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**2008 DIB CIP CONFERENCE**  
**MIAMI, FL**  
**April 9, 2008**

**INTELLIGENCE AND THREAT  
WARNING**

“THE THREAT IS CORPORATE  
AMERICA”

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**IT IS ASYMMETRIC WARFARE**

# Annual Report to Congress: Foreign Economic Collection and Industrial Espionage

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- “Entities from 108 countries were involved in collection efforts against sensitive and protected US technologies in FY 2005”
  - Office of the National Counterintelligence Executive

# According to the FBI:

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Foreign entities most responsible for Economic Espionage investigations within the US:

- 1. China
- 2. India
- 3. France
- 4. Russia
- 5. Israel

# The FBI's Top Five

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- These countries are allowed to utilize their intelligence services to support commercial gain within their own country.
- All in the name of national security and economic gain.

# SOLUTIONS

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- “American organizations must begin policing their operations more aggressively today to prevent valuable data from being stolen”
  - Info World Magazine 9/14/07

# FBI's DOMAIN PROGRAM

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- Tasked to protect US companies sensitive information and technologies
- Corporate America is part of US national security
- Partner FBI with corporate America to identify what is at risk
- Develop plan to protect it
- Build relationships

# FBI'S DOMAIN PROGRAM

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- **Business Alliance**
- **Academic Alliance**
- **Protect technology while in the R&D stages**



# GLOBAL INNOVATION DATASET

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- **Technology monitoring developed by Pamir and its partner**
- **Identified US technologies that were proliferated by foreign entities**
- **Looks at patent information within 120 countries**
- **Prevention tool against Insider Threat as well**

# PREVENTION PROGRAM

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- From pre-employment to post-employment
- Proper prevention can diminish loss of technology, number of investigations
- Cannot just react, need to prevent
- (Request of DoJ)

# DUE DILIGENCE

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**The importance of conducting proper Due Diligence (DD) in an emerging overseas market prior to conducting business overseas cannot be overstated**

- The need to conduct DD as you continue to conduct business in foreign markets

# DUE DILIGENCE

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- A Due Diligence (DD) in an emerging market should include:
  - Company profile
  - Annual inspection
  - Any modification on Registration
  - Ownership
  - Shareholders
  - Executives

# DUE DILIGENCE

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- **Investment/Affiliated enterprises**
- **Banking information**
- **Loan information**
- **Balance sheet**
- **Financial analysis**
- **Main operation and products**
- **Suppliers/customers**

# DUE DILIGENCE

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- Criminal record (national police checks not possible in India)
- Intelligence or military affiliation
- Political or Party affiliation
- China specific: a China context analysis of what it all means
- CAUTION: Be careful to what DD vendors claim regarding the extent of their capabilities

# CI AWARENESS PROGRAM

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- Need to establish a counterintelligence awareness program that reaches all employees
- Need force multipliers (eyes/ears)
- Need sources
- Need to instill in employees that CI awareness is everyone's responsibility
- How to report and to whom
- Cyber responsibility

# INVESTIGATIONS

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- When prevention and monitoring are not enough of a deterrent
- Prosecution becomes a priority because of what is at stake
- CHI Mak case
- DOJ Task Forces
- Force multipliers
- Build relationships





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