“THE THREAT IS CORPORATE AMERICA”

IT IS ASYMMETRIC WARFARE
“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:

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

- 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.
“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

- 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

- Business Alliance
- Academic Alliance
- Protect technology while in the R&D stages
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
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)
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.
A Due Diligence (DD) in an emerging market should include:

- Company profile
- Annual inspection
- Any modification on Registration
- Ownership
- Shareholders
- Executives
DUE DILIGENCE

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

- 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

- 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
• 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
RUDY GUERIN
PRINCIPAL
100 EAST STREET S.E. SUITE 203
VIENNA, VA 22180
703-319-9646 (O)
703-319-8205 (F)
703-303-9047 (M)