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The State of
The National Intelligence and Security Community of Sweden 1

In his article in the July 1991 Journal of Business Strategy, Jan Herring former Science and Technology officer of CIA, now one of chief promoters of the USA Society of Competitive Intelligence professionals, stated that Japan and Sweden have the best developed Business Intelligence and Security. At about the same time Viktor Rabin, responsible for corporate security in the Soviet KGB, stated in an interview in the Stockholm newspaper "Svenska Dagbladet" that he has come to learn from the Security Agency of the Swedish Employers Confederation how Swedish companies protect themselves from various kinds of threats in interacting with foreign firms and governments. Neither Herring nor Rabin stated on what empirical data they based such an assessment of Swedish business intelligence and security.

It is true that since the 17th century Swedish government and industry has been engaged in intelligence & security. Sweden sent travellers to obtain technological and business intelligence, as shown by the appended illustration on porcelain (see figure I). SE-Banken, the Wallenberg owned bank established an intelligence department in 1900 using the experience of the French bank Credit Lyonnais. During World War II and in the Cold War Sweden developed a very capable political, military ,economic I&S.

Today all developed countries, including Sweden, are facing four closely related problems in Intelligence and Security. First how to develop an effective National Intelligence & Security Community involving all the sectors of society. The idea of a National I&S Community arose first in USA. Senator Price's Commission listed in 1965 twenty two federal departments and agencies that have I&S tasks and raised the question how to co-ordinate and integrate their activities. Christian Harbulot in his book "La Machine de Guerre Economique: Etats-Unis, Japon, Europe", 1992 presented the structures of about half a dozen such

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1 Written at the request of C.Harboulot,INTEL CO, Paris to be included in a survey of World I&S being prepared for the government of France and aiming to develop the Economic Intelligence study in that country.This note has been distributed for discussion at the Open Sources meeting in Stockholm ,October 1,1993 organised by the Swedish Confederation of Employers and National Defence Research Establishment.

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National I&S Communities from USA, USSR, Japan to England and France. The second major problem of national I&S is what in USA is called "the conversion of intelligence". I stated 1973 in the Swedish journal "Internationella Studier" that the goal of national intelligence is changing from military and security to economic, technological and social development. With the end of the cold war all the I&S establishments are engaged in discussing and effecting such a conversion.

The third basic national I&S problem is how to eliminate the bureaucracy engrained during the Cold War in the existing I&S establishments by stressing the importance of open sources based on information technology for the identification and solutions of I&S problems. We live at the time not only of privatisation of intelligence, as former dzirector of CIA William Colby stated in the book "The Intelligent Corporation , but its individualisation-when the capability of individuals in corporations and elsewhere to identify and deal with problems must be supported and stimulatezd.

The fourth such problem is the university education of personnel in government, industry, and other institutions to adopt an I&S approach.

Here I shall very briefly describe how Sweden is tackling at present these four problems based on my findings from open sources.

The list given below of the eventual components of the future National I&S Community of Sweden has been prepared with the aid of members of Defence Research Establishment and the SÄPO :

Ministry of Defence
Ministry of Foreign Affairs
Ministry of Industry
Swedish National Police Board
National Swedish Security Police (SÄPO)
National Defence Research Establishment (FOA)
The Swedish Customs
Swedish Coast Guard
National Defence Radio Institute (FRA)
Defence Material Administration(FMV)
The Stockholm Institute of East European Economics
Institute of International Affairs
Swedish Employers' Confederation (SAF)
Federation of Swedish Industries
Supreme Commander of the Armed Forces
Military I&S Service (MUST)

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Stockholm International Peace Research Institute (SIPRI)
Swedish Telecom
Defence Attachés Office
Technical Attachés Board
Companies I&S
Department of Business Administration, Lund University
I&S Consultants: Update Scandinavia, Imedia, SVP Interfact,
Business Intelligence & Security Network Sweden (BISNES), etc.

Up to now there is no evidence to be found that the approach to the National I&S Community has been used to coordinate the activities of these organisations. In June 1993 the visit of Robert Steele, the president of the Open Sources Solutions Association of USA was used to organise a meeting sponsored by The Defence Research Board and Swedish Employers Confederation to start discussing the problems of Swedish National I&S Community. The problem of debureaucratisation of the existing I&S organisation by stressing the open sources, so far as I know, has not been taken up as yet.

In 1992 the military attempted to tackle the problem of conversion of intelligence. The Supreme Commander of the Armed Forces, and the Defence Minister addressed in a series of seminars, in which about 200 representatives of Swedish corporations participated, the C3I (Command, Control, Communication, Intelligence) approach to Corporate Intelligence and Security. These seminars have continued in 1993. The links to the military side is evident and the first and very popular book on Business intelligence in Swedish was published in 1988 by former army colonel Björn Sandström.

All Swedish corporations are increasingly aware of the problems of security. Sweden has a widely read Security and Safety journal. At the same time there is considerable evidence produced by studies carried by Lund University, consulting firm Update that hundreds of Swedish company's are developing an I&S approach to all their activities. Some firms like ABB, Skandia, SKF, SE-Banken have established intelligence departments. About 20 Swedish firms are members of the European Society of Competitive Intelligence Professionals. A number of Swedish consulting firms in the information field are now increasingly engaged in the Intelligence consulting.

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The main educational I&S activities are carried out by the Security Agency of the Swedish Employers Confederation (SAF), led by former colonel Lennart Borg. Over 600 Swedish firms have full-time security officers of which many are now also engaged in intelligence. In academia, the major part of work and research regarding Business Intelligence is located at Lund University School of Economics. Since 1974 this School has had courses on Business Intelligence & security led by associate professor Stevan Dedijer. Students in this course have produced about 60 diploma papers in the field of Business Intelligence & Security. Four recent ones are: H.Hedin, "Competitor Intelligence-Case Studies of 10 Swedish Companies" 1992, C.Olveng, H.Sterner, "Business Intelligence & Security in Europe-6 Questions to Members of SCIP Europe", 1993, Rieger,M. et al "Business Intelligence in Small Companies" 1992, Spoormaker Et al,. "Marketing Intelligence", 1993. In Sweden there are at present four PhD students in the I&S field, three in Lund and one in Stockholm. A well developed relationship between governmental authorities, the business community and academia will hopefully lead to improved capacity regarding the development and co-ordination of the intelligence efforts conducted by Sweden's Intelligence and Security community.

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