Center (NCRIC) and other fusion centers. NCRIC Executive Director, President of the National Fusion Center Association and Northern California HIDTA Director Mike Sena had this to say about FirstTwo: **“As a tactical tool to identify phones and people associated with locations in a geospatial platform, it is the easiest to use tool I've seen to date.”**

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wimartin@NHAC.org

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FirstTwo (cont'd)

3: What makes FirstTwo unique? Isn't this information widely available? FirstTwo is the first application to geocode every household in the United States and locate people accurately on a map and provide that access on any device in real-time. FirstTwo uses public records, but sourcing the most current information and not historical information is an art and one FirstTwo founders mastered over the past 15 years. FirstTwo also provides easy access to common social media, city, county, and state information that connects to individuals, businesses and properties. Much of this intelligence can be gathered from other public sites given enough time, but imagine how much safer and smarter our public safety can be with fast and reliable access to information when in location. FirstTwo can also be extended to include agency data like local business listings, public camera location, and more.

4: Provide a real life example of how FirstTwo has been effectively used. Law enforcement agencies are the primary users. A recent testimonial quote from a law enforcement professional using FirstTwo says it best: "I really value your product. It has helped me do all kinds of cool things at work. I use it almost every day!"

A few weeks back, a teenage girl called to report that her teenage boyfriend was threatening suicide. She gave us his name and described where he lived, but she didn't know the address, not even the street name. Since he was so young, and did not have a driver's license, we could not search for his address using a DL search like normal. He was also not in our local record database. Using FirstTwo, I did a search using just his last name and the town that he lived in and came up with what turned out to be his parent's address. We sent our deputies to that address and when no one answered the door, the deputies entered and located him in his bedroom. As it turns out, he was seriously considering suicide and he was placed on a hold and taken to the hospital. It is possible we would have found his address through some other means, but FirstTwo made it so fast and easy that we had the correct address before the deputies even arrived in the area. Great product!" *Click on this [link](#) for more testimonials.*

5: Is there a free trial available? What about a webinar demonstration? Agencies considering FirstTwo can take advantage of our free 30-day trial. No sales call is required and interested parties can sign-up directly on our website www.firsttwo.com. All that is required is a valid agency email address. FirstTwo offers free webinars and live demos to interested agencies. Demos are arranged by contacting FirstTwo directly via email or phone. A FirstTwo representative will show the application remotely via screen share which is easily viewed on a desktop computer. 30 minutes is all that is required! We promise you have not seen anything like it.

6: How does pricing work? FirstTwo's goal is to make an impact in public safety and enable the full agency. Pricing is not based on per search, per license, or per device. It charges one low price per agency. Click on this [link](#) to see FirstTwo's transparent pricing.

A final word about FirstTwo: 14 states are now functional. After Hurricane Irma, FirstTwo gave Florida free access for police, fire and emergency personnel through the end of the year.



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wimartin@NHAC.org

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FirstTwo (cont'd)

Law enforcement professionals who are members of the **32 national HIDTA** organizations further benefit, since they can use FirstTwo free under the HIDTA banner. Each HIDTA organization has special national pricing.

Annual HIDTA pricing is \$2,500 per individual HIDTA organization. Each HIDTA can onboard 50 users to use FirstTwo, who can then recommend FirstTwo to their home agency. Similar national pricing has also been established for all Fusion Centers around the United States.

For more information, visit the [FirstTwo website](http://www.firsttwo.com): www.firsttwo.com

Email: support@firsttwo.com

Phone: 1-888-9FIRSTTWO or 1-888-934-7782



NHAC Director - WILLIAM MARTIN
wimartin@NHAC.org

Editor - KATHY DORAN
kddoran@NHAC.org