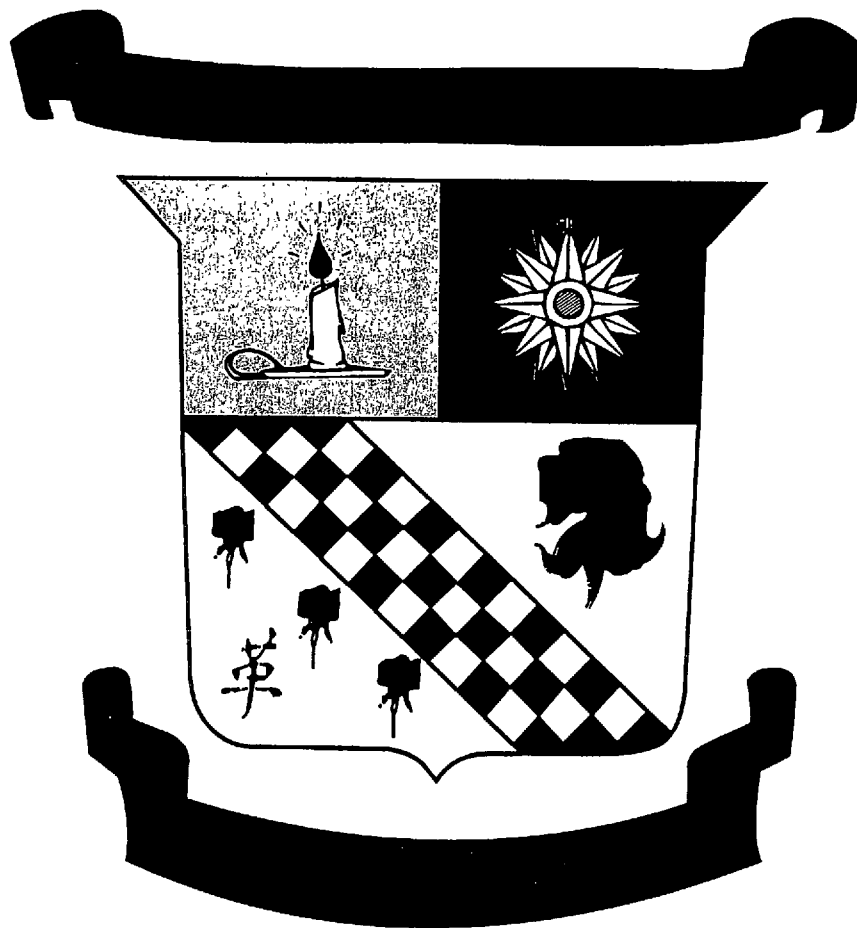


Open Source Intelligence: **HANDBOOK**



Proceedings, Volume I

6th International Conference & Exhibit
**"Global Security & Global Competitiveness:
Open Source Solutions"**

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The Coat of Arms

The over-all theme of the shield reflects a commitment to the establishment of "ground truth" in support of the international community.

In the upper left quadrant is the candle and saucer of knowledge, on a gold field. The upper right quadrant is the compass rose on a blue field. The gold field represents the utility of open sources as a vehicle for "shedding light" on national security and national competitiveness issues in much broader terms than traditionally understood. In particular, open sources can "shed light" on non-traditional topics for which existing national intelligence capabilities are unsuited. The blue field emphasizes the importance of the maritime heritage in navigating uncharted waters, and of the environment.

The lower half, divided from upper left to lower right by a "checkerboard" pattern representative of The Great Game, contains three roses with thorns and the Chinese symbol for revolution ("fire in the lake") on the left, and the red lion on the right. The roses and their thorns represent the opportunities as well as the dangers associated with intelligence support to policy initiatives in each of the three "worlds" - the First World and its allies, the Second World including Russia and the Balkans, and the Third World, with its very broad range of nations and problems. The character for revolution symbolizes not only the revolution in relationships between elements of the three worlds, but also the revolution in the processes and priorities of strategic as well as tactical intelligence, and the forthcoming revolution in the relationship between the intelligence and the information communities, and between the producers and consumers of intelligence. The red lion symbolizes the role of power projection as the *raison d'être* for intelligence--actionable intelligence.

The motto, "E VERITATE POTENS" ("From Truth, Power" or literally, "one is made powerful through truth") reflects the belief that power applied with knowledge, and tools of power developed in the context of specific threats, will be more successful and less costly to the Nation than power applied blindly, or capabilities designed and funded without reference to the actual threat or circumstances. As we all strive to redefine national security and improve national competitiveness, open sources will play an extraordinarily important role in nurturing both a sense of security and the reality of prosperity for the community of nations, tribes, enterprises, and citizens.

APPRECIATION

This *HANDBOOK* is dedicated to the U.S. military, and particularly to the Defense Intelligence Agency.

The revolution started in 1992. Under normal circumstances, six years would be sufficient to bring about significant change, but experience has shown that the culture of secrecy doubles and perhaps triples the time needed for substantive change. We must accept the fact that this is a long term challenge, and that it will be the year 2004 before the old biases are fully expired and serious change can begin, and the year 2010 before we can lay claim to having a genuinely new and effective national intelligence community well suited to the challenges of the 21st Century.

In the short-term, it has been the U.S. military, and especially the uniformed leadership of the Defense Intelligence Agency (and elements of the U.S. Army), that has been most open-minded to the opportunities represented by open source intelligence from the private sector.

According to the Commission on Intelligence, the Department of Defense controls 86% of the total U.S. national intelligence budget of roughly \$30-32 billion a year. According to the House Permanent Select Committee on Intelligence, which may have knowledge of compartmented programs not revealed to the Commission on Intelligence, the Department of Defense controls 96% of the total U.S. national intelligence budget of roughly \$30-32 billion a year (or more).

In essence, at least within the United States of America, we must count on good leadership from the U.S. military and from the civilian managers of the Department of Defense, if we are to make real progress in striking a better balance between national, commercial, and tactical intelligence sources and methods. *St.*

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FORWARD

1. **PURPOSE.** *Open Source Intelligence: HANDBOOK* is published to ensure the dissemination of useful information which is vital to successful intelligence support for national policymakers, military warfighters and acquisition managers, law enforcement professionals, and competitive intelligence professionals from the business community.
2. **LIMITATIONS.** Although open sources & methods have existed since man could communicate, it was only in 1992 that the U.S. Intelligence Community, and subsequently other intelligence communities, began to realize that it had focused so heavily on spies and satellites—and the related culture of secrecy—that they had lost touch with the reality and opportunity of the open source world. This *HANDBOOK* is an early and imperfect effort to pull together, in one place, an overview of open sources & methods.
3. **ORIGIN.** This publication emerged for the eight lesson course funded by the Defense Intelligence Agency, and the resulting *HANDBOOK* created from six of those eight courses under funding from the Navy-Marine Corps Intelligence Training Center.
4. **COPYRIGHT.** All rights are reserved by OSS Inc. This material may not be reproduced or further disseminated without prior coordination and appropriate consultation with OSS Inc. Extremely reasonable rates for onward reproduction and translation are available. The U.S. Department of Defense only, is authorized unrestricted unlimited reproduction of the DoD version of this *HANDBOOK*, *Open Source Intelligence: Professional Handbook 1.1* (Joint Military Intelligence Training Center, October 1996).
5. **TRAINING.** An electronic version of this *HANDBOOK*, suitable for rapid electronic searching, is available at <<http://www.oss.net/HANDBOOK>>. The general training section, containing a copy of this *HANDBOOK*, a copy of the *READER*, and copies of seven of the eight DIA lessons and the basic lesson from NMITC, is available at <<http://www.oss.net/TRAINING>>. An additional 5,000 pages from over 400 authorities speaking or writing for past OSS Inc. conferences, are available at the general site, <www.oss.net>.
6. **SERVICES.** OSS Group, *The Information Merchant Bank*™, is now available to provide information arbitrage™ and open source intelligence services to governments and corporations.

**OPEN SOURCE INTELLIGENCE:
PROFESSIONAL HANDBOOK 1.1**

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INTRODUCTION

This handbook is based almost entirely on six of the eight lessons comprising the Open Source Training Course funded by the Defense Intelligence Agency (DIA). It has been prepared by the staff of the Navy-Marine Corps Intelligence Center as a means for consolidating the course materials in a form which could be most useful to the Marine Air Ground Task Force (MAGTF). All Marines will benefit from this DIA-funded initiative, which is the first organized course of instruction on open source intelligence available in the entire U.S. Intelligence Community. This material is provided to the Fleet Marine Force as an interim measure, pending the availability, possibly in 1997 or 1998, of more formal training materials from the (U.S. Intelligence) Community Open Source Program Office.

Chapter 1, OVERVIEW OF OPEN SOURCES & SERVICES, presents a broad overview of open sources and services which are important to the all-source intelligence analyst. Included in this chapter is a definition of open source and a distinction between data, information, and intelligence; a brief discussion of the history of open source intelligence as a sub-discipline within the all-source intelligence process; a review of why open sources are important to military intelligence; examples of open sources and services which are not now commonly integrated into all-source analysis; and a discussion of open source exploitation within DIA (Defense Intelligence Agency) and in a number of allied intelligence communities. This chapter concludes with a discussion of the changing role of the analyst; and how each analyst can take specific steps to improve their personal exploitation of open sources in support of the all-source intelligence process.

Chapter 2, ACCESS: INTELLIGENCE IN THE AGE OF INFORMATION, presents a more in-depth look at why open sources are critical to the all-source analysis endeavor, and how all-source analysts can optimize their exploitation of open source information. Included in this overview is a review of definitions distinguishing between data, information, and intelligence; discussions of how the art of intelligence is changing in the face of the "information explosion", the four kinds of information categories that an all-source analysts can consider accessing, and the three elements of information value; a discussion of the nine levels of open source information; an examination of possible collection management strategies which integrate open sources into the all-source collection management task and exploit windows of opportunity in which material is available in open sources just prior to being classified or censored; discussion of the four major consumer groups and their intelligence productions needs in relation to open sources; an examination of the four "warrior classes" and how open sources apply to intelligence analysis of each; discussion of the four types of overt human sources the analyst will encounter; an examination of how open source intelligence (OSINT) can help conserve scarce classified resources, and how a national information strategy can increase the amount of open source information available to the defense intelligence community; and concluding comments on optimizing OSINT in the all-source analysis process.

Chapter 3, INTERNATIONAL OPEN SOURCES AND SERVICES, provides an orientation to international open sources and services which are available to the all-source analyst. Although much of the open source world is not yet easily accessible to analysts because of security and procurement constraints, the Commission on Intelligence report of 1 March 1996 has defined such access as "critical", and recommended that dramatically improved analyst access to open sources be a top priority for the Director of Central Intelligence and a top priority for funding. This orientation discusses electronic access, the identification and acquisition of "grey literature", the identification and exploitation of international experts, and several examples of world-class international open source capabilities including Jane's Information Group and SPOT Image Corporation.

Chapter 4, THE INTERNET AS A TOOL FOR ALL-SOURCE ANALYSIS, presents a very broad overview of the global capability known as "The Internet" or "the Net". The Internet is a global communications medium that permits extraordinary flexibility in communicating with a wide variety of people from all walks of life, in receiving free information from many sources (some of dubious authenticity), and in obtaining access to distributed databases, many multi-media in nature, all over the world. This chapter will discuss in general terms the utility of the Internet to the all-source analyst, with special attention to the use of electronic mail, newsgroups, lists, and conferencing systems. It also discusses some of the dangers of the Internet, including the problems of "noise" and "flame wars", as well as the almost total lack of privacy and discretion. The last half of the chapter will focus on the most productive element of the Internet, the World Wide Web, and will provide five practical examples of how to exploit the Internet in support of the all-source analysis endeavor.

Chapter 5, OPEN SOURCES AND MILITARY CAPABILITIES, focuses on the practical application of open sources to military intelligence analysis requirements. The chapter begins by introducing a model for integrated all-source analysis which illustrates the critical importance of geographic and civil factors in evaluating the threat at each of the levels of analysis. While open sources are useful in conducting research and developing intelligence estimates about military capabilities in isolation, open sources are most useful to the military intelligence analyst when used to develop a broader analytical model. The general utility of open sources for military intelligence analysis, and the specific utility of open sources at the strategic, operational, tactical, and technical levels of analysis will be discussed. Next the chapter examines specific private sector capabilities for collecting and processing open source information. Commercial imagery, private sector order of battle information, and networks of experts available for consultation will be reviewed in general terms. Finally this chapter introduces the student to the Expeditionary Factors study developed by the Marine Corps Intelligence Activity, and used for this handbook because it is the only current and authoritative intelligence analysis product which relies exclusively on open sources, is unclassified in its final form, and covers a broad range of mission area factors for eighty countries specifically chosen because of the likelihood that a Marine Air Ground Task Force will be engaged in non-combatant or combatant missions in the countries

Chapter 6, OPEN SOURCES AND OPERATIONAL SECURITY--THE DARK SIDE, documents the premise that everything needed for the planning and execution of criminal or terrorist activity can be found in open sources. Indeed, an entire industry exists which is devoted to the publication of such material. In addition, equipment designed for one purpose and legally available can be used in terrorist or criminal activity. From both a military and a law enforcement point of view, it is critical to understand that even our most poorly-funded and least organized opponents can gain access to relatively sophisticated intelligence collection tools as well as tools of destruction.

Chapter 7, CONCLUSION: COLLECTING AND PROCESSING OPEN SOURCE, wraps up the handbook by providing information about three official U.S. government channels for obtaining open source intelligence: the Community Open Source Program Office and its global Open Source Information System; the Defense Intelligence Agency Open Source Program and the (planned) Defense Intelligence Agency Open Source Intelligence Center; and--especially important for Marines--the Marine Corps Intelligence Activity and the Expeditionary Factors Study. The Chapter concludes with a brief discussion of the usefulness of the Marine Corps Reserve as a source of existing and new open source exploitation experts, and some recommendations on additional open source training opportunities.

The APPENDICES provide both additional background information, and explicit references and points of contact which can be used to acquire open source intelligence in support of the commander and the staff. Appendix A, a White Paper on "Open Source Intelligence: What Is It? Why Is It Important to the Military?" was commissioned by the French Ministry of Defense and used (in translation) to begin the process of creating a French open source intelligence capability. Appendix B, consisting of both talking points and a formal paper on "Private Enterprise Intelligence: Its Potential Contribution to National Security" was developed as an invited paper for the annual open conference on Canadian intelligence. Included in Appendix B are a number of direct points of contact and key references useful in starting an open source intelligence program. Appendix C, a White Paper on "ACCESS: Theory and Practice of Intelligence in the Age of Information", was also commissioned by the French, and represents a somewhat abstract but still useful discussion of open source intelligence as a supporting discipline. Appendix D is a Concise Directory of Selected International Open Sources & Services which was prepared for the Defense Intelligence Agency, and remains both current and useful. Appendix E is a series of papers prepared for the Defense Intelligence Agency and serving as primers on exploiting the Internet, with over 100 pertinent intelligence-oriented sites and lists being identified in detail. Appendix F is a combination of a model (the original Expeditionary Environment Research & Analysis Framework & Model 1990) and strategic generalizations from the first Marine Corps Intelligence Activity study, *Overview of Planning and Programming Factors for Expeditionary Operations in the Third World*. Appendix G provides key references documenting what is available to terrorists and criminals which should be of concern to the military professional from an operations security viewpoint. Finally, Appendix H provides a list of the 80 countries examined in the current MCIA study, *Expeditionary Force Mission Factor Intelligence Analysis Requirements Study* dated 15 September 1994.

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